

# intrustial

## DISTRIBUTED MANUFACTURING

We become the **Factory as a Service** for companies looking to reduce their subcontracting costs, helping them to increase margins



**Future:**  
Fast Forward



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Using under-utilised capabilities of other companies to provide Manufacturing as a Service,

No fixed cost as there are no assets, with the machines that best adapt to each project, elasticity to absorb production peaks, and disruptive costs as there is no multilevel subcontracting.



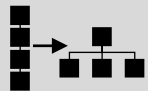
**1. No asset cost.** We do not purchase machinery, we only pay-as-we-use at depreciation cost. No maintenance costs either.



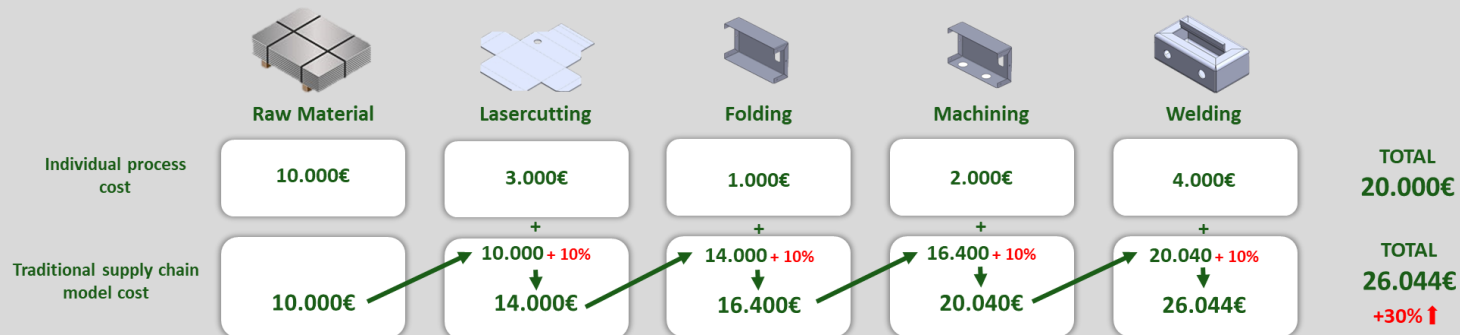
**2. A tailored Factory.** We choose the machines from our network that best suit your project, instead of adapting your project to the machines we have.



**3. A Factory as a Service.** We have no limitation regarding the number of machines, we can grow the factory adding additional machines for one month to increase production and next month reduce it to zero.



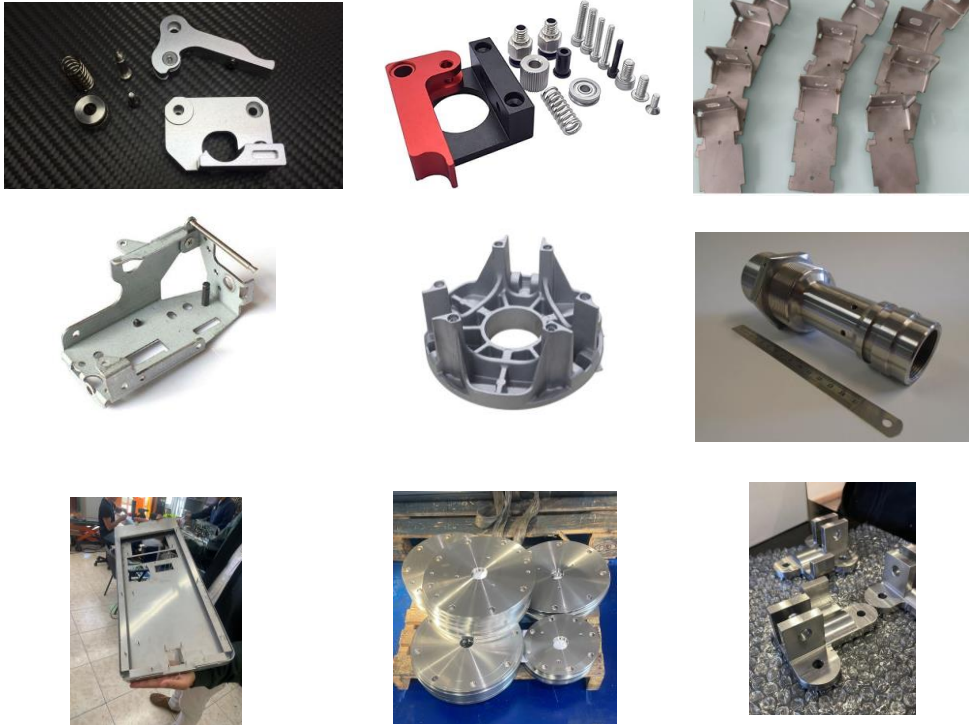
**4. We work on a single level,** Traditional model works on multilevel subcontracting chains...but we change this, we buy the raw material, we cut, fold, mill, paint... there is no subcontracting chain. This eliminates the margin on margin that makes the project more expensive and allows us to have traceability and control of the entire process, minimizing deviations in time and quality. An example is better (every level add a 10% margin to their purchasing costs):





## Semi-elaborated products

In this line, our customers are manufacturers and what they need is elements for their assembly line. These elements are usually sheet metal with cutting and bending, machined, with or without welding...



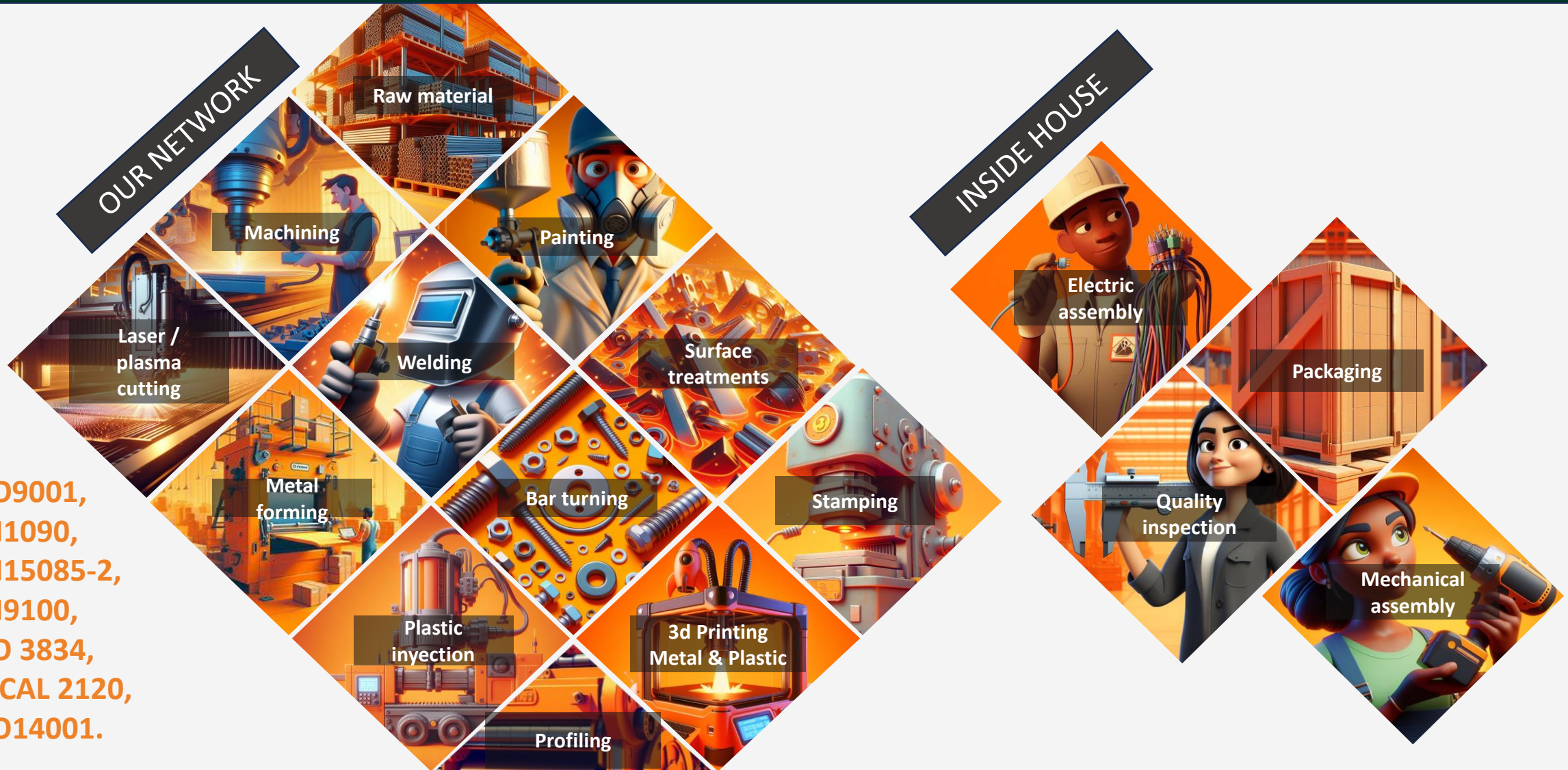
## Complete turn-key manufacturing

Many of our customers are non-manufacturers or have products that they prefer to manufacture completely off-site to focus on their core manufacturing. We deliver finished, including electronic integration if required.



Our network is always growing, we only work with suppliers/partners approved by our quality system.

Intrustial is certified ISO9001 and in our network we have manufacturing capabilities certified for railway, military, aeronautic... and more



ISO9001,  
EN1090,  
EN15085-2,  
EN9100,  
ISO 3834,  
PECAL 2120,  
ISO14001.

### Begining

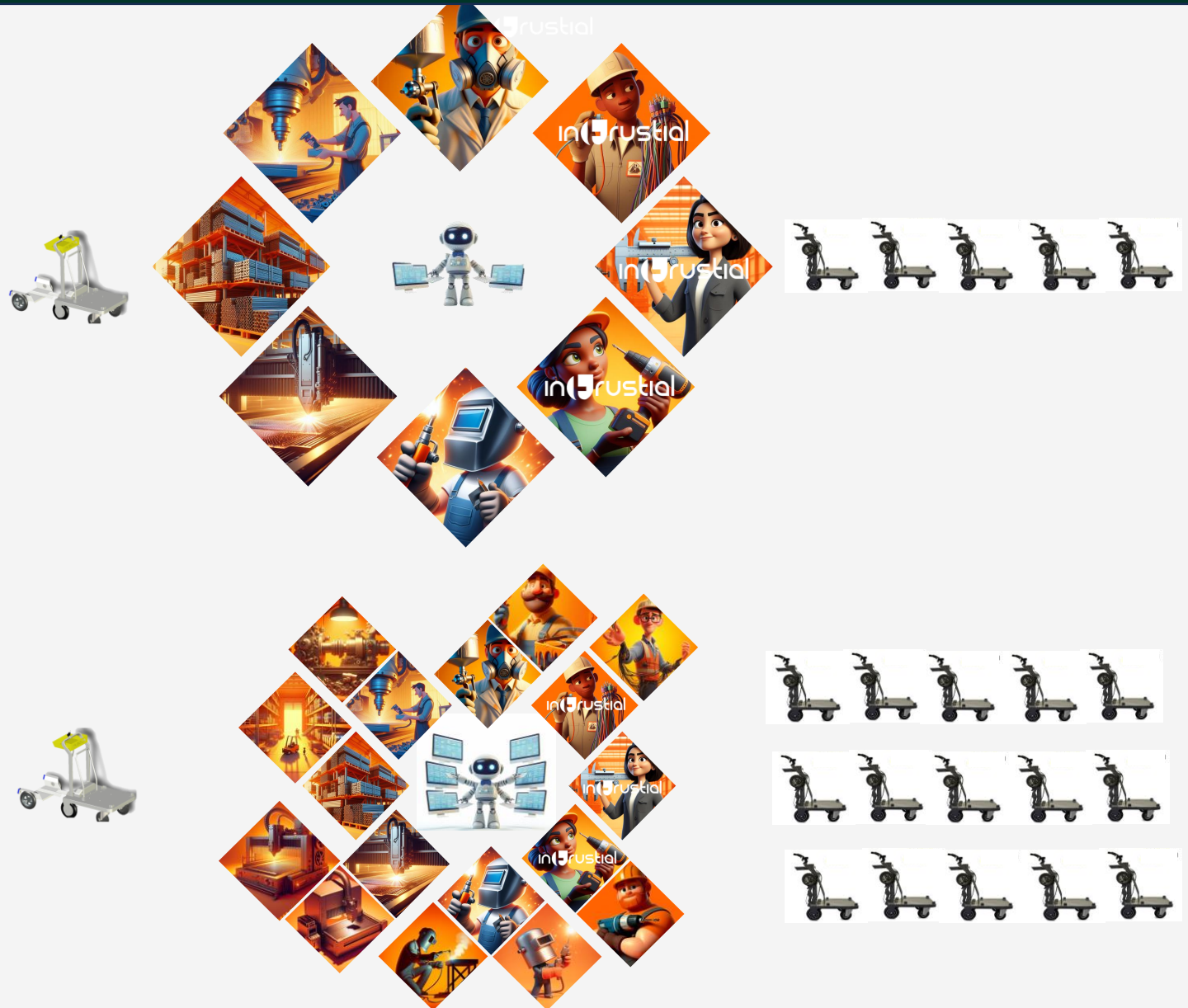
- Our client is the owner of the electric mobility products.
- It does not have a factory and does not want to invest Capex in machinery or facilities.
- Moreover, it is a new product and he does not know how many he is going to manufacture, and above all, what monthly cadence is required. Its customers want short delivery times, which would force them to have manufactured stock, with the associated cost.

### Situation

- We analyse the design and define the best production process.
- Among all the available distributed capacities, we choose the price/time combination that best suits the customer's needs. We define a production of 20 units / month.
- The client confirms and the production chain starts to roll. Our platform coordinates all the suppliers so that everything runs smoothly, as if they were in the same facility.
- Intrustial, in its own facilities, is in charge of the final assembly and quality inspection, both intermediate and final.

### Peak! Production need for 100 units in 2 months.

- No problem, we activate the rest of the suppliers who were not chosen at the beginning, but who had all studied and quoted the processes. There is a slight increase in cost per unit, but very small.
- Our platform adds these suppliers and coordinates everything to keep everything running smoothly.



## Distributed manufacturing (From 2020)

Our core business is manufacturing, with a distributed model. We use underused machinery from other factories to manufacture for our customers.

## Acknowledgements.

Selected as one of the 50 most innovative startups by Emprendedores magazine, winners of the innovation award by MetalMadrid. Selected by the University of Deusto for its Startups accelerator and interviewed by Expansión newspaper.



Members of the PERTE electric car project led by SEAT and financed by European Funds.

## Some customers

