Betreff	Important announcement about your Hub
Von	3D Hubs Founders <founders@3dhubs.com></founders@3dhubs.com>
An	<aegnor@mittelerde.ch></aegnor@mittelerde.ch>
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Hi Marc,

On **Monday, October 1st, 2018**, we're going to completely switch our 3D printing service to the Fulfilled by 3D Hubs offering. This means that it will no longer be possible for Hubs outside the Manufacturing Partner Program to receive orders on 3D Hubs.

This email explains why we've decided to make this switch, what this means for you, and the options you have going forward.

SEP:

Why are we doing this?

3D Hubs' mission is to make manufacturing easier and more accessible. Since we started we have produced more than 1.7 million parts for customers through our online platform and global network of manufacturing Hubs. We've noticed that as our platform has improved over the years, the customers who order most often are businesses. As we discussed back in February in <u>this blog post</u>, it has become more and more essential for 3D Hubs to deliver a highly reliable and consistent manufacturing service to our customers.

To achieve this we started building <u>Fulfilled by 3D Hubs</u> at the end of 2017. We tested the impact of a more controlled and consistent manufacturing service and customer feedback has been so overwhelmingly positive, it is hard to ignore. Since launching this service, we have seen significant growth in the usage of our 3D print service, particularly by the professional user group. We've seen customer order value doubling since January. Therefore, over the past year it has become clear that in order to best serve our growing number of professional customers, 3D Hubs has to double down on standardisation. That's why we are taking the hard decision to move away from our original peer-to-peer model and become fully B2B focused.

What does this mean for you?

As of Monday, October 1st, 2018 Fulfilled by 3D Hubs will be the only option for ordering 3D Printed parts on 3D Hubs. On this date, the following services will be discontinued:

- Platform Orders to non-manufacturing partners
- Embeddable Order widget orders
- Individual Hub profile pages

Unfortunately, based on your 3D Hubs order history you <u>don't qualify</u> to become a Manufacturing Partner. This means that you won't be able to run your 3D Printing service on 3D Hubs from October 1st, 2018.

If you're not looking to run a commercial 3D printing business but still want to offer your 3D Printing services locally, you can consider joining our <u>Talk Maker Forum</u>. On this new subsection of Talk, Hubs can freely connect with local makers, hobbyists and students interested to get their projects 3D printed. While this is by no means a full blown replacement of our peer-to-peer platform, we hope we can keep supporting makers, hobbyist and students to keep printing locally.

We understand that you might have a lot of questions, that's why we have started an FAQ section on the Hub Academy <u>here</u>, we'll add to this page as questions come in. We've also published a blog post with more details about the future of 3D Hubs <u>here</u>. If you have questions feel free to reply to this email.

We want to take this opportunity to thank you for helping us to build the 3D Hubs platform over the last few years, for without pioneers like you it wouldn't have been possible. We've truly enjoyed building the largest peer-to-peer 3D printing community and, with our industry evolving so quickly, the business now needs to adapt for the next stage of its journey.

Thank you,

Brian & Bram Founders 3D Hubs

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3D Hubs is located at Frederiksplein 42, Amsterdam, The Netherlands.

I'm reaching out because you're registered on 3D Hubs. If you'd prefer not to hear from us, you can adjust your email preferences.