

## SPRINGA

Bring digital manufacturing to every workshop and construction site



**SPRINGA**

Milano, Italy  
[www.springa.tech](http://www.springa.tech)  
Founded in 2016  
7 Employees

Field of Activity:  
**Manufacturing**

Capital raised:  
**EUR 175.000**

Investment need:  
**EUR 5m**

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### Company Description

Springa aims to give more power to craftsmen and professionals, enhancing jobs and new market opportunities through easier access to digital fabrication technologies. Their first product launched is Goliath CNC, the first portable and autonomous CNC machine. By now, Springa has raised EUR 820.000 in Crowdfunding.

### Problem

In the USA more than 16.8 million households do woodworking, which is the hobby #4 in the country. For hobbyist, craftsmen and carpentries, the most affordable automated tools are CNC desktop milling machines, which work area is as wide as an A4 paper sheet, so unable to realize medium/big size projects as a chair or a pair of skis. On the other hand, professional automated tools (CNC work centers) allow manufacturing wider surfaces, but they have a high footprint, are bulky and expensive.

### Solution

Goliath CNC is a portable and autonomous robotic machine tool that can be positioned directly on the work surface: this innovative mode of operation removes the stationary boundaries of CNC machines, allowing craftsmen and SMEs to create human-scale projects, where they want. Automation and user-friendly workflow allow high quality manufacturing (0,1mm repeatability) also with low competences. Thanks to the portability of the tool the process is not limited to the workshop space.

### Market

TAM is estimated about €32.3 billion, based on the aggregate market value of the Power Tools (€28B), CNC work centers (€3.4B) and CNC desktop markets (€890M). Springa made an international market validation with a Kickstarter campaign pre-selling 560 units in 45 days. The 43% of backers are interested in DIY, while the 47% will use Goliath CNC for their job (10% other answers).

### Business Model

Sell a range of autonomous robotic tools and accessories for digital fabrication. By launching production in Q3 of 2019 we estimate to manufacture 2500 units in 2020 and reach full capacity of 3500 units in 2021 (Goliath CNC price is €2490).

### USP & Differentiation

Portable tools at an affordable price that doesn't impact the size of the workshop. Autonomous and user-friendly, they help customers to increase productivity and grow market opportunities inside the workshop or directly at the construction site. Custom-developed technology (6 patents), team experienced with R&D and product development.