

# LeWorks Cofactory IoT Design & Manufacturing



 **LE.WORKS**



## Manufacturing services



### **From idea to manufacturing**

LeWorks is a Swedish IoT design and manufacturing company, based in China. We help product companies develop and manufacture their products.

We offer a turnkey solution, taking customers from idea through R&D, DFM, sourcing, manufacturing and finally to shipping the finished product.

### **The cofactory model**

We work with a manufacturing model that we call *the cofactory*. In short, it gives you as a customer your own factory, with all the benefits that brings but without the investment and tedious work.

You get total access to the manufacturing of your product, as if it were your own factory. You decide how you want to participate, if you want to participate directly in the work or just monitor, and we'll handle everything else.

With the cofactory service we leave you in control, guaranteeing your quality and protecting your IP.

## Micro Factory — for startups

For companies with small and irregular manufacturing needs we have a unique offer called the Micro Factory.

The Micro Factory service gives small companies, such as startups, access to an affordable manufacturing solution.

As a Micro factory customer you get your own 45 m<sup>2</sup> warehouse, where you can keep parts and final products. Our warehouse staff manage in and outgoing deliveries. The cost is \$1,500/month.

The price includes a retainer fee for our factory staff to be ready to assemble your product whenever you place an order. The fee also covers regular warehouse work, to handle incoming and outgoing shipments.



## Private Workshop

For customers with reoccurring manufacturing needs, we offer a private workshop that we setup inside our factory. This gives you as a customer your own factory, where the operators wear uniforms with your logotypes. You are welcome to have your own staff in the factory, to control or participate in the manufacturing work, as you wish.

The private workshop starts at 250 m<sup>2</sup>.



## Other manufacturing options

Though we mainly work with IoT products, we can handle many other types of products as well.

We can also setup and run a freestanding factory, with a dedicated management team. This is a good option for larger production or very special types of manufacturing.

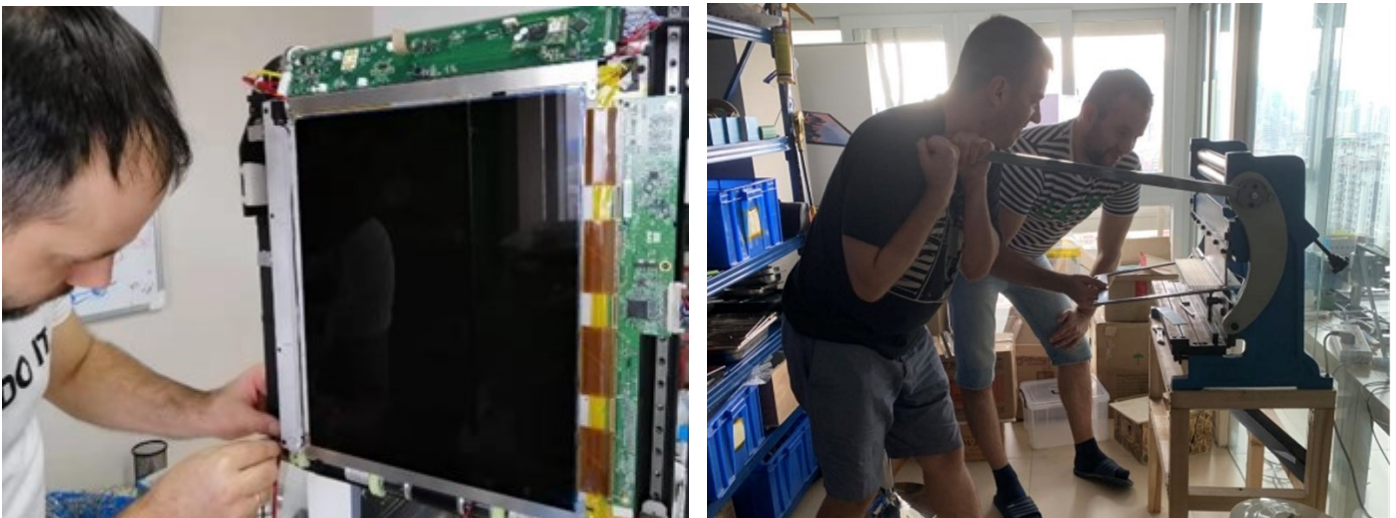
## We'll help you develop your product

We will help you develop your product from scratch or modify an existing one. We can work with simple mechanical products to more complex IoT solutions, that require a mix of custom hardware, electronics and software.

### **R&D engineering with manufacturing in mind**

Our engineers work with manufacturing in mind from the beginning. The same staff that start a project follow through all the way to manufacturing.

This is especially important in mechanical work, where certain designs can significantly reduce assembly and parts costs.



### **Rapid prototyping**

Our R&D team is based in Shenzhen, China, with tremendous access to high quality suppliers for types of parts. This reduces the cost of products and speeds up prototyping work.

### **Design For Manufacturing**

We work with trusted suppliers to develop tools and molds, which is often fast and affordable to do in China.

The DFM can often begin during the R&D work, which is one of the benefits of working with the same engineers throughout the project.

You decide what part of the R&D work you handle, and we will do the rest—either with our in-house staff or sub contractors. At the end of the project, the R&D team works with our manufacturing team to start the manufacturing.



## **Sourcing straight from the source**

The cofactory is designed for assembly work. To cover your needs for parts, we offer a sourcing services, helping you find and buy quality parts and products. We can also handle the entire supply chain, including exports.

We work directly with the parts factory, with no expensive middleman.

## **Shipping and export**

We export your final product to anywhere in the world. We work with shipping companies to offer air, surface, road and train shipping, depending on your needs.

If you work with the Chinese market, we can run a fulfillment service to let you ship directly to the end customer from our factory.



---

## Our customers

We work with small and medium sized product companies, mainly from Europe and North America.

### **Karawater, USA**

"We first worked with a contract manufacturer in China. We had limited transparency and quality, and ability to have insights into my own business.

Then we started working with LeWorks. The fact that I can sit in the factory everyday and work hand in hand with the workers has been huge for me.",

Cody Sodeen, co-founder, CEO Karawater



### **L&L Present, Germany**

"LeWorks helped us develop our first product. We worked together with their R&D engineers who helped us with prototyping, sourcing and DFM.

Now we are starting manufacturing in LeWork's assembly factory. It's been very helpful to have all necessary services with the same company."

Lukas Schunkert, co-founder CEO L&L Present



### **Pessl Instruments, Austria**

"Pessl started 45 years ago. We do product development in-house and have been manufacturing all of our products in Europe. We were planning to move our manufacturing to Mexico, but after working with LeWork's engineers to improve our supply chain, and after inspecting the factory, we decided to move all to China instead"

Michael Parth, CTO Pessl Metos



## Why we started LeWorks

Covid-19 showed a weakness in contract manufacturing. Travel restrictions reduced factory visits, leading to quality problems. Disturbances in supply chain required swift adjustments which was challenging to address. On top of that, the increased tensions between western countries and China has further disturbed the contract manufacturing model.

### **A lack of viable alternatives**

Many companies are looking for alternatives. Some consider moving manufacturing out of China, and others contemplate starting their own factory. Both alternatives are costly and filled with risks.

### **Collaboration as a solution**

We started LeWorks with the idea to solve these problems by giving companies their own factory where the tedious overhead work is managed by a shared organization. Like a coworking space but for factories.

Our model has proven especially suitable for IoT products, that are complex to assemble and where IP protection is extra sensitive.

Since our start in 2021, we now work with 13 companies from North America, Europe and China.



**Rasmus Rasmusson**  
CEO

[linkedin.com/in/rasmusrasmusson](https://www.linkedin.com/in/rasmusrasmusson)



**Erik Forsberg**  
Chairman

[linkedin.com/in/erifor](https://www.linkedin.com/in/erifor)

## About LeWorks

LeWorks is a Swedish IoT design and manufacturing company, based in China. We help product companies develop and manufacture their products.

We offer a turnkey solution, taking customers from idea through R&D, DFM, sourcing, manufacturing and to shipping the finished product.

Contact us

[sales@le.works](mailto:sales@le.works)



[www.le.works](http://www.le.works) | [sales@le.works](mailto:sales@le.works)

 **LE.WORKS**