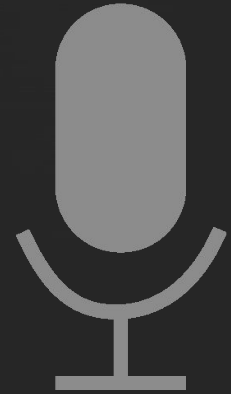


fictiv

2023 STATE OF
MANUFACTURING
— **ROUNDTABLE**



INTRODUCTIONS

PANELISTS



DAVE EVANS

Co-Founder,
CEO, Fictiv



SABRINA PASEMAN

General Partner,
Omni Venture Labs



SCOT LINDEMANN

CEO, Mission Design &
Automation



SIMON LANCASTER

General Partner,
Omni Venture Labs

MODERATOR

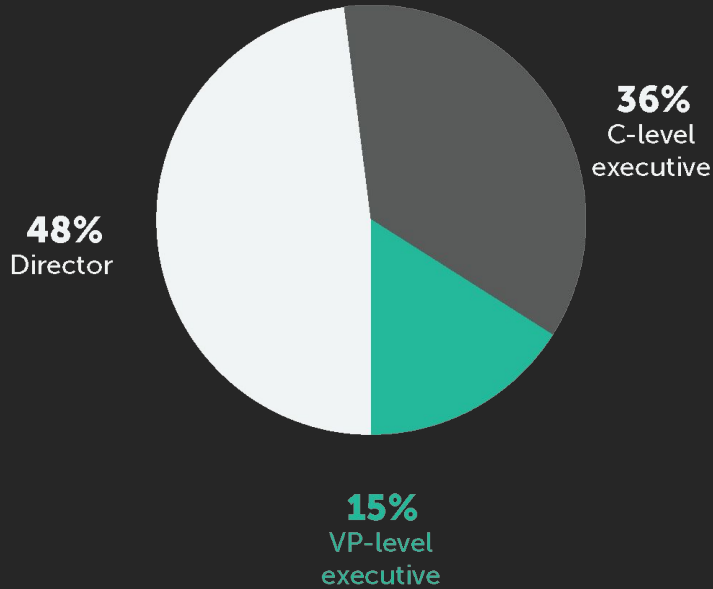


RILEY HALL

Director of Product
Marketing, Fictiv

INDIVIDUALS REPRESENTED

JOB LEVEL



35%
Production
Manufacturing

3%
R&D

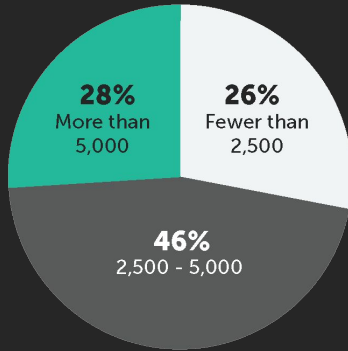
12%
Supply
Chain

49%
Engineering

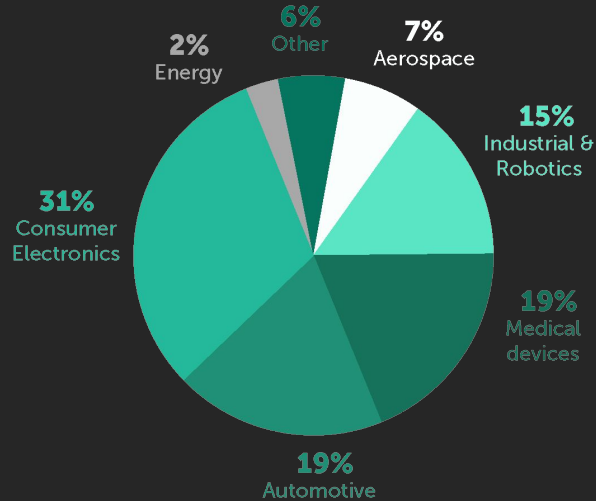
JOB FUNCTION

COMPANIES REPRESENTED

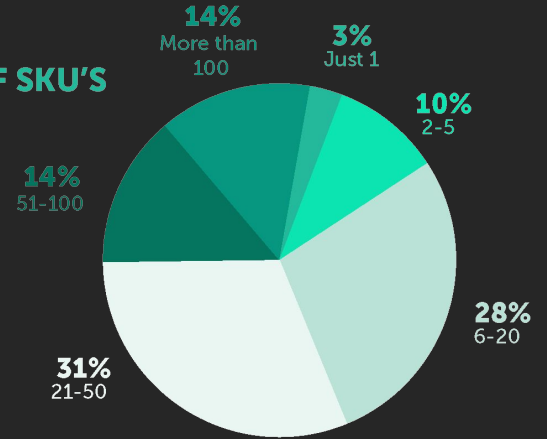
COMPANY SIZE
(# of employees)



GOODS PRODUCED

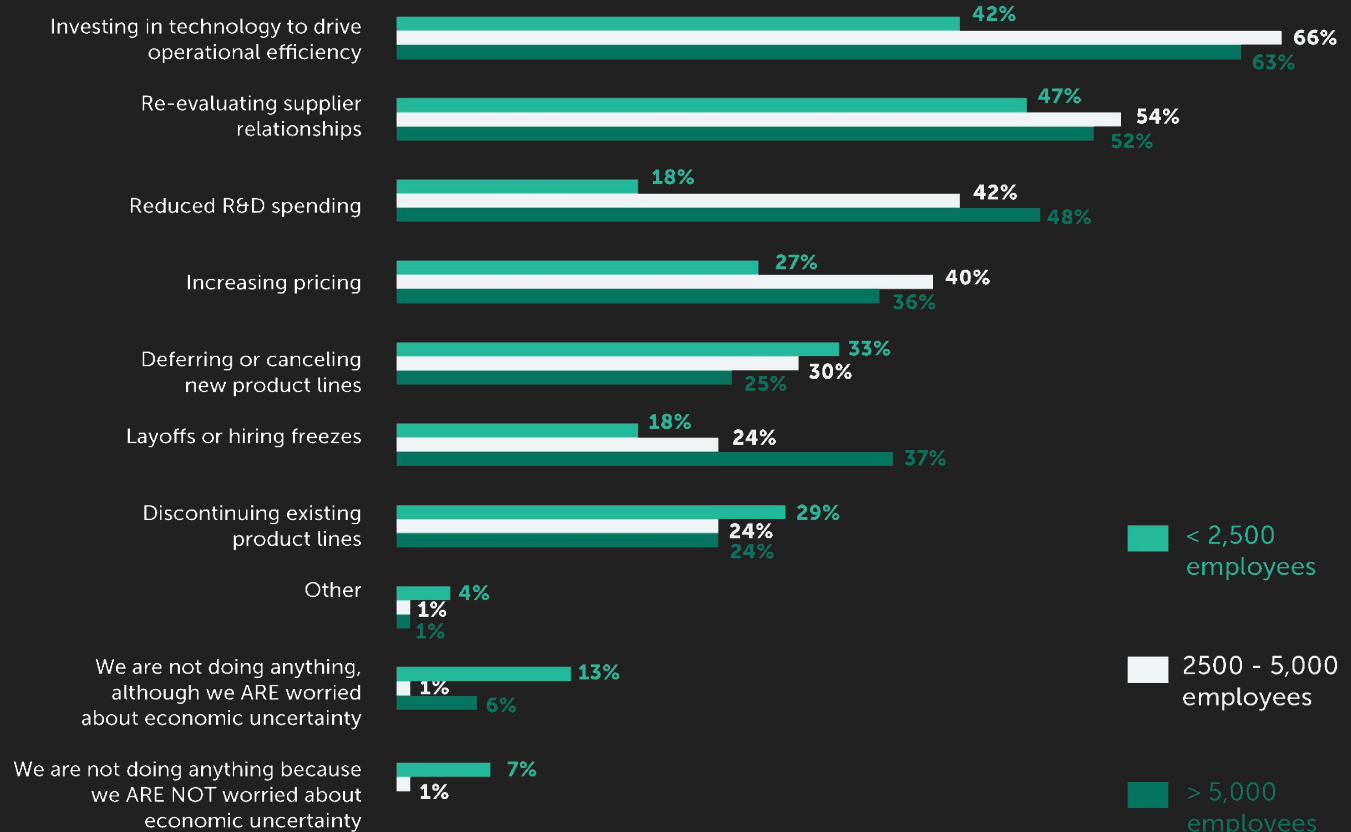


OF SKU'S



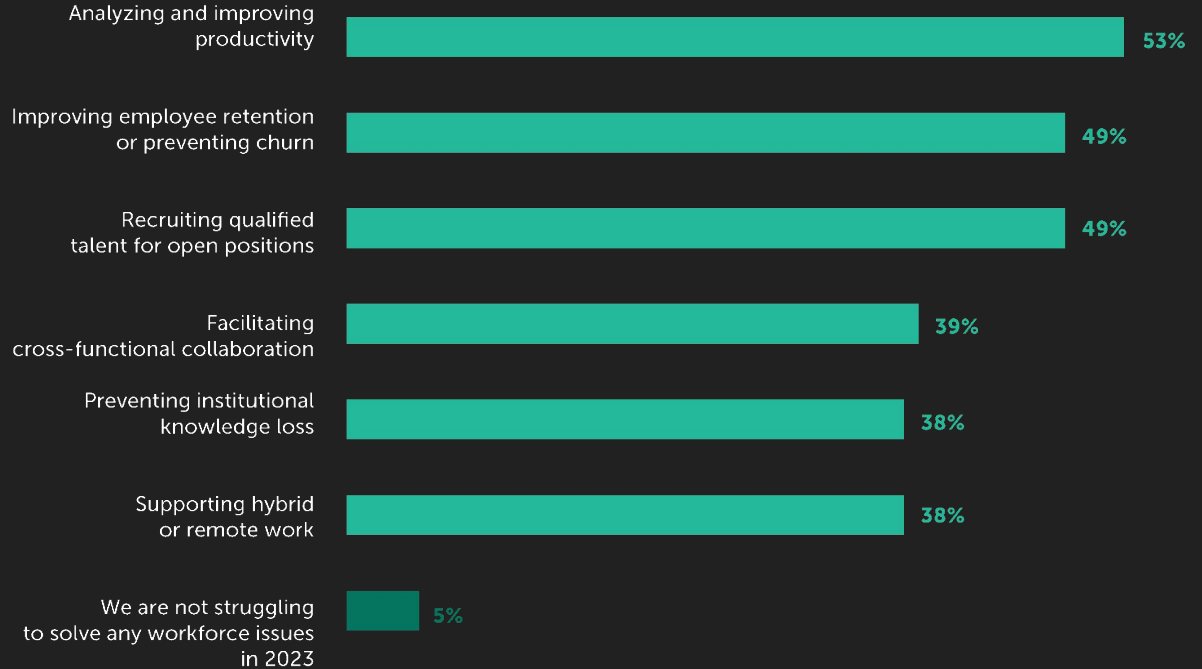
ECONOMIC MACRO DRIVING A MIX OF TACTICS

What actions is your company taking to protect from economic uncertainty in 2023 (inflation, risk of recession, etc.)?



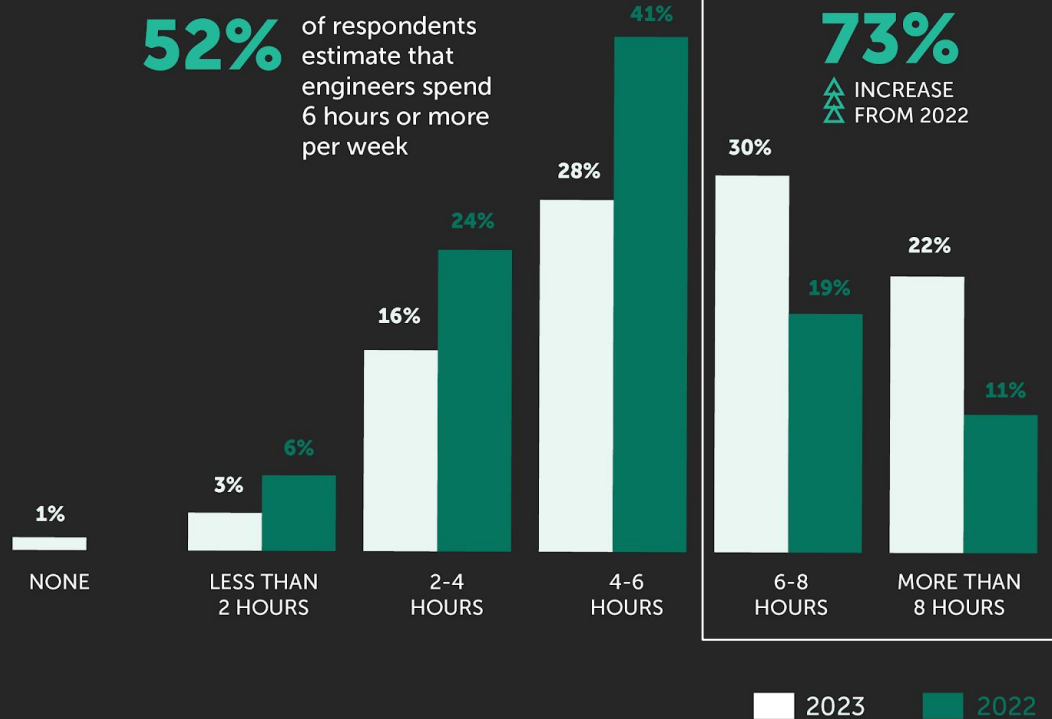
PRODUCTIVITY: A LEADING PAIN POINT IN 2023

What types of
workforce issues
is your company
struggling to solve
in 2023?

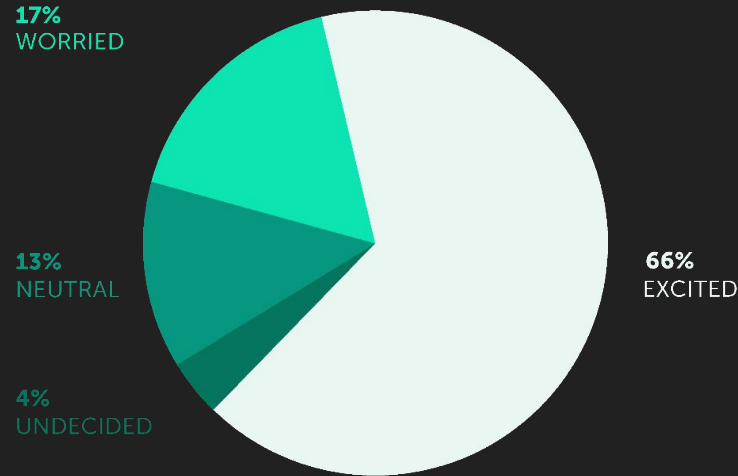


ENGINEERS INCREASINGLY SPEND MORE TIME ON PROCUREMENT

How much time would you estimate a typical engineer spends on vendor sourcing, management, quote, and order activities on a weekly basis?

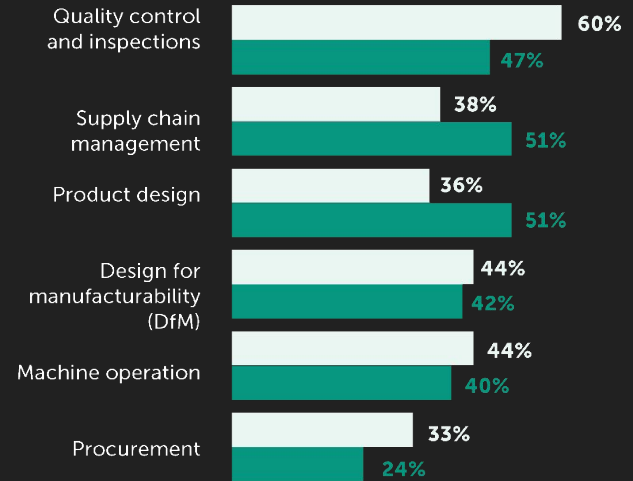


ENGINEERS ARE EXCITED (AND WORRIED) ABOUT AI



What is your personal opinion about the long-term impact of AI in your functional area of the business?

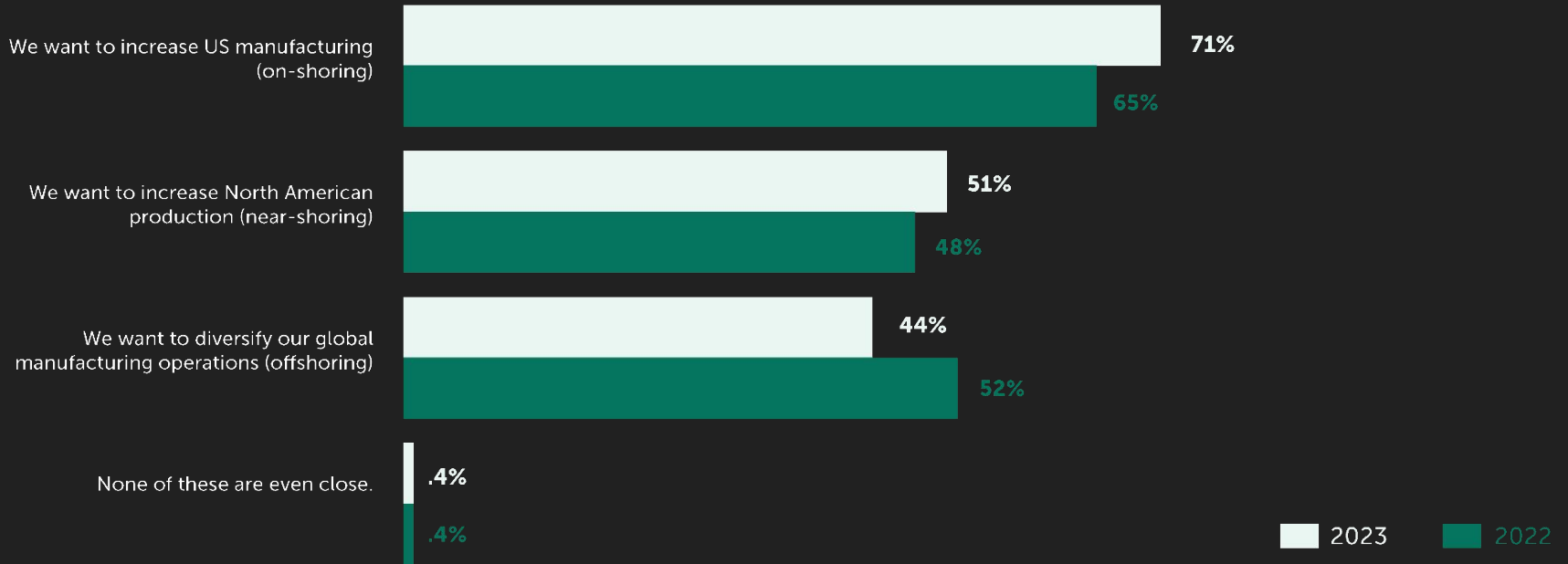
In your opinion, which of the following product development and manufacturing functions will be MOST impacted by advances in Artificial Intelligence (AI)?



Engineering Other

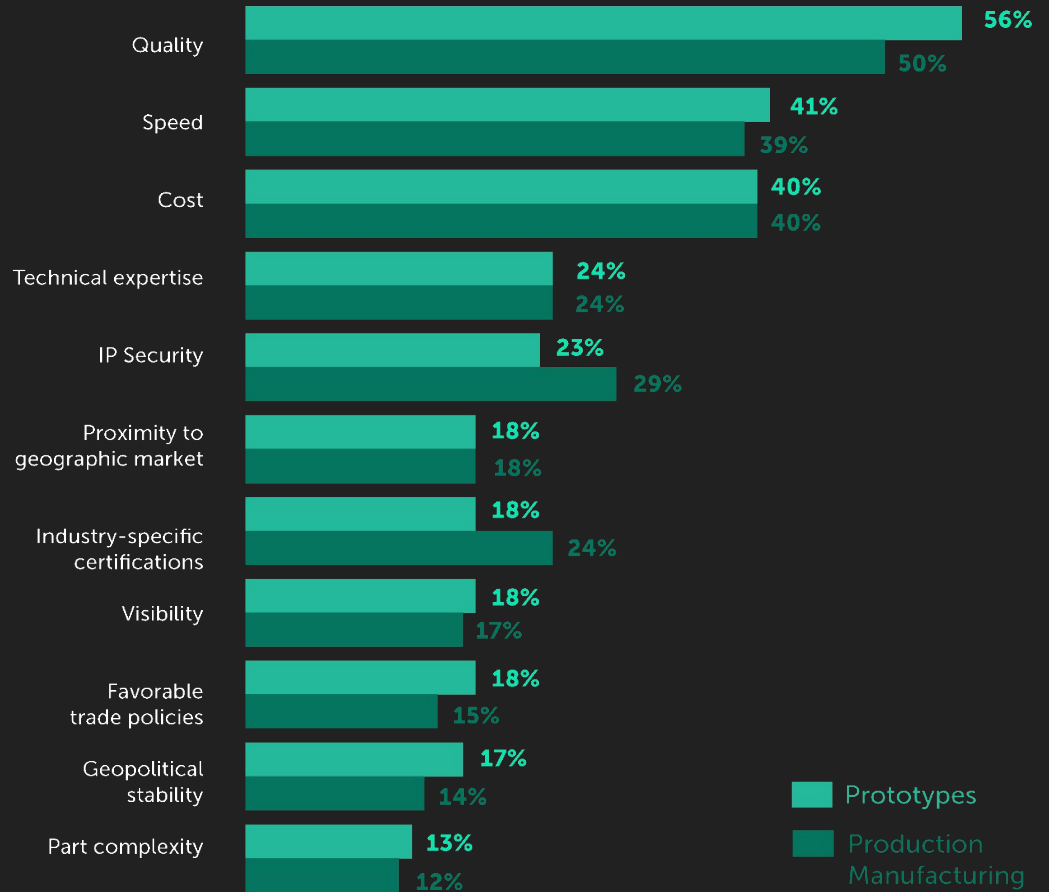
SHIFTS TOWARDS ON-SHORING AND NEAR-SHORING

Which of the following statements represents your company's strategy for 2023?



QUALITY, SPEED, COST LEAD CRITERIA FOR MANUFACTURING LOCATION

Which of the following criteria are most important when choosing to offshore, on-shore, or near-shore?



CLOSING THOUGHTS



ABOUT FICTIV

Fictiv operates a globally dispersed Digital Manufacturing Ecosystem that rapidly delivers custom mechanical parts on-demand. Its quality-driven ecosystem offers customers unprecedented manufacturing agility and speed through a digital quote-to-order platform, a highly vetted and managed global partner network, and a team of manufacturing experts that manage programs and inspect quality every step of the way. Different from traditional contract manufacturers, Fictiv's operations are built around a digital core that leverages proprietary AI algorithms to deliver instant pricing, design for manufacturability feedback, and production transparency. Fictiv's portfolio of optimized manufacturing services includes 3D printing, CNC machining, urethane casting, and injection molding with business solutions for new product development, engineer-to-order, and maintenance, repair, and operations. Over the last eight years, Fictiv has manufactured more than 19 million parts for early-stage companies and large enterprises alike, helping them innovate with agility and get products to market faster.

Learn more and get an instant quote at www.fictiv.com

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Dimensional Research® provides practical market research for technology and manufacturing companies. We partner with our clients to deliver actionable information that reduces risks, increases customer satisfaction, and grows the business. Our researchers are experts in the processes and technology used by modern businesses and their customers.

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