

# CUSTOMER JOURNEY

### WALKING THE ADDITIVE MANUFACTURING JOURNEY WITH YOU

When you choose AddUp, you're choosing a partner who will be with you every step of your journey. In our trusted hands you will experience best in class safety on a repeatable, reliable platform, supporting your business to realize the full potential digital manufacturing has to offer.



## DISCOVERY

In the initial discovery stage, our team helps new adopters understand the potential of additive manufacturing and how it can be applied to their business.

### **IDENTIFY** parts and determine if AM is a good fit

economic feasibility & help build a business model

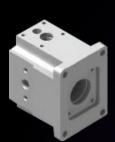


on design rules specific to the AM process

## DEVELOPMENT

Once target applications have been identified, we work closely with our customers to develop and refine the application and business case using an iterative process and Design for Additive Manufacturing (DfAM).

TRADITIONAL PARTS VS. AM PARTS

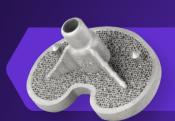






## QUALIFICATION

During this stage, we focus on qualifying the additive manufacturing process to meet industry-specific standards and regulations. AddUp has the expertise to guide you though the qualifications for your industry.



**MEDICAL IQ/OQ/PQ** 



**AEROSPACE AMS7003** 



**GENERAL INDUSTRY** 

### STAGE 4



Now it's time to ramp up production to full scale! AddUp was built on the pedigree of our parent companies, Michelin, making a million tire sipes every year, and **Fives**, with 200+ years of expertise in machine tool building for serial industrial applications.

### MEET THE DEMANDS FOR YOUR SERIAL PRODUCTION



**MONITORING** 

**SOLUTIONS** 



**TAILORED AUTOMATION** 



TIME x SPEED x OUTPUT **OVERALL EQUIPMENT EFFECTIVENESS (OEE)** 

**LEARN MORE** 



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