



PROPOSAL KIT SAMPLE

3D Printing Prototyping Services Sample Proposal

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October 16, 20xx

Michel Martin
Vice President, Product Development
AeroNouveau Corporation
591 Avenue Rivière
Laval, Québec H7M 1Z1

Dear Mr. Martin,

Thank you for your request for details about what Pro2Fab Services can do for you.

We are a one-stop shop for innovative companies that want to move quickly from the initial design phase to the final manufacturing process.

With our array of state-of-the-art 3D printers, our manufacturing facilities and partners, and our in-house expert engineers and technicians, AeroNouveau Corporation can move efficiently from design to prototypes to manufacturing with just one partner, Pro2Fab Services.

We believe you'll find that our proposal answers most of your questions, and please take advantage of our extensive website to watch our multiple videos there. We also invite you to visit our facilities in Detroit to see exactly what we do and how we do it. We promise that Pro2Fab Services will meet or exceed all of your expectations and requirements.

In a week, we will call you to set up a meeting. We look forward to partnering with AeroNouveau Corporation.

Sincerely,

Evan Russo
Vice President
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Proposal

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October 16, 20xx

Expert Prototyping and Manufacturing Services Proposed for AeroNouveau Corporation

Prepared for: Michel Martin
Vice President, Product Development

Prepared by: Evan Russo
Vice President



Description

AeroNouveau Corporation, an innovative aeronautic design company, wants to find the most efficient partner to help them move from design to manufacturing.

Pro2Fab Services is that perfect partner, because we offer 3D printing to quickly produce prototypes and limited production runs, as well as extensive manufacturing facilities for mass-production of parts.

Our experts are always available to consult with your engineers.

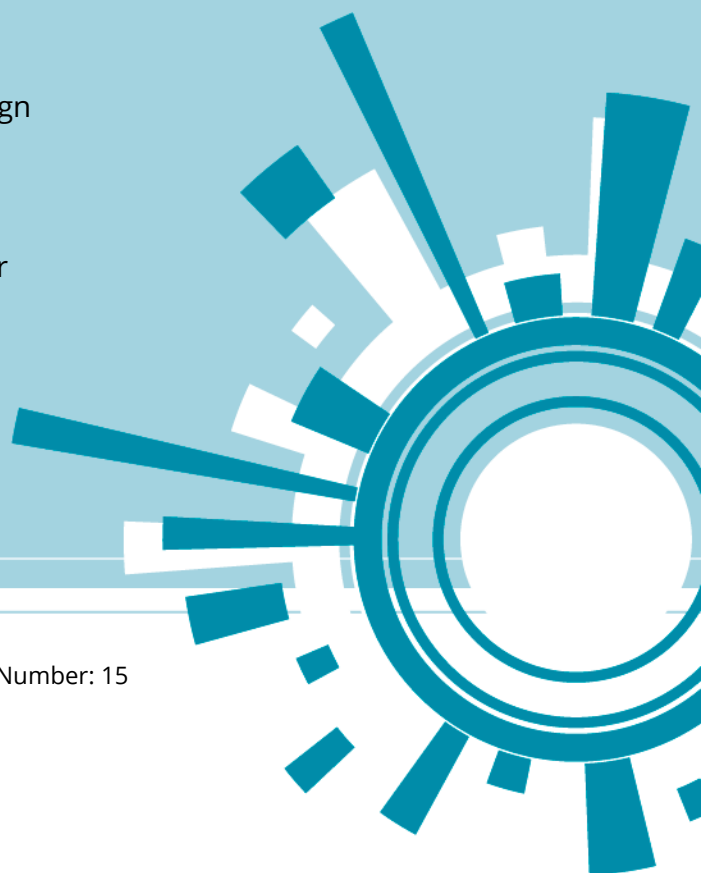




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Introduction

We understand that AeroNouveau Corporation would like to prototype several options for innovative jet parts that may be used in future models produced by your company.

Pro2Fab Services is a full-service fabrication company. Utilizing 3D Printing, we can create quickly multiple prototypes for you at a reasonable cost.

Then, after your prototypes have been thoroughly tested and approved by your engineers, we can manufacture the final components for you.

We have extensive experience in prototyping, machining, and fabrication services, and have collaborated with a wide variety of organizations, including both automotive and aviation companies. Our quality control is exceptional.

Review the pages supplied in this proposal, and we know you'll agree.





3-D Printing

3D printing has made amazing strides in recent years, especially for developing prototypes for industry.

But did you know that some organizations now use 3D printing to quickly produce components for specialized devices such as medical equipment, jets, spacecraft, and automobiles?

Pro2Fab Services has 3D printers that can create objects to exact specifications in a variety of plastic and metal materials. We offer the full range of 3D printing options, with SLA, SLS, DMLS, and SLM processes. Please visit www.Pro2Fab.com to see the photos and descriptions of just a few of our past projects for clients. We have completed hundreds more projects for customers than are shown on our web site, but many of our contracts include nondisclosure agreements and thus the projects cannot be shared.

When you need to produce limited quantities of specialized components, using 3D printing can speed the manufacturing process and reduce your costs. Need to replace a part on only one or two jets? Have a special request from just one customer? When we have your specifications programmed into our 3D machines, we can quickly fill your orders.

As innovations in 3D printing grow each year, Pro2Fab Services adds new printers and capabilities. We are dedicated to keeping up with the 3D printing industry, as well as the manufacturing industry in general.





Pro2Fab Services is experienced in both prototyping and manufacturing final products using a wide range of materials. For maximum efficiency and quality and the best pricing, we purchase all materials used in our products from our partner suppliers. Pro2Fab Services can supply all of the following materials to meet your needs.

Plastics

Our 3D printers can produce prototypes and limited quantities of manufactured parts in rigid or flexible polyurethane, elastomeric polyurethane, urethane methacrylate, epoxy, and cyanate ester. Our experts are always available to consult with you on appropriate plastics for your components.

Metals

Traditional metal fabrication wastes a tremendous amount of metal, so if you have less than 1000 components per order, you may want to consider our exacting 3D printing for finished components as well as prototypes. We have expertise in using the following metals in our 3D printing process and in mass production of final components: titanium, aluminum, brass, steel (including stainless steel), bronze, sterling silver, copper, gold, and platinum.





Prototyping

The traditional method of producing prototypes was time-consuming and inefficient, often involving elaborate processes to create just a few parts for testing.

While traditional manufacturing methods are still available for producing huge prototypes, 3D printing has changed the process for smaller parts. And often, entire products such as cars have been completely perfected through 3D print prototyping, by breaking down large pieces into smaller ones that can be easily printed and assembled. These days, creating a prototype can take only a matter of days instead of months or even years. After the initial component has been created, modifications can easily be made and improved prototypes produced within a matter of hours.

Using your 2D blueprints, our experts and our 3D printers can quickly produce a three-dimensional design which our 3D printing machines can reproduce in a variety of plastics or metals.

If you want to prototype a new component that is similar to an existing piece, our machines can also scan the existing piece, precisely creating “slices” that the machines use to reproduce the original design. After the design of the existing component is encoded into the printer’s programming, your engineers or our experts can then make changes to that design for final printing.

Using Pro2Fab Services and our state-of-the-art 3D printers, you’ll find that prototyping can be simple, fast, and economical, giving you an edge over your competitors.





Utilizing our own manufacturing facilities and those of our partner companies, Pro2Fab Services can fabricate almost any sort of metal or plastic component.

Fabrication Issues to Consider

There are several issues to consider when planning for fabrication of a product. First, and key to keeping costs low, is how many orders of the product will be placed. When thousands of identical products are not needed, then it may be more efficient to consider using 3D technologies to produce the product instead of traditional mass-market manufacturing methods.

Second, what material will be used in the fabrication process? Sheet metal is best suited for torches or laser cutting, bending, and forming large or sharply angled metal pieces; while 3D metal printing or metal casting is desirable for smaller components. For plastics, injection molding, stamping, and 3D printing are considerations.

Third, how much finishing does the final product require? Metal pieces may require coatings or polishing or painting. Plastics can be colored or textured, but may require some finishing as well.

Fabrication Process

The process, of course, depends on the product to be created, but can be completed by Pro2Fab Services in-house, or by our partners in their facilities. There will be no need to ship parts to other facilities for finishing or final assembly.



Fabrication Schedule

Although we are constantly working with hundreds of clients, Pro2Fab Services is nimble, and we can advise on the most efficient way to produce your products. Odds are that we can beat any competitor's promises for completion, saving you time and allowing you to get your products to market first.

Additional Information

AeroNouveau Corporation has no need to seek out manufacturing experts, because Pro2Fab Services will supply all the expertise you require. We stand ready to consult with you about how we can most efficiently realize your designs.





Services Provided

As previously mentioned in this proposal, Pro2Fab Services is a full-service design, prototyping, and manufacturing company. We do it all, and under expert quality control, too. (See the Quality Control page for more on that.) We provide all the following services:

■ **Product design and consultation services**

Whether you need our engineers to completely design a component for your company, or you need to consult with our experts to determine the most efficient methods for prototyping and manufacturing, our staff is available to help.

■ **Efficient and economical prototyping**

We offer the most modern prototyping services through 3D printing, using a variety of plastics and metals. Our 3D printers can scan 2D blueprints to create a 3D specification, or scan and “slice” an existing 3D piece. After the initial design is in our computer files, it’s easy to make modifications and produce updated prototypes for testing.

■ **3D printing for small specialized production runs**

When you don’t need thousands of identical products, 3D printing may be your best solution for limited orders. Both plastic and metal processes are available, and since there’s not much setup involved after the prototype is perfected, production can take only days instead of weeks or months.

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