

**Making manufacturing easy**

# Combi Works is a manufacturing company serving clients in machine building and construction sectors



Infra products

We are a preferred supplier and distributor of manhole covers, telescopic pipes, guardrails, channel gratings and related infra components on the Northern and Central European market.

Our product design knowhow and our warehouse hub supports our customers serve their clients better.



Manufacturing services

We build your scalable cost-efficient supply chain.

Our Factory as a Service and Supply Chain Service models are particularly competitive when the scope includes multiple production methods and assembly.

Our typical customers are midsize companies with serial or project-based manufacturing needs.



## 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

A **full-service model** enables synergies across functions and creates a holistic procurement capability



Customer's procurement



Factory as a service



Supply chain service

		Customer's procurement	Factory as a service	Supply chain service
Purchasing	Purchasing and order follow-up	– Customer	✓ Customer/Combi Works	✓ Combi Works
	Logistics and delivery process	✓ Customer	✓ Combi Works	✓ Combi Works
	Order planning and forecasting	✓ Customer	✓ Customer/Combi Works	✓ Combi Works
Quality	Quality process, documentation, traceability	– Customer	– Customer/Combi Works	✓ Combi Works
	Supplier factory auditing	✗ Customer	– Customer/Combi Works	✓ Combi Works
	Nonconformity handling process	– Customer	– Customer/Combi Works	✓ Combi Works
Manufacturing	Product changes/revision	– Customer	✓ Customer/Combi Works	✓ Combi Works
	Manufacturability improvement	✗ Customer	– Customer/Combi Works	✓ Combi Works
	Price calculation	✗ Customer	– Customer/Combi Works	✓ Combi Works
Procurement	Procurement strategy	✗ Customer	✗ Customer	✓ Combi Works
	Supplier contracts	– Customer	– Customer	✓ Combi Works
	Category management	– Customer	– Customer	✓ Combi Works
	Supplier strategy	✗ Customer	✗ Customer	✓ Combi Works

Process maturity: ✓ High – Medium ✗ Low

NOTE: Values based on industry average from interviews 2020-2024



## 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](http://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.



# 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.



# RFQs – calculations and tech review

**Manufacturing methods and times**

Method	<input type="checkbox"/> YES <input type="checkbox"/> NO	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		

**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.

Project based order reporting template example:

**Project implementation schedule**

Work breakdown structure	Complete, %	Delta, %	Planned working hours	Confirmed completion date w.o. PD	Forecast w. hours	Forecast complete date
Product code	35 %	+35 %				2023-02-01
Preparation work (Technological description)	%					
Material ordering	%					
Received material	%					
Sheet, metal preparation	%					
Welding	%					
Machining	%					
Painting	%					
Assembly	%					
Quality check	%					
Packing	%					
xxx	%					

Serial production order reporting template example:

NO	PO-iss	Customer	Supplier	START	END	% COMPLETE	STATUS	Completed
101	PO-iss	N220216	6060259	2022-02-16	2022-02-16	100%	Delivered	
102	PO-iss	N220216	6060259	2022-02-16	2022-02-16	80%	Open	
103	PO-iss	N220216	6060259	2022-02-16	2022-02-16	80%	Open	
104	PO-iss	N220216	6060259	2022-02-16	2022-02-16	80%	Open	

Price split template to supplier example:

Weight in grams	Customer delivery	Manufacturing material	Shop rate	Material price	Material loss	Cutting		Bending		Assembly + welding				
						Time needed	Total	Time needed	Total	Time needed	Total			
1000	2000	7000	80%	1.6	24,000,000 €	25	81,000 €	1,300,000 €	250	81,000 €	4,000,000 €	250	81,000 €	8,000,000 €
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...



# Our supply chain and the capabilities

Combi Works builds a growing supply chain where factories are grown and added to our capabilities as partners.

They include more than 50 main suppliers.

Combi Works can with its model handle the projecting of large scopes of industrial equipment.

Company	Supply	Material	Quantity	Unit	Price	Lead Time	Status	Action
	Steel Reinforcements							
0	Flange							
47	Caster wheels							
0	Cylinder Motor							
1	Cylinder Motor							
2	Turntable Motor							
10	Turntable Motor							
8	Sprocket Motor							
7	Sprockets							
2	Flywheel							
0	Supplier Lead Time							
0	Sprocket Lead Time							
10	Sprocket							
0	Sprocket							
17	Sprocket Tone							
9	Sprocket							
0	Delivery Date							
0								
11								





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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. "

## SUVI SELL – 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 – PESMEL OY**

# References 3



## 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**

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

# 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



# 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.

## Benefits for customer – production model comparison



Customer's factory



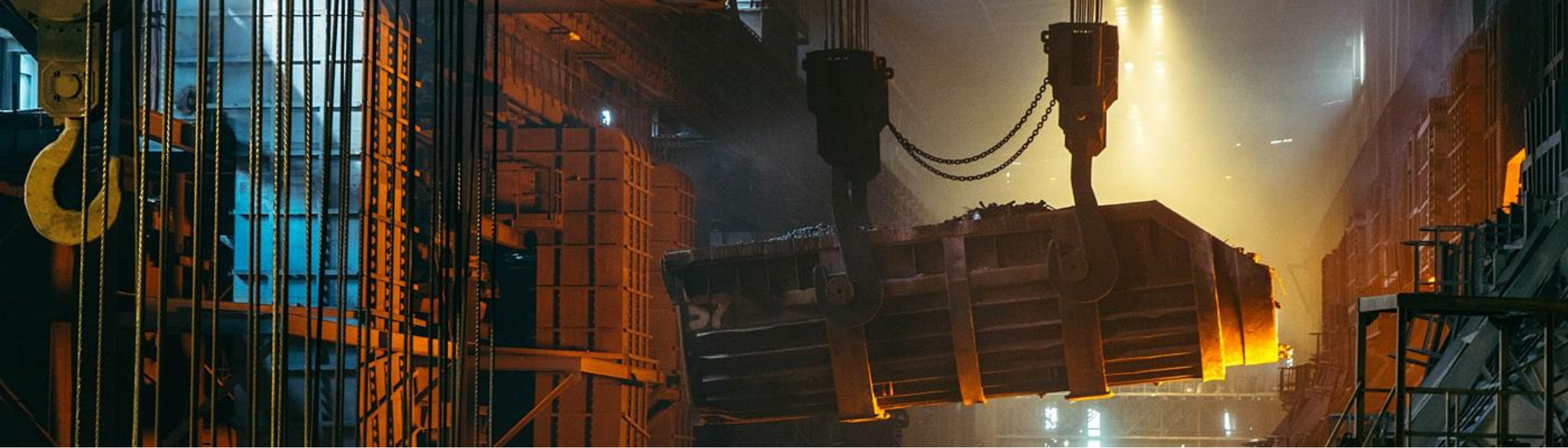
Customer purchasing from factories

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Factory as a service

	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





## 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.



COMBI WORKS PARTNER

**Benefits 3**

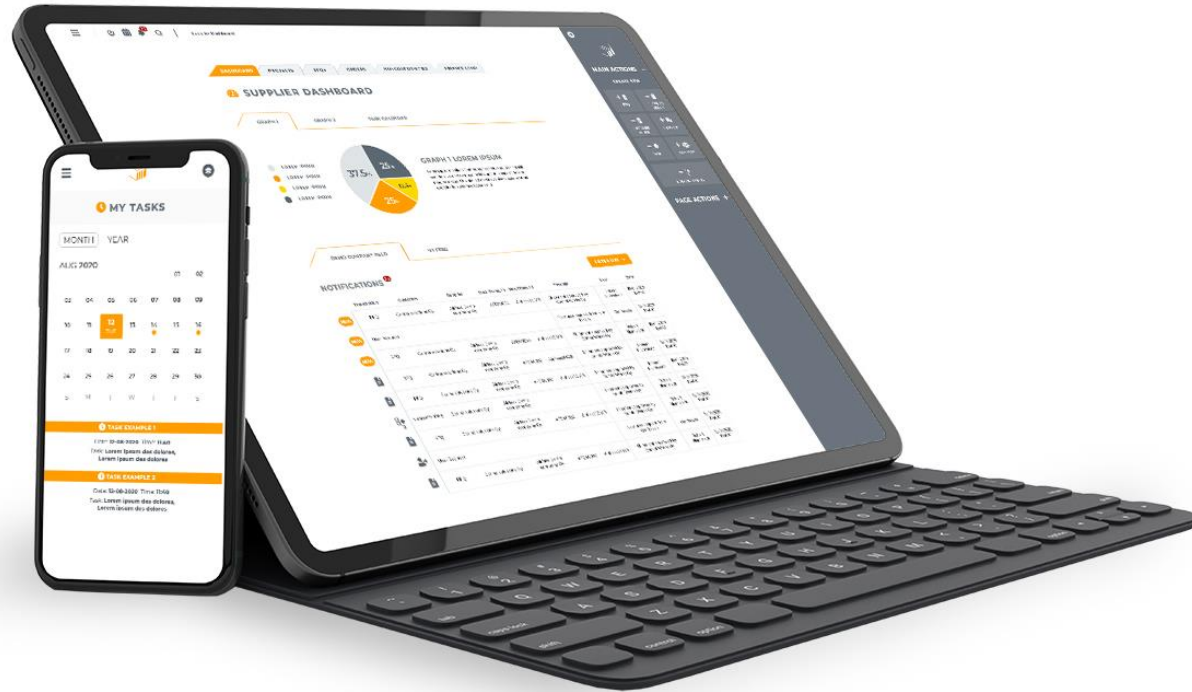
## Global Reach

**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.



COMBI WORKS

# Runs on AirFaas

[www.combiworks.com](http://www.combiworks.com)