# 3D Printing Ordering & Selling

# Justin Stephens – Product Manager

## **PRODUCT**

**Afinia H480:** The H480 is a 3D printer using extruded filament ABS & PLA 1.75mm in diameter and a build volume of 140mm x 140mm x 135mm. Auto-Leveling heated platform calibration and nozzle height detection for fast/easy setup and reliable printing results. Included in the printer shipment:

* H480 3D Printer
* Easy to use 3D printer software
* 3 Perf boards for the platform
* Handling tools
* Full spool of ABS plastic (750g)

**The price of the Afinia H480 printer is $1299 retail – standalone. The dealer and Intelitek ONLY make 10% on the individual printers, so it’s best to include in a bundle.**

**Afinia H800:** Brand new! H800 started shipping in July 2015. The H800 is a fully enclosed 3D printer with a Hepa filter, using 1.75 mmm ABS and PLA material. The build volume is 20mm x 20mm x 25mm and the support material is created by the software. Included in the printer shipment:

* H800 3D Printer
* Easy to use 3D printer software
* Handling tools
* Full spool of ABS plastic (500g)

**The price of the Afinia H800 printer is $1899 retail – standalone. The dealer and Intelitek ONLY make 10% on the individual printers, so it’s best to include in a bundle.**

**ACCESSORIES:** There are additional printing accessories including multicolors of ABS and PLA filament, additional perf boards, replacement nozzles, platform surface replacements, Hepa air filters (H800) that will be included on the detailed price sheet for 3D printers. It’s important to note the printers WILL work out of the box and require NO accessories. Most frequently used accessories have been included in the bundles for our customers convenience.

**WARRANTY:** All Afinia H-Series Printers include a 1-year Manufacturers’ Warranty with an optional 2nd year and 3rd year extended warranty. The Extended Warranty programs are perfect for education - extending the life of the machine, trouble free, by covering it for unexpected parts and labor for the additional years. ALL WARRANTY & SUPPORT CLAIMS ARE PROCESSED THROUGH INTELITEK TECHNICAL SUPPORT TEAM.

**SOFTWARE:** Any standard design software can be used to create the STL file – Autodesk, CREO, Solidworks, Sketch-up. TinkerCAD, Blender and more. The printers include all software needed for running the printer.

**CURRICULUM:** We are creating a 3D curriculum targeted at first time 3D printer user that is 7th grade through post secondary as it is a course to acquire proficiency in 3D printing. The curriculum is based on the Afinia H480, but not exclusive or dependent on it. The curriculum expects design familiarity – using TinkerCad or Sketch up and is based on 15 hours of hands-on learning with built in programs and design files. **Targeted release** **September 1st, 2015.**

The curriculum will be available in two ways:

1. Annual curriculum license – that runs on hosted LM7 site (included) for $495/month.
2. Perpetual curriculum license – that runs on LM7 and is also SCORM compliant. To purchase the title is $1495 one time purchase.

***Note: with perpetual curriculum LM7 MUST be purchased in addition.***

## **Product Bundles PrIcing:**

## **North America BundleS**

## 3D-AFIn-H480:

List Price: $3703  
Net Price: $3228

PRODUCT Bundle Includes:



MUST ADD CURRICULUM:

* Annual license $495, accessed via LM7 portal.
* Perpetual license $1495 MUST also add LM7 to the order.

## 3D-AFIn-H800:

List Price: $5680  
Net Price: $4941

PRODUCT Bundle Includes:



MUST ADD CURRICULUM:

* Annual license $495, accessed via LM7 portal.
* Perpetual license $1495 MUST also add LM7 to the order.

## **Latin & South America BundleS**

## 3D-AFIn-H480-SA:

List Price: $3677  
Net Price: $2960

PRODUCT Bundle Includes:



MUST ADD CURRICULUM:

* Annual license $495, accessed via LM7 portal.
* Perpetual license $1495 MUST also add LM7 to the order.

## 3D-AFIn-H800-SA:

List Price: $5558  
Net Price: $4462

PRODUCT Bundle Includes:



MUST ADD CURRICULUM:

* Annual license $495, accessed via LM7 portal.
* Perpetual license $1495 MUST also add LM7 to the order.

## **Selling territories**

We have secured ***non-exclusive*** territories in North America, Latin America, South America and the Caribbean. Non-exclusive means we can sell the product in any of these territories, we are not required to register deals, but we can register deals.

**WE ARE NOT AUTHORIZED TO SELL IN ANY OTHER COUNTRIES OR TERRITORIES**

## **ORDERING & DELIVER EXPECTATIONS**

We will **NOT STOCK** the **Afinia printers** so all orders will be processed as received.

North America Orders: The manufacturers will *drop ship* to the customer and expected delivery is max 5 days from receipt of order in North America.

LATAM Orders: The manufacturer will ship to Intelitek warehouse within 5 days of receipt of order. Orders will be shipped to LATAM customers once complete from Intelitek warehouse.

## **SUPPORT FOR DEALERS**

There will be a launch plan created shortly – including sell sheets, ppt and website updates.

As soon as the curriculum outline and firm dates of availability are ready we will hold a dealer webinar to ‘push’ the entire bundle. This webinar will be recorded.