WHAT THEY DO

“So far, we make the only stand alone 3D printing machine on the market – “Zeus.” If you think about Xerox copy machines, they’re completely stand alone. They can scan, copy and print without being hooked up to a computer. We’re the only machine in the market that can do that in 3D and with a beautiful touchscreen and a powerful processor. There are machines that try to do the same thing but they’re not stand alone, so they’re not machines that you can put somewhere without an external computer.”

HOW AIO ROBOTICS WAS BORN

“I did my masters here at USC in 2010, then I left to Germany to finish up some more degrees. When I came back to the United States to pursue a phd in computer science, I already had this idea with my co-founder to build the world’s first 3D copy machine. Then we saw this incubator program opportunity at USC, and we joined it to have all the networking support and the guidance that we could get.

In the fall of 2013, we started a Kickstarter campaign. We built a prototype of our all-in-one 3D scanner and printer to secure funding and keep the company running, and we raised $100,000 of capital within 24 hours. We secured angel investment funding the year after and with that capital, we were able to finish the development process. At the end of 2014, we started manufacturing our machines with a huge team of engineers and a partner in Taiwan. We finally grew to a team of seven people and moved to an office in Santa Monica.”
MOST REWARDING STARTUP EXPERIENCE

“As an entrepreneur, you pretty much have to do everything by yourself first and then hand over tasks, and I think that’s one of the most rewarding things. Then the fun part in between was, for example, the Secret Service called and said “we need a machine.” The FBI called. Those kinds of things you don’t really expect.

We build prosthetic hands for kids and they’re incredible. It’s like $10 to print them and they’re super light. You can print them in 24 hours and kids can have instant prosthetic hands. We donate them to hospitals and kids here doing the special olympics. There was one little kid who came to our booth who was missing a few fingers, and the moment where you can help was very rewarding. It’s about opportunities to help people and give something back, and I think those moments are also moments when you realize it’s not always about competition or profit.“

BEST ADVICE TO ENTREPRENEURS

"Be prepared for a roller coaster. When you’re in the field of tech, often your product development cycle takes a lot of patience. When you get your product up and running is not necessarily when it’s ready for the customer, so you definitely need a strong team that hauls together and sustains a long product development phase until it’s ready for the market.

You will still experience a lot of ups and downs, both financially as well as making sure the team gets along. You just have to be persistent, and think about what the end game is going to be and where you want to go.”