

# ***“Our business model is changing the face of the manufacturing industry”***

Dmitry Kafidov, the Managing Director of Xometry Europe, explains the advantages of the manufacturing marketplace for both customers and suppliers



*Question: Lots of companies have been using conventional methods for decades to get parts manufactured: tendering, selecting the supplier, placing the order. So, why should they choose to order their parts via Xometry in the future?*

**Dmitry Kafidov:** As a matter of fact, we rarely get asked this question now. The advantages of our business model are now very clear to see. At Xometry, customers can order any part from a huge selection of materials in just five minutes. They come to our website, get an instant quote—and complete their order with just a few clicks. The traditional way, you need a week or two to find the right manufacturer and get a quote. And then you need a manufacturer who can actually make these parts in the next few weeks. By then we will have delivered the parts already. With Xometry, you get convenient and fast access to the production capacities of over 2000 European manufacturers. That is quite simply an unbeatable advantage!

*Xometry offers dozens of different manufacturing processes. In particular, which technologies do customers like to use?*

Additive manufacturing is definitely booming just now, which is why we have already added seven 3D printing technologies to our range (FDM, SLS, MJF, SLA, DMLS, Polyjet, and Carbon DLS). Currently, additive manufacturing accounts for about a third of all orders. 3D printing is also where we enjoy the most market penetration. This is because this method has been digital from the outset, meaning users get a seamless technological experience when they place orders via Xometry.

*Xometry offers instant quoting, which is a particularly appealing service. Customers get a binding price for the desired part and material within seconds. How does this rapid pricing work?*

Our instant quoting software is based on machine learning, so its accuracy improves with

every quote and every job. To replicate this, you would need an engineer who has already calculated over a million CAD files. People simply don't have this amount of experience, but our machine does. There are some designs that cannot yet be precisely calculated automatically—but that only represents a fraction of all 3D models uploaded to our platform. Our software identifies these types of parts and initiates a manual calculation. Our experienced engineers then process this within 24 hours.

***How big is the market for Xometry and which companies are you targeting?***

The total market volume in the manufacturing industry is hundreds of billions of euros. However, the sector is also very fragmented, so there is plenty of room for different business models. Our production network protects the small manufacturers in particular. We keep supplying them with orders and enable them to make better use of their machine capacities.

With the help of digital order mediation, more small production companies will emerge and strengthen their position on the market. This is true even for companies in sparsely populated areas: we supply them with orders from all over Europe when their own region does not provide enough demand. This is an excellent opportunity for companies.

***Are you not putting your manufacturing partners under pressure if they can no longer set their own prices?***

First of all, Xometry is not just a platform where you can order parts. After all, we also allocate orders to the manufacturers and see them as equal partners in our networks. Ultimately, we can only deliver top quality parts if the manufacturers are happy to work under our complex conditions. Moreover, our software calculates realistic prices by taking into account the costs of machining, materials, labour, and so on. This helps us work based on reasonable prices for our partners.

Our network partners can work in a much more efficient way by using Xometry to take on orders. They no longer spend their precious time on sales negotiations, paperwork or logistics. With us, they only have to do what they do best: produce high quality parts.