AMFG / Autonomous Manufacturing

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February 29, 2024

www.amfg.ai

Agenda

1. Introduction to AMFG

2. Case Studies - each with a brief AMFG software demo

3. Market Trends

4. Q&A

# Why would anyone buy software (other than a video game)?

1. Make more money (top line - overall revenue)

2. Reduces cost (bottom line - net profit)

3. Manage risk

4. Compliance

What I'm sharing today

✓   There are lots of softwares that enable AM

✓   When is the right time to invest in software?

✓   Stages of the journey - for small medium and large companies

AM Software Landscape

Example softwares that you will see in the market
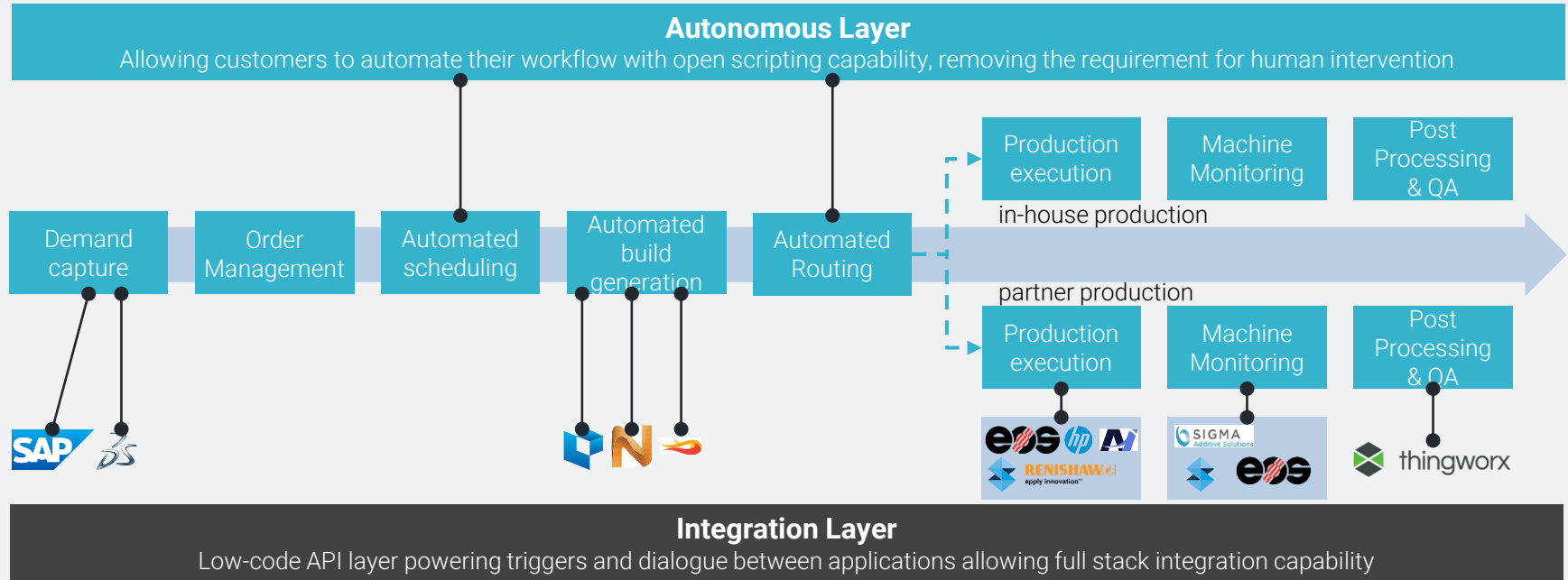
Trimech

## Mid-sized, nation-wide group of companies

Client Requirements:
- ✓ Maximised efficiency to maintain and grow market position
- ✓ Reduce internal barriers for information management (i.e. production orders)
- ✓ Keep orders moving through the production site and make sure nothing 'falls through the cracks'

What the Client didn't need/want:
- ❖ Significant growth; this is an established company and growth rates over 100% are just not feasible
- ❖ Compliance and risk management: Leadership is involved in all operations
- ❖ Requirement to recruit significant amount of people

→ Strong software solutions drive **operational efficiency** maximises attractiveness to shareholders
→ Reduction in cycle time is a **key metric** of the business model
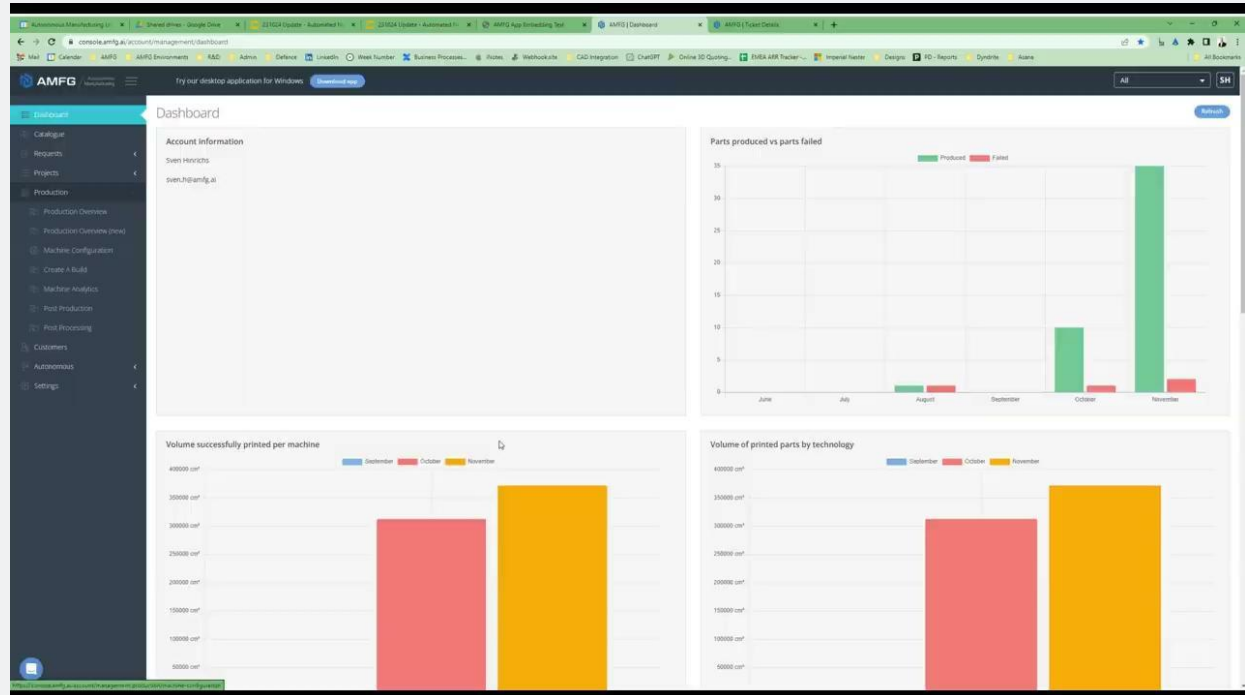
Volvo

Automotive key player producing 700k+ vehicles per year

Client Requirements:
- ✓ Reduce time to market to new product introduction
- ✓ Improve data capture to understand business unit performance
- ✓ Manage the end-to-end process in a singular platform

What the Client didn't need/want:
- ❖ Significant growth; this is a billion-dollar company and growth rates over 5% are just not feasible

→ Strong software solutions drive **operational efficiency**; this reduces cost of doing business
→ Becoming a market leader in a space is not about superior technology, but superior execution
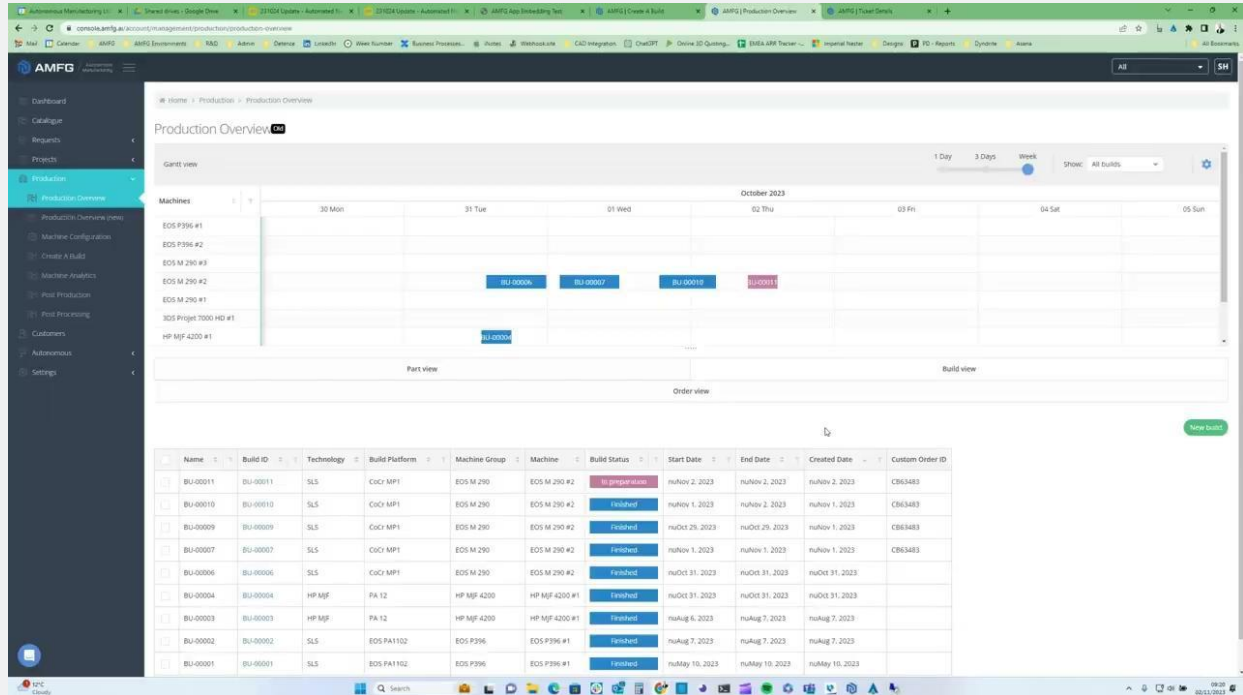
Market Trends We're Seeing

The industries investing in AM and technologies they're exploring

✓ Defense, Aerospace, Automotive and Medical

✓ Technologies we're seeing advance AM in many applications
  - Metal printing (powder bed fusion) is getting bigger and faster
  - SLS (EOS) and MJF (HP)/SAF (Stratasys) are getting bigger and faster
    - ➤ Printers that achieve high outputs - fast, large, cost effective - are what we see getting the most adoption because they do more faster, therefore more profit

✓ Machine utilization and part output are key metrics for AM business cases

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Common Pain Points

To name just a few that SME businesses have

- Processing of email requests
- Conversion of CAD data
- Multiple systems with no one clear overview
- Multiple technologies in one software
- Order tracking from end to end
- Quote versioning
- Internal staff communication
- Optimising machine workloads
- Inconsistent quoting processes across the business
- Accessibility of services for customers
- No time to expand and grow due to current processes
- Too many customers ordering
- User error and lack of efficiency

About AMFG

AMFG provides workflow automation software that empowers companies to streamline and manage their entire additive manufacturing workflows.

With customers in 26 countries and across industries, AMFG's expertise is in working with enterprise companies to scale their operations and successfully integrate AM into their manufacturing processes.

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