CMU CONNECTS:
Startups’ Option to Manage Supply-Chain from Japan

Presented by
Nob Seki, Founder of FabFoundry
A platform for hardware startups
Brief Intro

Nob Seki, MBA Class of 2002

• High-tech Editor in 90s in Tokyo/SF
• Exec at a web company in SF in 00s
• Co-founded a few startups
• Moved to NYC in 14
• Building an ecosystem for hardware
Which do you want?

Same thing others have?

Different thing than others have?
Demand More Diversified

Demand becomes:
- More difficult to identify
- Easier to change
- Harder to foresee
Manufacturing Needs Change

High-variety, low-volume production, or “lean production” is necessary for startups
Industries Yet Optimized for Mass Production

Funding is hard ...
Big gain! Instant Result!

Manufacturing is even harder ...
More volume!
Hey, Hardware Startup Founders!

Raise in SF, Make in China & Sell Globally

China: Global manufacturing Superpower

SF Bay Area: Biggest Global Startup Hub
Not always the case
B2B Products: Healthcare/Medical Industrial Urban

Not much volume...
“Lean Production”
Growth of Hardware Startups Drives High-Variety, Low-Volume Production

Outsourced manufacturing world-wide
$420B
Growth (CAGR) 5%

Investment in early-stage hardware startups in U.S.
$2.6B
Growth (CAGR) 19%

System for lean production available to startups
We work to bring Hardware Startups “Lean Manufacturing”
Platform for Hardware Startups

- Community
  - Manufacturing Bootcamp Program
- Investment
  - Micro VC fund ($20M) for prototyping & low-volume manufacturing
- Business Services
  - Online services for project management, contracts and payments for startups
Invested in 3 NYC Startups since July
A Team to Solve the Issues with Extensive Partners in US and Japan

Aki Nakajima
Co-founder
Supply-chain Guru
Ran for 16 years his manufacturer in Osaka and sold it

Nob Seki
Founder
Serial Entrepreneur
Ran and sold Six Apart. Developed US-Japan business

Strategic Partner

MAKERS BOOT CAMP
Shisaku Fund

Project Manager Ex-Samsung
Project Manager Ex-Sharp

Join the Board
Outsource Manufacturing
Support Sales
Develop Partners

Deloitte

50+ Factory Partners in Kyoto
Ex-Director Kyoto Shisaku

kabuku

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Enmon

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Advisor

Executive Director NYDesigns (H/W Incubator)
Managing Director AlphaLab Gear (H/W Accelerator)
Professor, Entrepreneur Carnegie Mellon

Source Startups
We earn not only platform fees but information fees from investors.
Growth Strategy: Open Up Project Features for Design Feedback

Virtual Engineering & Simulation

FabFoundry

System for Contracts
Projects
Payments

More startups generated

Project upload/share
Prototype simulation
Design feedback
Co-founder discovery

Startups
Makers Designers
Founders
Students
We Connect Industries

Coin for Supply-Chains Transactions

Payments among supply-chains need an open platform as each vertical has different adoption preference
FabFoundry
Platform for Hardware Startups to Grow and Succeed in the 21st Century manner

Contact for investment, manufacturing & more to nseki@fabfoundry.net
We’re HQed in NYC!