SplintFactory.com

Certified Hand Therapists, like our cofounder, Liz Allstadt, are in high demand and work at near 100% capacity. Much of their time is spent manually fabricating hand splints from materials that are not very durable instead of focusing on the patient.

Solution: We have an easy to use platform that generates custom hand splints and automates the in-office 3D printing process. This allows hand specialists to focus more time on patients rather than manual splint fabrication.

The Whole Pitch In A Nutshell

- There is a large potential market ($1.4B - $6.0B)
- There is no credible in-office 3D printing competitor in the space
- We have a working, innovative, low learning curve system that is better than current practices and creates durable, billable (L3933) custom hand splints

The Team

Liz Allstadt MS, OTR/L, CHT

- Board certified with the Hand Therapy Certification Commission with 14 years experience in custom orthosis design and therapeutic interventions.
- Graduate of the 2025 American Society of Hand Therapy's Leadership Development Program.
- Significant work history with multi-disciplinary teams.

Jon Garrison

- Varied career in software engineering, manufacturing engineering, electronics, 3D design and business management
- Founded a software services company and sold it, then ran a successful software team of 12 for 3 years
- 6 years at Nike Innovation working on a wide array of technologies

3D Printing Industry Summary

- 3D printing is in high demand, but has not penetrated all industries
- 3D Geometry generation is a much harder problem than most people anticipate
- We have a solution using parametric design that can capture a significant portion of the existing untapped market and grow a new market for non-specialists.

The Customers

- Survey responses from our potential customers show a lot of interest in our platform.

TAM

- 7400 Certified Hand Therapists
- 2700 Hand Surgeons

TPM

We will seek out the best early adopters and use what we learn to develop a system that has wide ranging applications for a larger pool of physicians and therapists.

Summary

- We see a massive opportunity to bring new technologies to hand therapists.
- We want to be the R&D Department that every hand specialist didn't know they needed.

Additional Information

(Beyond the 3 minute pitch...)

Our Product and Services

- Use existing billing infrastructure for custom orthoses
- Cloud-based parametric design platform for hand orthoses
- Multi-user platform maximizes machine utilization
- Integrated 3D printer control (for print management and monitoring)
- Our customizable splint designs are created by experts
- Reduces return visit burden on healthcare system

Ideal Customers To Target

- Hand therapy clinics
- Hospital rehab departments
- Private orthopedic practices
- Hand surgery offices

How Customers Pay Us

- Printer/Control Unit lease which includes support and credit towards splint printing
- Per splint generation and printing fee (~$20+)
- We provide recommended materials

Sales process

- Direct sales to therapy clinics, starting with Liz's professional network
- Prioritize clinics with multiple specialists to maximize machine utilization
- Professional association connections and partnerships (ASHT, HTCC, Ehlers-Danlos Society)
- Conference Demos
- Beta testers become early adopters
- Referral network from satisfied customers

Competitive Landscape

- Traditional manual fabrication (low temp thermoplastics, casting) is labor intensive and requires significant training, and is meant for temporary use.
- XO Armor Tech is the only in-office competitor. Their focus is on 3D printed flat templates that are then heat formed. Service works only on single provided laptop. Company lacks proper specialists in leadership for hand therapy.

Our Advantages

- **Server-side parametric design** → Proprietary algorithms stay on our servers
- **Web-based multi-user platform** → Scalable, accessible anywhere
- **Clinical + technical founding team** → Rare expertise combination
- Very simple UI supports multiple users per printer
- Billable orthoses at first patient visit

Problem Analysis / Anticipated Obstacles

Regulatory Environment

- Class I devices are exempt from FDA certification
- FDA Registration is a simple process
- HIPAA - We don't take in PII. We generate IDs that can be referenced from existing systems.

Hardware Support

- The printers we use are reliable, low-maintenence, consumer-friendly devices.
- Troubleshooting hardware issues can be resolved remotely via recorded logs and integrated cameras.

Future Growth Opportunities

- A huge catalog of splint designs is possible
- Hand imaging technologies lack despite promising technology in other fields
- Multi material dynamic splints are an untapped opportunity

Exit Potential

- Strategic acquisition by medical device company
- Strategic partnerships with related companies