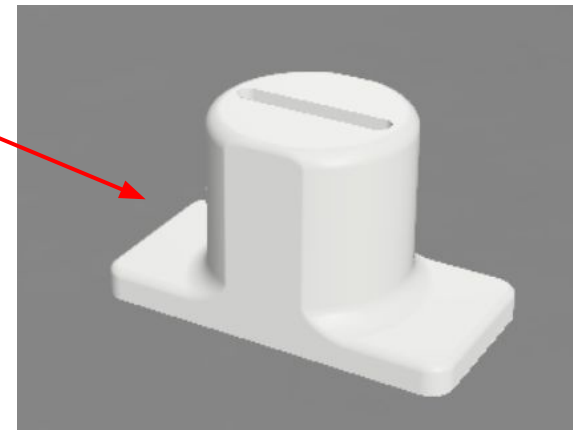
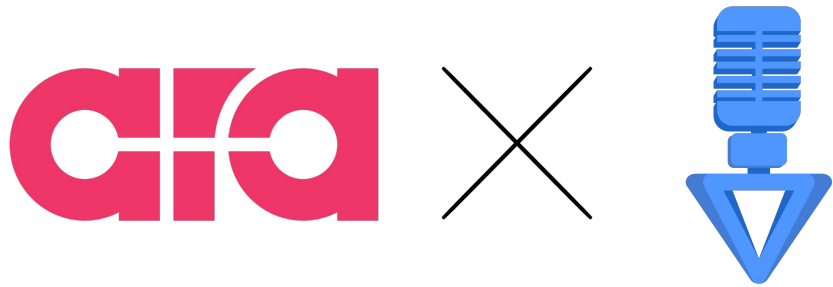


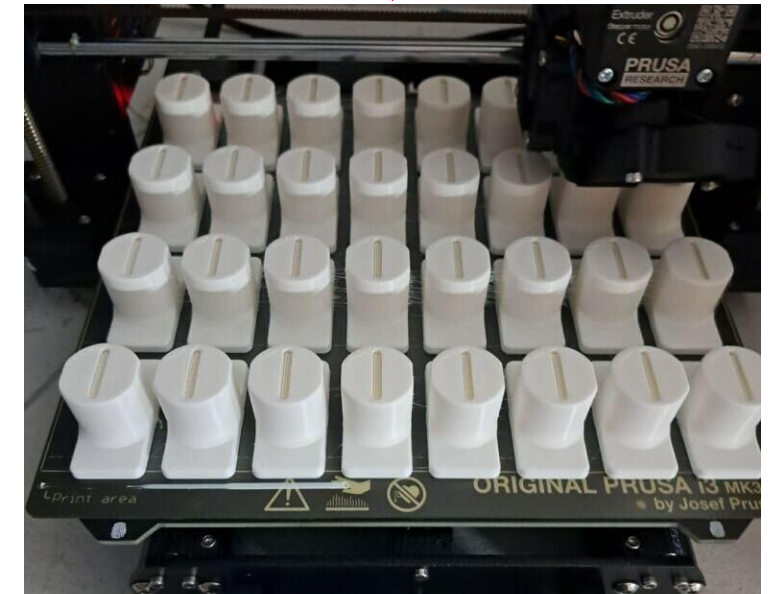
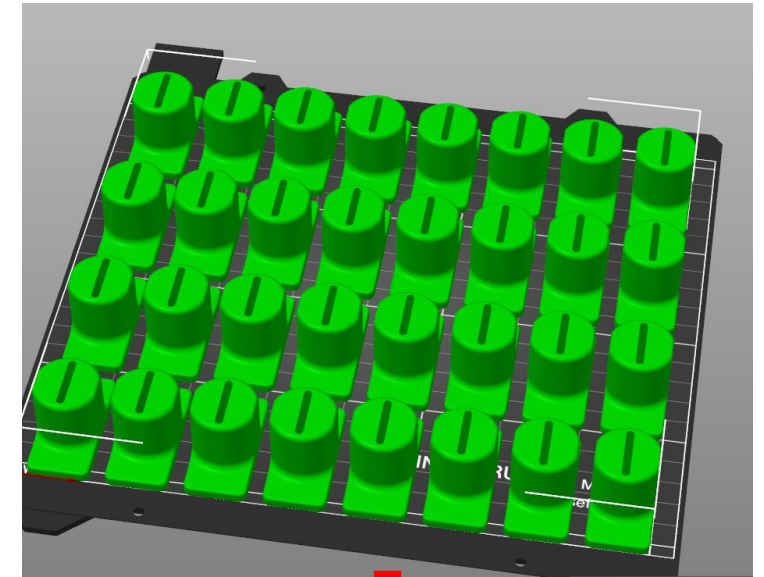
ARA Labs Case Study

A brief overview of how Gamma 3D was able to outperform traditional manufacturing & other AM vendors for one of our partner customers, ARA Labs.



Cost, quantity, and lead time

- ARA requested a quote for 200-part order quantity
 - Part was evaluated by Gamma 3D, cost modeled, and quoted same day.
- Gamma 3D quote was **\$3.75 per part**, significantly less than competing AM services (Xometry, Fathom MFG, Fictiv).
- Quote was approved and invoiced to ARA Labs
- Upon payment, the production was started using 3 Prusa MK3+ systems
- With our optimized build settings, our systems were producing 1 sensor cover every 25 minutes on average.
- Each printer produced 32 covers per build, until the order was fulfilled.
- There were zero scrap components and 100% yield
- The order was delivered within 5 days of being placed.



Comparing cost and lead times

- Xometry:

- \$1,820 – 5 day shipping lead time - \$9.10/each

- Fathom MFG:

- \$4,920 – 12 day shipping lead time - \$24.60/each

- Fictiv:

- \$965.25 *only 99 qty* - no lead time given - \$9.75/each

Xometry

Q26-0508-1911

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Expedite	Standard	Economy
Ships August 12	Ships August 12	Ships August 17
Lead Time: 4 Business Days	Lead Time: 4 Business Days	Lead Time: 7 Business Days
Subtotal	\$1,820.00	\$1,430.00
	Subtotal	Subtotal
	Made in USA	Made in USA

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Order within 2 hours 13 minutes for a ship date of August 12.

[Share](#) [Download](#)

1  **Cover.STL** 

Dimensions: 48.00mm x 27.00mm x 23.75mm | 6783.05 mm³ | ☒ mm ☐ in

Process: Fused Deposition Modeling (FDM) **Color:** White

Material: Prototyping PLA (FFF), White **Infill:** UltraLight **Inspection:** Standard Inspection

Finishing: Standard


Expedite	Standard	Economy
Unavailable	Ships August 12	Ships August 17
Lead Time: 4 Business Days	Lead Time: 4 Business Days	Lead Time: 7 Business Days
Subtotal	\$1,820.00	\$1,430.00
	Subtotal	Subtotal
	Made in USA	Made in USA

[Modify Part](#) [Revise](#) [Delete](#) Qty: 200

Fathom MFG

Talk To An Engineer [Upload More Files](#)

1 part | Created on: 08/09/2022 | Last Modified: a few seconds ago [Bulk Edit](#) [Delete](#)


NAME	QUANTITY	TECHNOLOGY	MATERIAL	FINISH	PRICE
 Cover.STL 48.0 x 27.0 x 23.8 mm	200	FDM	First Available	No Finish	\$4,920.00

[Configure](#) [Attached Files](#) [Notes](#)

*Wall thickness and features under 1mm may not build completely or can break during normal post processing. Customer acknowledges that these features and walls may break. By proceeding with the order, the customer assumes this risk and will accept the part as built.

Fictiv

[Select files or drag and drop here to upload](#) [Auto-attach drawings](#) [Select all](#)

Name	Configuration	Production details	Quantity	Price
 Rev1 cover.stl View feedback	3D Printing PLA (White) Edit configuration	Domestic production only	99	\$965.25 \$9.75/ea

Summary:

Standard **\$4,920.00**
Estimated to ship by: August 26th

Subtotal **\$4,920.00**

Shipping *Requires ZIP code*

Tax *Requires ZIP code*

Fees **—**

Addons **—**

Discounts **—**

Total \$4,920.00

[PROCEED TO CHECKOUT](#)

Comparing cost and lead times

Gamma 3D outperformed all competing AM companies in price and lead time.

- Gamma 3D enables customers to have more flexibility with their supply chains by keeping short lead times compared to competitors.
 - Gamma 3D provides opportunity cost to customers with significant time saved on orders.
- Gamma 3D achieves lower part cost due to proprietary optimization, build strategy, automation and print yield from in house systems.
 - Gamma 3D parts were **58.7% cheaper** than the closest quoted vendor.

