INTRO
WHO ARE WE?

OPEN3DENGINEERING.ORG

BERLIN

MORRIS WINKLER_SOFT. ENGINEER

HUGO SILVA_IND. DESIGNER

BRAM DE VRIES_MECH. ENGINEER
INTRO

WHAT DO WE DO?

R&D OPEN SOURCE 3D PRINTING

PRUSA I3 WORKSHOPS / KITS
OPEN BUSINESS

WHY?

DESIGN IS DEFINITELY MORE FULLFILING THAN BUSINESS

A COMPANY IS A DESIGN PROJECT TOO
OPEN BUSINESS

SHARING OUR COMPANY'S SOURCES HELPS...

PEER COMPANIES

EXPERTS AND PEERS OPINIONS

TRANSPARENCY TO CUSTOMERS
OPEN BUSINESS

THE 3 M'S...

MANAGEMENT (TASKS & TIME)

MONEY (PROFIT PER UNIT)

MARKETING (INCREASE SALES & REVENUE)
MANAGEMENT

HOW DO WE DO IT?

LOW ORGANIZATION LEVEL

CONTINUOUS ONLINE CONTACT

HOME WORK
MANAGEMENT

ORGANIZATION

WEEKLY MONDAY MEETING

PREPARATION AFTERNOONS

ANALIZE AND DEFINE GOALS MONTHLY
MANAGEMENT REALITY!

JIT DELIVERY DEVELOP. PATHS TEND TO STRETCH
MONEY

PER PRINTER...

€350 IN PARTS

BUY IN BULK FOR 20 UNITS

P.P. €800 P. UNIT
€180 R&D
€187 TOOLS
€300 FIXED COSTS
MONEY
GOAL

TIGHT INCOME FOR 2 PERSONS
8 PRINTERS SOLD PER MONTH
MONEY

SIDE NOTES

BOOKKEEPER, INSURANCE

TOOLS: GNU_CASH, TURBO_CASH, ERP_NEXT
MARKETING REALITY!

LAST 2 MONTHS

2 PRINTERS PER MONTH
MARKETING

GOALS

3RD PERSON

INCREASE INCOME

WEBSHOP LAYDROP.COM
MARKETING
THE STRATEGY...

RE-DESIGN OF OUR PRODUCTS

LAUNCH ON SPECIALIZED SITES

CUSTOM EDITION LIMITED

VIDEO MANUAL PAKT PUBLISHING

CO-OP MAKER-FAIRE'S & FABLABS
MARKETING THE STRATEGY...

MARKET DESKTOP FDM PRINTERS

DLP-SLS PRINTERS

BIG PRINTERS & EXTRUDERS

DIVERSIFY CAMERA SLIDER
CONCLUSION

HOPEFULLY MORE & MORE COMPANIES GET ON BOARD AND SHARE THEIR INFORMATION. BY DOING SO, WE ALL CAN LEARN FROM EACH OTHER'S MISTAKES AND SUCCESEES...
THANK YOU

DANKE - DANK JE - OBRIGADO

THE OPEN3DENGINEERING TEAM