



How Much You Save Using GrabCAD Shop

A breakdown of the cost savings of your investment in this Stratasys Software

How Much Will GrabCAD Shop Really Save Me?

We launched a new product back in late 2019 called GrabCAD Shop. The idea was simple. We wanted to build a solution to make the 3D printing work order management process better— less manual, more integrated, and more cost effective.

Now, GrabCAD Shop is the only 3D printing work order management software on the market. It's the only solution built specifically for 3D print shops. It's proven to streamline 3D printing workflows, easy to set up with little to no IT involvement, and secure.

Despite all that, we still get questions like this:

“ How much will GrabCAD Shop **really save me?** ”

There are several ways GrabCAD Shop can save you both time and money—but if you're here, you're probably not convinced yet. If that's the case, this guide is for you.

Below, we explain 4 of the biggest ways GrabCAD Shop can save you, plus how the cost and savings of our software stack up against other work order management “solutions”.

GrabCAD Shop Saves You Time. And Time is Money.

One of the other biggest sources of financial waste in a typical 3D print shop is time. Every minute shop owners spend going back and forth over the details of an order or tracking down status updates for designers and engineers is time and bandwidth that could be spent on revenue-producing activities instead.

Put together, all that time waste might mean you have to hire a second set of hands or pay over time on the existing set.

Or you could use GrabCAD Shop to save your 3D print shop all that wasted time. Here's how that works:

- Our solution streamlines the entire 3D printing workflow—from end to end—making it faster (and easier, for that matter) for operators to fulfill orders. Based on our estimates, the average shop owner can **save 15% more time** by using GrabCAD Shop. For an operator earning \$60,000 a year, **that's \$9,000 in salary allocated to more important tasks.**
- For the engineers and designers submitting orders: If they make \$80,000 a year and spend 15 minutes every time they submit an order, those 15 minutes cost \$23. That means 25 engineers submitting 100 orders per year **adds up to \$57,500 in time wasted.**
- Effectively communicating work order requirements and managing multiple requests all within one tool saves time. That's time that would otherwise be spent sorting through emails, going back and forth with engineers and designers, and constantly switching from one disparate, ad hoc tool to another.
- GrabCAD Shop also helps operators better prioritize orders and schedule print jobs more efficiently. By sorting work orders by due dates, operators can work on orders that are more pressing. Sort by technology to easily push through orders on free machines or by job requestor to prioritize certain projects.

The average shop owner can save 15% more time by using GrabCAD Shop. That's \$9,000 in salary allocated to more important tasks.

GrabCAD Shop Helps You Cut Material Costs

It's no secret to 3D printing shop owners that materials are expensive. Whether you're using costly materials or suffering from waste on standard filaments and resins, keeping up with material stock can be a high stakes game from a financial standpoint.

The typical 3D print shop deals with materials waste in a few ways:

- When designers, engineers, or students choose more expensive materials than a project actually requires.
- When lack of transparency and organization in the order management process makes it hard to intelligently order inventory.
- Reprinting projects because of miscommunication with engineers and designers.

Any of those scenarios can drive up materials costs in a hurry—all of them unnecessarily. If you use GrabCAD Shop for 3D printing shop management, though, you can curb those excessive materials costs.

With GrabCAD Shop, you can:

- Control which materials are available (by user group, even) and ensure your shop is set up for the right materials for upcoming projects.
- Approve or reject material requests as needed, and communicate material availability, for all submitted projects.
- Accurately notify engineers and designers when their request is completed—so you don't waste time reprinting a completed job.

By using GrabCAD Shop to better plan and control which materials are available to shop users and ensure no material is wasted, you can turn materials waste into real dollars saved.



If you use GrabCAD Shop for 3D printing shop management, you can **curb excessive materials costs.**

GrabCAD Shop Lowers Your Risk When 3D Printing Patented Products

One aspect of cost saving we haven't touched on is security and risk. As every 3D print shop owner knows you incur risk when you take on projects that involve patents and other intellectual property restrictions. Once they enter your shop's system, it's your responsibility to safeguard those designs and projects.

Should they get lost or find their way into the wrong hands, the liability is unfathomable.

It goes without saying that the ad hoc and manual order management processes of many 3D print shops don't do a great job when it comes to security. Excel files, flash drives, and Gmail don't meet the security requirements a 3D print shop needs. Plus, when systems are

cobbled together, they have a tendency to break. And without any mechanism for data recovery, your shop information could be lost to the ether.

In other words, an ad hoc system leaves you open to risk (financial and otherwise) if designs and projects aren't secured.

With GrabCAD Shop:

- All models, files, and comments on a specific order use secure "https" URLs, they're encrypted using industry standard AES encryption.
- Data is stored using US-based Amazon Web Services (AWS) data centers and is subject to AWS standards and audits.
- All data is encrypted while in transit with TLS and is developed in accordance with OWASP best practices.
- User groups and access controls give you the ability to control who can access each of your shops.



For more information on GrabCAD Shop security, you can download our [GrabCAD Shop Security white paper](#).

Bottom Line: GrabCAD Shop Is More Cost Effective Than Other Management Solutions

By now, hopefully you agree that your 3D print shop needs a better solution for work order management. That said, maybe you're still reading because you aren't sold yet on how GrabCAD Shop specifically is going to save you time and money—in comparison with some of the other work order management options available. So let's take a look at that.

When it comes to finding a solution for 3D printing work order management, you have a few options to choose from:

- Do nothing and continue manually managing orders as you have been.
- Choose from several generic AM project management systems.
- Have a solution custom built and deployed.
- Start using GrabCAD Shop.

Manually Manage 3D Print Orders

Your first option, to manually manage 3D printing orders by investing time and sheer force of will, is doable. You might even be operating your shop in that way already. You've cobbled together a handful of tools—Microsoft Excel, email, etc.—and it's working okay.

Why change the way you're doing things?

In this scenario, you're losing money in two big ways:

- Unnecessary time spent on manual tasks
- A cap on your productivity and bandwidth

When your shop runs manually and inefficiently, you're putting a hard-stop on your earning potential. At some point, you're bound to face the choice between hiring more shop operators (cost) and turning down new orders (delays).

If you've made it this far through our guide, this probably seems like an easy call. You need a better solution than manually managing 3D print work orders.



When your shop runs manually and inefficiently, you're putting a hard-stop on **your earning potential**.

Choosing a Generic Additive Manufacturing Project Management System

Your next option is to choose from a handful of generic project management tools built for additive manufacturing. These are typically significantly cheaper than building a custom solution, but they aren't designed for 3D print shops—so there's always some trade-off there.

Let's look at two of the more popular solutions in this category: MakerOS and Paperless Parts.

- MakerOS combines a handful of their tools (like an automatic quoter, CRM, and project manager) into a solution that can work for work order management. Their Pro plan will run you around **\$948 each year for 2 users** and 100 GB of storage.
- Paperless Parts is designed for manufacturers and their software includes two kinds of software: for quoting and for team collaboration and communication. Paperless Parts costs start at **\$3,600 per year plus \$10/seat/month**.

Each of these solutions can solve some of the challenges 3D print shop owners face—but they don't solve all of them. To make them work for a 3D printing operation can involve building a complex setup. And as you add more than 1 or 2 users, costs can ramp up quickly.

Build a Custom Solution

If AM-focused project management tools aren't going to get you enough time and cost savings to justify their price tag, what about a custom

solution? Something designed to do exactly what you need it to.

There are two big players offering custom- built solutions for work order management: Fabpilot Sculpteo and Bluestreak.

- Fabpilot Sculpteo offers support for job management, machine integration and scheduling, and a client portal. Their team also promises to prioritize client feature requests. Fabpilot workflow management will run you around **\$3,588 per year for 2 users** and up to 10 designers.
- Bluestreak offers a similar product, with modules for quoting, production tracking, and customer portal access. Their parent company, Throughput Consulting, also does custom software development. Bluestreak's pricing starts at **\$4,800 per year for 1 user**.

Custom-built solutions can get you closer to solving your specific needs as a 3D print shop—but adding multiple users can take costs into astronomical territory.

	GrabCAD Shop 3D Printing Shop Management Software	Custom Solution Office Tools & Software: Excel, SharePoint, Email	AM Tools Generic Project Management Software	No Solution Shop Operator Activity Managing Orders
Easy Setup & Administration	✓			
Admin Dashboard	✓	✓	✓	
Browser Accessible	✓	✓	✓	
Easy Order Management	✓			
Designed for 3D Print Shops	✓			
Ability to read CAD files	✓		✓	✓
Stratagys Machines & Materials pre- configured	✓			
Technology Agnostic	✓		✓	
Job & Part Tracking	✓	✓	✓	✓
Multiple Shops	✓	✓	✓	
Business Branding	✓	✓	✓	
Notifications	✓	✓	✓	
Permission Control	✓	✓		✓
Real-time Collaboration	✓	✓	✓	
Customer Support Integration	✓		✓	

Visit the GrabCAD Shop website for a [detailed solution comparison](#).

Use GrabCAD Shop

If you aren't loving the first 3 options above, we have good news for you: GrabCAD Shop is better. Better at solving the specific problems 3D print shops face and better at saving you time and money.

For one, GrabCAD Shop is an out-of-the-box solution for 3D printing shop management. There's no expensive IT installments or involved infrastructure changes you need to make—just set up your shop online and go.

Plus, GrabCAD Shop is also the only 3D printing specific solution. Our tool is designed to fix problems endemic to 3D print shops.

But we're here to talk about costs and monetary savings, so let's get to that.

Let's look at the money a typical 3D print shop wastes on manual and inefficient order management. If the average shop operator and

engineer earns \$60/hour and spends just 15 extra minutes on menial tasks each week, GrabCAD Shop will save them \$780/user/year. For a shop with 25 users, that's a **savings of \$19,500 per year**.

Now, let's get down to pricing. GrabCAD Shop is 100% free (as in \$0) for:

- Educational institutions (through the end of 2020)
- Anyone starting on a 30 day trial

GrabCAD Shop is \$5,000 per year for up to 25—that's twenty-five—users. In addition to all those users, GrabCAD Shop also gives you access to a cloud-hosted, technology-agnostic solution that's built specifically for 3D print shops and includes unlimited data storage.

Note: We also offer larger packages for those who need more than 25 users. You can contact your local reseller for more information on additional package options.



GrabCAD Shop is **tailored to the technical and collaborative needs** of 3D print shops.

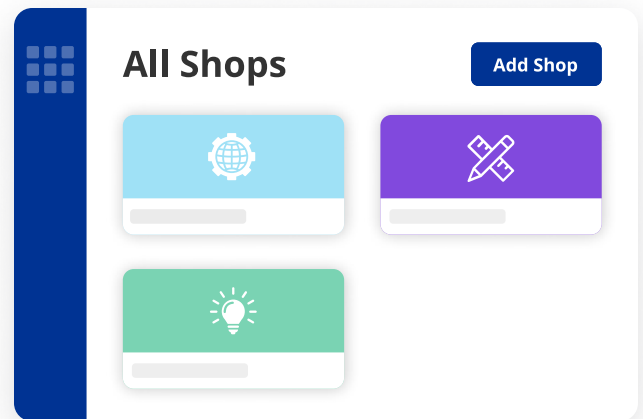
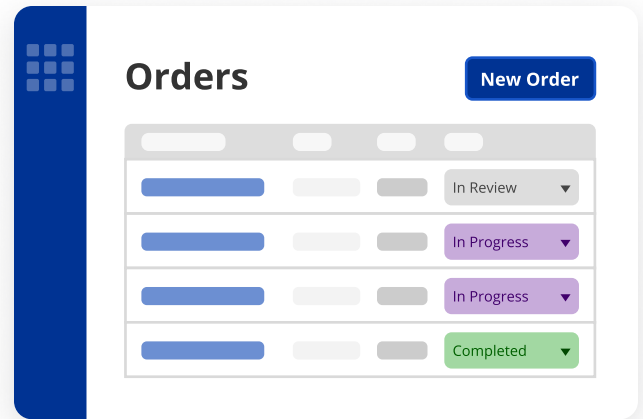
GrabCAD Shop Helps You Save On 3D Printing Operating Costs

In addition to saving 3D print shop operators valuable bandwidth, GrabCAD Shop gives you more insight into how much you spend, into 3D printing materials versus project costs. That means you can budget more effectively and run your shop more efficiently.

Our team has estimated that the average 3D print shop can save 15% more time and as much as \$15,000 by using our 3D printing shop management solution.

Because of that, we're confident GrabCAD Shop will save you time and money that far outweighs the cost of our solution—and by now, hopefully you are, too.

If you still aren't convinced that GrabCAD Shop will save your shop money and time, you can take advantage of our **30-day 100% free trial**.



Stratasys Headquarters

7665 Commerce Way,
Eden Prairie, MN 55344
+1 800 801-6491 (US Toll Free)
+1 952 937-3000 (Intl)
+1 952 937-0070 (Fax)

stratasys.com
ISO 9001:2015 Certified

1 Holtzman St., Science Park,
PO Box 2496
Rehovot 76124, Israel
+972 74 745 4000
+972 74 745 5000 (Fax)

GrabCAD Headquarters

9 Camp St. 2nd Floor
Cambridge, MA 02140
+1 617 825 0313

grabcad.com/shop

