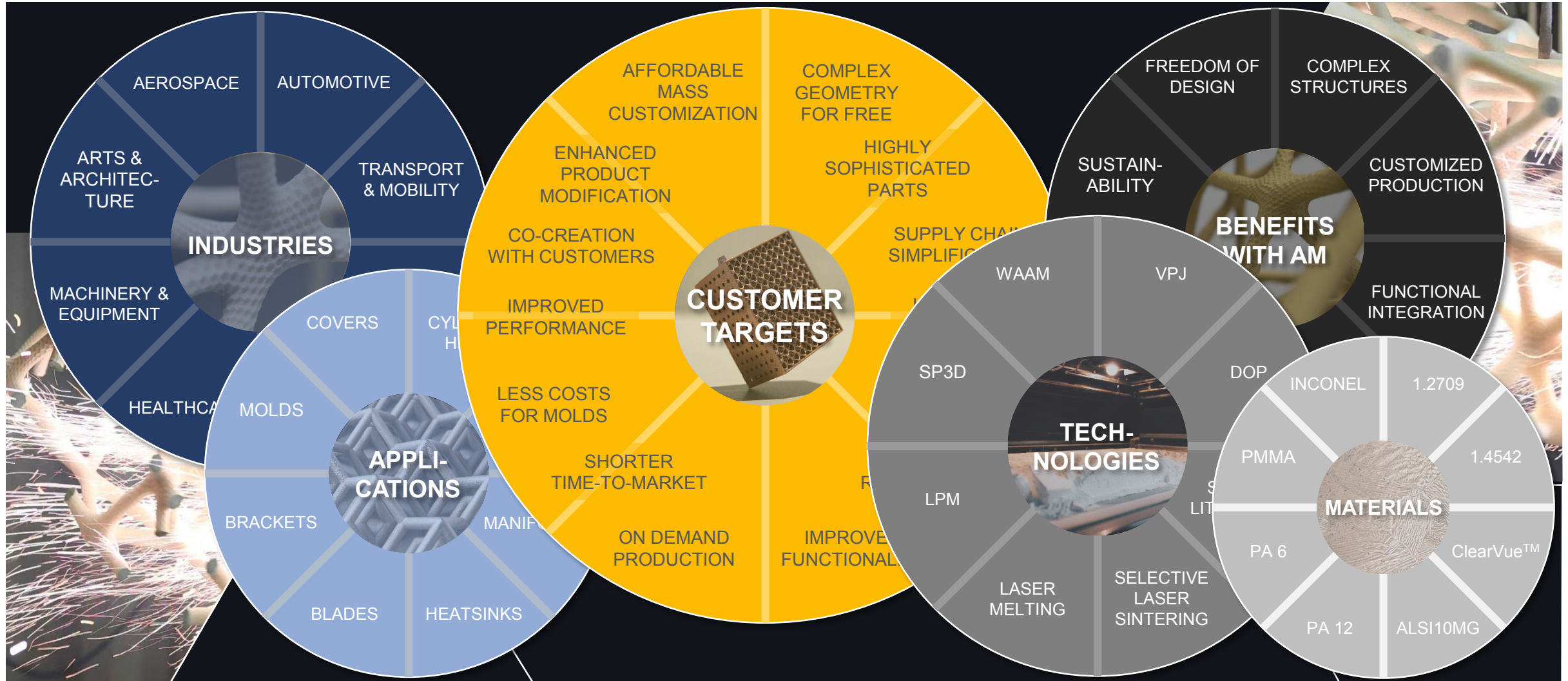


# MAKE PROFIT BY USING AM

## FIT ADDITIVE MANUFACTURING GROUP – YOUR GUIDE TO SUCCESS

**CARL FRUTH**  
CEO FIT AG

# WHAT ADDITIVE MANUFACTURING (AM) IS REALLY ABOUT



# WE ARE THE LEADING PROVIDER FOR AM PARTS



Experience in Additive Manufacturing:

**>25** years

Revenue in 2018:

EUR **25** Mio.

Manufacturing surface in m<sup>2</sup>:

**>10K**

AM machines in integrated digital factory:

**50+**

Different technologies for Additive Manufacturing in use:

**10+**

Number of manufactured parts per year:

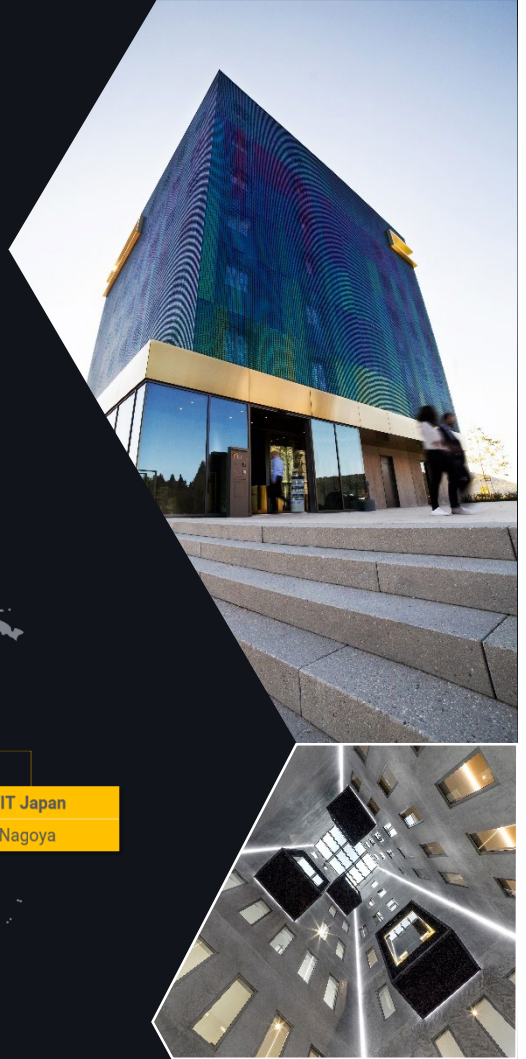
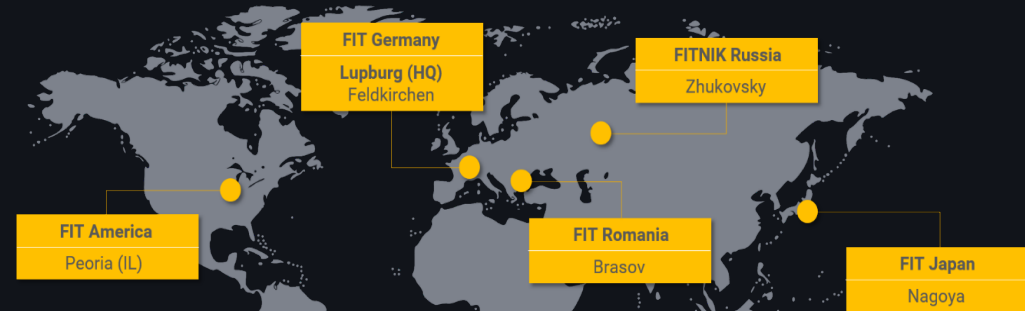
**>750K**

Certified manufacturing partner

ISO **9001**

ISO **9100** FIT Production

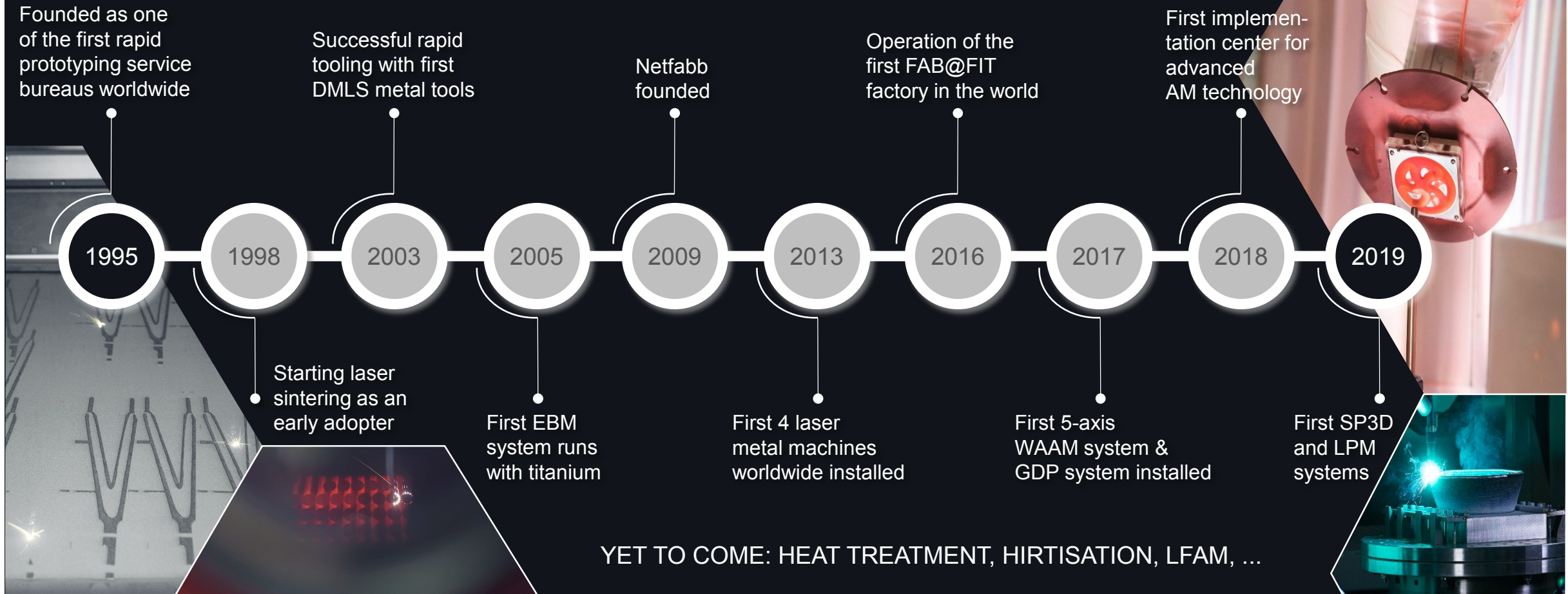
ISO **13485** FIT Production



# OUR HISTORY IS SHAPED BY INNOVATION



## FIT IS THE TECHNOLOGY LEADER IN ADDITIVE MANUFACTURING



# OUR BUSINESS IS TO MAKE YOU MORE INNOVATIVE



*Don't ask what a technology can manufacture. Manufacture instead what your customers are dreaming of.*

III.  
CREATE SOLUTIONS  
YOUR CUSTOMERS  
REALLY WANT



II.  
DEVELOP RADICALLY  
• INNOVATIVE  
PRODUCTS



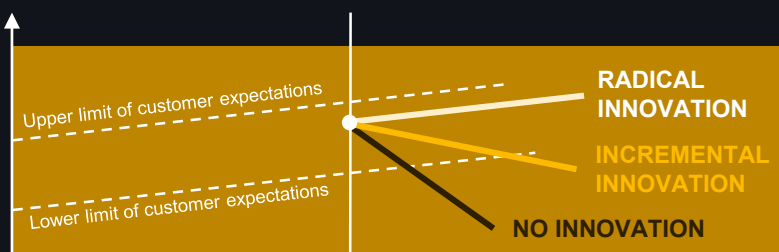
HOW TO BE INNOVATIVE  
WITH AM?

I.  
USE THE  
DISRUPTIVE  
POWER OF AM

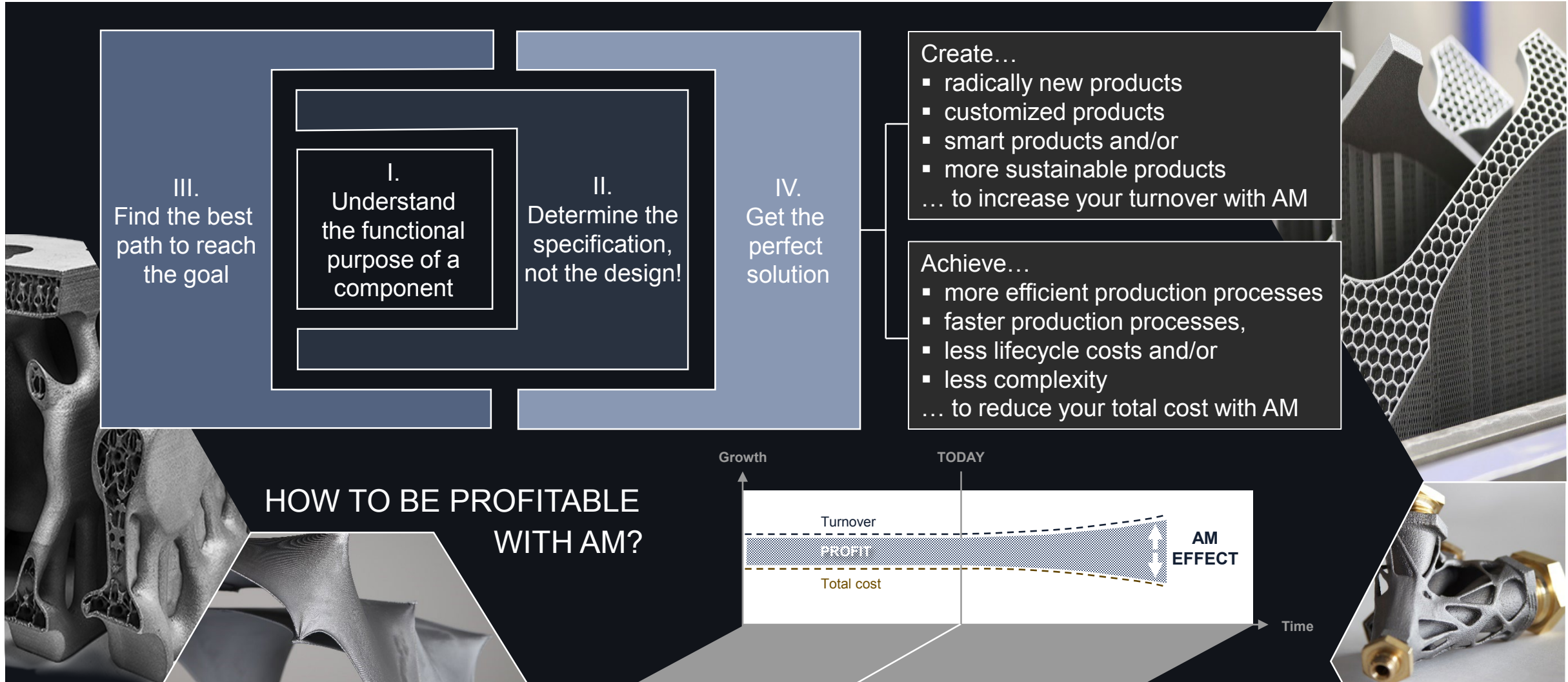


Growth

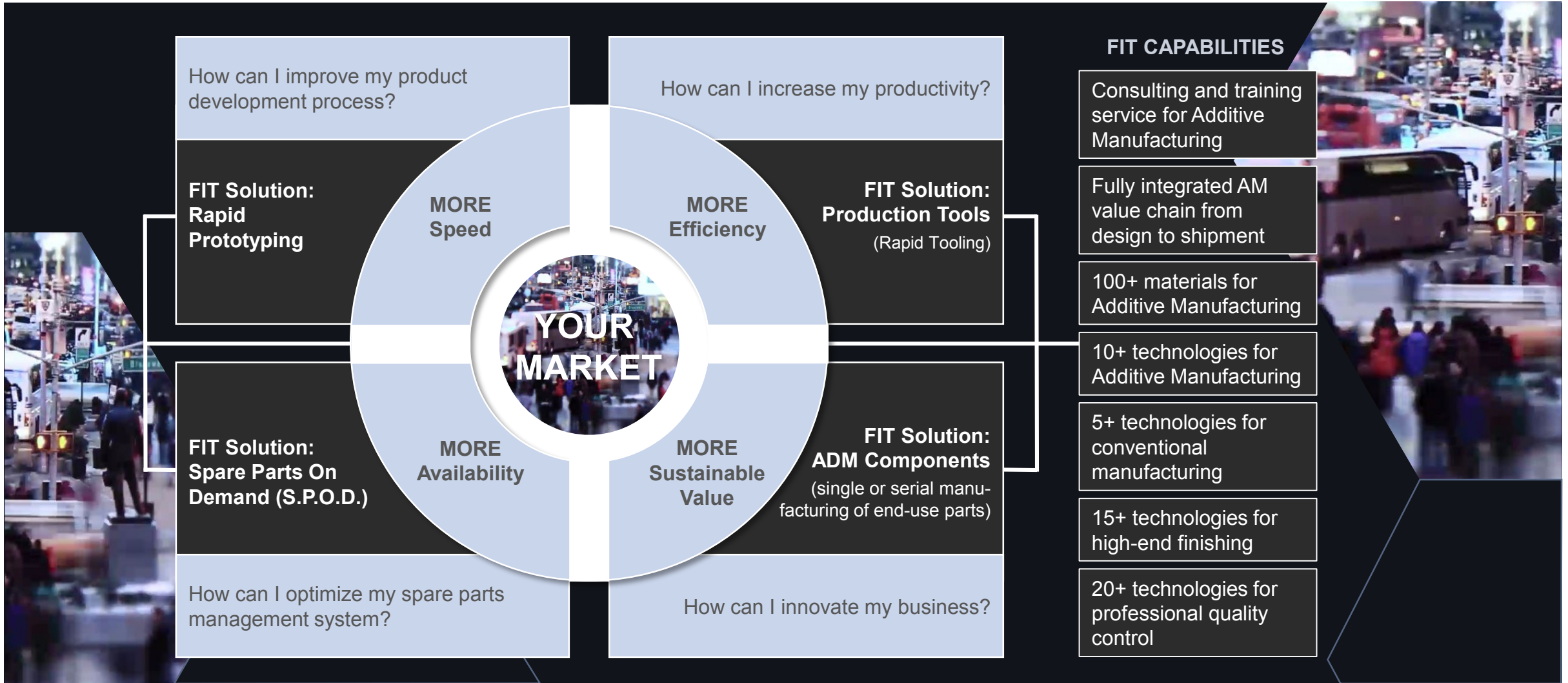
TODAY



# OUR AIM IS TO ROCKET YOUR PROFIT BY USING AM



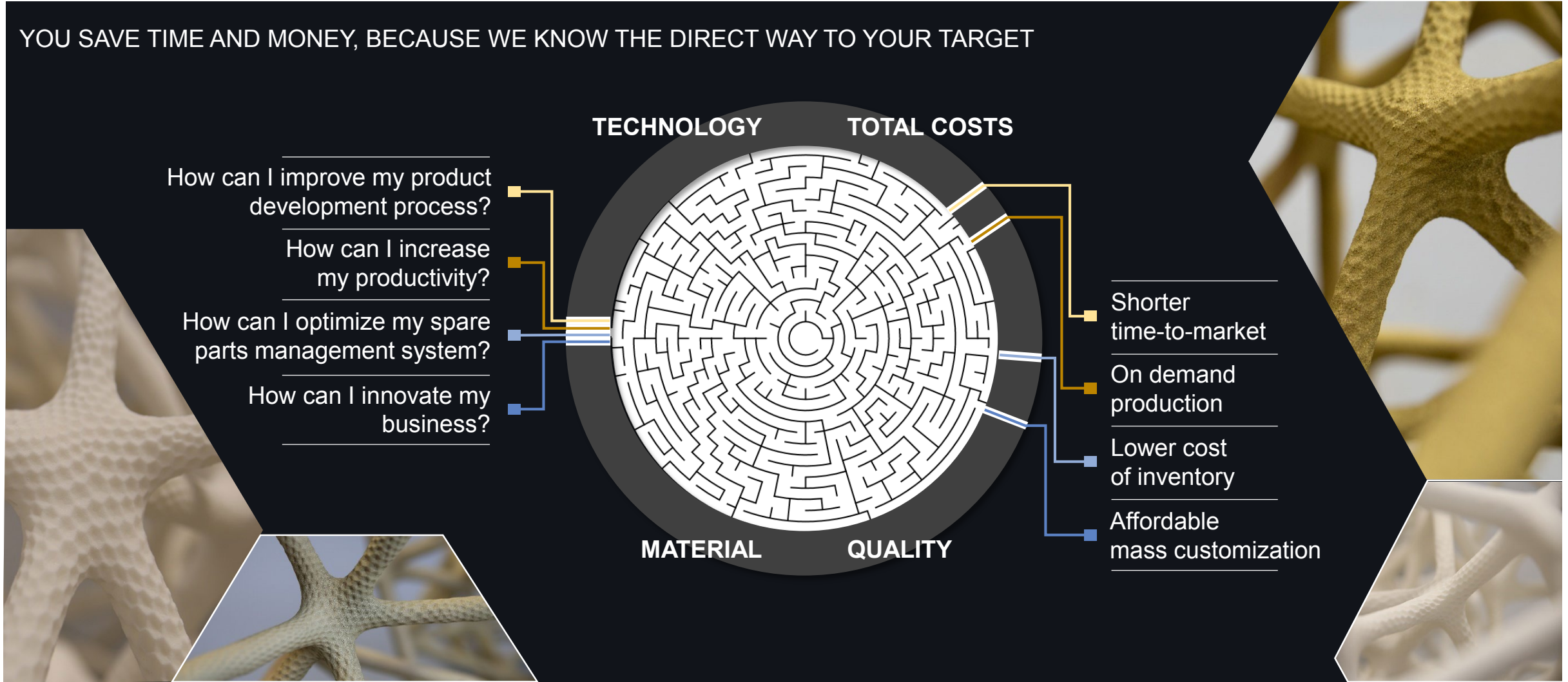
# OUR SOLUTIONS DELIVER *MORE* TO YOU



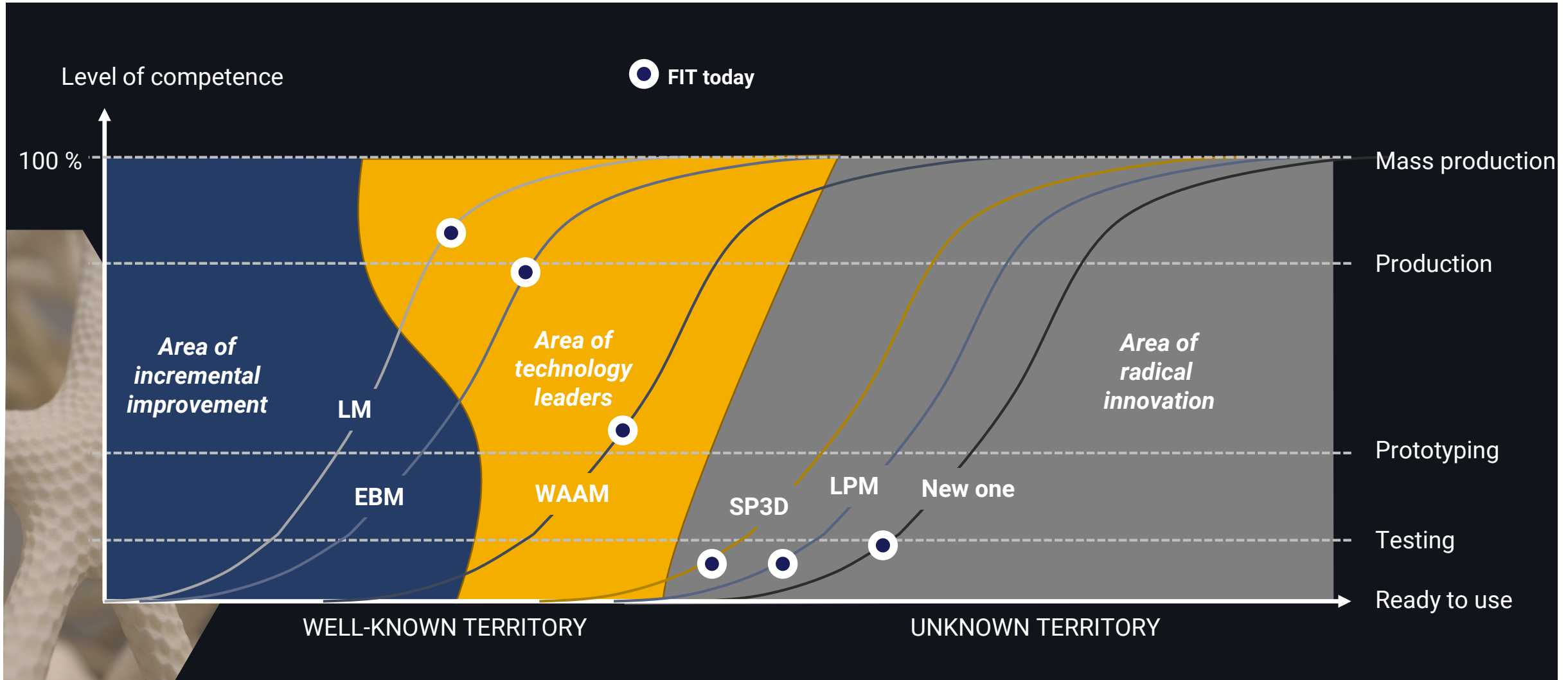
# OUR PASSION IS TO GUIDE YOU TO SUCCESS



YOU SAVE TIME AND MONEY, BECAUSE WE KNOW THE DIRECT WAY TO YOUR TARGET

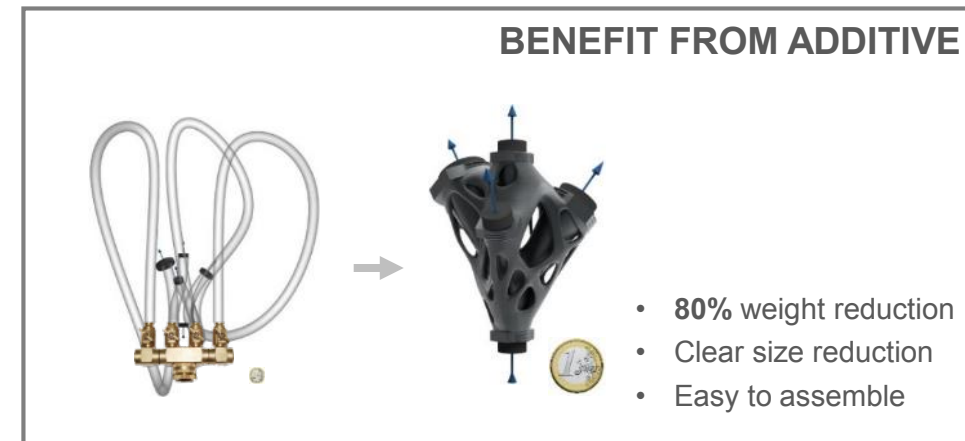
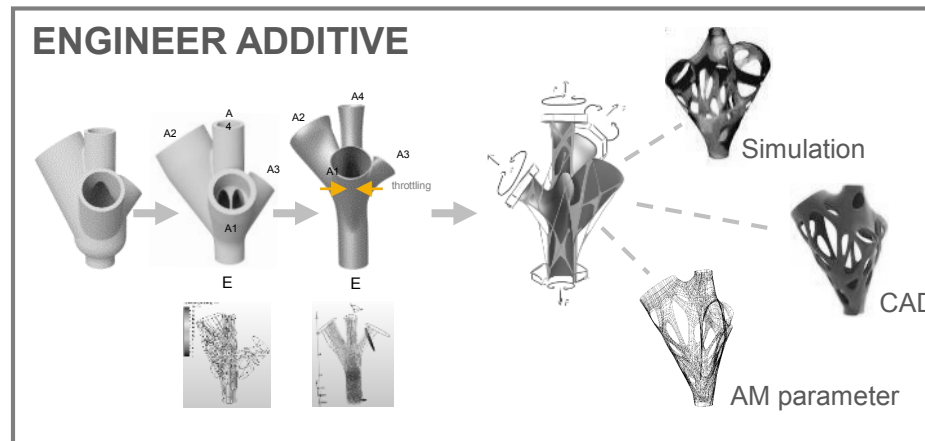
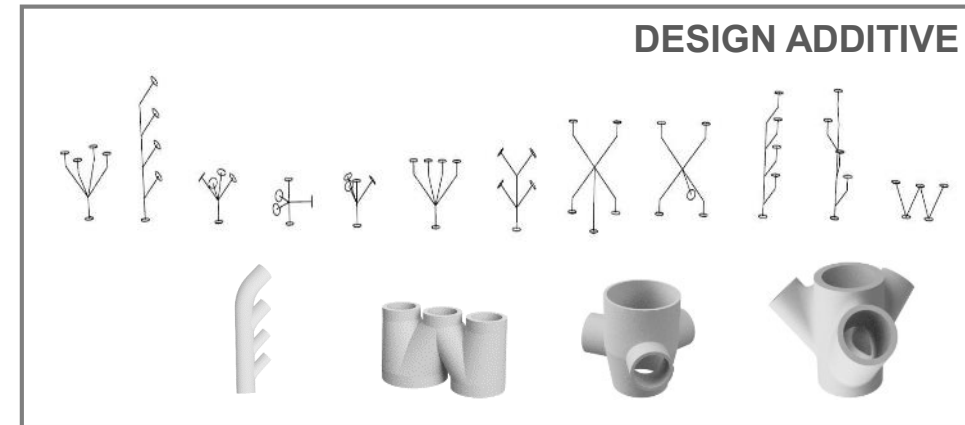
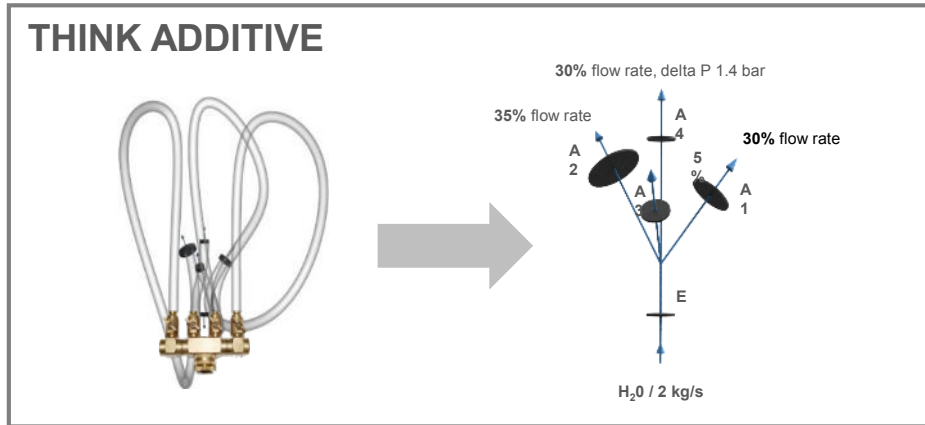


# ... BY BEING A STEP AHEAD

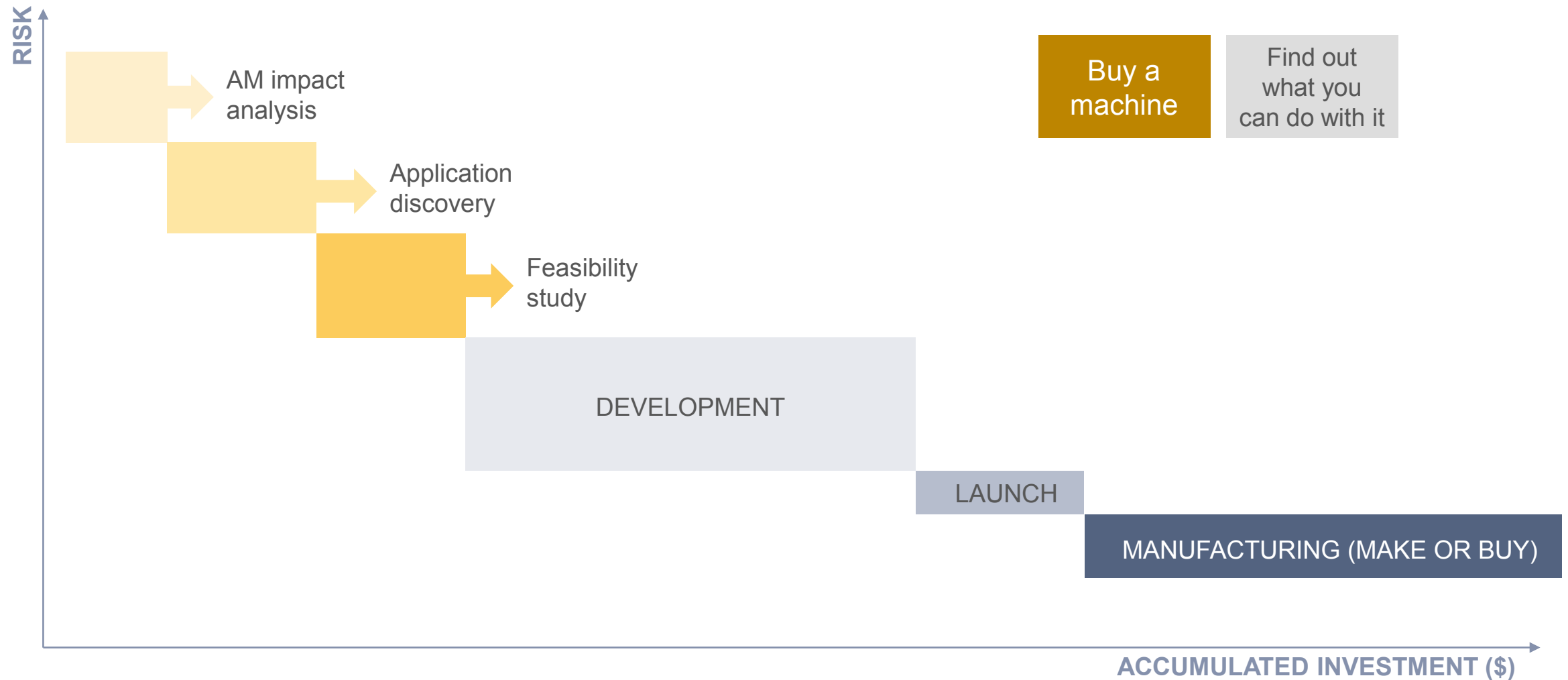


# BETTER PRODUCTS REQUIRE A NEW DESIGN

Move from AM to ADM = Additive **Design** and Manufacturing



# DESIGN IS A LOWER RISK INVESTMENT THAN MACHINES



# PARTNERSHIP IN ADDITIVE MANUFACTURING

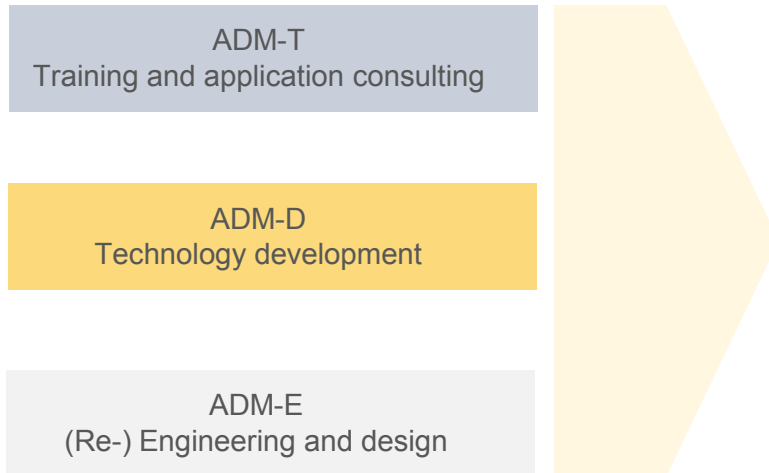


Customer request	Basic situation	Our offering
The customer wants advice on whether and how to use ADM for his business.	ADM is not a machine ... ... but a technology for innovation.	We are not selling machines but advice and guidance.
The customer has a project.	An ADM project is risky – that's why it must be done step by step.	We are offering expert advice in cost-effective service packages. You can buy machines later.

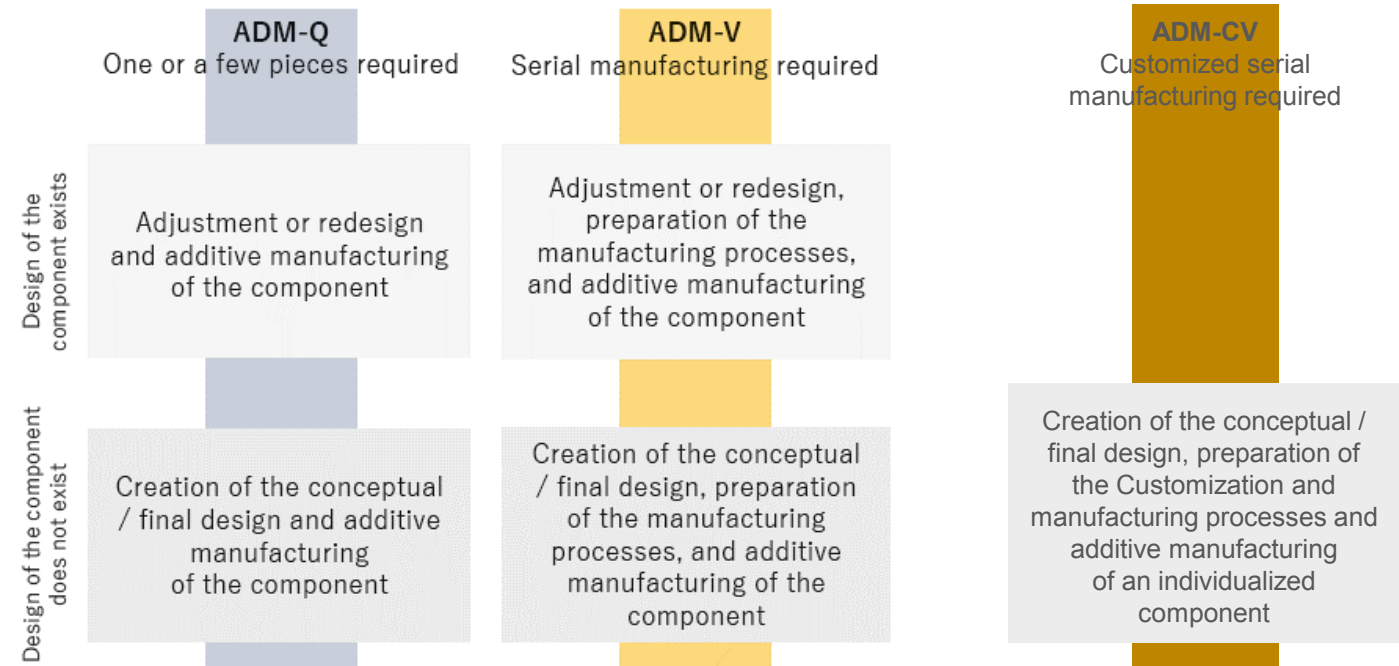
# PARTNERSHIP IN ADDITIVE MANUFACTURING



## ADM services capabilities



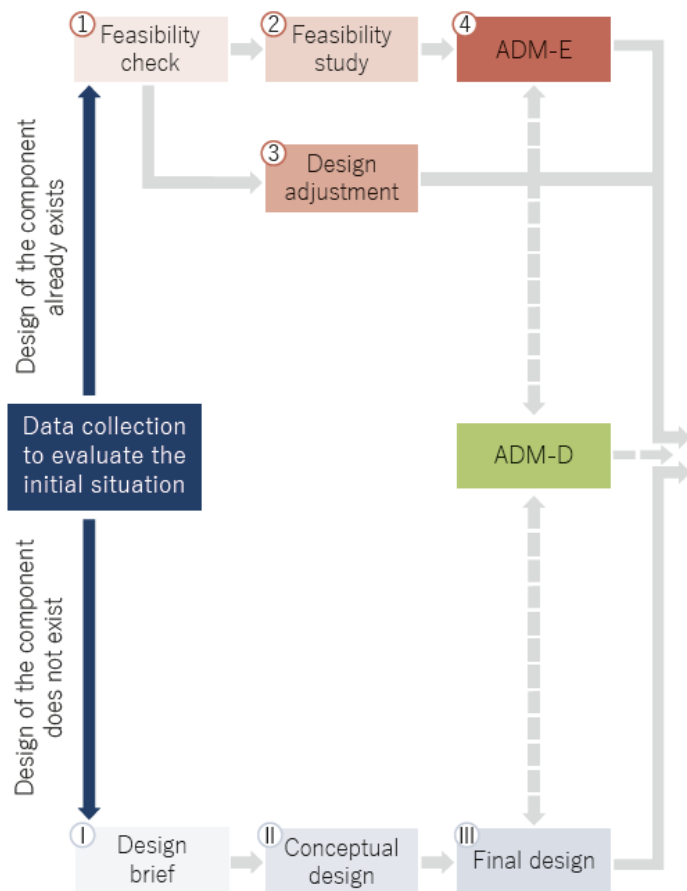
## ADM use cases Service packages



# ADM-Q: HOW WE GUIDE YOU TO THE TARGET



## ADM-Q: One or a few pieces required



## How we guide you to the target

Service Packages	Content	Result
① Feasibility check	We check the AM feasibility of the part, develop recommendations and a proposal for next steps	<ul style="list-style-type: none"> <li>• Report with design, material and technology recommendations</li> <li>• LPC<sup>1</sup></li> </ul>
② Feasibility study	We collect your requirements in an A&R <sup>2</sup> report, clarify the CMEs <sup>3</sup> and develop a feasible manufacturing process and a D&R <sup>4</sup> report	<ul style="list-style-type: none"> <li>• Report for A&amp;R, D&amp;R, CME</li> <li>• Initial product cost estimate</li> <li>• Total project cost estimate</li> </ul>
③ Design adjustment	We implement limited design changes	<ul style="list-style-type: none"> <li>• Report on design changes or D&amp;R, CME report and new 3D model</li> </ul>
④ ADM-E	We change the design or create a new one	<ul style="list-style-type: none"> <li>• Final product cost estimate</li> </ul>
ADM-Q	We manufacture your single component with a highly standardized AM process (incl. post-processing, quality control and shipment)	<ul style="list-style-type: none"> <li>• Ready-to-use component</li> </ul>
III Final design	We finalize the product design and produce test parts and CME samples if required	<ul style="list-style-type: none"> <li>• Final Report for D&amp;R, CME</li> <li>• Final product cost estimate</li> </ul>
II Conceptual design	We implement the design brief, clarify the CMEs, design a new product, perform simulation and produce CME prototypes if required	<ul style="list-style-type: none"> <li>• Report for D&amp;R draft, CME draft</li> <li>• Initial product cost estimate (update)</li> </ul>
I Design brief	We check the AM-feasibility of the design, develop recommendations and a proposal for next steps	<ul style="list-style-type: none"> <li>• A&amp;R Report with design recommendations</li> <li>• LPC</li> </ul>

<sup>1</sup> LPC = Lowest possible (product) costs

<sup>2</sup> A&R = Application and requirements

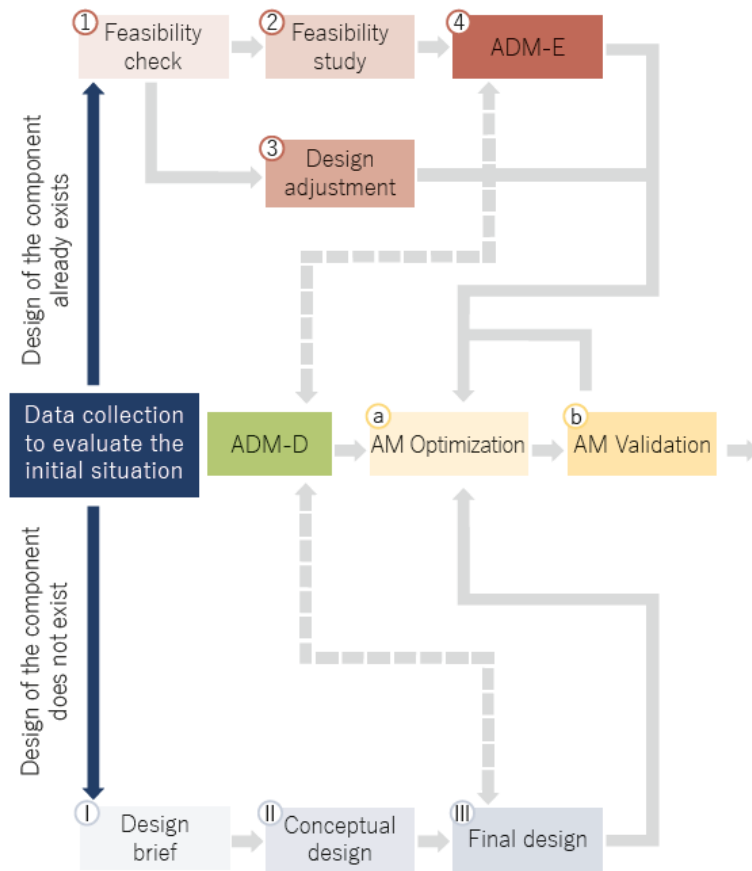
<sup>3</sup> CME = Critical Manufacturing Element

<sup>4</sup> D&R = Design and reliability

# ADM-V: WE GUIDE YOU TO VOLUME MANUFACTURING

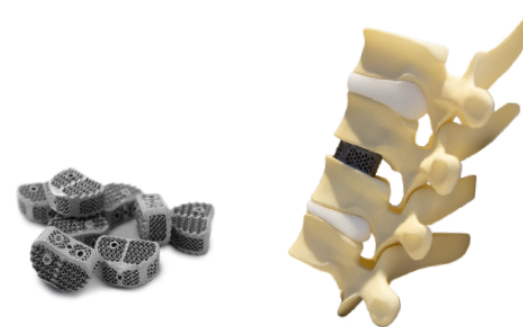


## ADM-V Serial manufacturing required

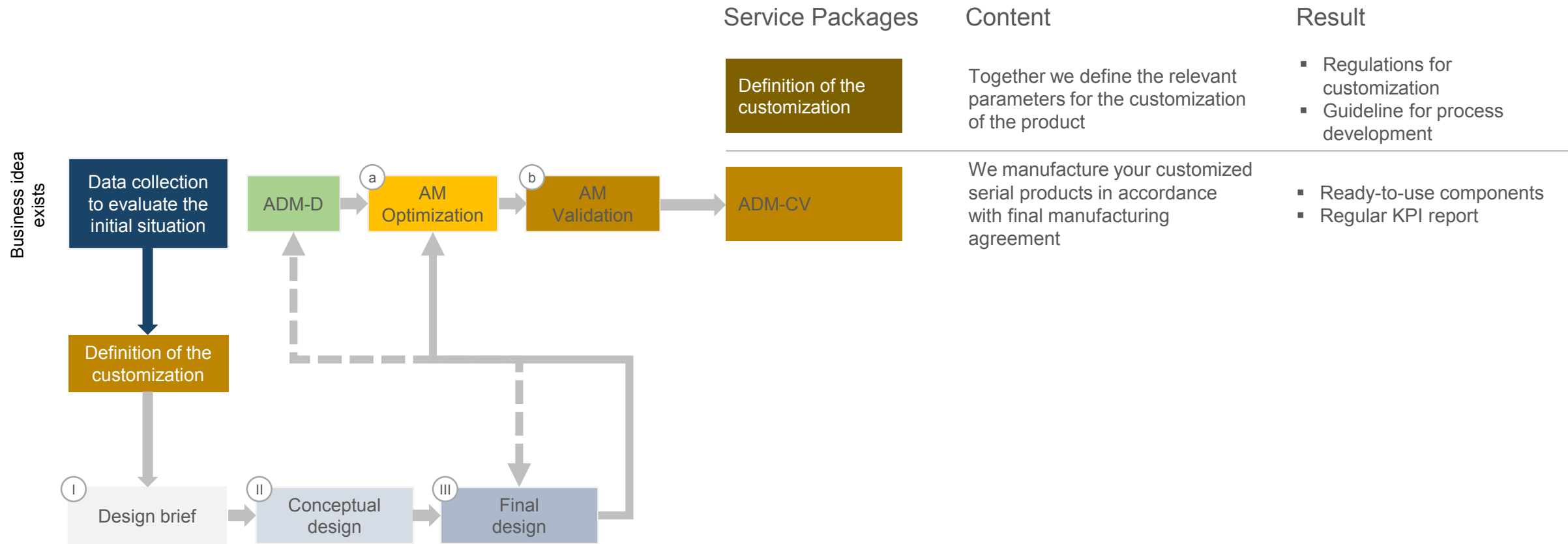


How we guide you to your AM serial component

Service Packages	Content	Result
a AM Optimization	We optimize and finalize all processes (data preparation, manufacturing, finishing, quality assurance, packaging, and shipment)	<ul style="list-style-type: none"> <li>• Manufacturing report</li> <li>• Final product cost estimate (update)</li> </ul>
b AM Validation	We test and validate all processes with a pilot production	<ul style="list-style-type: none"> <li>• Manufacturing report</li> <li>• Final product cost estimate</li> </ul>
ADM-V	We manufacture your serial products in accordance with final manufacturing agreement	<ul style="list-style-type: none"> <li>• Ready-to-use components</li> <li>• Regular KPI reports</li> </ul>



# ADM-CV: WE GUIDE YOU TO CUSTOMIZED SERIAL COMPONENTS



LET'S TALK ABOUT HOW TO MAKE PROFIT WITH AM!



THANK YOU FOR  
YOUR ATTENTION

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FIT AG

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Germany

<https://fit.technology/>

*Do not go where the path may lead.  
Go instead where there is no path  
and leave a trail.*

*Ralph Waldo Emerson*