

Making manufacturing easy



Company info



TURNOVER 16 MEUR



FOUNDED 2005



LOCATIONS

Helsinki (HQ) | Vilnius | Tallinn | Stockholm | Suzhou (CN) | Kolkata (IN)



People

25+5



CEO: Edward Blomstedt



Board members: Kalle Reponen (Chairman)

Jorma Turunen, Edward Blomstedt, Robert Blomstedt

Management Team



**Edward
Blomstedt**

CEO

P&L, Finance, Sales

M.Sc. In supply chains
since 2003



**Greta
Grudzinskaite**

CPO / CDO

Procurement and
development

In supply chains since 2015



**Robert
Blomstedt**

CTO &
Development

System architecture and
operations development

B.Sc. In supply chain and
procurement since 2005



**Miao
Liu**

Finance
manager

Finance and accounting

M.Sc. In finance since 2006



Factory as a service

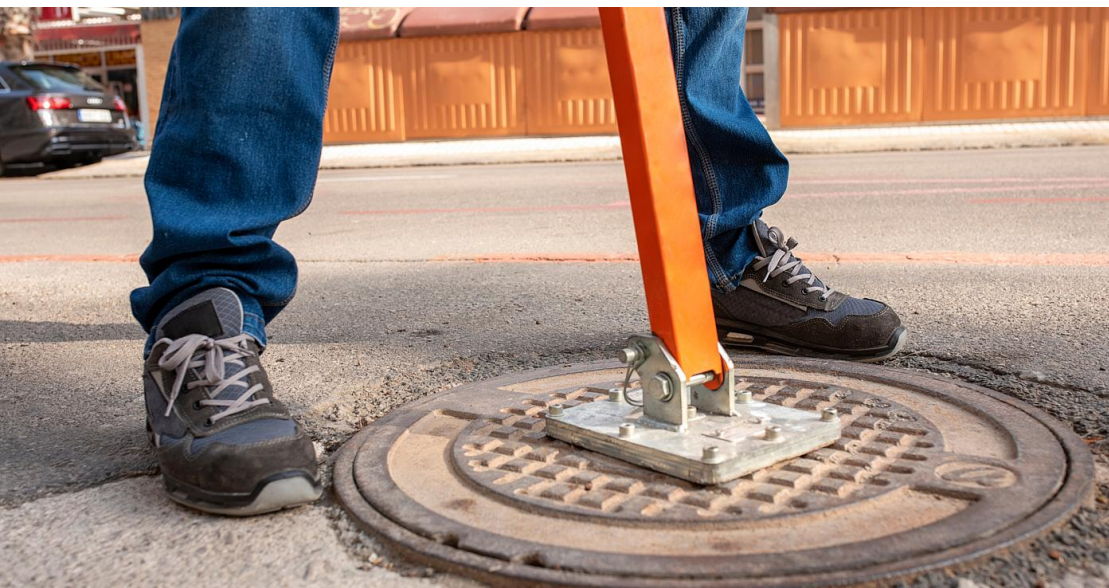
FaaS is the next step in digital development of manufacturing, it's the shared use of networked manufacturing capacity. It is the sustainable solution to manufacturing.

Combi Works uses the AirFaas procurement system which is the frontrunner in open manufacturing industry. For more information www.airfaas.com

Combi Works is **Industry 5.0** – A manufacturing service simplifying and combining manufacturing, logistics and handling wide scopes of manufacturing for its customers.

We focus on manufacturing knowhow, digital tools, lowering fixed costs for customers and helping our manufacturing partners succeed in their work – all to ensure **OTD and Quality**.

Combi Works transforms the value chain enabling flexibility on a new level.



Infra product segment



Manufacturing services

Business areas

Combi Works strength is in large scope cooperation – we are competitive when the scope includes multiple production methods and assembly. The larger the scope and partnership the better for you.

Our target clients are midsize OEM machine builders – both serial production and project based.



Customer journey

1. **RFQ process** – we look into a scope of manufacturing interesting to you. We familiarize ourselves with the specifications, connect it with our manufacturing capacity and define our offering to you.
2. **We quote** – our quotation includes all elements and benefits of our service. No fixed costs.
3. **We execute and deliver** – you can see for yourself how our service works
4. **Together we define the partnership** – our service ensures several benefits. We want to help scale your manufacturing and grow to your main manufacturing partner.



CW Service elements

Combi Works seeks large scope customers where we offer multiple of our capacities, factory auditing, provide our internal price calculations, tech reviews and build the project manufacturing in a scalable way for the customer.

	Level - Partner Manufactured in CW supply chain	Level - Supply chain service Manufactured in CW supply chain	Paas (only with SC service) Manufactured in customer supply chain
Service elements			
Purchasing	X	X	X
Quality control	X	X	X
Logistics and delivery process	X	X	X
Nonconformity handling process	X	X	X
Production planning + forecasting		X	
Scalable supply chain and auditing		X	
Cost analysis		X	
Project technical review		X	
Supply chain consulting/market insight (reports)		X	
Sustainability reporting (under development)		X	



100%

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25.1.2023

REQUIREMENTS

Manufacturing methods and times

Method			Biggest part size, plate thickness, weight, etc.	Estimated total time, hours.
Cutting	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
Bending	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
Rolling	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
Welding	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
Machining	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
Painting	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
Assembly	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
	<input type="checkbox"/> YES	<input type="checkbox"/> NO		
	<input type="checkbox"/> YES	<input type="checkbox"/> NO		

Critical to manufacturing

- List critical requirements noticed for manufacturing
- For example, part x needs to be machined after welding
- Etc.

Critical to quality

- List critical requirements noticed for quality
- For example, welds require 100% NDT checking
- Painting quality needs to be according to...
- Etc.

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www.factbase.com/2023/01/

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25. 1. 2013
REQUIREMENT

Project based order reporting template example:

Project implementation schedule

Work breakdown structure	Completion, %	DIFFA, %	Planned working hours	Confirmed completion date incl. PD	Forecast in hours	Forecast complete date
Product code	25 %	+35 %				25.01.2013
Preparation work / Technological descriptions	%	%				
Material ordering	%	%				
Received material	%	%				
Sheet metal preparation	%	%				
Welding	%	%				
Machining	%	%				
Painting	%	%				
Assembly	%	%				
Quality check	%	%				
Packing	%	%				
xxx	%	%				

Serial production order reporting template example:

LINE	ITEM	CUSTOMER	MANUFACTURE	QUANTITY	DATE	STATUS	REASON	STATUS	REASON
100	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		
	01000			1000	12.12.2010	0	Delivered		

Price split template to supply example:

	Weight in Assembly	Customer reference	Manufactured material	Single rate	Material price	Material total	Cutting			Bending			Assembly + welding		
							Time needed	Hourly rate	Total	Time needed	Hourly rate	Total	Time needed	Hourly rate	Total
Car engine	5000	2000	2000	2000	1.5	7500000	15	20.000	300000	200	20.000	4000000	200	20.000	4000000
Engine	5000	2000	2000	2000	1.5	7500000	15	20.000	300000	200	20.000	4000000	200	20.000	4000000
Engine	5000	2000	2000	2000	1.5	7500000	15	20.000	300000	200	20.000	4000000	200	20.000	4000000

COMBI WORKS - HEADQUARTERS - FRIEDRICHSHAGEN, GERMANY - TEL: 030 3219 3030 - WWW.COMBIWORKS.COM

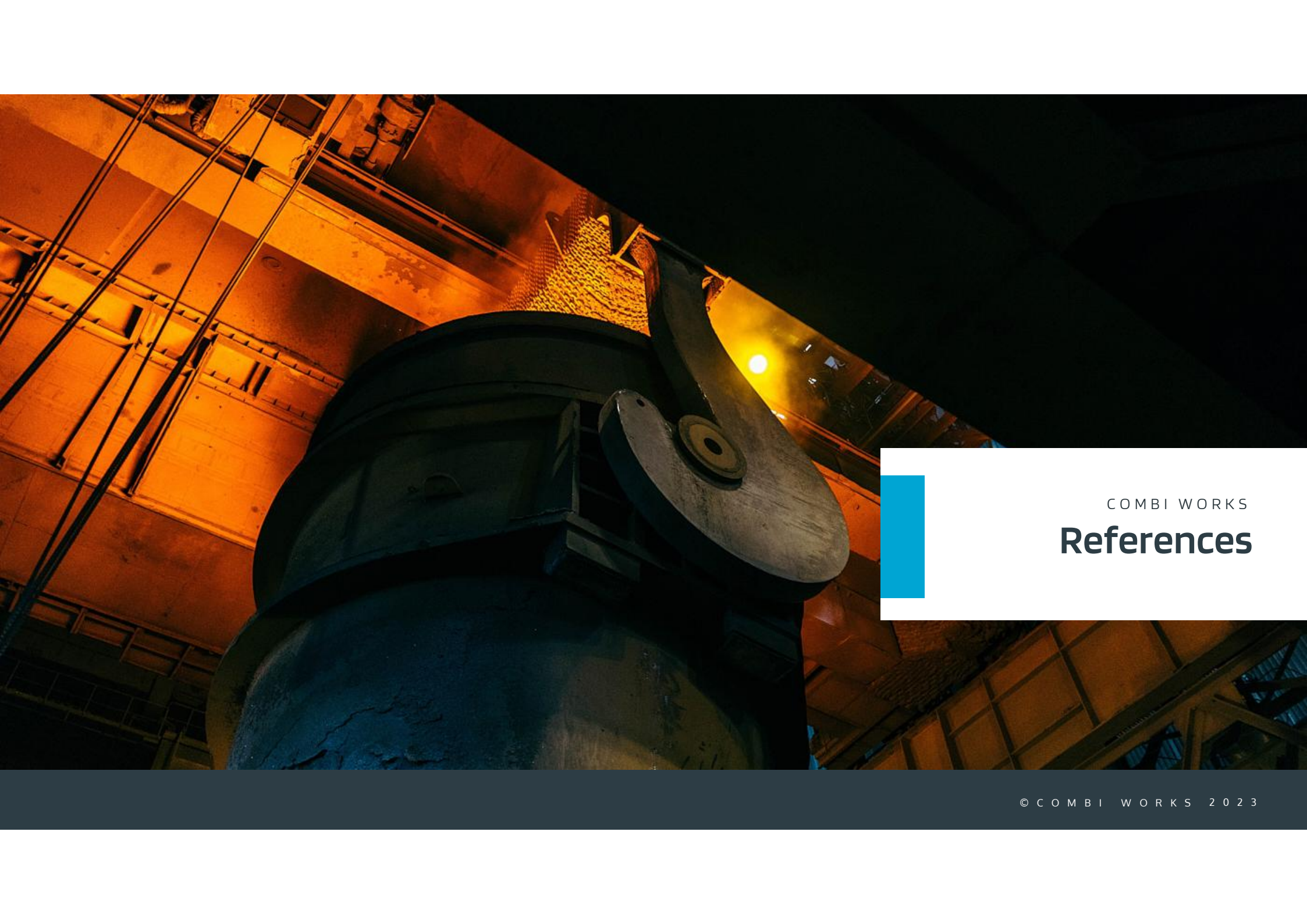
REQUIREMENT 25
mailto:info@combiworks.com

REQUIREMENT 25
mailto:info@combiworks.com



100%

They include more than 50 main suppliers.



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References

References 1



PRODUCTION TYPE: **SERIAL PRODUCTION**
COMPONENTS: **WELDED ASSEMBLIES AND COMPONENTS**

CLIENT: **TANA**

Combi Works provides a complete subcontracting partnership where we produce a large and wide scope of components and assemblies. Our production for Tana is located both in Europe and Asia making sure of competitiveness. We handle manufacturing, supply chain auditing and quality and we maintain production back up. Combi Works supplies welded assemblies, forgings, castings, hydraulic cylinders and components. The cooperation is deep starting from production planning to capacity scaling.

RESULTS:

Flexible capacity, cost savings in total cost of ownership, supply chain consolidation

TESTIMONIAL

"Combi Works Oy has been our trusted Partner for over ten years and together we have been able to build a global sourcing network best suitable for Tana's requirements. Close co-operation and flexibility as well as customer-oriented approach have supported our strong growth in the field of mobile waste management business. "

SUVISELL – TANA OY

References 2



PRODUCTION TYPE: **PROJECT PRODUCTION**
COMPONENTS: **WELDED ASSEMBLIES, COMPONENTS AND MECHANICAL ASSEMBLY**

CLIENT: **PESMEL**

Combi Works takes large scopes and handles both component manufacturing, welding assembly, painting and mechanical assembly. The projects are usually with tight lead-times and the large scope makes project management crucial. Using the AirFaas software allows us to be flexible and efficient and reach good service precision.

RESULTS:

Project planning, supply chain maintenance and auditing, scalable and cost-efficient production

TESTIMONIAL

"Combi Works has been our partner in complex large scope engineering structures. We especially appreciate the way we can cooperate on wide engineering structures and can rely on them to handle large scopes."

MIKKO MARTTILA – PESMELOY

References 3



PRODUCTION TYPE: **SERIAL PRODUCTION**
COMPONENTS: **CASTINGS AND MACHINED COMPONENTS**

CLIENT: **SUND BIRSTA**

Combi Works has been manufacturing critical load bearing castings with machining for a long time. Production has been in both Asia and Europe to optimize cost and delivery lead-times over the years. The production has back-ups to balance market fluctuations.

RESULTS:

Long-term partnership, production with back-up, extended manufacturing know-how

TESTIMONIAL

"We have relied on Combi Works since 2007 as our manufacturing partner. They bring higher production knowhow in components and expand our abilities without fixed cost investments"

PETER BINGMAN – SUND BIRSTA AB

References 4



PRODUCTION TYPE: **PROJECT PRODUCTION**
COMPONENTS: **FULL SCOPE MANUFACTURING WITH MECHANICAL ASSEMBLY**

CLIENT: **PROAC AB**

Combi Works is supporting during the engineering part in close collaboration with Proac Ab starting in the project preparation phase with cost calculations. We manufacture and handle in collaboration with Proac single batch size turn-key projects for demanding end customers like Valmet.

RESULTS:

Long-term partnership, production with back-up, extended manufacturing know-how

TESTIMONIAL

"Combi Works has been our partner in complex large scope engineering structures for 10 years. We especially appreciate the way we can cooperate and get support even in early engineering stages where the design is not yet finalized. This shortens lead-times and allows us to offer wider solutions to our customers"

MAGNUS WESTLING – PROAC AB



Combi Works **Mission and Values**

MISSION: To facilitate the world's transition to easy and sustainable manufacturing

VALUES: Ambition, Exceeding expectations, Precision

Benefits for customer – production model comparison



Customer's factory



Customer purchasing from factories



Factory as a service

Benefits for customer – production model comparison	Customer's factory	Customer purchasing from factories	Factory as a service
Fully scalable capacity	✗ No	✗ No	✓ Yes
Possibility to change location	✗ No	✓ Yes, investment	✓ Yes, no cost
Price calculations (Speed)	✓ Quick, unless investment	✓ Normal	✓ Fast budget price
Production start / ramp up	✓ Quick, unless investment	✓ Medium	✓ Quick
Competitive Price	– Neutral, low flexibility	✓ Yes	✓ Yes
Production backup	✗ No	– Neutral	✓ Yes
Quality process, documentation, traceability	✓ Yes, as internal knowhow	– Neutral, tied to factory	✓ Yes
Global production locations	✗ No	✓ Yes(expensive fixed cost)	✓ Yes
Product changes /revision	✓ Fast	– Neutral, tied to factory	✓ Yes
Logistics (incoming from production)	✓ Fixed cost	✓ Fixed cost	✓ Variable cost
Consignment stock / finance	✗ No	– Neutral	✓ New Model
Availability of needed production methods	✗ Limited	✓ Yes(expensive fixed cost)	✓ Yes, no costs
One Source (production methods, logistics, countries, supply chain)	✗ Limited	✗ No	✓ Yes, no costs



Sustainability

Combi Works is in a core position to influence supply chain choices

Impact often comes in the invisible areas of production and distribution. Combi Works' solution brings improvements in sustainable manufacturing. We are working hard to improve the manufacturing decisions, making sustainability a natural and deeper part of supply chain choices.



Combi Works **Manufacturing**

For Customers: Consolidation, Scalable capacity, Full back-up, Global reach, Efficient – OTD and Quality

Our industry changing Factory as a Service (FaaS) concept allows us to react faster – we work in AirFaas with all our partners. Our capacity is more extensive and inclusive than any single factory offers. Our production isn't limited in capacity or location.



COMBI WORKS PARTNER

Benefits 1

One Supplier

What if you could get everything you need from one source?

More extensive capacity than any other factory offers. All your different components from one source.

Significant savings in supplier base maintenance.

Full backup and broad production means less work without compromising security.



COMBI WORKS PARTNER

Benefits 2

Scalable manufacturing with Full Back-up

Grow, react and be flexible

Customers choose Combi Works because it is more than a single factory.

Our capacity scales up or down. We are flexible in difficult situations. And have in-built back-up for your production.



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Benefits 3

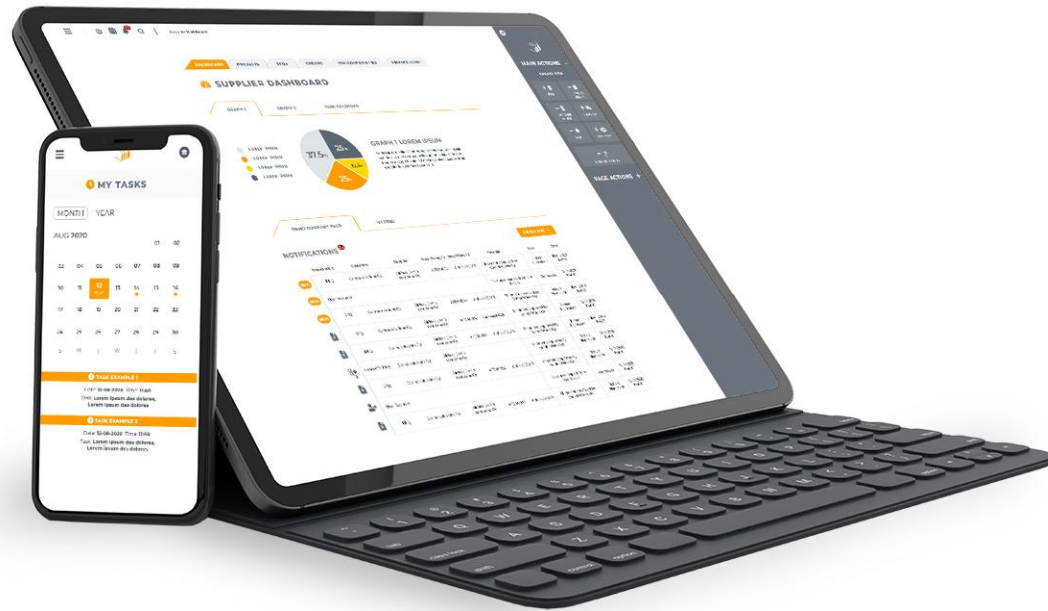
Global Reach

Where would you like to be manufacturing with us?

Production in Eastern Europe and Asia in over 10 countries.

Market fluctuations should be an opportunity.

We allow you to expand and concentrate on product engineering and marketing.



COMBI WORKS PARTNER
Benefits 4

Visibility and traceability

We use the AirFaas procurement software – view all data anywhere

We give partners access to the manufacturing process from design to calculations through to production and delivered shipments using the AirFaas system.

Visibility, traceability and documentation are building blocks for quality.



COMBI WORKS PARTNER

Benefits 5

Supply chain expertise

We work in most fields of manufacturing – combining knowhow and experience

We connect and combine a service with knowhow from multiple manufacturing methods and areas.

We want to be a key partner in your business development - a turnkey solution for your growth



COMBI WORKS PARTNER

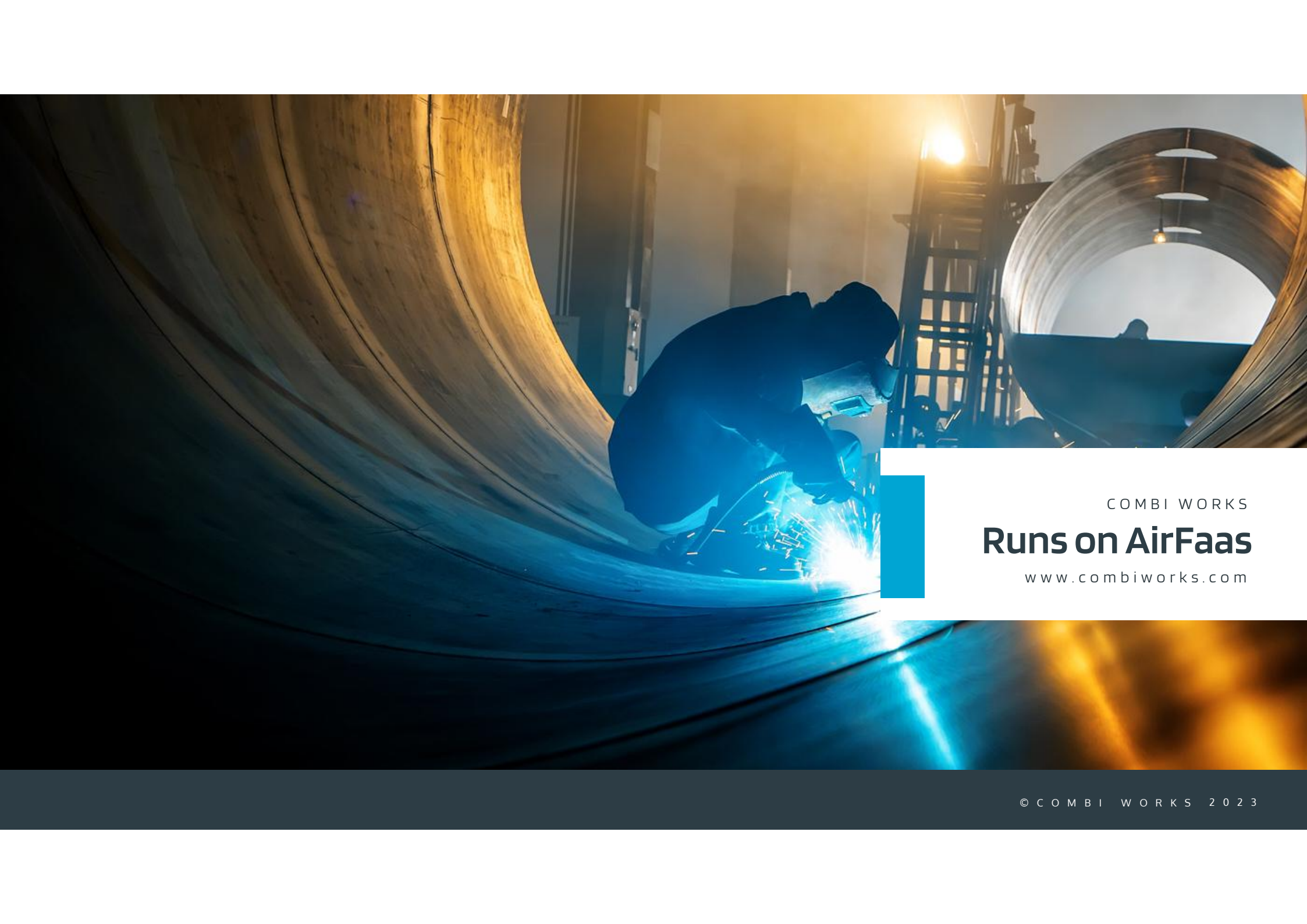
Benefits 6

Total cost of ownership

We work to make you competitive.

We are efficient and our foremost aim is to secure the competitiveness of our customers. It's a win-win situation.

We are a Finnish service company with competitive pricing – doing things differently.



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Runs on AirFaas

www.combiworks.com

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