**Guide to the “WA digital platform – Vendors data (MVP)” Spreadsheet**

*What each sheet contains, how to read it, and quick ways to use it*

**Overview**

* This workbook is a compact database of the additive‑manufacturing (AM) market and ecosystem.
* It combines market-sizing, industry splits, manufacturer and service‑bureau directories, price benchmarks, and investment/M&A activity.
* Use it to answer questions like: Which countries or industries drive AM revenue? Who makes which printers? Which bureaus have capacity? What do jobs cost and how long do they take? Who’s raising money or getting acquired?

**Sheets and how to read them**

* AM market revenue 2024 — Country‑level revenue split across segments (Materials; Printers & servicing; Printing services; Software). Tip: filter on the right to isolate one segment; USA and Germany are typically largest for Software.
* Total AM market size — Historic (2014–2024) and forecast (to ~2034) revenue with Low/Average/High scenarios, plus segment breakouts. Use to see growth paths and compare conservative vs. aggressive cases.
* Revenue by industry 2024 — End‑use industry shares for All materials, Polymer, and Metal. Tips: filter by Region and Material to see, e.g., APAC‑Metal vs. EMEA‑Polymer; medical, space, automotive are among the top shares.
* COMPANY – AM systems mfrs — Directory of industrial 3D‑printer manufacturers with process (e.g., PBF‑LB, DED, Binder‑Jet), material format (powder, filament, wire, pellet), material type (metal, polymer, ceramic, composite), and country.
* COMPANY – Print services global — Directory of service bureaus with fleet details (printer brand/model, count, and whether the count is minimum or actual). Use to gauge installed capacity and technology mix.
* Print services Pricing data — Job‑level quotes: material/process, part volume, quantity (1 vs. 1000), manufacturing & shipping cost, order/delivery dates, lead time, and country. Includes a scatter plot of cost vs. delivery time for a standard part.
* Fundings and investments — Funding events (year/month, company, country, round, amount, lead investor). Filter to see regional trends and active investors.
* M&A — Acquisitions with date, buyer, target, country, and deal size when known. Use to track consolidation and strategic moves.
* Company information — Company directory with website, HQ, and ownership/parent relationships. Handy for contact discovery and country filters.
* Company roles — Maps companies to roles (e.g., Printer manufacturer). Designed to expand to other roles (materials, software, services).

**What you can do quickly**

* Market analysis: Compare total market scenarios and segment growth; slice 2024 revenue by country/segment or by industry/material.
* Competitor & partner mapping: Find manufacturers by process/material type and region; identify service bureaus with specific printers.
* Benchmarking: Use Pricing data to compare cost and lead‑time across countries, materials, and processes (prototype vs. production quantities).
* Investment intelligence: Track venture rounds and M&A to spot rising players, active investors, and consolidation hotspots.

**Tips & filters to try**

* In “Revenue by industry 2024”, toggle Region and Material to spotlight niche opportunities (e.g., Metal in APAC healthcare).
* In “AM market revenue 2024”, filter Segment to see which countries lead in Software vs. Materials vs. Services.
* In “Print services Pricing data”, filter for 316L or Ti‑6Al‑4V and compare 1‑unit vs. 1,000‑unit quotes to see scale effects.

**Notes**

* Some sheets include filters; if a total looks small, check if a segment filter is active.
* Field names may vary slightly between tabs (e.g., Company vs. Supplier). A later clean‑up/normalization pass is planned, but the schema is stable for MVP.

Prepared for internal MVP guidance.