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Z Corporation

Company Profile

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COMPANY OVERVIEW

Z Corporation, a subsidiary of Contex Holding, designs, develops, manufactures, and markets 3D technology based devices. The company provides 3D technology based products, including printers, prototyping systems and laser scanners, to manufacturing, architecture engineering and construction (AEC), education, geographic information systems, healthcare, entertainment sectors. Z Corporation operates in Japan, Denmark and the US. It is headquartered in Burlington, Massachusetts and employs around 130 people.

As a privately held entity, Z Corporation is not obliged to publish its financial results.

KEY FACTS

Head Office	Z Corporation 32 Second Avenue Burlington Massachusetts 01803 USA
Phone	1 781 852 5005
Fax	1 781 852 5100
Web Address	http://www.zcorp.com
Employees	130

BUSINESS DESCRIPTION

Z Corporation is engaged in developing, manufacturing, and marketing 3D printers and scanners, which produces handheld models from computer-aided design (CAD), building information modeling (BIM), and other digital data. The company is a part of the Contex Holding group of companies and operates in Japan, Denmark and the US.

The company's 3D technology based devices include printers, prototyping machines and scanners.

Z Corporation provides a range of 3D printers such as ZPrinter 150, ZPrinter 250, ZPrinter 350, ZPrinter 450, and ZPrinter 650. In addition to printers, the company also provides material options for 3D printers, including composites, direct metal casting material, investment casting material and elastomeric materials.

The company offers two types of prototyping machines: ZBuilder Ultra, which creates functional prototypes using a digital light processor (DLP) projector to solidify a liquid photopolymer, which results in durable plastic parts that mimic injection molding for accuracy, material properties, detail, and surface finish; and ZBuilder Ultra Material Options, which runs photopolymer materials that produces durable plastic parts for a range of applications.

Z Corporation markets a range of 3D scanners, such as ZScanner 600, ZScanner 700, ZScanner 700 CX, ZScanner 700 PX, and ZScanner 800, for a range of application environments, from education and the fine arts to design and manufacturing applications.

The company offers two types of 3D software: ZPrinter Software and ZBuilder Ultra Software.

ZPrinter Software includes ZPrint, a tool for preparing computer-aided design (CAD) files for optimal printing on ZPrinters; ZEdit Pro, which prepares 3D data files for printing on ZPrinters; and Mimics Z, which enables doctors, nurses, and technicians to create 3D anatomical models from magnetic resonance imaging (MRI) and computed tomography (CT) scan images.

ZBuilder Ultra Software includes Perfactory RP, which is a set of tools for preparing CAD files for prototyping on the ZBuilder Ultra; and Magics, which offers a suite of tools to pre-process build files for any rapid prototyping system and 3D printer.

The company offers its 3D technology basediproducts to education, manufacturing, architecture engineering and construction (AEC), geographic information systems (GIS), healthcare, and entertainment sectors, through its distribution and service centers in 61 countries

Some of the company's clients include 3M, Sony, Avid Technology, Brainy Toys, Converse, Exactech, GM Powertrain, IMAX Industries, Micropulse, Nortel Networks, Prince Sports, Stanley Works, UNAB, US Spine and WHR Architects.

Z Corporation's technology partners include Alibre, Autodesk, Bentley Systems, Contex, ZEdit Pro, ArcGIS, AutoDesSys, Geomagic, Loctite, Materialise, PTC, Rapidform, Rhino, SensAble Technologies, SolidWorks and WolfarmResearch.

HISTORY

Z Corporation was founded in 1994, with core technology invented at the Massachusetts Institute of Technology (MIT).

The company launched the fastest 3D printer (Z402), in 1997. In the following year, Z Corporation commenced the production and sales in the US.

In 1999, Z Corporation launched its operations in Europe and Asia. In the same year, it introduced plaster-based build material (ZP100).

The company released its Z402C 3D color printer, in 2000. In the following year, the company introduced Z810 Large Format 3D Printer and Z406 3D Color Printer.

In 2002, Z Corporation started the development of ZCast Direct Metal Casting, which provides prototype cast parts in aluminum and other metals in 24-48 hours.

The company formed a development partnership with ITW Devcon, a formulator of epoxies and urethanes for industrial customers, in 2003. In the same year, the company launched a 3D printer, ZPrinter 310.

Z Corporation formed an agreement with Charrette, whereby Charrette would distribute the company's 3D printers to the architecture, engineering and construction market, in 2004.

In 2005, the company was acquired by Contex Scanning Technology. Subsequently, Z Corporation became a subsidiary of Contex Scanning Technology. In the same year, the company introduced high-definition 3D color printers, Spectrum Z510 and ZPrinter 310 Plus.

Z Corporation launched a 3D scanner, ZScanner 700, in 2006. In the same year, the company opened offices in Hong Kong and Japan.

The company launched its 3D Color Printer and scanner, ZPrinter 450 and ZScanner 800 respectively, in 2007.

In 2008, Z Corporation launched ZPrinter 650. In the same year, the company entered into a strategic partnership with EDS Technologies (EDST), Indian Product Lifecycle Management (PLM) Solutions and 3D Visual Simulation provider, to develop, manufacture and market 3D printing machines that produce hand-held models from computer-aided design (CAD) and other digital data.

Also in the same year, the company entered into a partnership agreement with Electronic Arts (EA) to create Spore Sculptures.

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In February 2009, Z Corporation launched two handheld laser scanners, ZScanner 700 PX and ZScanner 700 CX.

The company released zp150, a premium composite build material for its ZPrinter 450 and ZPrinter 650 3D printers, in June 2009.

In September 2009, Z Corporation launched the first automated, monochrome 3D printer. Like other Z Corporation 3D printers, the ZPrinter 350 converts 3D data into physical models much as desktop printers convert word-processing files into physical documents.

The company also released new zp150 premium composite build material in December 2009, which enabled users of all current-generation ZPrinters to use water as the curing agent for finishing multicolor models.

In May 2010, EnvisionTEC, a maker of computer-aided modeling devices based in Germany, and Z Corporation, entered into an agreement to distribute the EnvisionTEC Ultra rapid prototyping system through the sales channels of both companies, under separate brands. In the same month, the company launched ZBuilder - Plastics. Also in the same month, the company introduced New Rapid Prototyping Tool, the ZBuilder Ultra.

The company introduced 3D printers, ZPrinter 150 (monochrome, $14,900) and ZPrinter 250 (multicolor, $24,900), in July 2010.

In October 2010, Z Corporation launched a powerful software upgrade that simplifies use of its ZScanner handheld 3D laser scanners.

The company's 3D printers were selected by manufacturers and schools, including Airbus Operations, Hyundai-Kia Motors, Sketchers, Stanley Black & Decker, GE Energy, Foster + Partners, SHoP Architects, Israeli Defense Forces, RMIT University School of Architecture and Design, The American University, UAE and Helwan University, in January 2011.

KEY EMPLOYEES

Name	Job Title	Board
John M Kawola	Chief Executive Officer	Senior Management
Ron Levine	Chief Finance Officer	Senior Management
Kevin Lach	Vice President, Marketing	Senior Management
Joe Titlow	Vice President, Product Management	Senior Management
Scott Harmon	Vice President, Business Development	Senior Management
Ed DeArias	Vice President, Global Sales and Services	Senior Management
Mark Cook	Vice President, Research and Development	Senior Management
Matthew Mandia	Director, Operations	Senior Management
Walter Zengerle	Director, Engineering	Senior Management
Roger A Kelesoglu	Director, Supplies, Service and Support	Senior Management

KEY EMPLOYEE BIOGRAPHIES

John M Kawola

Board: Senior Management
Job Title: Chief Executive Officer

Mr. Kawola serves as the Chief Executive Officer at Z Corporation. Prior to joining the company, he served in various technical and sales roles at General Electric and Albany International. Mr. Kawola has a BS in Mechanical Engineering from Cornell University, an MS in Mechanical Engineering from Rensselaer Polytechnic and an MBA from Union College.

Ron Levine

Board: Senior Management
Job Title: Chief Finance Officer

Mr. Levine serves as the Chief Financial Officer at Z Corporation. Prior to joining the company, he held senior finance positions at Philips Advanced Metrology Systems as the Chief Financial Officer; and at Vaisala as the Chief Financial Officer and Director of Operations. Mr. Levine also served as the Corporate Controller at SofTech; and as the Manager of Government Accounting at General Electric. He holds MSA from Bentley College and BS in Business Administration from Northeastern University. Mr. Levine is also a graduate of General Electric's Financial Management Program.

Kevin Lach

Board: Senior Management
Job Title: Vice President, Marketing

Mr. Lach serves as the Vice President of Marketing at Z Corporation. Previously, he served as the Vice President of Marketing at Fact City, a Web infrastructure provider, and Cakewalk Software, a digital-audio company. Mr. Lach managed marketing at Watermark Software and Corporate Software after beginning his career in public relations with agencies Gray Strayton International; Creamer Dickson Basford; and Hill Holliday. He holds a bachelor's degree in Journalism from the University of Massachusetts.

Joe Titlow

Board: Senior Management
Job Title: Vice President, Product Management

Mr. Titlow serves as the Vice President of Product Management at Z Corporation. He joined the company in 2004 as the Product Manager. Before joining at Z Corporation, Mr. Titlow worked in manufacturing and product development at Ford Motor, holding several positions including Corporate Strategy. He graduated with honors from Kettering University with a BS in Mechanical Engineering and holds an MBA from Harvard Business School.

Scott Harmon

Board: Senior Management
Job Title: Vice President, Business Development

Mr. Harmon serves as the Vice President of Business Development at Z Corporation. He joined the company in 2006. Mr. Harmon has held various leadership positions in marketing and business development and most recently ran a division of Church & Dwight, a consumer goods company. Prior to receiving his MBA from Harvard Business School, he was an Explosive Ordnance Disposal company commander for the US Army. Mr. Harmon graduated from the United States Military Academy at West Point with a BS in Electrical Engineering.

Ed DeArias

Board: Senior Management
Job Title: Vice President, Global Sales and Services

Mr. DeArias serves as the Vice President of Global Sales and Services at Z Corporation. He held senior executive leadership positions in both large and small technology companies, including IBM, Sitara Networks, Lightbridge and Nokia. Mr. DeArias served as the Vice President, Americas at Nokia's enterprise solutions group. He earned his BS in Business Administration and Finance, cum laude from the University of Washington.

Mark Cook

Board: Senior Management
Job Title: Vice President, Research and Development

Mr. Cook serves as the Vice President of Research and Development at Z Corporation. He joined at Z Corporation in 2005. Mr. Cook held several roles in new product development for over 20 years working in the medical, consumer, and commercial industries. He has a mechanical engineering degree and an MBA, both from Northeastern University.

Matthew Mandia

Board: Senior Management
Job Title: Director, Operations

Mr. Mandia serves as the Director of Operations at Z Corporation. He has over 20 years of manufacturing management experience. Mr. Mandia joined the company in 2000. Prior to joining the company, he served as the Materials Manager at Thornton, where he managed the purchasing department and inventory management.

Walter Zengerle

Board: Senior Management
Job Title: Director, Engineering

Mr. Zengerle serves as the Director of Engineering at Z Corporation. He joined the company in 1997 from Bio-Rad Corporation, where he supervised manufacturing engineering, engineering design, and electronics project management. Mr. Zengerle was educated at the Massachusetts Institute of Technology.

Roger A Kelesoglu

Board: Senior Management
Job Title: Director, Supplies, Service and Support

Mr. Kelesoglu serves as the Director of Supplies, Service and Support at Z Corporation. He joined the company in 2004 and has experience in private sector and government sales, business development and professional services. Mr. Kelesoglu has a diverse background in markets including business intelligence, drug discovery, oil and gas, artificial intelligence, GIS, AEC and CAD at leading technology companies including ESRI and Spotfire. He holds a BS from Boston College.

MAJOR PRODUCTS AND SERVICES

Z Corporation, a subsidiary of Contex Holding, develops, manufactures, and markets ZPrinter 3D printers, ZBuilder rapid prototyping systems, ZScanner 3D laser scanners, and other software products. The company's key products and brands include the following:

Products:

3D printers:

ZPrinter 150
ZPrinter 250
ZPrinter 350
ZPrinter 450
ZPrinter 650
Material options for 3D printers

Rapid prototyping machines:

ZBuilder Ultra
Material Options for ZBuilder Ultra

3D scanners:

ZScanner 600
ZScanner 700
ZScanner 700 CX
ZScanner 700 PX
ZScanner 800

3D software:

ZPrinter Software:

ZPrint
ZEdit Pro
Mimics Z

ZBuilder Ultra Software:

Perfactory RP
Magics

Brands:

ZPrinter
ZBuilder
ZScanner
ZPrint
ZEdit
Mimics Z
Perfactory

TOP COMPETITORS

The following companies are the major competitors of Z Corporation

3D Systems Corporation
Stratasys, Inc.
Solidscape, Inc.
SolidWorks Corporation
Quantum3D, Inc.

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LOCATIONS AND SUBSIDIARIES

Head Office

Z Corporation
32 Second Avenue
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Other Locations and Subsidiaries

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