

# EXPERTS IN ADDITIVE 3D PRINTERS 3D PRINTING SERVICE

Units | Supplies | Support | Repairs | Hire | Training

Visit Our Website: www.additive-x.com



# Additive-X

# THE ADDITIVE EXPERTS

# An Introduction to Additive-X

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YOU'VE FOUND

# THE RIGHT PEOPLE TO HELP YOU

Units | Supplies | Support | Repairs | Hire | Training







4,000 SQ FT REPAIR WORKSHOP



**35+ YEARS EXPERIENCE** 



**75 UNIT PRINT FARM** 



**BEST IN CLASS TECHNOLOGIES** 

Selling to SMEs and PLCs







# Jo Young MD since 2002

"I have the best team in the 3D printing industry, all passionate about what additive manufacuring technology can do to help businesses solve problems, innovate and grow. The future of manufacturing is digital!

Our mission is to obessively support all our customers, from local SMEs to global PLCs. We communicate well, deliver on our promises and get things done."

jo@additive-x.com **Connect with me on** LinkedIn



# WORKING WITH **ADDITIVE-X**

#### People like you, like working with us

You need to design and make prototypes, models, manufacturing aids, tools, jigs, fixtures, replacement parts, end-use parts and products.

We help you adopt digital manufacturing using the right 3D printing technology



Cheaper



Generating less waste



Shorter lead-times



Closer to the point of need



Less manual work



Store digital files, not physical parts



Better material properties

# Running a Makerspace, Print Bureau, an in-house Print Farm or Additive Centre of Excellence?

We can help with printer management software, bulk pricing on materials, machine trade-ins, bundle-discounts across brands, samples of new materials, short-term or long-term hire

#### Need extra capacity for a project or busy period?

Use our 3D Printing Service or ask for a hire package

#### Looking to save money by buying in bulk?

Ask us about call-off orders, volume discounts and bulk-buying agreements

#### No capex budget available?

Short-term hire and long-term rental options are both available. Finance packages are on offe via our partnership with a finance company

### On a tight budget?

Trade-ins and ex-demo units are typically available if you ask the team

# IF ANY OF THESE CHALLENGES RESONATE IN YOUR WORLD...

# **WE COULD BE A GOOD FIT FOR YOU!**

රි We've got an old 3D Printer we've never really used විට

66 Our 3D Printers are always busy 88

66 3D Printing is too slow and we get too many failed prints 88

66 How do I know if this can be 3D printed?

66 We want to use additive manufacturing for our new product range, but we don't want our business to be 3D printing

## **OUR HQ ENCOMPASSES...**

Our Technology Centre, Repair Workshop, Print Farm and Warehouse

Having been in the business of buying, selling, supporting, repairing, stocking, distributing and logistics since 1988, we can be very flexible.

In fact, we do procurement and fulfilment so well we offer it as a service – ask us about single-source supplier agreements, inventory management and more.

Leading brands like Formlabs, Markforged and OKI have relied on our fulfilment services for their UK and European markets.

Plus, ISO9001 registered for more than 25 years, continuous improvement is more than just a tick in a box for us.



## **HEAR FROM**

# **Additive-X CUSTOMERS**





## **CLEAR, TRANSPARENT, AND HONEST**

"Throughout the procurement process, we always found that they were clear, transparent, and honest about both the capabilities of the hardware provided and the support they could offer... we have kept going back because they delivered on their promises as well as being best value... they have co-hosted several events for groups of SMEs at our location. This was not delivered as merely a "sales pitch" for their kit and always focused on the broader benefits of additive technologies and came with great case studies to put what they were saying into context." Carl Gregg, SAM Project at University of Sunderland)



#### EXTREMELY HELPFUL

"We had lengthy technical discussions with Additive X, who were extremely helpful with recommending materials and printers suitable for our requirements" Craig Williamson | Collected via Reviews.io



## **KNOWLEDGE EQUALLED ONLY BY CUSTOMER SERVICE**

"Highly recommended - Worked with them for several years now - Tammy and the Team are excellent to deal with. They are great for designs, batch prints, advice on material and so much more. Their engineering knowledge is only equalled by their customer service. Additive-X are not just another 3D printer sales company hiding as a 3D print lab. They care about what you make, and they make you feel like they are another division in your company. Thank you, Additive-X." Tom | Collected via Reviews.io



#### ALWAYS POSITIVE AND SUPPORTIVE

"The company provides an excellent service and are always positive and supportive" Alan Dempsey, PrintCity at Manchester Metropolitan University



## FRIENDLY, KNOWLEDGEABLE AND EFFICIENT

"Always very friendly, knowledgeable and efficient. I received great advice on methods of manufacture and materials for my SLA and FDM printers"

lan Jeffray | Collected via Reviews.io



## A LOVELY COMPANY THAT CARES

"I've bought 4 3d printers from Additive-X and every time I've received excellent customer service and prompt service. Such a lovely company that cares!"

Simon Sims | Collected via Reviews.io



## THIS COMPANY IS BIGGER THAN YOU THINK

"This company is bigger than you think and whether you are just buying a £500 printer or a £60,000 printer, you get the same level of customer service no matter what. What more could you ask for."

David French | Collected via Reviews.io



## I WISH ALL PURCHASES IN LIFE WERE SO ENJOYABLE

"The Team at Additive-X are phenomenal...Thank you Additive-X for first class service. I wish all purchases in life were so enjoyable"

Trevor Probert | Collected via Reviews.io



# **3 THINGS TO THINK ABOUT**

# **BEFORE BUYING A 3D PRINTER**

INVESTMENT COST & ROI How will you calculate cost of ownership and return on investment?

2 DESIGN EXPERIENCE

Does the user need have any Design for Additive Manufacturing experience?

3 PROCESS

What does the end-to-end process look like from design to part in hand?



# THE KEY TO YOUR SUCCESS

Lies in digging into potential applications with us upfront.

What are the pain points in your current manufacturing operation, in-house and in your supply chain?

Together we can unlock the greatest benefit to your operation, align with your strategy and maximise your return on investment.

The wider benefits of using 3D printing can be extensive across an organization.







Collect Orders and drop-off Repairs

**Book in** For a meeting, Technology Center Tour or Printer Demo

Arrange A Hands-on Workshop to experience end-to-end workflow

Enquire About Training from Beginner to Advanced









**VISIT THE** 

# **£1.5M** TECHNOLOGY CENTER

**£1.5M** Of 3D Printing Equipment

100s Of Hands-On Demo Parts

**Live** 3D Printing & Scanning

**9** Technologies



# Additive-X VISIT YOUR SITE

Additive-X would love to visit you to meet your team at your facility and see your manufacturing operations.

Site visits are the perfect opportunity for us to work together to understand your 3D Printing applications and maximise your return on investment.





**Invite Other Teams** 



Show Us Your Operation



Show Us Parts You Want To Print



Hands-On With Demo Parts



Printer Hardware & Software Demos



Understand End-To-End Workflow



Additive Assessment Report



Follow-Up Call

**Show US** The parts you are 3D printing today plus any parts and processes you are trying to replace.

**Get hands-on** With our 3D printed demo parts in different materials and hear best practice across applications and industries.

**Understand** The end-to-end workflow with printer hardware and software demonstrations.

Visits often run as a mini workshop with customers inviting different team members to brainstorm with us and find new opportunities. Our Additive Assessment report includes key findings of the meeting and actions to be taken, which we walk through together on a follow-up call.



# MEET US AT TRADE SHOWS & EVENTS ALL OVER THE UK





**Multiple Technologies** 

3D Printing Specialist 27 Years Service

7 Years Service



**Get Event Offers** 



100s of Demo Parts

Technical Manager



**Ask Us Anything** 



Get Hands-on with Prints



**Live Printing** 



Show Us what You Want to Print



FIND OUT WHERE WE WILL BE...

Sign up to our emails | Follow us on socials, | Check our Events page

# **3D Printing Service**

# **Additive-X Digital Parts Factory**



Use our Digital Parts Factory, or DPF for-short for one-off jobs, on-going projects or as a contract manufacturing service.

Let us produce your parts to meet your deadlines, hassle-free.

How does it work?

To quote you we need your...

#### STL file or your Print File

(uploaded via our webpage, email or WeTransfer) and if you have photos of what you want printed, send us those too.

#### **Print Specifications**

Tell us what quanity, materials and if you require any specific print settings, orientation, post-processing and finishing.

Don't forget to tell us your lead time requirements and whether you can accept delivery in batches. If you are on a tight budget you can opt to do your own support removal.

We can always have a quick video call if that helps.

#### No STL file?

Don't worry, we can help you with 3D scanning and part design for additive manufacturing.



We are happy to sign an NDA, send it over to us dpf@additive-x.com

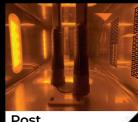












Post **Processing** 











Drop Shipping

# **Top 5 Reasons**

**Customers outsource print jobs to Additive-X** 

#1 Not ready to invest in the technology

#2 Their business is not 3D printing

#3 Too much work on

#4 Not got the right material

#5 Not got a printer large enough

# Additive-X

# **TRAINING**

Some printer packages come with training included, but training is always an optional extra. Don't leave things to chance, give yourself and your team the best start with your 3D printer by learning the basics plus helpful tips and tricks, and remember, there are no stupid auestions!





## VIDEO CALL TRAINING

HOURLY RATES FROM £150



## TRAINING AT OUR HO

HALF-DAY RATES FROM £450 **UP TO 4 PEOPLE** 



## **ON-SITE** TRAINING

DAILY RATES FROM £950

Like 3D printers there is no 'one size fits all option' in training, which is why all Additive-X training courses are bespoke to your objectives based around your application, industry, experience and level of expertise. Our goal is to make you feel comfortable with the technology, confident with the end-to-end workflow and ready to get the best possible return on your investment.

User training - typically covers machine set up, operation and daily maintenance, end to end workflow including software and post-processing, plus troubleshooting. Other training elements are based on a specific technology (FFF, SLA, SLS etc) with pros and cons, dos and don'ts, as well as Design for Additive Manufacturing. Additive-X Training offers the opportunity to get hands-on with hardware, software and materials wherever possible.

Are you an experienced user? Come back to us for some Refresher or Advanced User Training to find out what you don't know you don't know!



# Additive-X

# **SUPPORT**



#### **Fast Delivery**

With our free next-working-day delivery, you'll be up and running in no time! (Just order by 4:45 PM for same-day dispatch.)



## Specialised Technical Help

Our team knows the printers down to every detail, and we're on hand to help with setup, troubleshooting and ensuring your printer performs its best!



## **Unmatched Customer Support**

We're here to make every part of your experience smooth-before, during, and long after you receive your printer.



#### **Support Beyond the Purchase**

We don't just sell printers; we're here to keep them running. You'll have access to material, spare parts, maintenance options, and everything you need to keep printing confidently.

# Our Technical Support is designed to provide expert assistance.

#### **Knowledgeable Assistance**

Our team are trained and certified on the printers, ensuring you receive clear, accurate, your printer running at its best, whether it's and helpful advice.

#### **Troubleshooting Expertise**

We can guide you through any issues like recalibration, print quality optimisation, or hardware and software troubleshooting, helping you get back to printing smoothly.

#### **Access to Spare Parts**

If your printer requires a replacement part, we can provide it quickly and advise on proper installation to minimize downtime.

#### **Maintenance Guidance**

We assist with ongoing maintenance to keep cleaning, firmware updates, or adjusting settings.

#### **Prompt Responses**

We prioritise fast responses to your queries, minimizing interruptions to your workflow or projects.

#### **Community and Resources**

We connect customers with official guides and resources, complementing our support with reliable manufacturer materials.

Paul Engineer 30 Years Service

**Our comprehensive support** ensures you can print with confidence

Knowing expert help is just a call or message away!





# **REPAIR & SERVICE PLANS**

## **WORKSHOP BASED REPAIRS**

Your 3D printers are in safe hands with us, we've been repairing in our workshop in Yorkshire for over 35 years!

We ask you for an Inspection Fee, then assess the unit and quote Time & Materials

Talk to us about Fixed Price Repair Contracts and Volume-Discounts

## **SERVICE PLANS**

We offer Service Plans supplied by the brands in our range, plus our own bespoke Service Plans wich can include different levels of on-site support, elements of workshop repair and also hot-swaps

## **HOT-SWAPS**

Key features of a Hot-Swap Service Plan



Purchase with your printer for 1, 2 or 3 years



If a repair is required, we ship a replacement unit to you



A support issue is raised with Additive-X



You receive a fully refurbished replacement from our stock



We troubleshoot the issue in case of user error



You repackage the faulty unit and our carrier collects it



For minor issues, we send you replacement parts



# 2

# **MEET THE TECHNOLOGIES**

## **SELECTED BY Additive-X**



# SLS **POWDER-BASED PRINTING**

Fuses powder layer by layer. The unused material supports the parts during the printing to create complete, interconnecting designs with no need for support structures. Benefits: no support structures to restrict geometries or leave marks, printing in batches.



Work by using UV light to cure (solidify) a liquid resin into a hardened plastic in a process called photopolymerisation. Benefits: prints have great accuracy and print quality with a noticeably smooth surface finish.







# FFF / FDM PLASTIC FILAMENT PRINTING

Available in desktop and large formats, works by heating a nozzle which extrudes melted thermoplastic material, to build up parts in layers. Benefits: Often chosen by beginners due to its simple, intuitive operation and more affordable costs. Option to print in multi-material, multi-colour.

# MEX MATERIAL EXTRUSION PRINTING

Innovative additive manufacturing process capable of printing in liquid silicone and pastes as well as filament, with different print modules. Benefits: eliminates the need for moulds, providing design flexibility, faster production, cost effectiveness, and waste reduction.



# CFR CONTINUOUS FIBRE REINFORCED PRINTING

Filament printing with the ability to design in layers of continuous fibre to strengthen specific areas of your part or assembly. Benefits: the 3D printed parts will meet your demanding functional requirements.

# METAL FFF METAL 3D PRINTING

In a relatively simple 3 step process, metal FFF utilises bound metal powder to print with a filament, then parts are washed and finally sintered into a fully solid metal. Benefits: A more affordable, easy to use metal AM technology.



# MEET THE BRANDS

## **SELECTED BY Additive-X**

Our mission is to supply value for money, high quality, reliable 3D printers to help our customers solve business problems, innovate and grow.

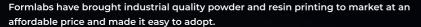
Not many brands make it into our portfolio. Contenders need to fill a gap, offer something that customers will really value, open up new applications and impress our technical team. We are proud to represent some of the best global 3D Printing brands who continue to invest heavily in R&D and bring out exciting new products.



# formlabs 😿

When it comes to Formlabs, you won't find a reseller who knows them better and loves them more.

We've worked with them since their "scrappy startup" Form 1 days and their growing ecosystem and end to end workflow is still a joy to work with.



#1 The printers are good-looking, easy to use, fast and perform at the highest level, consistently.

- #2 60+ materials whether you have general purpose, tough, rigid or elastomeric requirements, plus speciality materials for high temperature, flame retardancy, ESD, casting and a whole category for dental.
- #3 Accessories which take all the mess and hard work out of working with resins and powders
- #4 Printer software which is great for both beginners and experts





Additive-X partnered with Markforged in 2015, 2 years after they started up.

Over a decade later they are still the masters of 3D Printing accurate, repeatable, strong parts for end-use applications in manufacturing.

Think printing parts, tools and fixtures stronger than metal, or even in metal.

The "Digital Forge" platform is their combination of 3D printers and materials plus powerful software for simulation and validation so you 3D print less iterations to get the parts you want.

This range of desktop and industrial 3D printers are reliable workhorses which produce parts with an excellent surface finish. The bonus is the ability to add strength exactly where you need it with their continuous fibre reinforcement (carbon fibre, fibreglass, kevlar, high-temp fibreglass) for your prototypes and end-use parts.



# MEET THE BRANDS

**SELECTED BY Additive-X** 







Bambu Lab has shaken up the world of desktop filament 3D printing.

This is a brand focused on the consumer, but hugely popular with the professional market.

We want to make the product and customer experience great. We don't only want amazing hardware, but amazing software, amazing service, amazing materials – amazing everything. **Cedric Mallet, CEO of Bambu Lab Europe** 



With their unique combination of smoothness, speed, and price, Bambu Lab's printers are the go-to solutions for small-scale applications that require both short print times and excellent print quality.



Polymaker offers high-quality, innovative filaments for almost every need, from hobbyist projects to industrial applications.

With consistent performance, eco-friendly options, and advanced material engineering, it's a go-to for reliable 3D printing. We love their PolyDryer for storing and drying your filament, improving print quality and filament longevity. It dries and protects hygroscopic materials like nylon, TPU, PETG and PVA from moisture, preventing issues like bubbling, poor adhesion, and



stringing. You reduce failed prints, save money and minimize waste. Even filaments like PLA benefit from occasional drying, extending their shelf life. It's a reliable way to keep filaments print-ready, perfect for high-speed workflows with printers like the Bambu Lab.





Lynxter represents a new generation of material extrusion printing in silicone and polyurethane. It's all about the materials and the applications they unlock.

**First,** they offer a professional, industrial 3D printing solution which is modular, allowing you to switch tool heads for different materials and printing

processes. There are tool heads for filaments, pastes and liquids such as silicone. This flexibility is ideal for research and development applications.

**Second,** they offer extrusion-based 3D printers which are optimized for production with specific material types and use dual extruder technology referred to as IDEX. With dual extruders printing independently, it's like having 2 printers in one – double the productivity!

IDEX 3D printing also allows you to use a soluble support structure as one of your 2 materials, making support removal quicker and easier. With support material that dissolves you don't have any support marks spoiling the surface finish on your part.



Because sometimes you need a different finish, or a specific material property from your 3D print, we also have post-processing equipment in our portfolio.

AMT are the leading manufacturer of post-processing machines for 3D printing. Their product line includes vapor smoothing, depowdering, and surface blasting machines for industrial and prototyping applications. Materials processed with AMT's systems meet the highest standards of quality and finish.



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#### **Experts in Additive**

3D Printers | 3D Printing Service Units | Supplies | Support | Repairs | Hire | Training

> Call Us 01765 694 007

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