



# HP JET FUSION 3D SOLUTION SERVICES HP Ramp Up Service

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# HP JET FUSION 3D SOLUTION SERVICES - Portfolio

## HP Ramp Up Service



HP Installation and  
Introduction to Basic  
Operation Service



HP Ramp Up  
Service

Gain operational self-  
confidence

Reach production-ready  
state in the shortest  
timeframe



Support Services



HP Long Term  
Consumables



HP Advanced  
Operation Training





# HP JET FUSION 3D SOLUTION SERVICES – Portfolio

## HP Ramp Up Service



### Key Benefits

- Reach production-ready state in the shortest timeframe
- Convenient onsite service with hand-holding experience from HP experts
- Provide a smooth and optimal start
- Targets known production risks
- Share the up-to-date best operational procedures for MJF

### Content

- 3 days hands-on onsite visit after Installation and Basic Operation Service
- End to end guidance on how best implement your operational procedures
- Production environment evaluation
- Operator readiness
- Workflow overview and part quality assessment
- Step-by-step machine operation and real-time support
- Jointly 3D print representative jobs

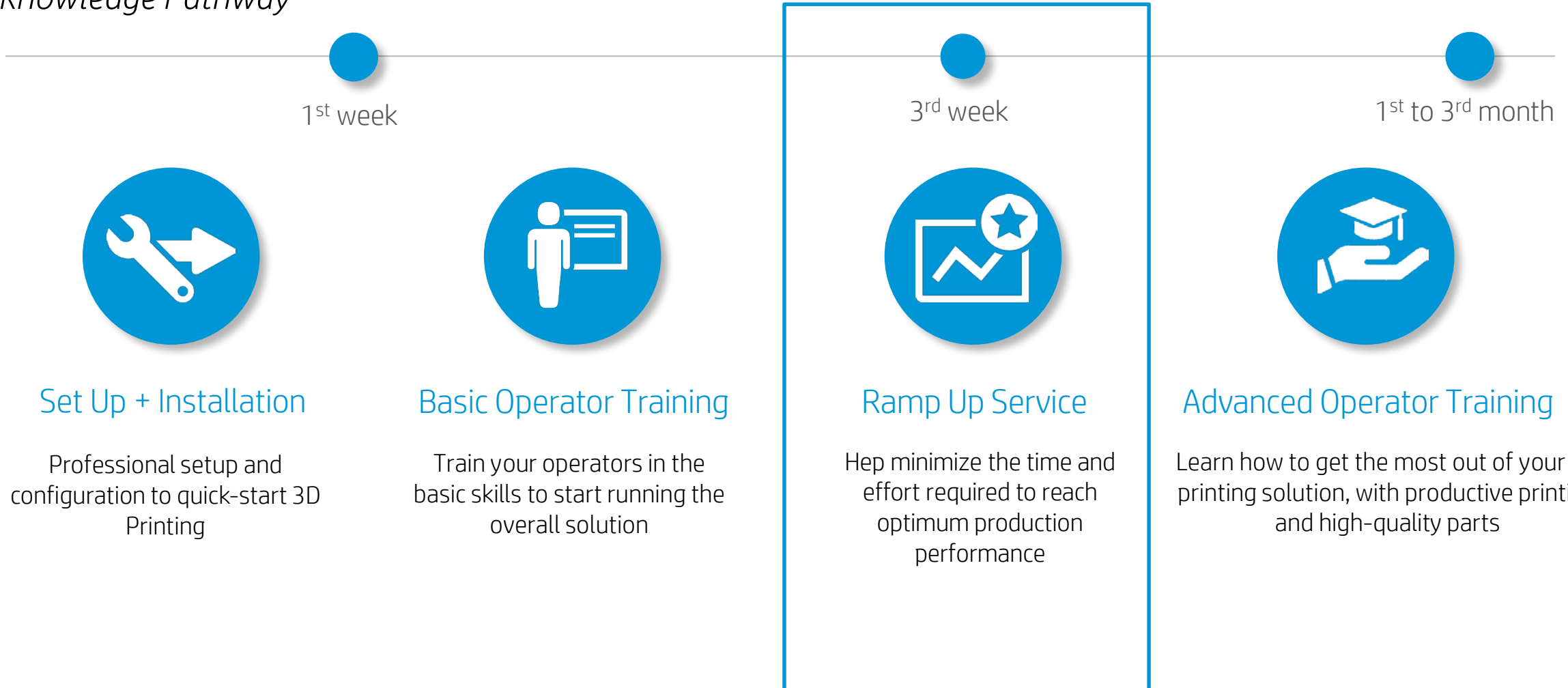




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## HP Ramp Up Service

### Knowledge Pathway





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## HP Ramp Up Service



## Sales Speech

- Provide correct adoption of new technology
- Get up and running faster
- Check that the environment is fulfilling requirements
- Minimizing risks
- Maintaining correct environment to improve part quality

## Rules of Configuration

- **Mandatory** to include HP Ramp up Service on every new HP Jet Fusion 3D 4210/4200 Printer



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## HP Ramp Up Service vs AOT – Bird's eye



### Ramp Up



### AOT at HP

### AOT Onsite

Delivered by

*HP*

*HP*

*Channel Partner*

At Customer's Facilities



*At HP facilities*



Customized to Customer's Initial Needs



*No*

*No*

Designed to Cover Customer's Present & Future Print Challenges

*No*



At Customer's Facilities



*No*



Main Focus on Site & Hardware Set Up



*No*

*No*

Main Focus on MJF Technology & Productivity

*No*



Advanced Knowledge on Job Preparation, Maintenance and Troubleshooting

*No*



Primary Audience

*Production Manager*

*Operators*

*Operators*

Schedule

*3 weeks after installation*

*Up to 4 months after installation*

*Up to 4 months after installation*





keep reinventing