



xtrawrkx

xtrawrkx is an advisory and consulting services company focussing on the automotive and manufacturing industry.



We are an innovative team of full time professionals and independent consultants who are highly flexible and scalable to the varying requirements of clients. We are capable of taking projects in aggregation mode to program manage multiple stakeholders and subcontractors as per client requirements.

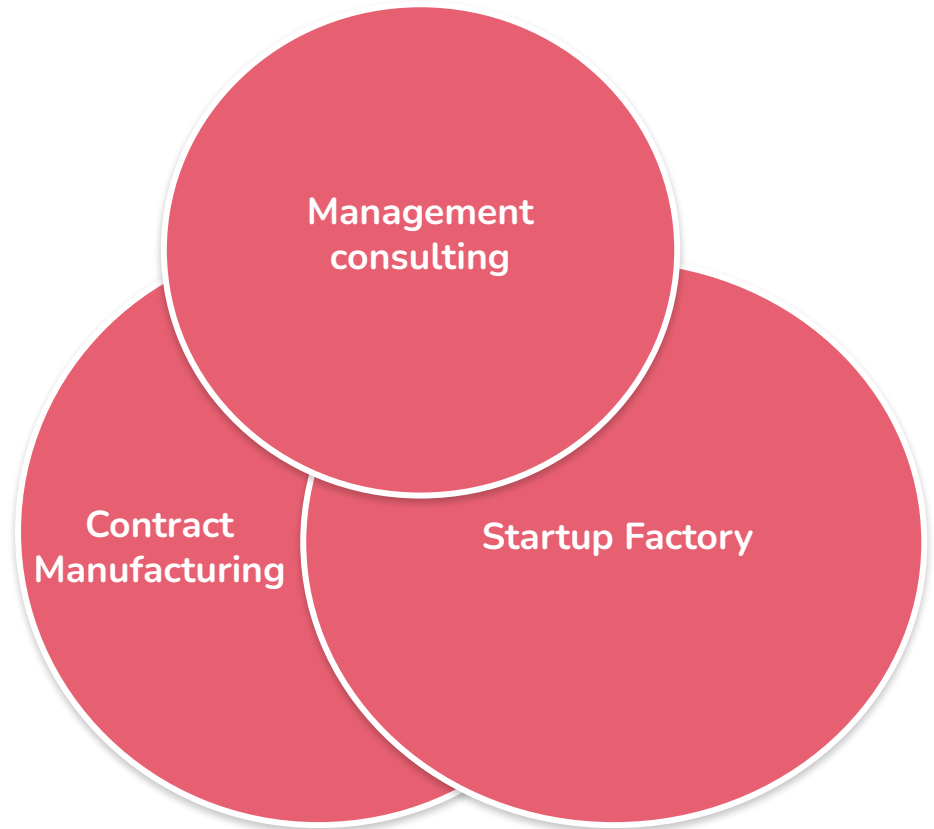
Our Vision : To exponentially increase efficiency and productivity of automotive manufacturing companies across the globe.

Our Mission : To rapidly grow our capabilities to service clients with high quality, accuracy and efficiency.

Our Values: High Performance - Intelligence - Trust - Excellence - Neutrality

xtrawrkx supports automotive companies , startups who are rapidly developing products , building teams or even entire businesses. These can be those initiatives which need to be outsourced in order to remain focussed on core business.

We have three business lines , management consulting , contract manufacturing and startup factory. These are interconnected and help each other in a close loop to help us bring success to our clients in both tactical and strategic manner.



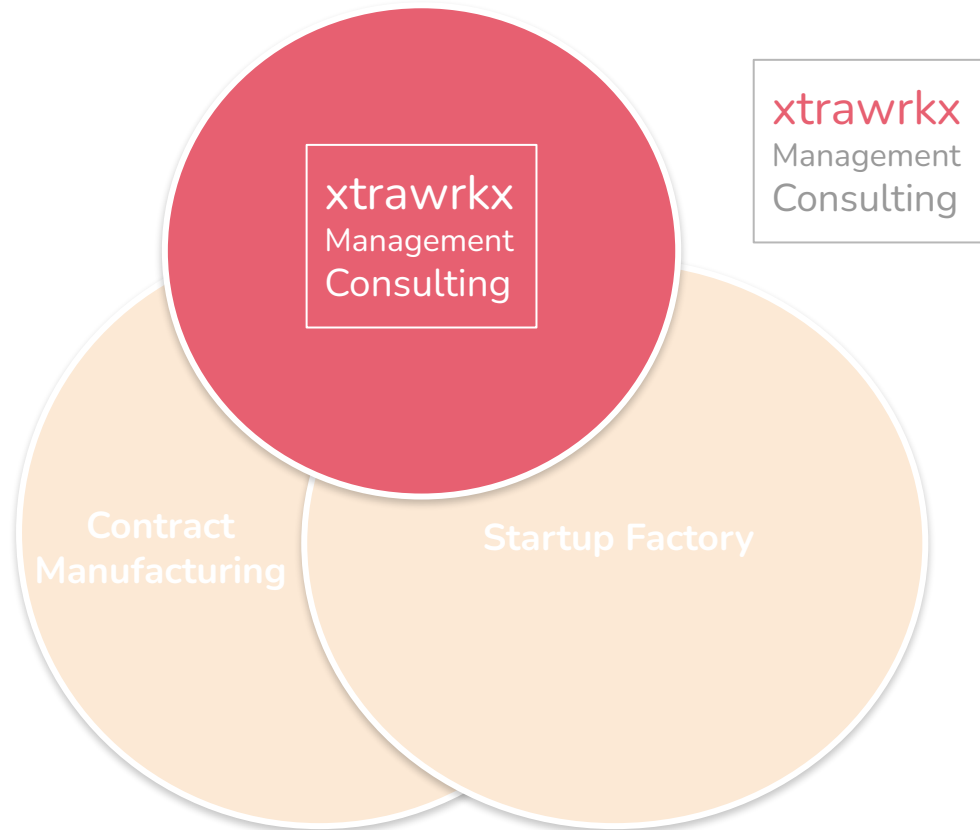
xtrawrkx has three engagement modes :

1. Advisory
2. Consulting
3. Build Operate Transfer

1. **Advisory and guidance** : In this engagement model xtrawrkx team will meet client team once in a month(8 hr / 1 day) when it is formed to brainstorm and recommend suggestions w.r.t various opportunities and problem resolution.

2. **Consulting** : In this model xtrawrkx team will engage with the team in higher frequency and also take responsibility on certain tasks / deliverables as per mutual discussion. We can plan (32 hr per month / 4 days per month) of xtrawrkx team.

3. **Build Operate Transfer (BOT)** : This model is complete outsourcing of business being developed. xtrawrkx team will be expected to take decisions to build the business as per overall boundary conditions but their own discretion. xtrawrkx team will do all the activities under the scope to meet business objectives as mutually agreed. After building the business and associated functions , xtrawrkx team will operate it for mutually agreed time and finally handover the business to client to take it forward.

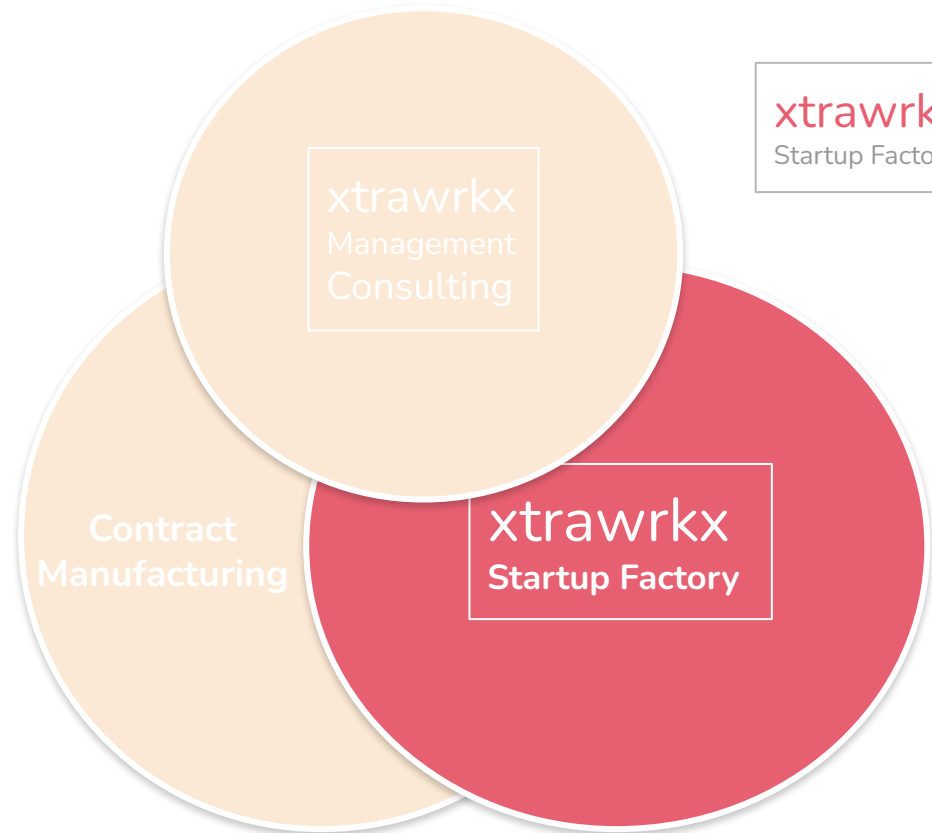


xtrawrkx is working on a radical model to “ manufacture “ startup companies which have higher chance of survivability and relevance.

Startup Factory is a program to consistently enable creation of EV startups with great control in variety and domain typically not natural in usual formation of EV startups.

xtrawrkx will infuse support in various phases critical to form a professional entity, from matchmaking founders, forming core team , assisting in gaining early business and grooming the teams for successful fundraise in acceleration and beyond phase.

- Poor GAP analysis and opportunity identification
- Rat race to make vehicles - Chasing glamour
- Risk aversion : Desire to take shortcuts
- Deep tech aversion due to investor expectations
- Lopsided - unequal skillset of co-founders, due to poor networking and tendency to get friends and family as co-founder
- Redundant mistakes , poor investment decisions
- Too few experienced domain experts
- Tough Industry - Automotive firms need to be highly professional with domain knowledge and efficient processes both in quality and quantity.



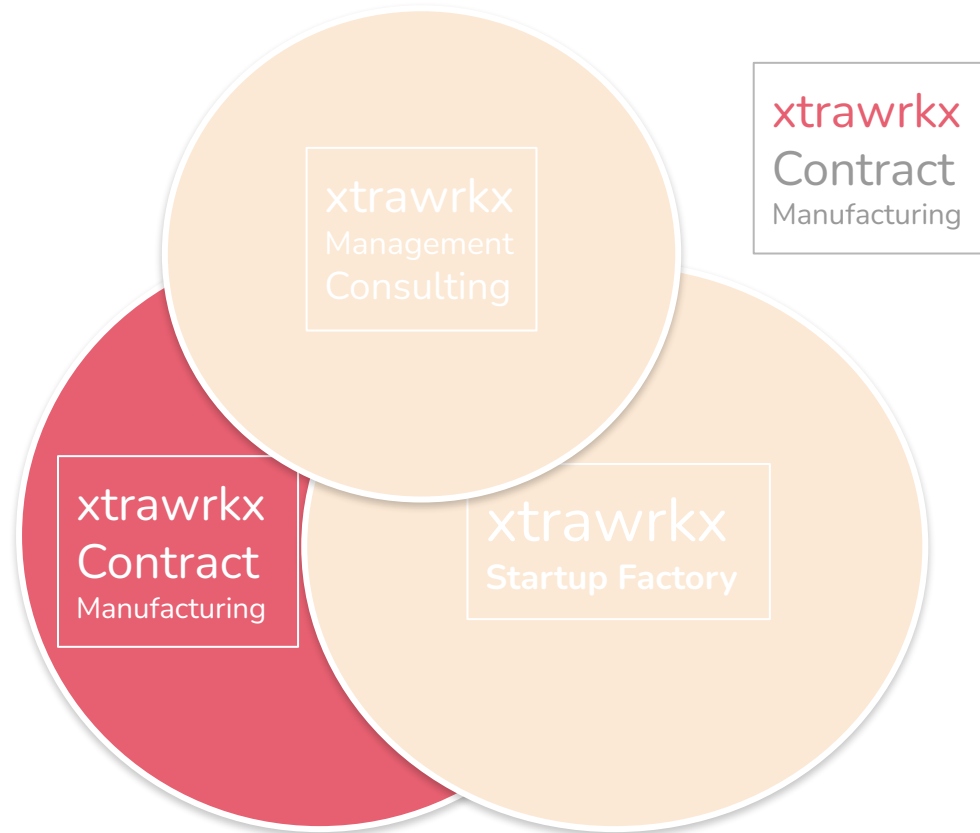
xtrawrkx is working on innovative business models to enable co-investment in shared manufacturing facilities for emerging markets like EVs etc.

Shared economy models have been successful in many traditionally capex heavy industries like offices (wework) , residential (co-live) etc .

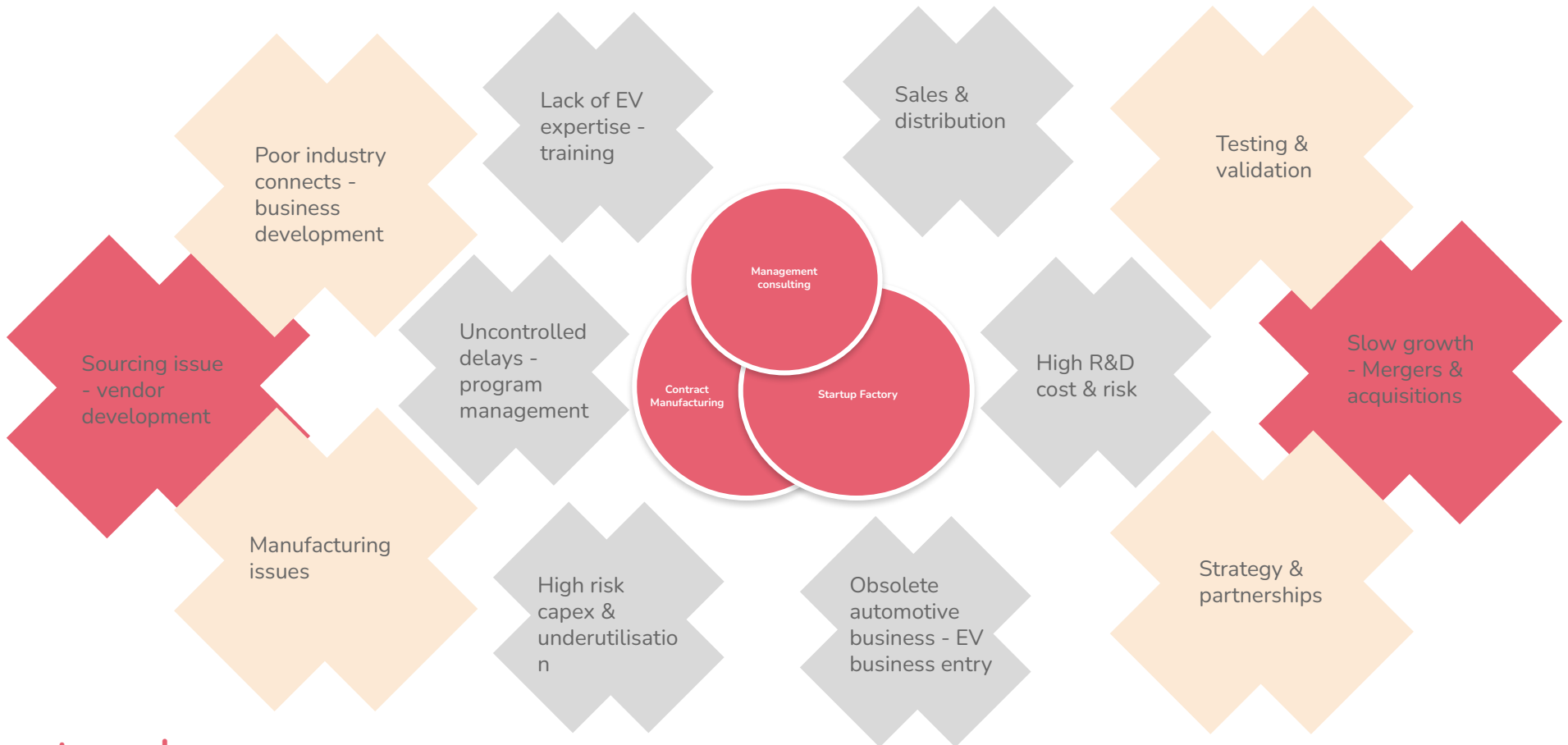
In automotive industry there have been limited experiments till now to develop a neutral , shared manufacturing facilities which can cater to emerging startups for there distributed and highly agile manufacturing requirement and customer markets. Via sharing manufacturing capabilities aggregated by xtrawrkx , automotive companies can ensure faster ROI , better utilization and de risking of investments which are radical.

For us this translates to :

Doing business like Foxconn without investing in capex like Foxconn



Problems we are solving





HITEN PAL SAKLANI
CEO & Co-founder

- IIM Bangalore EGMP , BE Production
- Specialisation : Business management, innovation , engineering, business development , strategic partnerships, co-investments , government relations
- Experience : 8+ yr , Micelio Mobility , ION Energy etc



Amitabh Vaidya
Chief Consultant & Co-founder

- MMS Marketing , AICWA, BE Mech
- Specialisation : Program management, engineering process development, staff training , manufacturing technology , PLM , digitisation. IOT.
- Experience: 35+ yr . Mahindra ,Tata Technologies, T-Systems, PTC



hiten@xtrawrkx.com



+91 8130755275



www.xtrawrkx.com



70D2.38, 7th floor, C/o 91Springboard ITPL
Main Rd, Bengaluru, Karnataka 560048

Thank you.

Excited to work with you