

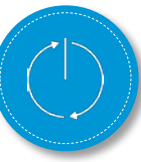


HP JET FUSION 3D SOLUTION SERVICES HP Long Term Consumables

July, 2018

HP JET FUSION 3D SOLUTION SERVICES - Portfolio

HP Long Term Consumables



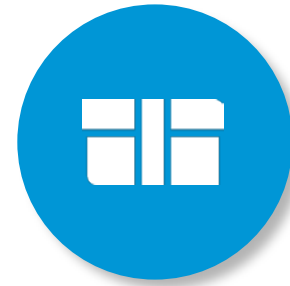
HP Installation and
Introduction to Basic
Operation Service



HP Ramp Up
Service



Support Services



HP Long Term
Consumables

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

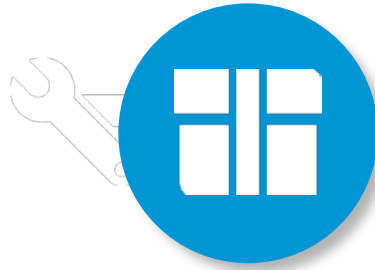


HP Advanced
Operation Training



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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

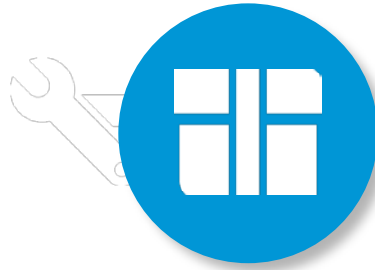
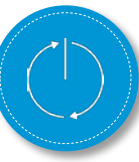
Content

- 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



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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

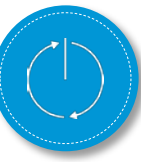
Start Kits

- 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)





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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

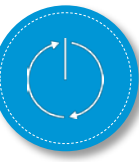
Name	Qty	SKU
HP Jet Fusion 3D Printer Top Enclosure Right Filters kit	2	1MZ21A
HP Jet Fusion 3D Printer Top Enclosure Left Filters kit	1	1MZ22A
HP Jet Fusion 3D Printer Heating Lamps kit	2	1MZ26A
HP Jet Fusion 3D Printer Fusing Lamps kit	2	1MZ27B
HP Jet Fusion 3D Printer Printhead cleaning roll rubber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





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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