EARLY ADOPTERS PROGRAMME: **SUCCESS CASE**

AIMEN, a prominent research and development organization, emerges as a pivotal player in cutting-edge technological advancements. Particularly notable is their involvement in projects centered around laser texturing, showcasing their commitment to innovation and collaboration.

SUMMARY

The interview between Jakub Kruszelnicki (FundingBox) and Félix Ares from AIMEN explored AIMEN's collaborative efforts within the DIMOFAC project, focusing on l**aser texturing technology**.

Félix showcased initial samples of laser-textured automotive components, demonstrating their **aesthetic appeal and customization potential**. They explored the feasibility of commercializing the service, discussing elements such as process development, consultancy, and the benefiery training. Estimates for hours and costs involved in implementing the service were discussed, including materials and infrastructure.

Félix outlined technical challenges, safety considerations, and future prospects for expanding the technology, highlighting its **potential for widespread adoption in various industries.**

> "I consider it a **success** because the **beneficiary,** appeared **genuinely satisfied with the outcomes**. Their positive reaction indicates the potential for us to continue along this line of work, either by further tailoring our offerings to suit their needs or by integrating our solutions directly into their production processes. **It's a promising sign that they see value in what we're offering.**"

SOLUTIONS IMPLEMENTED

PolyLase Precision Surface Enhancement

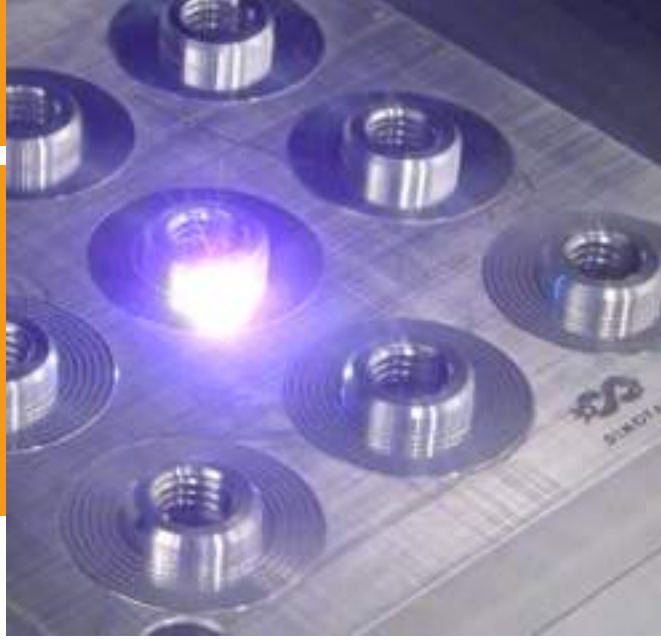
AIMEN's laser texturing service, developed as part of the DIMOFAC project, offers advanced customization options for automotive components. Using cutting-edge laser technology, AIMEN can apply intricate textures to surfaces, enhancing their visual appeal and providing branding opportunities for clients. This service is not only aesthetically pleasing but also highly precise, allowing for the creation of unique textures on a variety of materials. By implementing this service, AIMEN aims to revolutionize the automotive industry by offering innovative solutions for component customization and branding.

FÉLIX ARES BLANCO

Laser Microprocessing Researcher at AIMEN

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 870092.

EARLY ADOPTERS PROGRAMME: **AIMEN SUCCESS CASE**



KEY INSIGHTS

1 SUCCESSFUL IMPLEMENTATION

In the DIMOFAC project, AIMEN successfully rolled out a laser texturing service tailored for the automotive industry's surface needs. This service isn't just about making car parts look good; it's about precision and personalization, using laser tech to add texture that enhances both aesthetics and function. Working closely with industry partners, AIMEN refined this process to meet the demanding quality standards of manufacturers. They offer ongoing support right on the factory floor. Early feedback has been positive, and AIMEN is excited about where this technology can go next. With this service, AIMEN is poised to redefine how we treat surfaces in cars and beyond.

2 POSITIVE FEEDBACK

AIMEN's initial trials of the laser texturing service, a part of the DIMOFAC project, received positive feedback from those involved, signaling its success and potential for broader adoption.

3 VERSATILITY AND REPLICABILITY

The laser texturing service showcased remarkable versatility and replicability not only within the automotive sector but also across diverse industries. Its ability to offer customization options for various applications highlights its potential for widespread adoption beyond its initial scope, such as applications across aerospace, polymer production, and other sectors.

4 COMMERCIAL VIABILITY

AIMEN is actively investigating the commercial possibilities of its laser texturing service, with plans to provide thorough consultation, develop processes, and implement solutions directly for clients. They're prioritizing profitability and scalability, ensuring that the service meets diverse industry demands.

5 CHALLENGES AND SOLUTIONS

As AIMEN rolled out its laser texturing service, they encountered their fair share of technical roadblocks and safety concerns. But they tackled these challenges head-on and are now setting their sights on overcoming them altogether. Looking forward, AIMEN is excited about expanding the service to cover three-dimensional components. This move isn't just about pushing boundaries—it's about unlocking a whole new world of possibilities for their technology.

6 MARKET DEPLOYMENT AND PRICING

AIMEN is strategically focused on understanding the investment needed for deploying its service effectively. This involves careful consideration of both costs and time requirements, which are crucial for establishing competitive pricing models and ensuring the service's viability in the market. By thoroughly analyzing these factors, AIMEN aims to offer its service at a price point that reflects its value proposition while remaining attractive to potential clients.

7 PROMOTION AND ENGAGEMENT:

AIMEN aims to boost its visibility and draw in potential clients by showcasing its technology at industry events like TRANSFIERE. Through compelling visual demonstrations and real-life success stories, AIMEN plans to capture the attention of a wider audience and emphasize the value proposition of its service.

KEY BENEFITS

- **Enhanced Customization:** The service offers enhanced customization options for various applications, allowing clients to personalize their products with intricate textures and designs. This enables manufacturers to differentiate their products in the market and meet the unique preferences of their customers.
- **Improved Efficiency and Cost Reduction:** By utilizing laser technology for surface texturing, the service can improve efficiency in the manufacturing process while reducing costs. Laser texturing offers precise and consistent results, minimizing material wastage and optimizing production workflows. This leads to cost savings for manufacturers and enhances overall operational efficiency.

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 870092.