



Supply Chain Service

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



Why Supply Chain Service?

Procurement is increasingly important to **stay competitive** as supply chains become more flexible.

Driving cost-efficiency requires more than pushing manufacturers. It requires a **holistic approach** that starts with procurement and extends all the way to operative purchasing.

A **holistic integration** of procurement, manufacturability and quality understanding, and operative purchasing enables **synergies** across functions and creates a **superior purchasing capability**.

Combi Works Supply Chain Service is a holistic procurement solution offered with a **flexible and scalable** model.

The Supply Chain Service is a service – changing your **fixed costs into variable costs** and **lowering manufacturing costs** all the while **strengthening your business performance**.

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



Customer's procurement

COMBI
WORKS

Factory as a service

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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

An efficient purchasing process enables both scale and visibility. It is guided by a solid procurement strategy but also feeds into it.

Your purchasing team is made up of dedicated Combi Works purchasing professionals. Team size can be varied to always fit your evolving scope and needs.

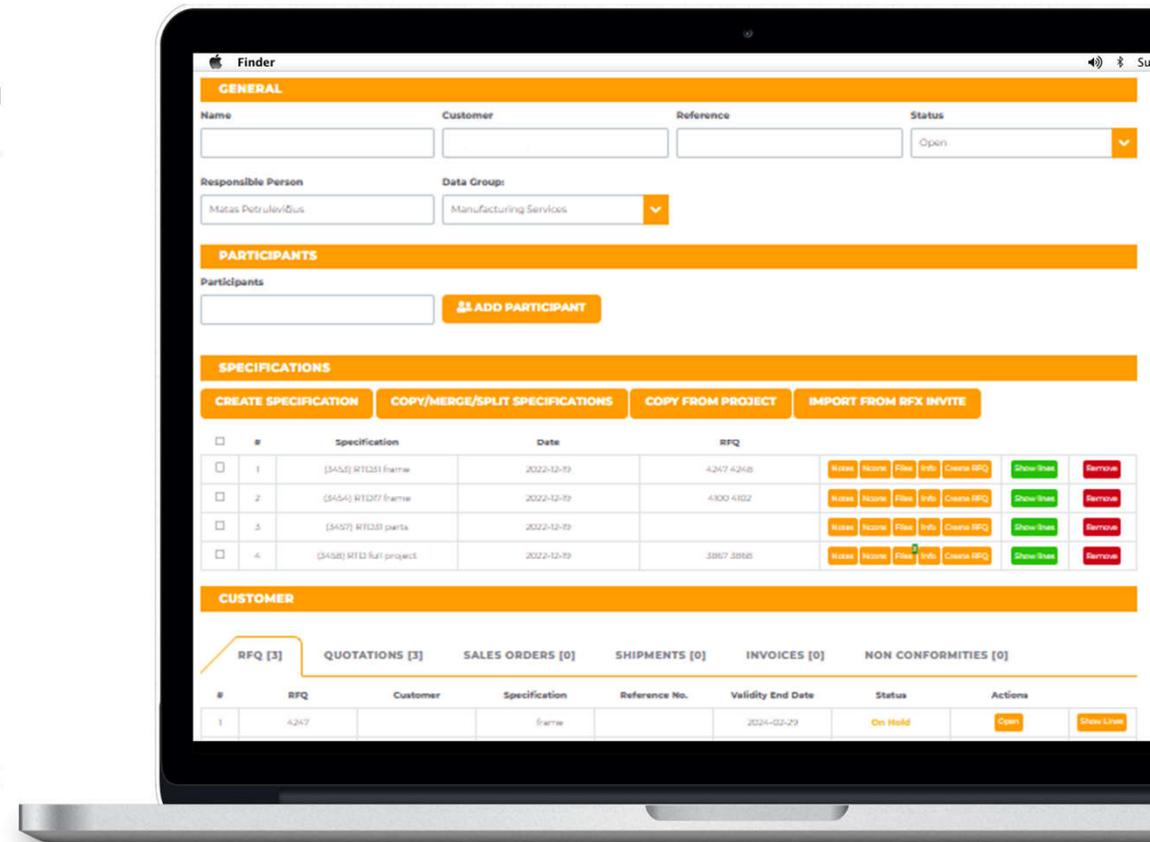
Your purchasing resources grow beyond your team through Combi Works' wider competence areas and networks.

Modern software scales your purchasing process.

The Airfaas system streamlines your process and ensures traceability and visibility into your purchasing activities.

Purchasing has strong synergies with Procurement

when part of the Supply Chain Service. Combi Works purchasing enables not only tech reviews and manufacturability improvements but also critical input for building procurement strategy and processes.



Quality is a process of continuous improvement driving pre-auditing, quality in manufacturing, and control afterwards

Your **quality management team** is made up of dedicated Combi Works QM professionals. Team size can be varied to always fit your evolving scope and needs from NCs to audits.

Supplier auditing reduces quality risks and improves governance. Your auditing function benefits from Combi Works' scale and network of pre-audited suppliers.

Supplier quality management improves product quality. Your supplier quality is further strengthened through Combi Works' scale and supplier relations.

A **proactive nonconformity process** not only includes follow-ups but creates a valuable connection between measured quality and manufacturing when part of the Supply Chain Service.

The image shows a laptop screen with two tables. The top table is titled 'Scoring & Ratings Guidelines' and has four columns: Rating, Description, Actions, and Audit Score (%). The bottom table is an audit record with four columns: Date, Audit Type, Score, and Rating.

Scoring & Ratings Guidelines			
Rating	Description	Actions	Audit Score (%)
A	Approved Supplier		90-100
B	Approved Supplier	CAPA's recommended to	80-89
C	Approved but requires Supplier Development	CAPA's / Supplier Development required to further develop & progress business	60-79
D	Fail	Reject new supplier / Future Business On Hold (on-site follow up Audit after improvements completed)	<60

Date	Audit Type	Score	Rating
21.2.2024	First	86 %	B

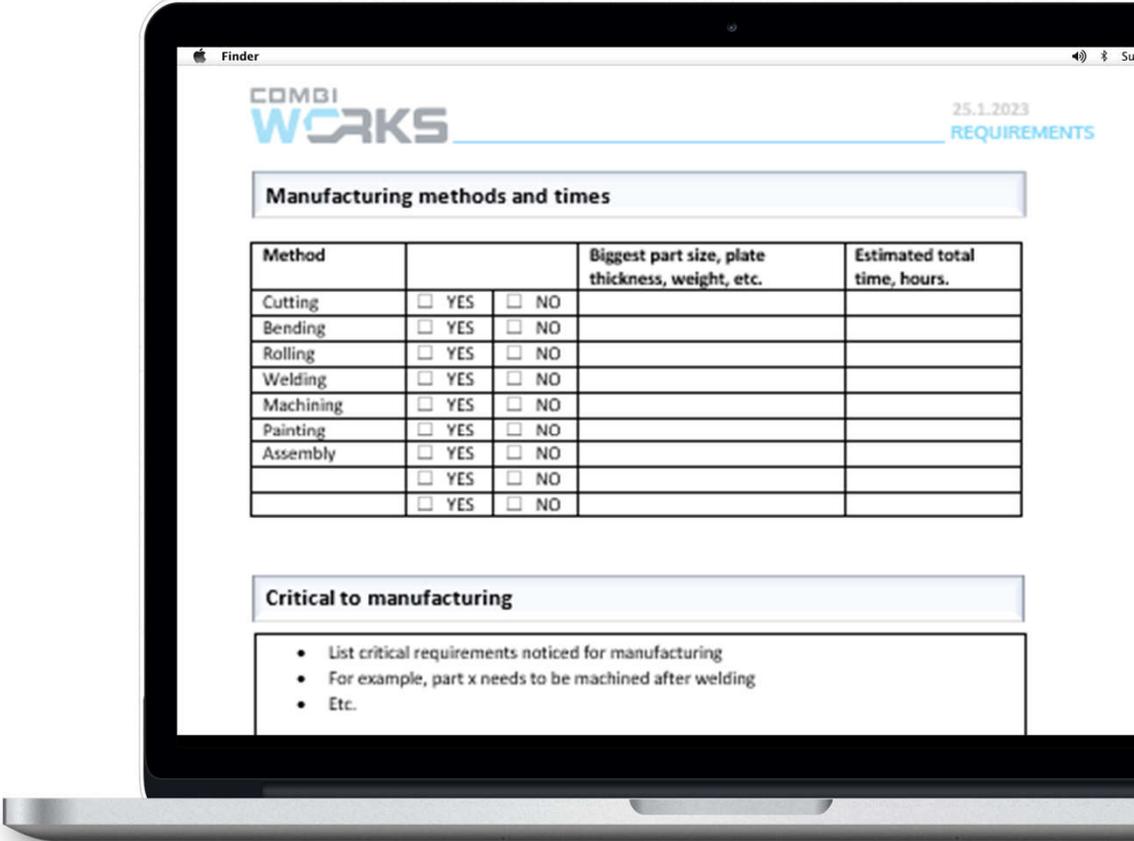
Solid manufacturing knowhow and processes drive deeper cost-efficiencies through connecting manufacturing and R&D

Your **manufacturing team** team is made up of of dedicated Combi Works Project Engineers (PE). Team size can be varied to always fit your evolving scope and needs.

Our **technology review process** drives improvements in manufacturability. This includes ensuring clarity of input to factories to decrease time, hassle, and risk.

Our **price calculation process** uses models and tooling to build a thorough cost understanding helping us to continuously drive cost-efficiency.

The Supply Chain Service **links manufacturing, purchasing, and product development** to enable a non-disrupted feedback loop and continuous improvement between manufacturing and R&D.



Procurement builds your supply chain strategy and governance. It directs purchasing to continuously reduce cost and inventory.

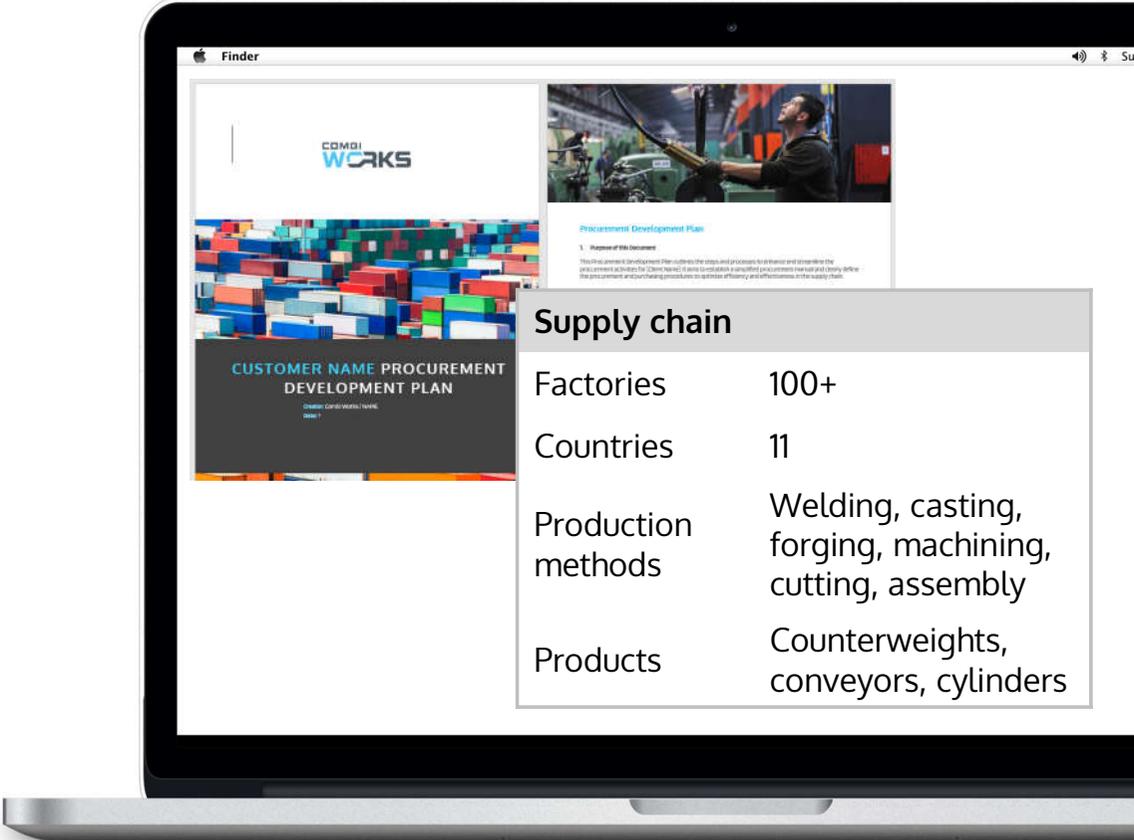
Your procurement is run by a dedicated **Chief Procurement Officer (CPO)** from Combi Works. The scope of managed procurement can be varied to always fit your evolving needs.

The **CPO can work as part of your organization**, reporting to your management team and/or board.

We craft a **procurement strategy** to guide our sourcing efforts on the long run. The strategy is informed and continuously updated based on input from other functions such as Purchasing.

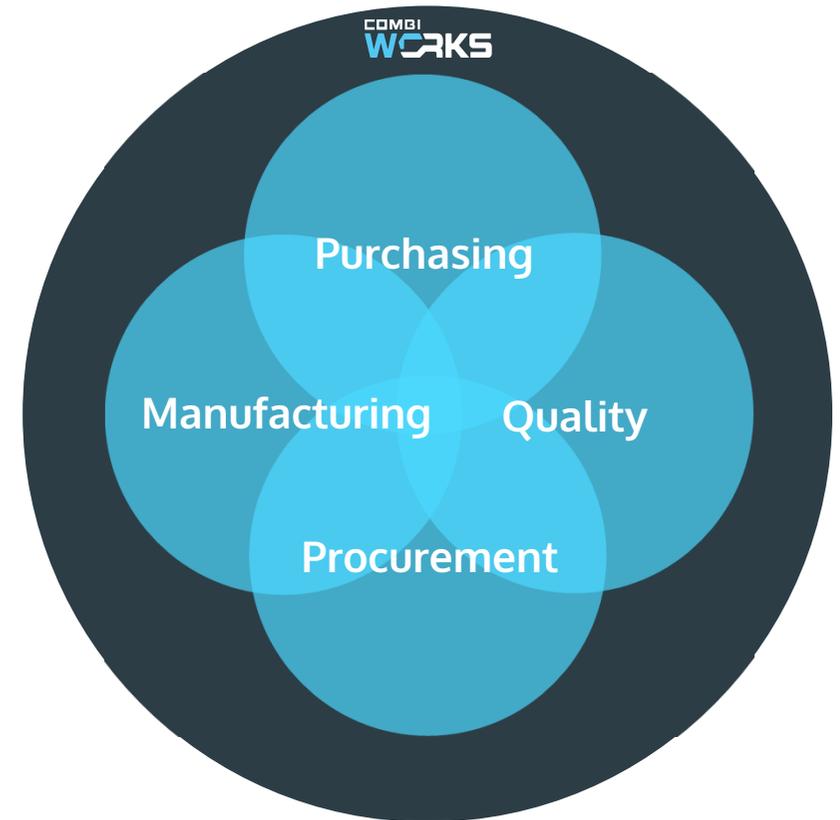
Our **supplier management and auditing** processes build a solid governance of your entire procurement.

We monitor and develop **supply chain sustainability** through the visibility and traceability built into the Airfaas system and your supplier portal.



Combi Works' Supply Chain Service creates business benefits that are hard to match with a non-integrated approach

1. **Cost savings:** total costs decrease while overall procurement capabilities improve
2. **Audited factories and governance:** rely on CW's established process for supply chain auditing and building governance
3. **Improved product manufacturability:** CW's Tech review creates deeper manufacturing understanding and frees up resources
4. **Deeper cost understanding:** CW's Cost calculations show the optimal manufacturing price as a benchmark for actual costs
5. **Grow your purchasing team without fixed costs:** CW's outsourced purchasing service enables flexibility and scale
6. **Increased nonconformity processing accuracy:** CW takes over the work of handling nonconformities with suppliers
7. **ESG compliance and auditing:** CW is expanding auditing to include ESG perspectives





Supply Chain Service brings significant cost savings while building stronger procurement

Customer example

Model for cost savings through the Supply Chain Service.

Actual customer example. Original customer purchase scope was 2.631.000 EUR.

Cost / savings	Total final purchase amount	Share manufactured in CW supply chain	Share manufactured in customer supply chain	Year 2
Purchase	2.631.000 EUR	986.000 EUR	1.644.000 EUR	2.631.390 EUR
Savings from SC	368.000 EUR	204.000 EUR	116.000 EUR	495.000 EUR
Net PO value	2.263.000 EUR	782.000 EUR	1.528.000 EUR	2.136.667 EUR
Service cost	310.000 EUR	219.000 EUR	90.000 EUR	308.000 EUR
Customer net cost impact	-11.000 EUR	+15.000 EUR	-26.000 EUR	-186.000 EUR

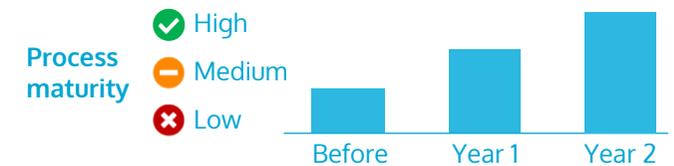
Additional customer **resource savings**:

- one purchaser – 60.000EUR/year
- half of procurement person can focus on other areas (50.000 EUR/year (100.000 EUR in total))

TOTAL SAVINGS YEAR ONE: 71.000 - 121.000 EUR

TOTAL SAVINGS YEAR TWO: 240.000 - 290.000 EUR

Additional customer **capability increase**:





Supply Chain Service brings significant cost savings while building stronger procurement

Customer example

Realized cost savings through the Supply Chain Service.

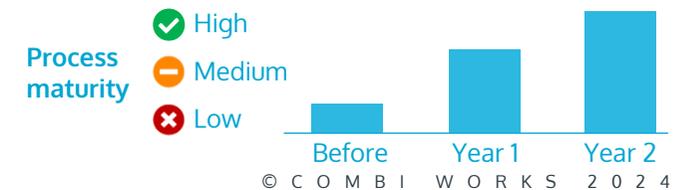
Takeover	Product	Original cost	CW managed cost	Purchase savings	CW service	Total procurement cost impact
January	Product 1	36.000 EUR	30.700 EUR	5.300 EUR	1.842 EUR	-3.458 EUR
March	Product 2	60.000 EUR	49.425 EUR	10.574 EUR	2.966 EUR	-7.609 EUR
April	Product 3	49.425 EUR	44.777 EUR	4.648 EUR	2.687 EUR	-1.961 EUR
May	Product 4	36.000 EUR	28.777 EUR	7.223 EUR	3.741 EUR	-3.482 EUR
May	Product 4	36.000 EUR	28.777 EUR	7.223 EUR	3.741 EUR	-3.482 EUR
May	Product 4	36.000 EUR	28.777 EUR	7.223 EUR	3.741 EUR	-3.482 EUR
May	Product 5	60.000 EUR	60.000 EUR	0 EUR	3.600 EUR	3.600 EUR
Total		313.425 EUR	271.233 EUR	42.192 EUR	22.318 EUR	-19.875 EUR

Additional client-side salary savings 82.680 EUR:

- Purchaser 31.200 EUR
- Procurement 32.760 EUR
- Supplier Quality 18.720 EUR

TOTAL SAVINGS YEAR ONE: 102.555 EUR

Additional customer **capability increase**:





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Runs on Airfaas

www.combiworks.com