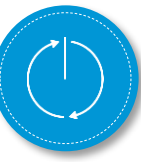




HP JET FUSION 3D SOLUTION SERVICES HP Long Term Consumables

July, 2018



HP JET FUSION 3D SOLUTION SERVICES - Portfolio

HP Long Term Consumables



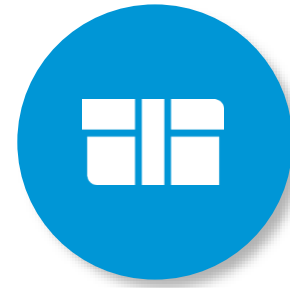
HP Installation and Introduction to Basic Operation Service



HP Ramp Up Service



Support Services



HP Long Term Consumables

Wear parts needed on-hand for your periodic 3D solution maintenance

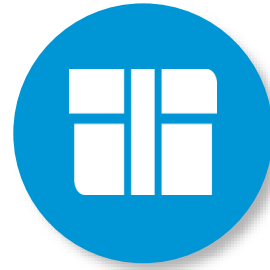
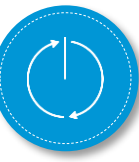


HP Advanced Operation Training



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HP Long Term Consumables



Key Benefits

- Help maintain optimum printing performance by doing your periodic maintenance with on-hand cleaning supplies
- Immediately access wearable parts that require periodic replacement, to decrease downtime
- Keep always the full stocks of your Start Kits on site and replenish it by buying the used standalone components

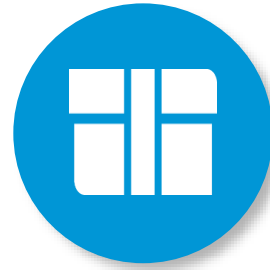
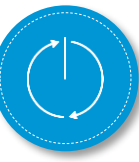
Content

- It includes recommended parts based on HP's usage and consumption metrics, along with the recommended replacement scheduled
- Each HP Long Term Consumables Kit contains the required wear-and-tear parts and cleaning supplies, and covers one complete maintenance procedure per 3D printer or complementary system
- Wear-and-tear parts and cleaning supplies



HP JET FUSION 3D SOLUTION SERVICES – Portfolio

HP Long Term Consumables



Sales Speech

- Help minimize downtime and keep your 3D Solution equipment at peak performance
- Be fully prepared to run for an extended period of time helping to minimize incidents due to worn-out consumable components
- Be sure you will always continue to produce high quality 3D parts increasing your uptime

Rules of Configuration

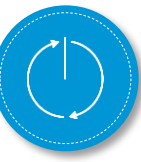
Start Kits

- Mandatory with each HW purchase
- Available for post-sales

Replenishment

- Standalone Components to replenish your Start Kits
- Available for post-sales
- Single components (filters / Lamps /Other)





HP JET FUSION 3D SOLUTION SERVICES - Portfolio

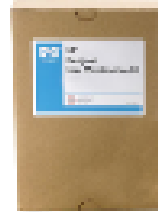
HP Long Term Consumables

Start Kits



➤ **Printer Initial**
1MZ23B

| Name | Qty |
|--|-----|
| Printer top-enclosure right fan filter | 4 |
| Printer top-enclosure left fan filter | 2 |
| Heating lamp | 2 |
| Fusing lamp | 6 |
| Printhead cleaning roll rubber blade | 2 |



➤ **Printer Yearly**
1MZ24A

| Name | Qty |
|------------------------------------|-----|
| Print-zone filter | 2 |
| Build-unit material chamber filter | 6 |
| Printer e-cabinet filter | 1 |
| Printer power-box right filter | 1 |
| Printer power-box left filter | 1 |
| Top heating lamps fan filter | 2 |
| Plastic gloves | 6 |
| Mask | 2 |
| Safety goggles | 2 |



➤ **Post Proc Initial**
1MZ25B

| Name | Qty |
|-----------------------|-----|
| Vacuum pump filter | 2 |
| Dust extractor filter | 2 |
| HE-cabinet fan filter | 4 |
| Hand air blower | 1 |

Replenishment

| Name | Qty | SKU |
|---|-----|--------|
| HP Jet Fusion 3D Printer Top Enclosure Right Filters kit | 2 | 1MZ21A |
| HP Jet Fusion 3D Printer Top Enclosure Left Filters kit | 1 | 1MZ22A |
| HP Jet Fusion 3D Printer Heating Lamps kit | 2 | 1MZ26A |
| HP Jet Fusion 3D Printer Fusing Lamps kit | 2 | 1MZ27B |
| HP Jet Fusion 3D Printer Printhead cleaning roll rubber blade | 1 | U9ZT3E |

| Name | Qty | SKU |
|--|---------|--------|
| HP Jet Fusion 3D Printer Print-zone filter | 1 | U9ZT4E |
| HP Jet Fusion 3D Printer and build unit PowerBox filters | 6+1+1+1 | U9ZT5E |
| HP Jet Fusion 3D Printer Top heating lamps filter | 1 | U9ZT6E |

| Name | Qty | SKU |
|--|-----|--------|
| HP Jet Fusion 3D Printer Vacuum pump filter | 1 | U9ZT7E |
| HP Jet Fusion 3D Printer Dust extractor filter | 2 | U9ZT8E |
| HP Jet Fusion 3D Processing station E-cabinet fan filter | 4 | U9ZT9E |
| HP Jet Fusion 3D Printer Hand air blower | 1 | U9ZU0E |

➤ Use the **replenishment** to refill your Long Term Consumable **Start Kits** and ensure you have always the recommended minimal socks on site.





HP JET FUSION 3D SOLUTION SERVICES – Portfolio

HP Long Term Consumables – Replacement Frequency*

| <u>Qty in Initial kits</u> | | | <u>Qty in Standalone</u> | <u>SKU</u> | <u>Buying Frequency*</u> | <u>Replacement frequency*</u> |
|----------------------------|---------------|---|--------------------------|------------|----------------------------|--------------------------------------|
| | 1MZ23B | <u>Printer Initial Maintenance Kit</u> | | | | |
| 4 | | HP Jet Fusion 3D Printer Top Enclosure Right Filters kit | 2 | 1MZ21A | 1/230 buckets | When it fails |
| 2 | | HP Jet Fusion 3D Printer Top Enclosure Left Filters kit | 1 | 1MZ22A | 1/115 buckets | When it fails |
| 2 | | HP Jet Fusion 3D Printer Heating Lamps kit | 2 | 1MZ26A | 1/132 buckets | When it fails |
| 6 | | HP Jet Fusion 3D Printer Fusing Lamps kit | 2 | 1MZ27B | 1/70 buckets | When it fails |
| 2 | | HP Jet Fusion 3D Printer Printhead cleaning roll rubber blade | 1 | U9ZT3E | 1/200 buckets | Alert at 1.000.000 cycles |
| | 1MZ24A | <u>Printer Annual Maintenance Kit</u> | | | | |
| 2 | | HP Jet Fusion 3D Printer Print-zone filter | 1 | U9ZT4E | 1/115 buckets | When it fails |
| 1+1 | | HP Jet Fusion 3D Printer and build unit PowerBox filters | 1+1 | U9ZT5E | 1 / year | Alert once a year |
| 6 | | Build-unit material chamber filter | 6 | | included in U9ZT5E | |
| 1 | | Printer e-cabinet filter | 1 | | included in U9ZT5E | |
| 2 | | HP Jet Fusion 3D Printer Top heating lamps filter | 1 | U9ZT6E | 2 / year | When it fails |
| 6 | | Plastic gloves | | | Not sold separately | |
| 2 | | Mask | | | Not sold separately | |
| 2 | | Safety goggles | | | Not sold separately | |
| | 1MZ25B | <u>Post Processing Maintenance Kit</u> | | | | |
| 2 | | HP Jet Fusion 3D Printer Vacuum pump filter | 1 | U9ZT7E | 1/160 buckets | Alert after certain amount of powder |
| 2 | | HP Jet Fusion 3D Printer Dust extractor filter | 1 | U9ZT8E | 1/160 buckets | Alert after certain amount of powder |
| 4 | | HP Jet Fusion 3D Processing station E-cabinet fan filter | 1 | U9ZT9E | 1/1 year | Once a year, no alert |
| 1 | | HP Jet Fusion 3D Printer Hand air blower | 1 | U9ZU0E | Only if customer breaks it | Not needed |

* It includes recommended parts based on HP's usage and consumption metrics, along with the recommended replacement schedule based on your 3D printer model and configuration





keep reinventing