

# **BUSINESS MODELS FOR ADDITIVE MANUFACTURING**

## **Opportunities and challenges from the perspective of a hardware manufacturer**

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# TRUMPF is...



## ... a technology leader



Machine Tools



Laser Technology /  
Electronics

## ... an independent family company



since **1923**

**12.000**

**\$3.1b**

**11%**

## ... close to the customer



**71** subsidiaries worldwide  
in over **40** countries

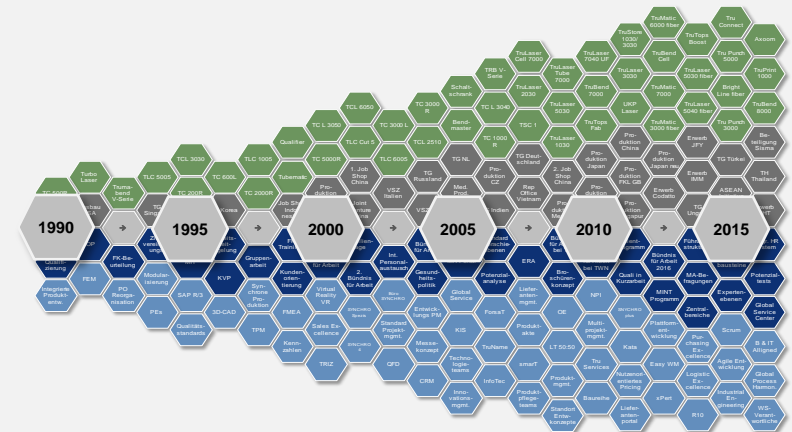
## ... an innovation promise

Machines

Markets

People

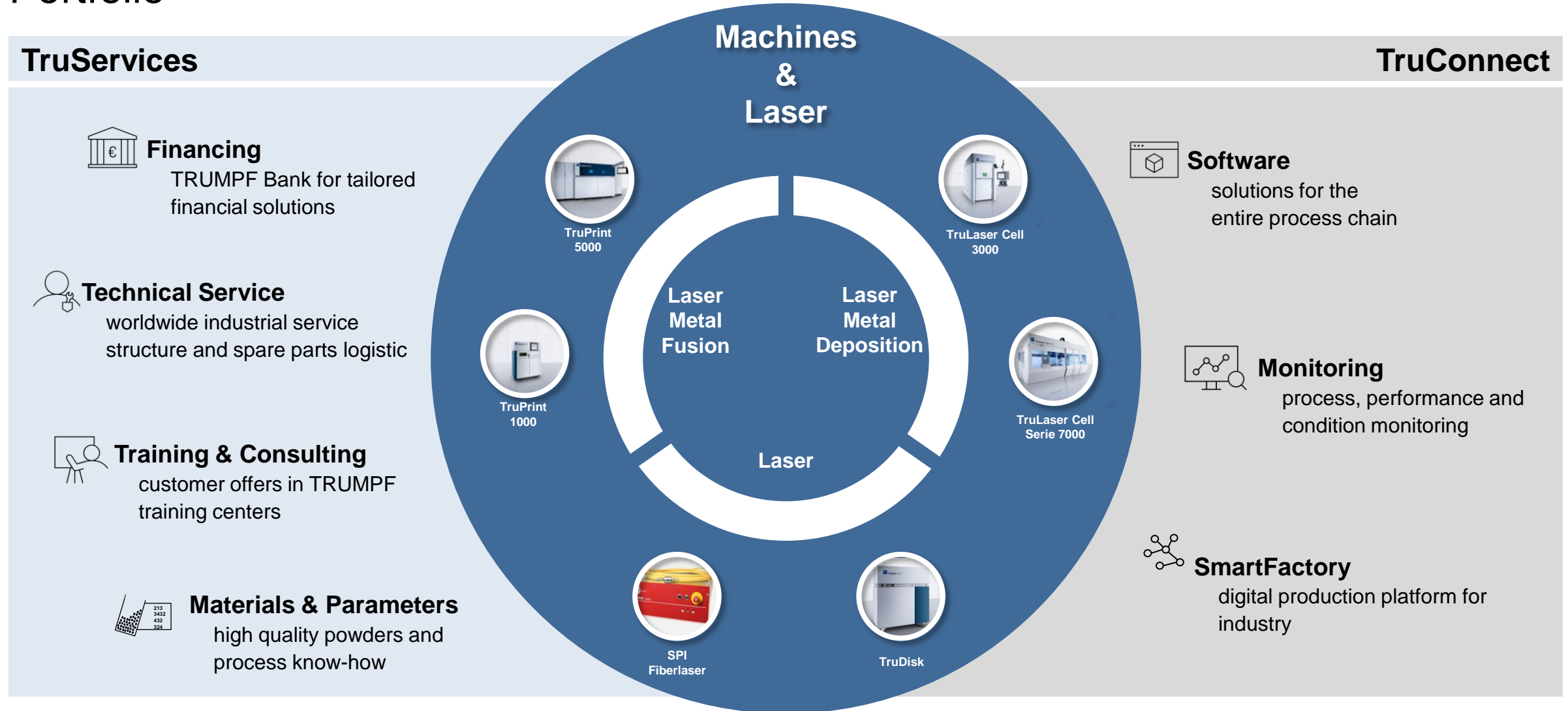
Methods



# TRUMPF – Industrial Additive Technologies



## Portfolio



# What are the challenges?

From robust hardware to automation and digital solutions!

## Hardware



## Automation



## Digitalization



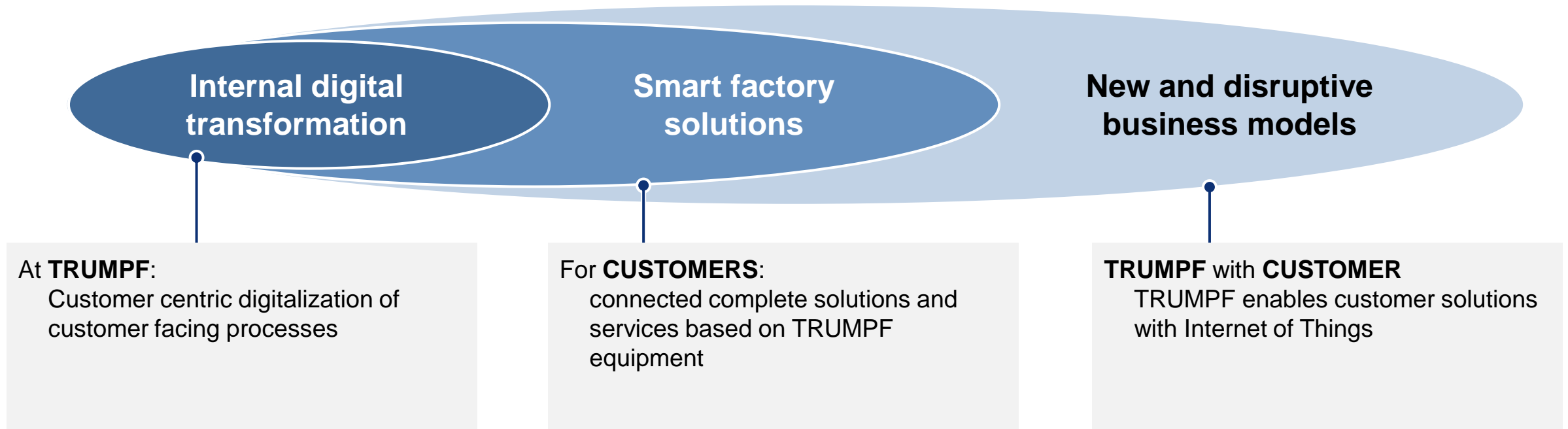
Industrial equipment to ensure high quality parts, reproducibility and productivity

Flexible interlinking of the whole process chain for industry and customer specific demands

Vertical and horizontal connection for factory automation and business processes

# TRUMPF assists its customers with their digital transformation:

Gradual implementation at TRUMPF and at the customers'

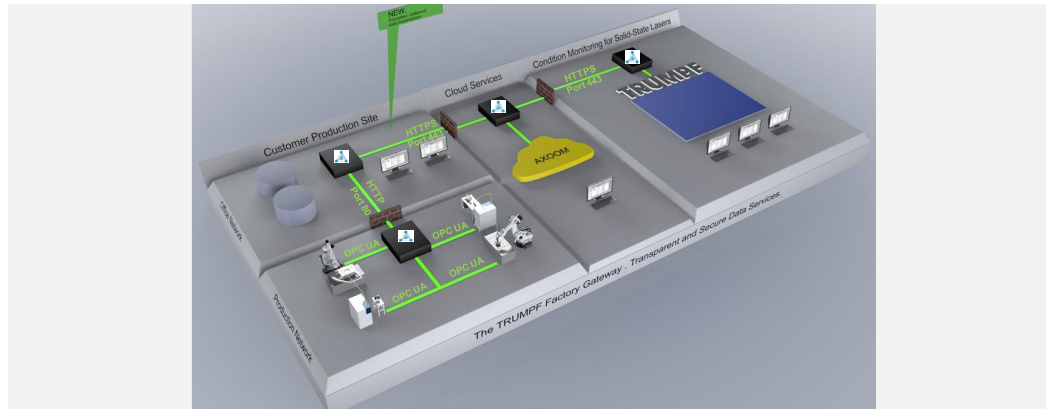


# Example: Smart Factory Solution

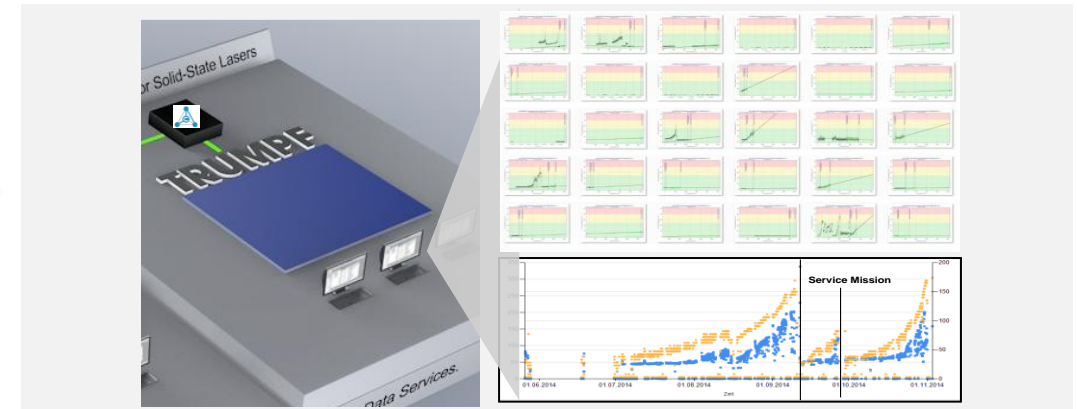
## CUSTOMER

## TRUMPF

### Data transmission through Factory Gate



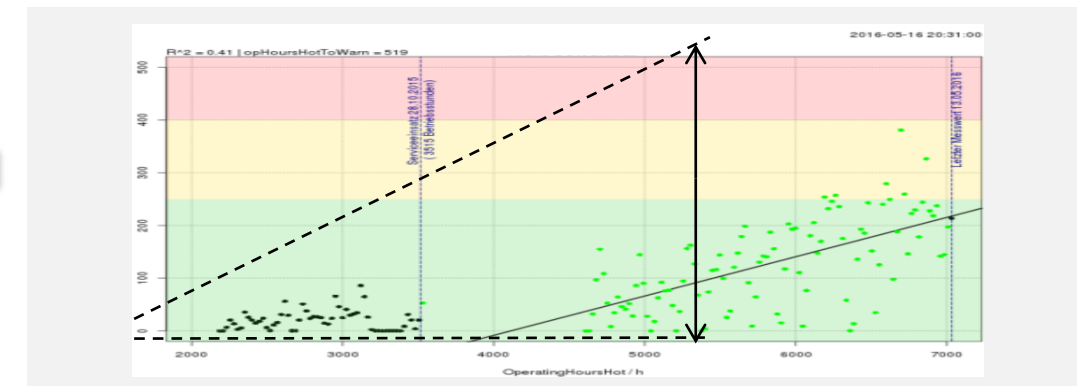
### Analysis by TRUMPF experts



### Support by TRUMPF



### Identification of irregularities



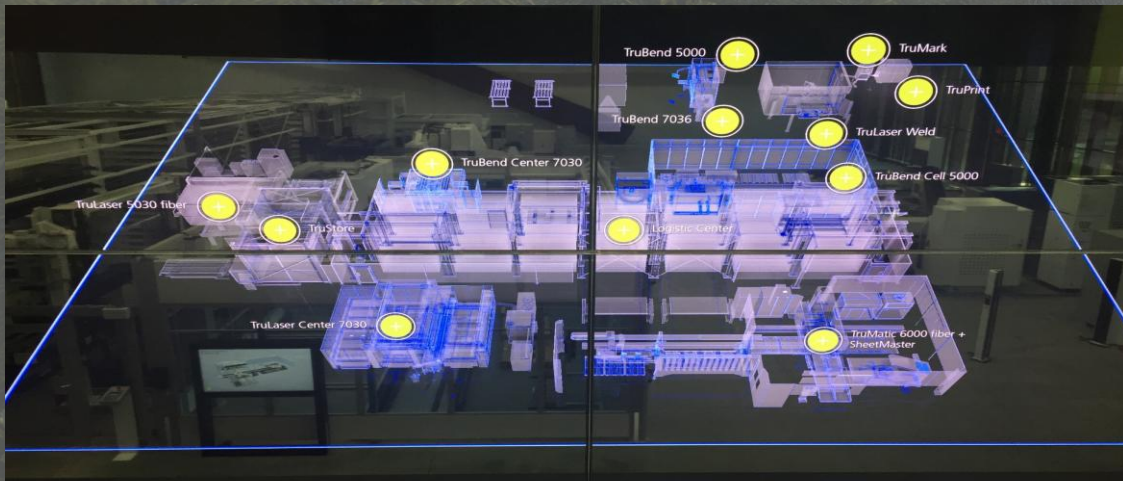
# TRUMPF Smart Factory Chicago



Industrial production machines



Control center of the Smart Factory



Digital shop floor for live system and process information



**TruConnect**  
Your Smart Factory