

Shapeways



Made In The Future

Mission

- Shapeways is an industry leading 3D printing company with a primary focus on on-demand production.
- By focusing on on-demand production, Shapeways is able to create the most personalized 3D printing experience for the consumer.



History



- Began as a spin-off project in 2007 from the Royal Philips Electronics incubator, in the Netherlands.
- Was co-founded by Peter Weijmarshausen, Robert Schouwenburg, and Marleen Vogelaar.

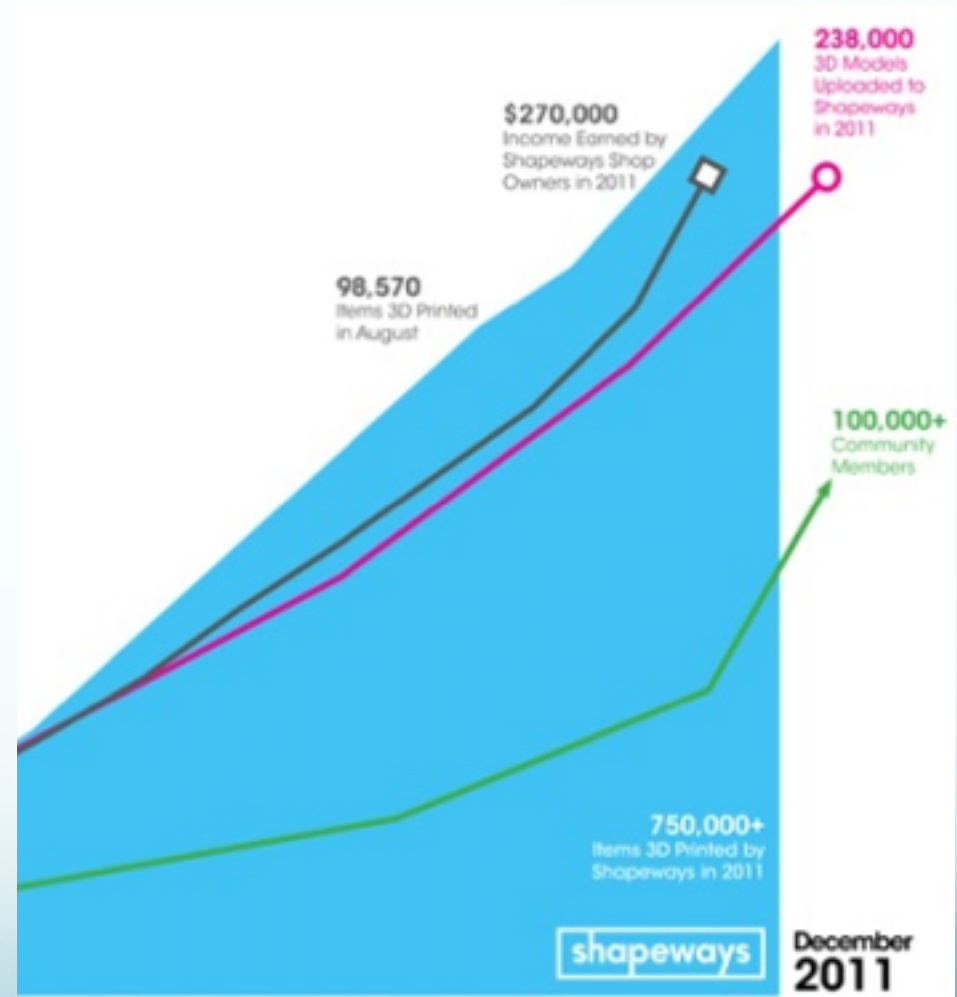
Locations

- Shapeways currently operates out of several locations in the United States and in the Netherlands.
- The company is headquartered at 419 Park Ave. South, New York, NY 10016.
- Other locations include Long Island City, NY, Seattle, WA, and Eindhoven, Netherlands.
- By having multiple locations across the United States & in the Netherlands, Shapeways has the ability to distribute to virtually anywhere in the world.



Company Profile

- The company currently has 90+ employees.
- Since conception, \$50 million has been raised by investors such as Lux Capital, Union Square Ventures, & Index Ventures.
- Shapeways Shop owners earned \$500,000 in revenue for fiscal year 2012, and \$270,000 in fiscal year 2011.
- Shapeways can be found online at www.shapeways.com



Key Events

FY2012

1,000,000⁺
PRINTED PRODUCTS

10,000⁺
UPLOADS PER WEEK

8,000⁺ SHAPEWAYS SHOPS

- \$500,000 income earned by Shapeways Shop Owners in 2012.
- Holiday frenzy! Shop owners earned almost 6x normal daily sales on Black Friday alone.



AN ITTY BITTY
SAD KEANU
by surrealstrings

230,000⁺ COMMUNITY MEMBERS



- Members in over 130 countries.
- Meetups in over 20 cities globally.
- Community designs go viral! From Minecraft to Transformers to memes, communities around the globe are supercharging their hobbies.

LONG ISLAND CITY
New York

ENKHOUEN
Netherlands

2

FACTORIES OF THE FUTURE

10/19

*Mayor Michael Bloomberg Cuts the Ribbon
to our new production facility in NYC.*

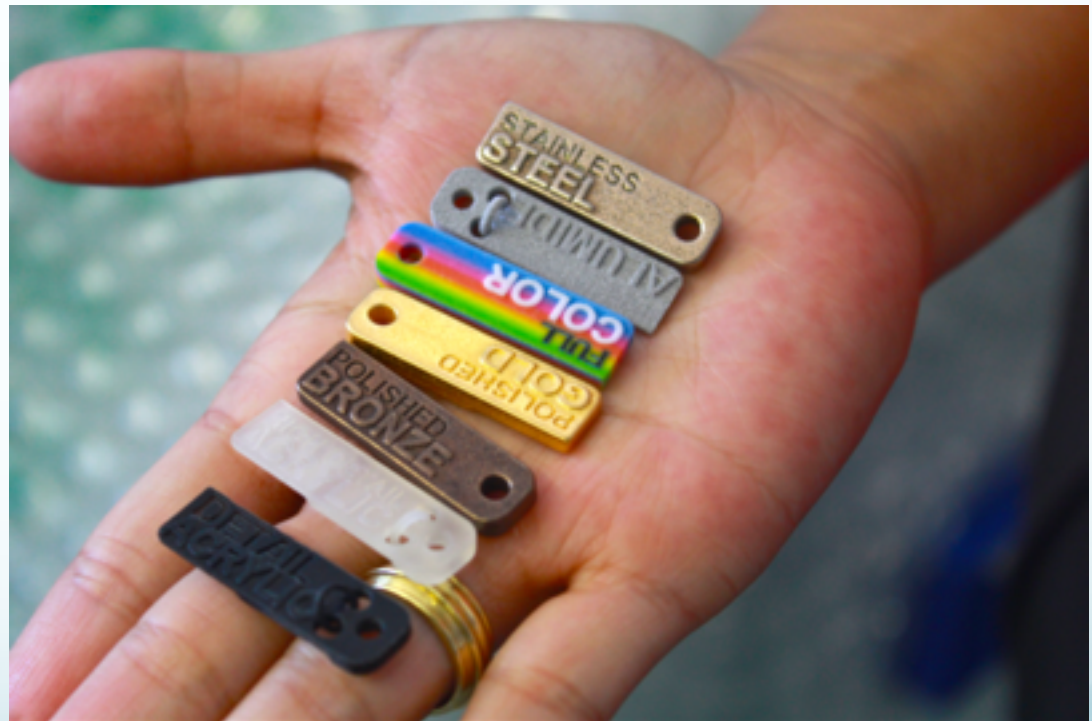
- 3D Printers capable of each creating up to 1,000 unique products daily.
- On our way to 100% local production, with nearly 90% of products sold in the USA made in the USA.



ROCKET
ESPRESSO CUP
by Oakhead

Production

- Currently, over 30+ materials can be used for fabrication.
- Materials used include Plastics, Aluminum, Ceramics, Steel, Brass, Copper, Sterling Silver, Elasto-Plastic, Glass, Sandstone, Ect.



Shapeways Shops

- What makes Shapeways such a unique 3D printer is that users from all around the world are able to upload their 3D design files to shapeways.com, set up a “Shapeways Shop” for designers that upload their work, and have their designs fabricated.
- Currently, there are over 8000+ active Shapeways Shops that sell 3D designs that are produced and distributed by Shapeways.
- Shapeways compensates shop earners part of the revenue generated by their designs, that way both the shop owners and Shapeways make money.
- Several popular shops include Made by Wombat, Virtox, Michiel Cornelissen, MineToys and Tiny Thingamajigs.

The Wrap



- Designed by Michiel Cornelissen
- Made up of Flexible Plastic
- The Wrap is an accessory that attaches to the USB end of an iPhone Charger, thus transforming it into a handy cable winder for the charging cord.

Nanolet

- Designed by Vapour
- Made up of Flexible Plastic
- The Nanolet is a docking station for the current generation iPod Nano, that transforms the iPod into a fashionable, lightweight, and durable wristwatch.



Typographical

- Designed by OneSaveSolutions
- Made up of Flexible Nylon Plastic
- This unique chess set re-imagines the bodies of your typical chess piece, to incorporate the name of the given piece as a focal point of the design.



Competition

- Since the 3D printing market is on the up & up, Shapeways has several companies that compete with them.
- For the most part, Shapeways competitors offer the same services for the same price, but some offer different materials and pricing.
- Several competitors include Kraftwurx, i.Materialise, Ponoko, and Sculpteo.

Kraftwurx

- Pricing of products is about the same as Shapeways.
- They offer twice the amount of materials used for printing.
- Targeted towards both designers and engineers.
- Based on an older platform and was formed in 2006.
- They hold several patents that Shapeways does not.



i-Materialise

- i-Materialise is a pricier alternative to Shapeways due to its location in Belgium.
- Targeted specifically towards the designer
- Offers mostly the same materials used for printing.



Ponoko



- About the same pricing as Shapeways.
- Targeted more towards designers.
- Allow clients to sell their products directly, whereas Shapeways sells your products and give you commission.

Work Cited

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- Wolfe, Josh. "3D Printing, Shapeways, and the Future of Personal Products." *Forbes*. Forbes Magazine, 19 June 2012. Web.

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