



Price Trends Risk (PTR)

 The Innovation Company



**Industrial Customers
& Buyers**



**Find new
Customers**

**Get More
Orders**

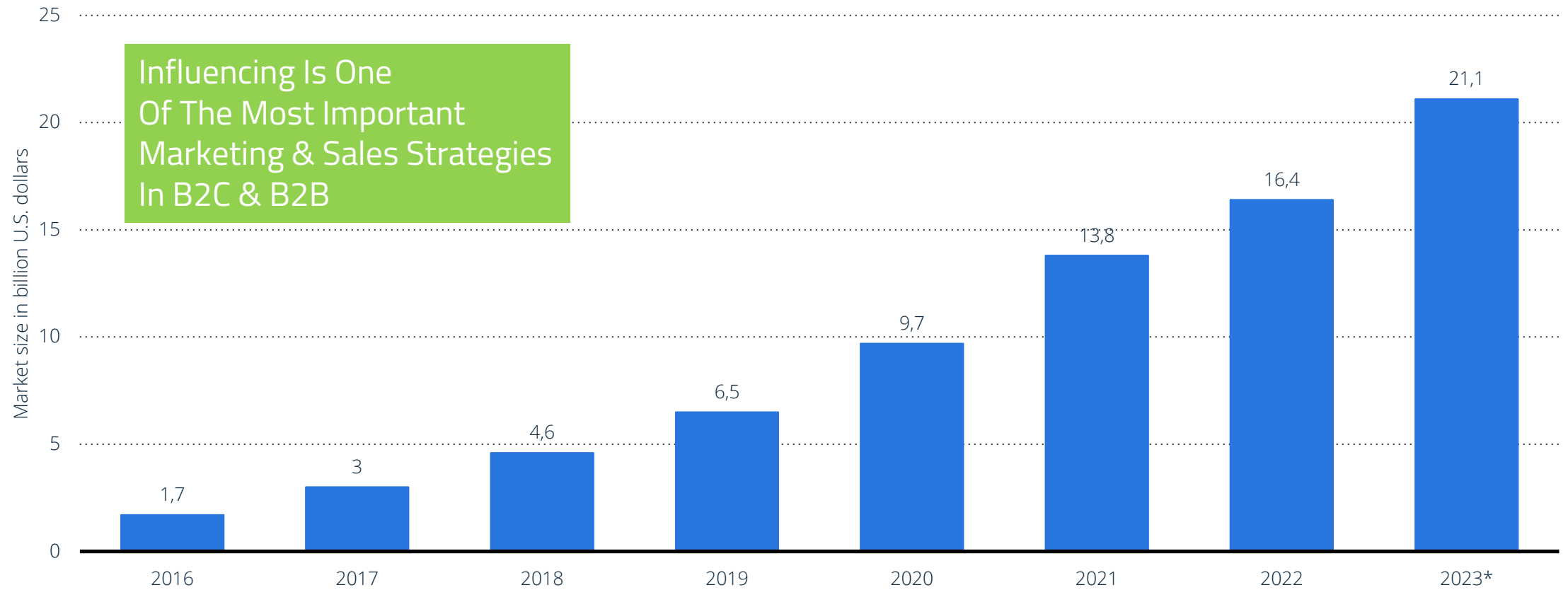
**Influencing Purchaser
Decisions**

**Market
Statistics**

3Dfindit – Influencer Of The Engineering & Purchase Process

Influencer marketing market size worldwide from 2016 to 2023 (in billion U.S. dollars)

Global influencer marketing value 2016-2023



Note(s): Worldwide; 2016 to 2022

Further information regarding this statistic can be found on [page 8](#).

Source(s): Influencer Marketing Hub; HypeAuditor; [ID_1092819](#)

Influencing Process By Engineering – powered by 3Dfindit.com



ORDER LINK gets in CAD/PLM/ERP
powered by 3Dfindit.com

Size Of Big Data

<https://www.3dfindit.com/en/plugin-3dfindit>




**3 TB
BIG DATA**



**4.5 + BILLION
DOWNLOADS**



**970,000 +
COMPANY DOMAINS**



**INTEGRATED IN 35 +
CAD/CAE/BIM/EDA
SYSTEMS**



**8,600,000 +
USERS**

**COMPANIES
LISTED USING
3Dfindit**

 Nasdaq	77 %
 DAX	85 %
 NIKKEI	61 %



**CATALOGS
6,000 +**



1,000 + Markets

Examples Of Markets & Data



AUTOMOTIVE

COMPANY: 800 +
USER: 200,000 +




AEROSPACE

COMPANY: 650 +
USER: 95,000 +




AGRICULTURE

COMPANY: 350 +
USER: 20,000 +



MARINE

COMPANY: 700 +
USER: 25,000 +



**MACHINERY+
AUTOMATION**

COMPANY: 2,000 +
USER: 205,000 +




**ELECTRONICS +
SEMICONDUCTOR**

COMPANY: 900 +
USER: 102,000 +



CONSUMER

COMPANY: 2,000 +
USER: 50,000 +

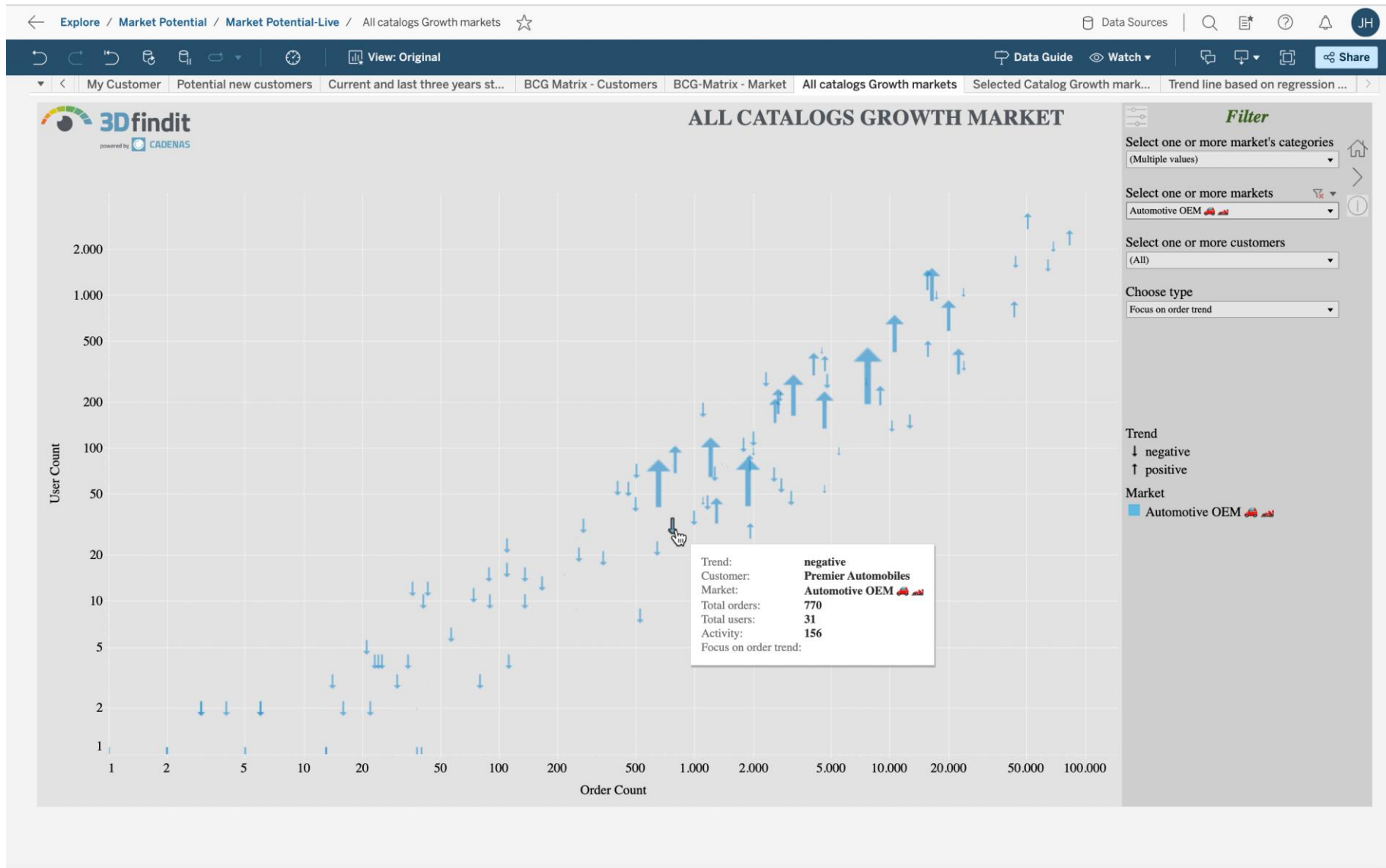


ELECTROMOBILITY

COMPANY: 300 +
USER: 50,000 +

Needs Analysis Purchase Parts – Low Hanging Fruits

Which Markets are growing? What companies are successful in these markets?



Who is using 3Dfindit ?

- Engineers

NEW – MOST FOCUSED TARGET GROUP

- Purchaser & MRO
 - PLM/ERP -> Support Punchout, Sourcing and Distributor Selection
 - Supplier Portfolio Analytics
 - Alternative Parts & Comparison – Background & Live Search
 - Picture & Spareparts Search



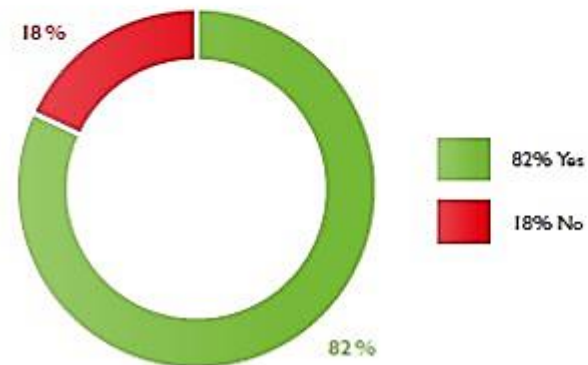
We asked
128,000
Engineers &
Architects

82% of CAD/BIM downloads convert into physical product sales

Manufacturers have difficulty tracking online activity to direct sales, especially when a sales cycle can take several weeks or months. While tracking activity is challenging, projecting future expected sales seems impossible. CAD/BIM model downloads have become a significant indicator for manufacturers to project future sales. Manufacturers must wonder: Once a model is downloaded, does it actually get purchased? How often and with how much certainty can a manufacturer expect a future purchase?

Our survey of thousands of engineers revealed a key insight that sheds light on how often a CAD/BIM download converts into a sale. Respondents said a downloaded CAD/BIM model turns into a physical product purchase 82% of the time.

If you download a CAD/BIM file of a part, does the physical part ultimately get purchased?



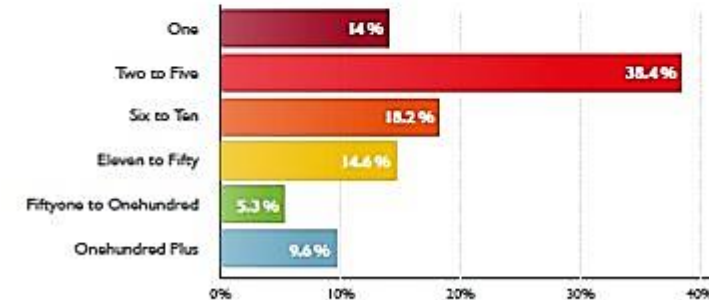
20.9 physical products are purchased on average per CAD/BIM download

Equipped with the information that 82% of products are purchased when an engineering model is downloaded, the next natural question is "How many physical components are purchased on average?"

There are many variables that make this a challenging question. Our findings encompass a wide variety of products from electronic connectors, which are typically purchased in thousands, as well as large motors and drives, which are typically more expensive but are purchased in smaller quantities. On average, 20.9 components are purchased for each online CAD/BIM download.

82% of CAD/BIM downloads turn into sales. When we factor in that 20.9 components are purchased on average, each download can significantly add to sales when considering the volume purchased for a production run.

When you specify a supplier part for a design, what quantity is typically purchased for production?



Purchaser

BAD ERP
MASTER DATA



1 BOM

2 Analyse
Manufacturer &
Product

3 Request by FAX/EMAIL

Sales

4 Indentify Product
(in many cases challenge of matching)

6 Send Offer by FAX/EMAIL

5 Prepare Offer

Purchaser

7 Validation &
Purchase

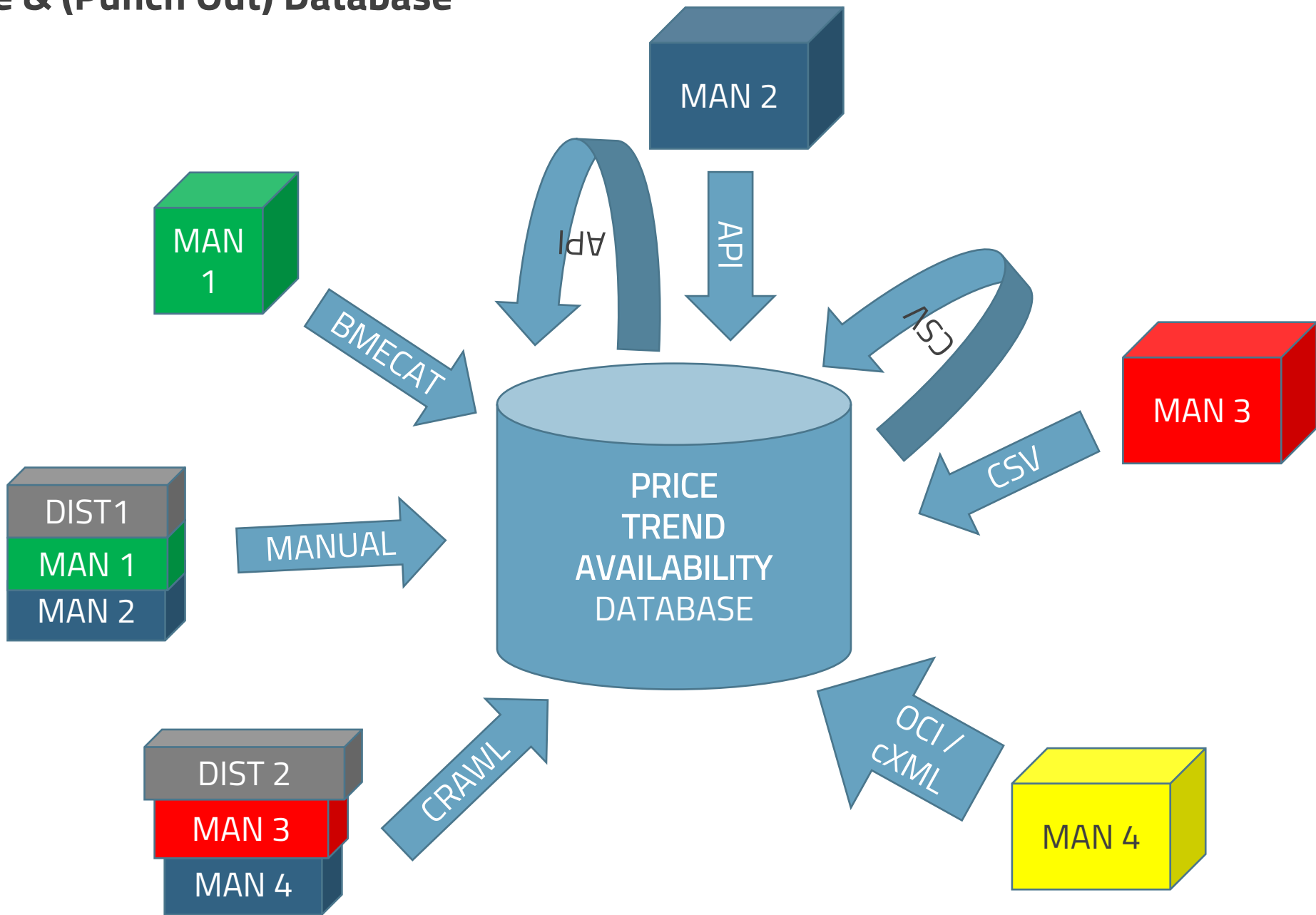
8 Order by FAX/EMAIL

Sales

Small Investments / Big Efforts

CP autosport GmbH , Büren	6,64 EUR
Stoba Präzisionstechnik GmbH & Co. KG, Backnang	123,71 EUR
Dr. Hahn GmbH & Co.KG , Mönchengladbach	518,84 EUR
Hörmann Automotive St.Wendel GmbH, St. Wendel	157,63 EUR
Vetter Pharma-Fertigung GmbH & Co.KG, Ravensburg	34,30 EUR
GWP Gesellschaft für Werkstoffprüfung mbH, Zorneding	12,48 EUR
Deloro Wear Solutions GmbH , Koblenz	36,42 EUR
BorgWarner Transmission System GmbH, Heidelberg	2.959,90 EUR
Wittenstein SE Gewerbegebiet Harthausen, Igersheim	1.146,42 EUR
GIGANT GmbH , Dinklage	247,23 EUR
STAHLKONTOR GmbH + Co. KG , Hagen	1.174,27 EUR

Price & (Punch Out) Database



GOOD ERP
MASTER DATA
ORDER LINK /
CODE

Purchaser

1 Order Code/Link in BOM

Order By Webservice

Sales

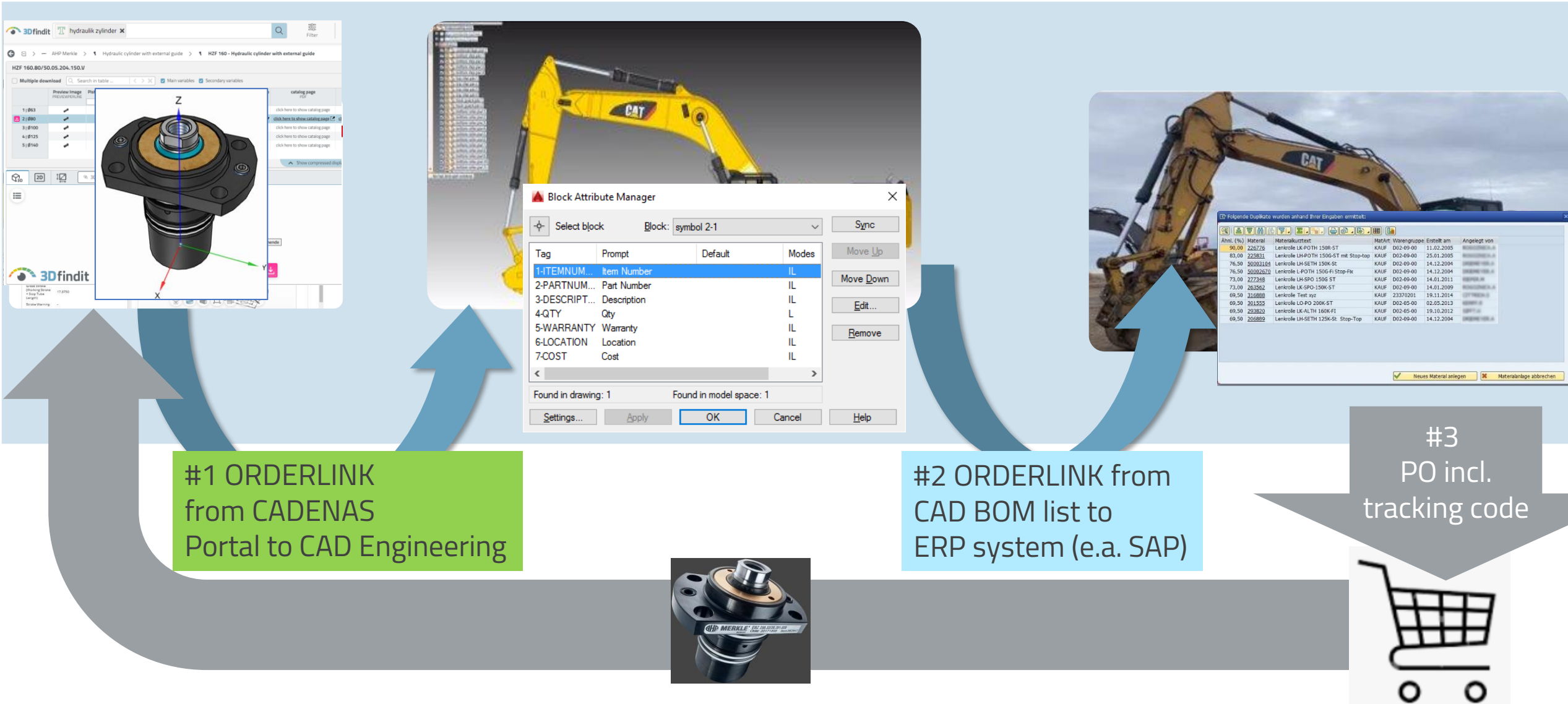
Purchaser

3 Positive Feedback & Delivery Time

2 Confirm

Process
Shortener
x% Revenue

CADENAS workflow from CAD Engineering to purchasing process



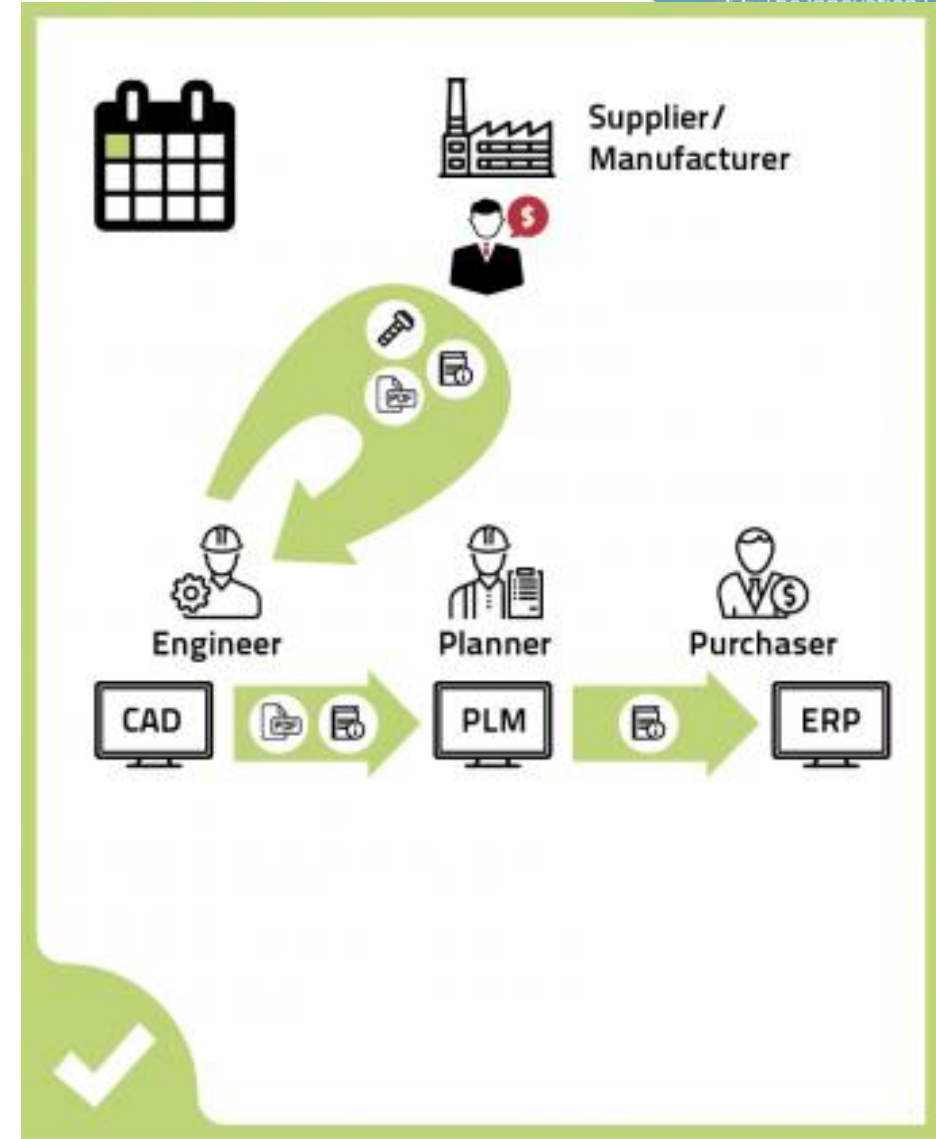
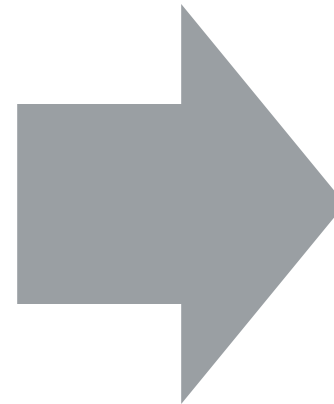
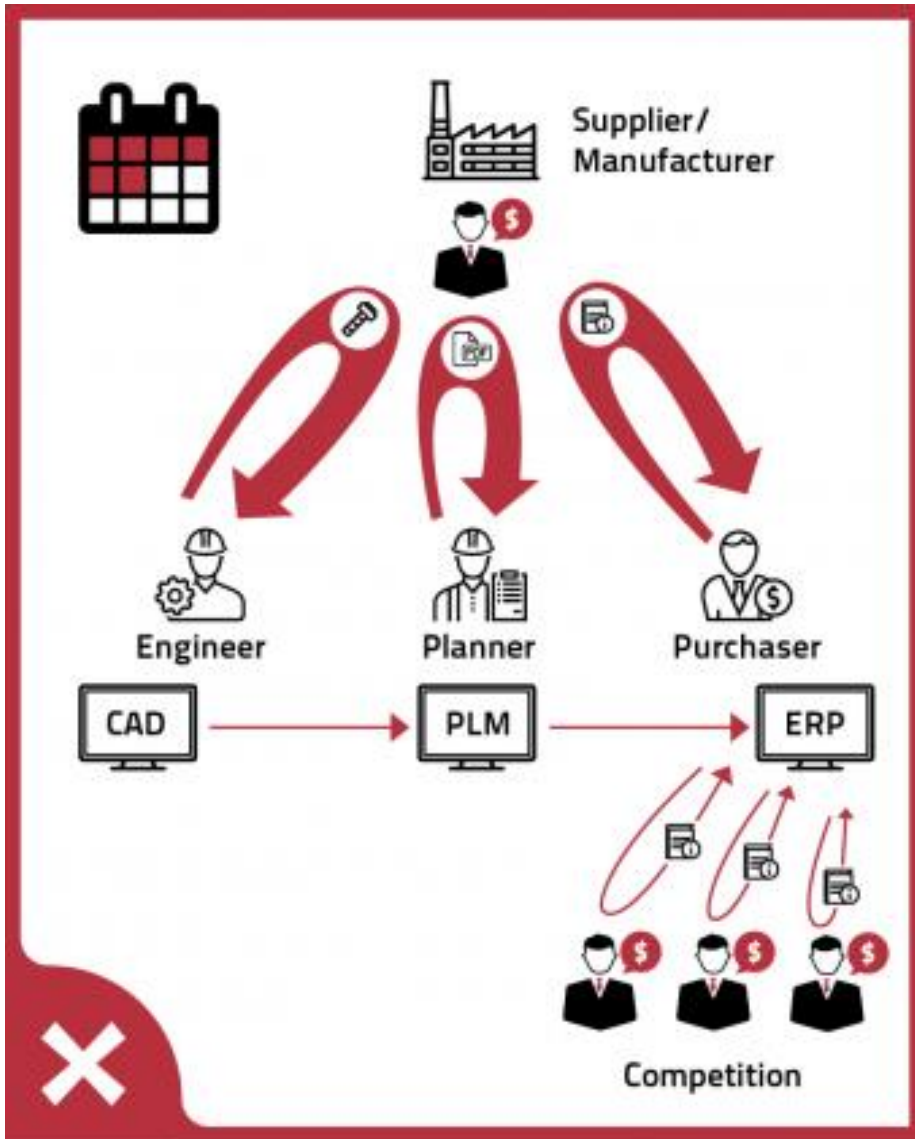
#1 ORDERLINK from CADENAS Portal to CAD Engineering

#2 ORDERLINK from CAD BOM list to ERP system (e.a. SAP)

#3 PO incl. tracking code



Process Acceleration



Buy Now Or Later

3Dfindit 4.035 3D CAD & BIM Kataloge durchsuchen...

WAGO > PG 07 - Installationstechnik > Serie 243 > 243-721 - Buchsenklemme für Leiterplatten mit Prüföffnung Rastermaß 5,75 mm / 0.226 in

243-723

Mehrere herunterladen In Tabelle suchen ... Alle Lieferländer/-regionen

Bestell-Nr. BESTNR	WAGO eShop INFODE	WAGO eShop INFOEN	Abisolierlänge ABISOLIERLAENGE (mm)	Spannung SPANNUNG (V)	Bemessungsstoßspann... BEMESSSTOSSSPG (kV)	Verschmutzungs... VERSCHMUTZGRAD	Strom STROM (A)	Rastermaß RM (mm)	Höhe HOEHE (mm)	Breite BREITE (mm)	Tiefe TIEFE (mm)	Anz...	eCl...	eCl...			
1	243-721	Info DE	Info EN	5 - 6	100	2	2	6	5.75	10.00			27-44-04-...	27-44-04-...			
2	243-722	Info DE	Info EN	5 - 6	100	2	2	6	5.75	10.00		4	27-44-04-...	27-44-04-...			
3	243-723	Info DE	Info EN	5 - 6	100	2	2	6	5.75	10.00		4	1	orange	0.747	27-44-04-01	27-44-04-01
4	243-724	Info DE	Info EN	5 - 6	100	2	2	6	5.75	10.00		4	1	hellgrün	0.747	27-44-04-...	27-44-04-...
5	243-725	Info DE	Info EN	5 - 6	100	2	2	6	5.75	10.00		4	1	dunkelgrau	0.747	27-44-04-...	27-44-04-...
6	243-726	Info DE	Info EN	5 - 6	100	2	2	6	5.75	10.00		4	1	lichtgrau	0.747	27-44-04-...	27-44-04-...

3D View: 3D Form, CAD

Ähnliche Teile | Teileinformationen | Price Trend Risk

243-723 WAGO Lifecycle Risk: Low Supply Chain Risk: Med

Distributors

Powertech Controls
Distributor Part №: 243-723 **Out of stock**
Description: 4-conductor modular PCB connector for individual solder pins, orange **Buy Now**

DigiKey
Distributor Part №: 2946-243-723-ND **Factory Lead Time: 10 Weeks**
Description: 1 Position Terminal Block Plug, Female Sockets 0.226" (5.75mm) 180° Free Hanging (In-Line) **Pricing** 400 \$0.27048
RoHS: Yes

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CAD
PLM
ERP

BUY LATER

Backlink / Orderlink

BUY NOW BUTTON

Risk Rating

Part Number P/N	Contact TE Product Support CTEPS	Find Specs, Compatible Parts, or Buy Now FSCPSH	Description DESC	Connector & Contact Ter... CTT	Product Type PT	Insert Style IS	Color COLOR	MATERIAL	Contact Configurati... CC	Pole
1103426-1	CLICK HERE to Contact TE Product Support	CLICK HERE to Find Specs, Compatible Parts, or Buy Now	MALE INSERT, CRIMP, 4-POS. 22DF CONTACTS	Wire & Cable	Insert	Pin	Gray	PBT GF10	Crimp Terminal	
1103427-2	CLICK HERE to Contact TE Product Support	CLICK HERE to Find Specs, Compatible Parts, or Buy Now	HC26.Bu.4.C.5.2	Wire & Cable	Insert	Socket	Gray	PBT GF10	Crimp Terminal	
1103428-1	CLICK HERE to Contact TE Product Support	CLICK HERE to Find Specs, Compatible Parts, or Buy Now	MALE INSERT CRIMP, 8-POS. TYPE III+	Wire & Cable	Insert	Pin	Gray	PBT GF10	Crimp Terminal	
1103432-1	CLICK HERE to Contact TE Product Support	CLICK HERE to Find Specs, Compatible Parts, or Buy Now	HC26.Bu.12.C	Wire & Cable	Insert	Socket	Gray	PBT GF10	Crimp Terminal	

Specifications for 1103427-2:





- Insert / Contact Gender: Male
- Number of Positions: 4 Position
- Product Series: Inserts
- Termination Style: HC26
- Wire Gauge Max: Crimp
- Wire Gauge Min: 22 AWG

Distributors:

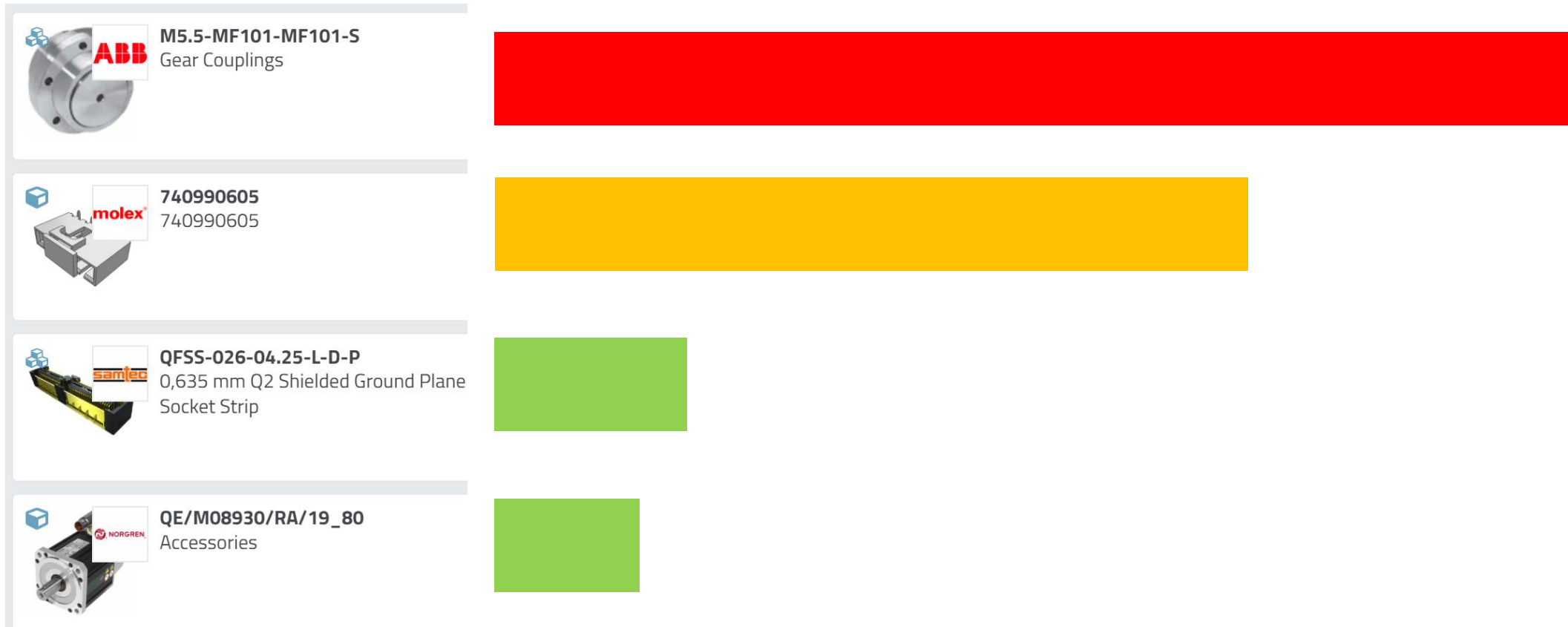
Distributor	Description	Price
Powell Electronics	Distributor Part No: 1103427-2	Out of stock
TE Connectivity	TE Connectivity	40: \$10.89645 50: \$10.53323 100: \$10.17002



Price Comparison Between Supplier/Distributor/Manufacturer

	 CS-MM05HC CS-MM05HC Master Part	 0240009035 0240009035 94.0%	 V1SD-G-ABG-PG9-Q3 Sensor-Actuator Cables 93.6%	 0240005051 0240005051 93.1%
<input type="checkbox"/> Hide same variables				
- Parameter				
Mod. MOD	CS-MM05HC ●	●	●	●
Description DESCRIZIONE	For metal wiring ●	●	●	●
Type of connector TIPOCONNETTORE	Straight ●	●	●	●
Type of connection CONNESSIONE	M12 B 5 pin male ●	●	●	●
Fieldbus PROTOCOLLO	CANopen/DeviceNet ●	●	●	●
PRICE	23,12 €	56,34	21 €	15,46 €
DELIVERY TIME	4 days	20 days	3 days	na

Lead Time & Delivery Critical Components



Another Motivation For Purchaser To Come To 3Dfindit Portfolio Analytics

3Dfindit Browse 6,189 3D CAD & BIM catalogs... Filter 3D Shape 2D Sketch Color Catalogs Compare

Step 1
Analyze TOP manufacturer catalogs for specified part types

Step 2
Find TOP manufacturer catalogs for a portfolio

Manufacturer catalog research

Enter keywords and find the manufacturers that have the highest number of matching products.

Add keyword

Results list

Select Suppliercatalogs from the list below and start the portfolioanalysis [Continue to Portfolioanalysis](#)

4 toogle clamp X
6 clamping levers X
7 hexagonal nuts X

Portfolioanalysis	Catalog	Amount	
<input checked="" type="checkbox"/>	Fabry ⓘ	15.637	Show products
<input checked="" type="checkbox"/>	norelem ⓘ	4.753	Show products
<input checked="" type="checkbox"/>	KIPP ⓘ	3.462	Show products
<input type="checkbox"/>	KIPP USA ⓘ	3.201	Show products
<input type="checkbox"/>	Blohm ⓘ	2.767	Show products
<input type="checkbox"/>	Böllhoff ⓘ	2.029	Show products
<input type="checkbox"/>	Bossard Catalog ⓘ	1.764	Show products

Portfolioanalysis

	Fabry ⓘ	Ganter ⓘ	KIPP ⓘ	KIPP USA
	-	12	4	42
	-	16.880	15.933	26.214
	15.637	156	3.462	3.201
	97	406	367	11
	15.734	17.454	19.766	29.468

Matchmaker For Replacement Or Foreign Customers

3Dfindit Browse 5,986 3D CAD & BIM catalogs... Filter 3D Shape 2D Sketch Color Catalogs Compare

HARTING > Industrial connectors Han® > Inserts > Han A® Slim construction type (up to 16 amperes) > Han 10A-BU-C

HARTING 09200103101

Multiple download Search in table ... Main variables

Preview	Product number of the ... MANUID	Short Description DESCSHORT	Long Description DESCLONG
1	09200103101	Inserts, Crimp termination, Female, Polycarbonate (PC), RAL 7032 (pebble grey), Rated current: 16 A, Size: 10 A, Contacts: 10	Inserts, Crimp termination, Female, Polycarbonate (PC), RAL 7032 (pebble grey), Rated current: 16 A, Size: 10 A

3D 2D 3D Shape CAD

Front Right

Electrical Connection: 1
Electrical Connection: 2
Electrical Connection: 3
Electrical Connection: 4
Electrical Connection: 5

Accessories Similar parts Part information

Inserts (Size 10A) - ZP-MC10A-1-FC010
ORDERNO= ZP-MC10A-1-FC010 | AMPERAGE_RATING= 16 amp...
E= 10A | FOR_USE_WITH= ZIPport multi-wire connectors | ITEM= Fe...
93.8%

1873860000 - 1873860000
MANUID= 1873860000 | MANUTYPEDESC= HDC HA 10 FC | DESCSHORT= Contact insert (in...
ors) Female, 250 V, 16 A, Number of poles: 10, Crimp connection, Size: 2 | DESCLONG= Insert for...
92.4%

EPIC® H-A 10 - EPIC® H-A 10 Art. Nr. 10441100
EAN= 4044773071931 | ATN= 10441100 | ARTB= EPIC H-A 10 BS DR PH1 | WG= 10 g | VPE= 5

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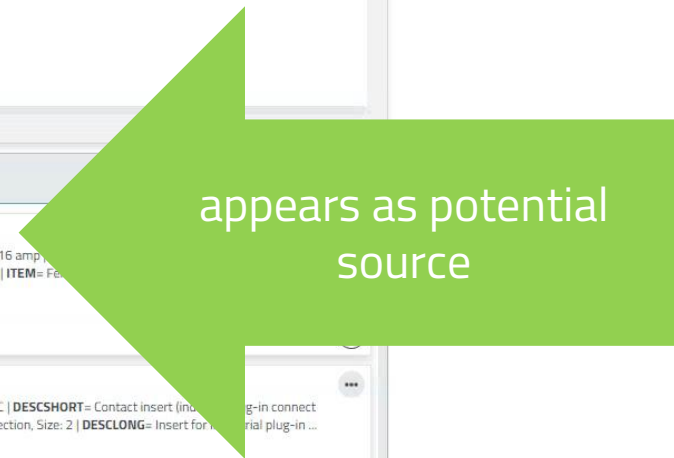
It's a Match!

You and Allison have liked each other.

Send a Message

Keep Swiping

Tell your friends



Live & Background Search

SOLIDWORKS interface showing a live search for a part. The search results are displayed in a table and a 3D model view.

3D findit.com interface:

- 3D Form
- 2D Skizze
- Farbe
- Raster
- Filter
- Kataloge
- Vergleich

Search path: Norelem > ... > Verbindungselemente > 07075 - Nutensteine schwer Typ I

07075-0805

In Tabelle suchen ... Hauptvariablen Nebenvariablen

	Bestellnummer BEST	Typ TYP	Nutbreite NUTB [mm]	Breite B [mm]	Breite B1 [mm]	Gewinde D [mm]	Höhe H [mm]	Höhe H1 [mm]	Höhe H2 [mm]	Länge L [mm]	Beschreibung BS	GEW [kg]	Zoll
1	07075-0804	I	8	17	8	M4	9.6	1.65	2.9	22	Infotext	0,0186	8
2	07075-0805	I	8	17	8	M5	9.6	1.65	2.9	22	Infotext	0,0186	8
3	07075-0806	I	8	17	8	M6	9.6	1.65	2.9	22	Infotext	0,0178	8
4	07075-0808	I	8	17	8	M8	9.6	1.65	2.9	22	Infotext	0,0163	8

Buttons: 3D, 2D, 3D Form, Exportieren ins CAD

3D Model View: 07075

Bottom Search Bar:

- 07075: 85.6%
- 21034: 79.5%
- 03240: 77.0%
- 21064: 76.9%
- 03260: 75.5%
- 22700-12: 75.4%
- 01660: 74.2%
- 03252: 74.2%
- 21540: 71.8%
- 07077: 71.4%

Bottom Status Bar: Modell | Bewegungsstudie 1 | SOLIDWORKS Premium 2021 SP2.0

Bottom Right: K1025 - K1025.0805
BESTKIPP= K1025.0805 | TYP= I | NUTB= 8 mm | B= 17 mm | B1= 8 mm | D= M5 mm | H= 9.6 mm | H1= 1.65 mm | H2= 2.9 mm | L= 22 mm | BS= Infotext | GEW= 0,0186 kg | ZTN= 84662020 | EAN= 405

▶ WEBINAR

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You and Allison have liked each other.

Send a Message

Keep Swiping

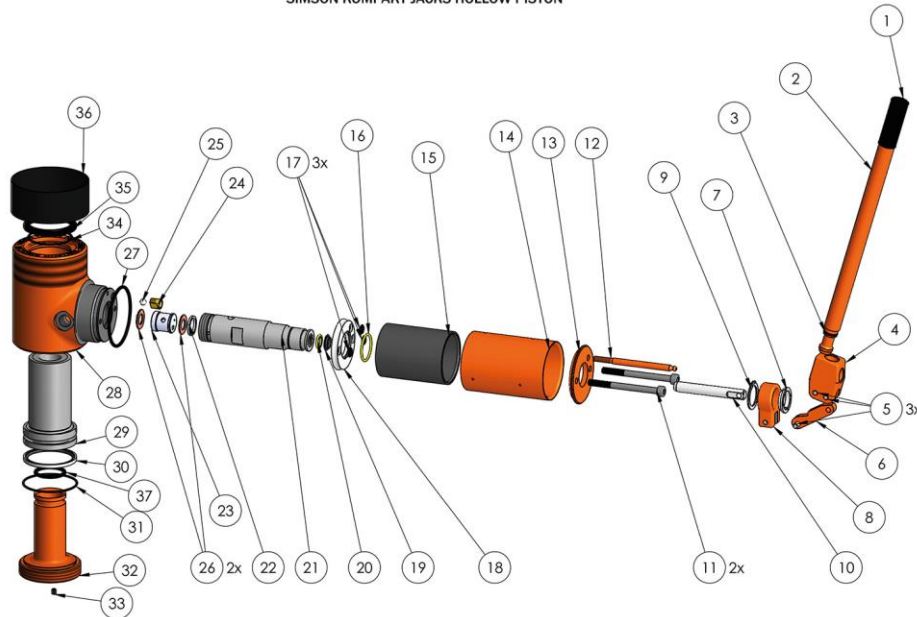
Tell your friends

appears as potential source

Recurrings Through MRO Asset Management - Potentials



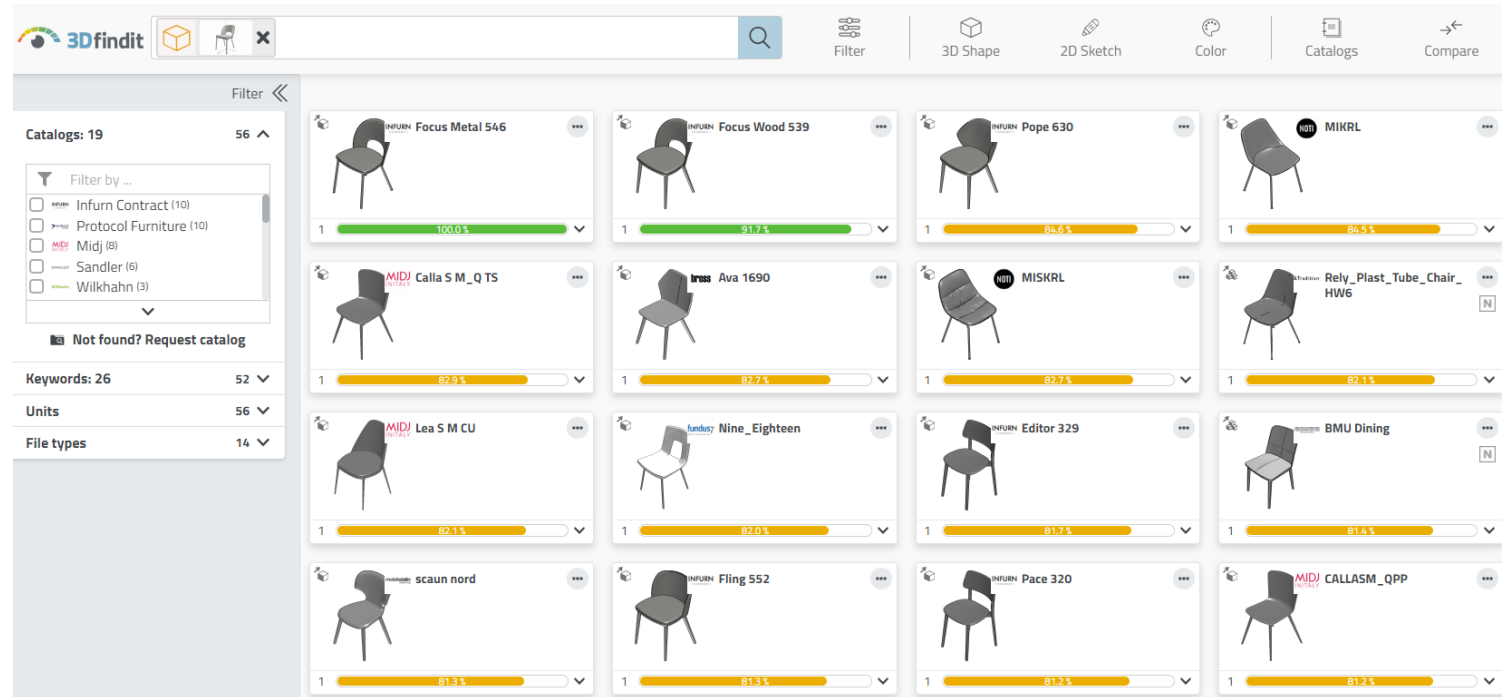
SIMSON KOMPAKT JACKS HOLLOW PISTON



MRO - Picture & Spareparts Search with ORDERLINK (e.g. Shopflor)



Next Step Of Picture Search – 2D Pix -> 3D Model



What Market Revenue Does CADENAS 3Dfindit.com Influence ?

Number Of Downloaded Products	666.000.000		
Average Cost & Revenue per Downloaded Product	50,00 €		
Percentage Of Later Sales	82%		
Potential Revenue	27.306.000.000		
			Influenced Revenue
Activation Of The Potential in Year 1	0,5%		136.530.000
Activation Of The Potential in Year 2	1%		273.060.000
Activation Of The Potential in Year 3	2%		546.120.000
Activation Of The Potential in Year 4	5%		1.365.300.000
Activation Of The Potential in Year 4	10%		2.730.600.000

Benefits For All Parties



Party	Benefits
Engineer	Free CAD Data With Order Codes/Links
Purchaser	Clean Master Data, Purchase Information, Price & Stock Trends, Availability, Risk Management, Multiple Sources Of Supplier, Price Comparison, Backlink To Sourcing
Manufacturer	Cost Savings Along Purchase Administration Chain, More Exposure
Distributor	New Potential Sales
CADENAS	Broker Fee



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