

Success Story | Rapid Manufacturing



«We knew right from the start that we would have many small jobs, and therefore a large number of orders. Without business software, it's simply not manageable.»
Alain Stebler from Rapid Manufacturing

The Business

«Our business is 3D printing!». Since 2015, Alain Stebler's „Rapid Manufacturing“ team has been producing industrial 3D printing on powder bed-based laser sintering machines. With it, they can produce all sorts of plastic components. There are no limits to the applied geometry. As Alain Stebler emphasizes: “Our products differ significantly from the 3D printers that can be ordered from Digitec et al. We produce parts for a long service life, made from robust material.”

In the manufacturing process, a specific plastic powder is applied layer by layer by means of laser radiation, and in this way, the component is formed. Even mechanically functioning components can be made.

Rapid Manufacturing and bexio

When the company was founded in 2015, Alain Stebler was aware that with the number of offers and orders, they would never be able to do business without business software. «We founded our company taking into account the decision to work with bexio's business soft-

Established: 2015
Industry: 3D industrial plastic printing
Employees: 6
Website: rapidmanufacturing.ch
Contact: Alain Stebler, CEO

ware, right from the start. Back then, bexio was still EasySys! So, we put our trust in the company from the very beginning,» says Alain Stebler. Rapid Manufacturing uses bexio as an ERP system. «For our company size, it's just right!» The software not only helps the team plan resources efficiently, but also automates customer management, order management, and accounting procedures.

Warum bexio

«Thanks to bexio, we can manage our quoting system exclusively in the cloud. Our customers receive quotes online, and can accept or reject them with just one click. This makes the process very simple, not only for us, but also for our customers,» says Alain Stebler. Alain Stebler was convinced of the need for his bexio

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system to be completely cloud-based, already back in 2015. «It was important to me that the service was based within the cloud. Since I founded the company as a one-man show, I didn't want any servers, or anything like that, cluttering or hindering my operation. Alain Stebler also appreciates the fact that he can access his data from any and all devices. Whether he's on the road, or working from home. He can keep an eye on his finances at all times, thanks to the customizable dashboard in his bexio account. He has an overview of sales, income, and expenses, as well as outstanding vendor or customer invoices. «It's important for us to be able to maintain a professional presence with our customers. With the intuitive and simple templates in bexio, our quotes are presented in our own corporate design,» a delighted Alain Stebler says.

What Makes bexio Special for Rapid Manufacturing

- ✓ Cloud-based access from anywhere, which is device-independent
- ✓ Professional design, thanks to custom design settings
- ✓ Simple quoting system from A to Z
- ✓ Automation, e.g., liquidity planning
- ✓ Overview of the company's financial status
- ✓ Central contact management

Our Approach to the bexio Business Software

«You can't do without business software!» Alain Stebler was already convinced of this when the company, Rapid Manufacturing, was founded. Professional and efficient management of all quotes and orders, and business software, was imperative. «We know that pure ERP sys-

tems can do even more; but for us, due to our company size, bexio covers all the important functions. Today, the company employs six people and generates sales of around 1 million CHF, with a total of 3 laser sintering systems. «This would not be possible without professional management,» says Alain Stebler.

The Rapid Manufacturing team is always looking for new solutions and better optimization options. «This is the only way to enable growth and development,» says Alain Stebler. The team worked on a solution, in order to ensure that the customer experience was even more efficient and convenient. How did they manage that in concrete terms? Customers can now upload new data to the Rapid Manufacturing website and let themselves

«Thanks to bexio, we have the option of automating and digitalizing our customers' shopping experience even further!» says Alain Stebler.

be guided, using a configurator. Customers will receive an quote, generated directly from bexio, up to an order value of CHF 400.-. «Fully automated! This new option is fantastic and simplifies the ordering process for us and our customers! » a pleased Alain Stebler says. The many small requests generate a high degree of manual effort for the team. «This simply falls away now. This is how we take the customer experience to a whole new level; it's enabled us to complete customer's inquiries quickly and effectively,» says Alain Stebler. The RAPID QUOTING calculator also enables requests for larger amounts to be processed. The amount is calculated using an algorithm. The draft quote is then also created in bexio in a fully automated manner. «It's nice to see how your own company grows and evolves! We are proud of our growth!» says Alain Stebler.