

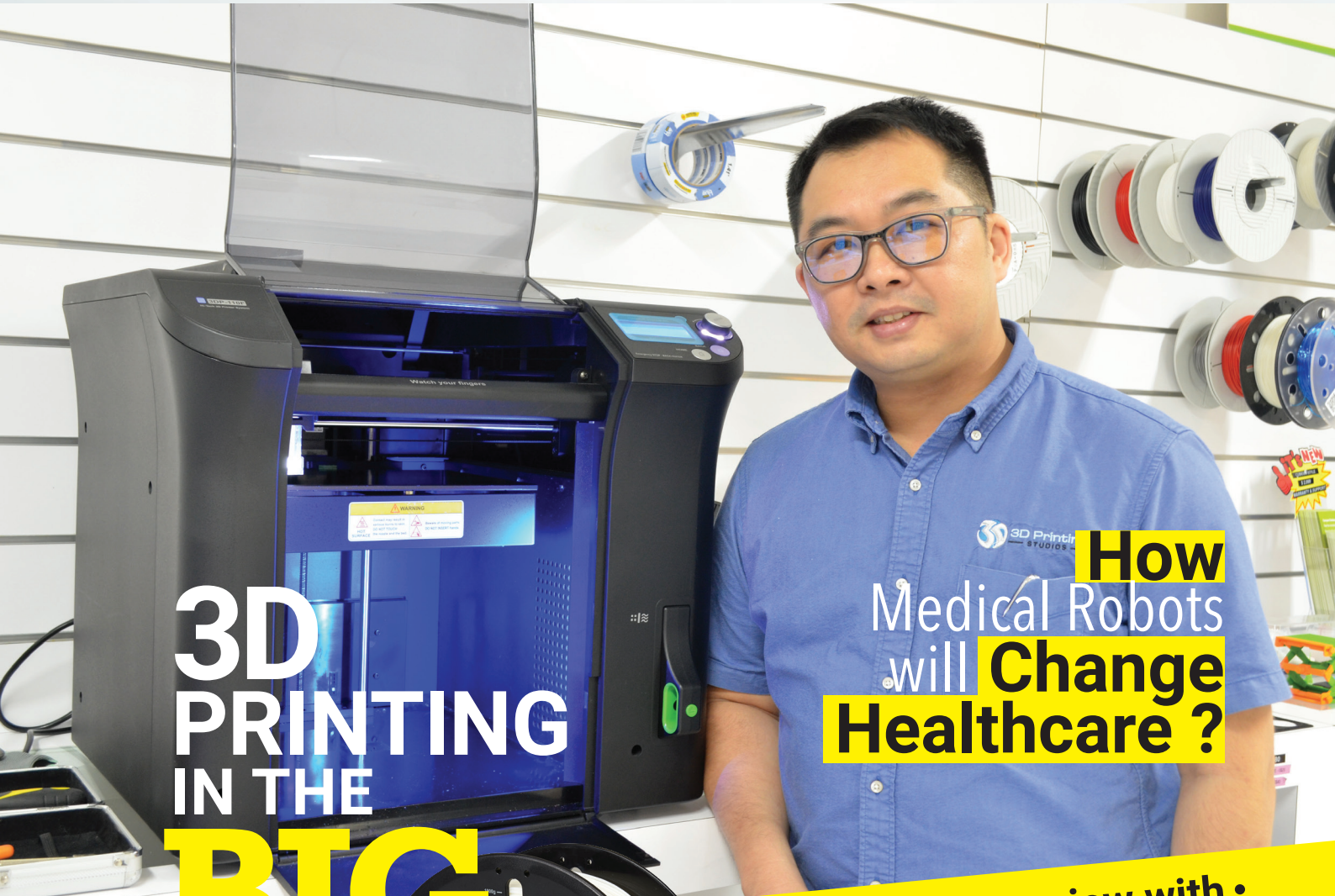
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# ROBO ASIA

ASIA'S 1ST ROBOTICS TRADE MAGAZINE  
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**3D  
PRINTING  
IN THE  
BIG  
SCALE**

**How  
Medical Robots  
will Change  
Healthcare ?**

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Managing Director of  
3D Printing Studios Asia Pte Ltd

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# Interview with Jason Joo

## 3D Printing Studios Asia Pte Ltd

3D Printing Studios is a 1-Stop Addictive Manufacturing (3D Printing), 3D Designing, 3D Scanning, 3D Training and 3D Services in Singapore and across Asia region. Let's find out more from its Managing Director and co-founder for the Asia Pacific region.

### CAN YOU BRIEFLY DESCRIBE YOUR ROLE IN 3D PRINTING STUDIOS?

**Jason:** As we are a growing company and expanding aggressively, I wear multiple hats in 3D Printing Studios. I'm the Managing Director and Co-Founder for the Asia Pacific region with 3D Printing Studios and I am also a Speaker, Evangelist and Trainer in the area of 3D printing.

### CAN YOU BRIEFLY EXPLAIN ABOUT YOUR BUSINESS MODEL? WHAT ARE YOU OFFERING AND WHICH SEGMENT DO YOU CATER TO?

**Jason:** 3D Printing Studios is a one-stop 3D Printing Service Provider. We offering a wide variety of products, services and solutions in 3D printing. From 2D to 3D modelling to designing, we offer 3D printing services in the latest 3D technology in multiple different materials using both professional and industrial 3D printers. We also offer sale and service of reputable branded Desktop 3D printers like Cubicon 3D Printers and 3D Scanners like the EinScan Pro and EinScan S and conduct training in subjects focus on 3D printing and 3D software.



“3D PRINTING WILL BE ABLE TO CONTRIBUTE GREATLY TO OUR LIVES IN MANY AREAS AS IT PLAYS A PART IN DIFFERENT INDUSTRIES”



### 3D PRINTING IS GETTING MORE ATTENTION LATELY. HOW AND WHEN DID YOUR COMPANY ENTERED IN 3D PRINTING BUSINESS AND WHAT ARE YOUR FIRST THOUGHT?

**Jason:** Indeed, 3D Printing in general is getting a lot of attention which is a very positive and healthy sign for the industry as a whole. 3D Printing Studios has been involved in the 3D printing industry since early 2012 when we open our first walk in studio cum showroom in Sydney, Australia. We are the first “3D Printing Shop” in Australia and also the 5th in the world after London and New York. Fast forward to present day, we have made Singapore as our Asia Hub for operation and production and are expanding by opening up more “3D Printing Studios” offering the same studio cum showroom concept across Asia and are partnering with local business owners in the respective countries.

Our first thought which made us enter this industry was we saw a huge gap from what everyone saw about 3D printing from various sources to what are the actual real benefits that could be experience in person. We found that other providers hide the technology away behind factory walls or undisclosed location with only a website or phone linking the customer and there was too much time spend back and forth finalising on what they need and over promising the customer, 3D Printing Studios on the other hand is making it accessible to everyone. By allowing anyone to see it in

action, learn about it, play with the parts and emerge themselves in it, ideas are born and ideas are realised. That’s the beauty of 3D Printing Studios, it’s accessible to everyone and with more and more studios opening even more people, businesses and companies will benefit from this once in a generation technology shift

### WHO ARE THE TARGET MARKET THAT 3D PRINTING STUDIOS AIMED? WHO WOULD YOU SAY ARE YOUR INTENDED CUSTOMERS?

**Jason:** Our customers are mainly from the B2B segment but we also cater to the B2C market which are individuals, inventors, makers and hobbyist.

3D Printing benefits many different industries and there are truly endless possibilities when this disruptive technology is applied. In Singapore and our neighbouring countries, just to name a few target industries are from manufacturing, engineering, R&D, IT, medical, government, education, architecture & building industry and etc. The list goes on.

3D Printing Studios have been involved in over hundreds of projects in respective different industry and our customers select us because we provide a reliable and high quality of service.

We are also able to guide the customer from the start to end process of their 3D printing journey as we impart our knowledge and experience in 3D printing into their project.



### WHAT ARE THE ADVANTAGES OF USING CUBICON 3D PRINTER AND HOW COULD IT BE DIFFERENTIATE OVER OTHERS?

**Jason:** We have spent a lot of time and our own resources to search for the ideal 3D printer and we found it in the Cubicon 3D printer from South Korea. The advantage is the Cubicon 3D printer works from the moment it is unbox and plug into the wall. It is a simple to operate and reliable 3D printer that comes with many features and functions over the others like Auto Levelling mechanism, 3 Layer of Filter System, Modular Extruder, Filament Detection Sensor to Pause/Continue and able to print in multiple materials.



Extruder Nozzle System for the Cubicon 3D Printer

### WHAT ARE THE CHANNELS YOU USING TO SELL YOUR PRINTER? WHERE CAN PEOPLE GET HOLD OF A MACHINE?

**Jason:** In Singapore, the 3D printers are available direct from our showroom located in CT Hub 2 at Lavender Street or from our online store on our website [www.3DPrintingStudios.com/Singapore](http://www.3DPrintingStudios.com/Singapore). We welcome customers to visit us at the showroom so that we can provide a detail explanation and demonstration of the 3D printer. If you are outside of Singapore, please contact us and we will connect you to our regional partners located across Asia.

### WHAT ARE THE CHALLENGES IN 3D PRINTING INDUSTRY?

**Jason:** As businesses in the Asia region is opening up and embracing 3D printing into the workplace, production and supply chain, the current challenges is more towards the awareness and readiness of businesses to adopt and try 3D printing technology for the first time. As changes in the business landscape is evolving constantly, it’s only a matter of time that 3D printing technology will be widely adopted.

### DO YOU HAVE ANY PLANS TO EXPAND YOUR BUSINESS IN COMING YEARS?

**Jason:** Yes, we do have an aggressive expansion plan as we want to bring 3D printing technology closer to the businesses and make it easier available. We plan to open more studios across Asia and welcome potential business owners, entrepreneurs, investors to contact us to reap the benefits of this wonderful multi Billions Dollar industry together.

### HOW WOULD YOU PREDICT 3D PRINTING INDUSTRY IN NEXT 5 YEARS?

**Jason:** I would predict that 3D printing industry would be one of the highest growth industry as we move towards the Digital Manufacturing age. With faster 3D printing technology and more materials made available, soon you will be able to print out products previously not possible. 3D printing will be able to contribute greatly to our lives in many areas as it plays a part in different industries.



### ARE THERE CERTAIN TECHNOLOGIES THAT YOU FEEL WILL AUGMENT YOUR CURRENT 3D PRINTING TECHNOLOGY?

**Jason:** With new technologies like IoT, Big Data, Industry 4.0 and VR coming into the business market and everyone is demanding for it, 3D printing is already ready to collaborate with these technologies. This is a good progression forward and it open up more business opportunities and growth potential when different technologies converge together.

### 3D Printing Studios

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