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upliance.ai

Complete Box Build Solution for India's First AI-Powered Cooking Assistant



Background

Upliance was launching India's first AI-powered cooking assistant appliance. With no established local supply chain, they needed to source electronics and mechanical components globally. To streamline operations and focus on R&D, they sought a contract manufacturing partner to establish a localized supply chain and handle end-to-end manufacturing requirements.

Industry

Consumer Electronics

Product

AI Cooking Assistant Home Appliance

Capabilities Leveraged

Injection Moulding, Glass Cutting, Vacuum Casting, Global Sourcing of electrical and mechanical components, PCB assembly, Box Build, End of line testing - Functional testing



Customer Challenges

1

Complex Sourcing from Multiple Suppliers

2

Balancing Innovation with Operational Demands

3

Limited In-House Manufacturing Expertise

4

Rapid Scaling to Meet Market Demands

5

High Product Pricing

Solution Offered

Complex Sourcing from Multiple Suppliers

A

Acted as a single point of contact for managing and coordinating with 20+ global and local suppliers.

B

Standardized quality assurance, streamlined logistics, and mitigated risks associated with delays.

C

Diversified the supplier base to ensure continuity and flexibility during production scale-up.

Solution Offered

Balancing Product Innovation with Operational Demands

A

Enabled Upliance to concentrate more effectively on R&D, sales, and marketing by taking over operational and manufacturing complexities.

B

Streamlined manufacturing processes to ensure alignment with product innovation cycles and market needs.

Solution Offered

Limited In-House Manufacturing Expertise

A

Managed the entire manufacturing ecosystem, including injection molding, PCB assembly, motor production, box build, and functional testing.

B

Simplified integration of mechanical, electronic, and custom components to ensure a seamless manufacturing process.

Solution Offered

Rapid Scaling to Meet Market Demands

A

Developed processes to seamlessly scale manufacturing from the beta launch phase to the full-scale commercial launch.

B

Added and onboarded 10+ new suppliers to diversify the supply chain and meet production demands effectively.

B

Implemented robust systems to ensure consistency in quality and on-time delivery during this critical transition.

Solution Offered

High Product Pricing

A

Developed processes to seamlessly scale manufacturing from the beta launch phase to the full-scale commercial launch.

B

Partnered with domestic suppliers to reduce lead times and optimize component costs.

IMPACT CREATED

20%

Reduction in overall manufacturing costs leading to product affordability

30%

Reduction in lead time enabling quicker launches and improved market responsiveness

3x

Increase in manufacturing output from 1000 to 3000 units/month within 6 months

50%

Increase in supplier base ensuring readiness for future demands

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