



HP JET FUSION 3D SOLUTION SERVICES HP Advanced Operation Training

June, 2018



HP JET FUSION 3D SOLUTION SERVICES - Portfolio

HP Advanced Operation Training



HP Installation and
Introduction to Basic
Operation Service



HP Ramp Up
Service



Support Services



HP Long Term
Consumables



HP Advanced
Operation Training

Operator training to have more
in-depth knowledge on part-
quality and efficiency

Improve printing capabilities &
efficiency



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Key Benefits

- Achieve high-quality parts by understanding the HP 3D Jet Fusion Solution
- Understand how to get the most out of your 3D printing solution
- At your facilities or HP Training Center

Content

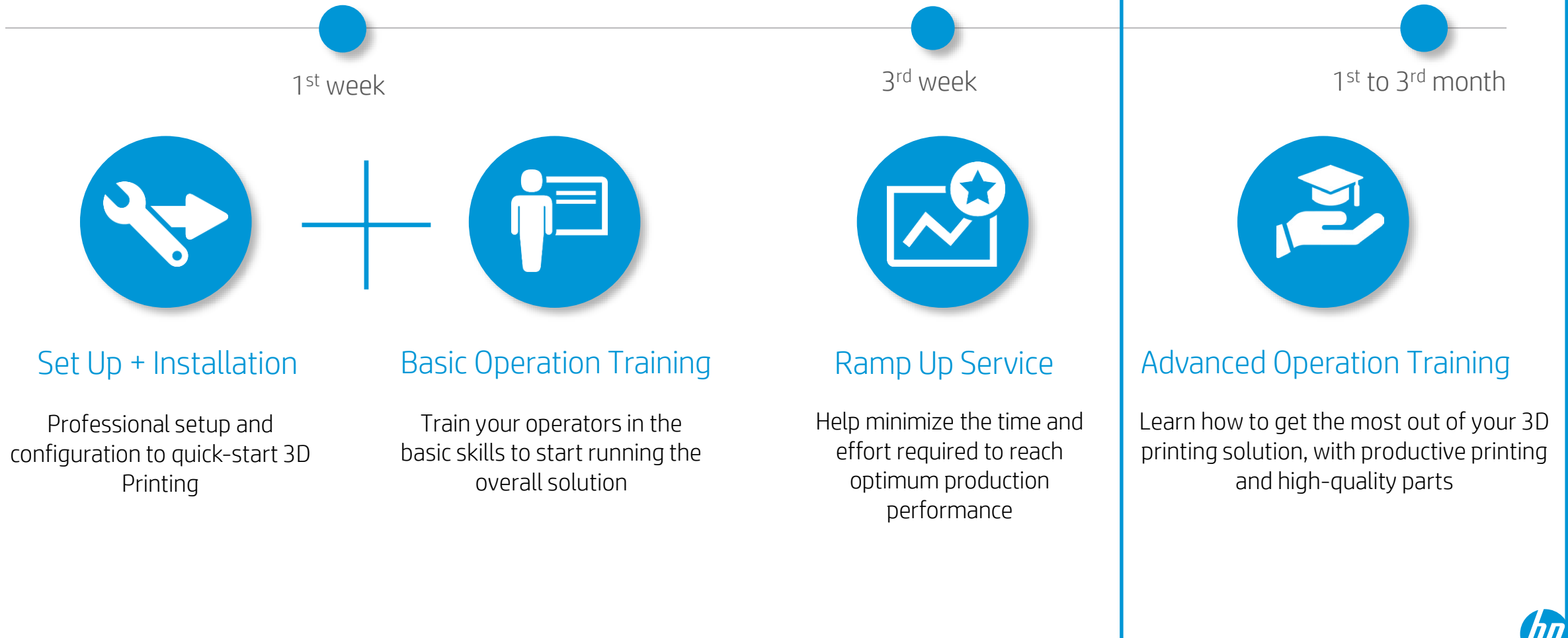
- 2 day course hands-on training to be able to optimize your design for 3D printing
- Achieve the best possible part quality
- Optimize printing while helping to reduce waste and increasing consumable life and materials reuse



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Knowledge Pathway





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Sales Speech

- Give capabilities to your production team
- Advanced knowledge transfer
- State of the art best practices and access the knowledge base and know-how of HP
- Delivery options:
 - **HP Training Center** (One seat per SKU unit) - *Minimum 6 attendees per course.*
 - **Customer Site** – *Maximum 4 attendees per course.*

Rules of Configuration

- Attachable to HP Jet Fusion 3D 4210/4200 Solution. Post-sales available too
- Highly recommended for the first HP 3D 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