

Pre-seed · Stuttgart, Germany

Spanwerk

Fast, explainable quotes for CNC machining job shops, built straight from the customer's CAD file

The problem

What's broken today

A typical German job shop with 20 machinists receives 40 to 80 requests for quotation a week, each with a STEP file and a PDF drawing. The owner or a senior machinist spends 30 to 90 minutes per quote working out setups, cycle times and material, so replies take four days and the shop wins only about one quote in six.

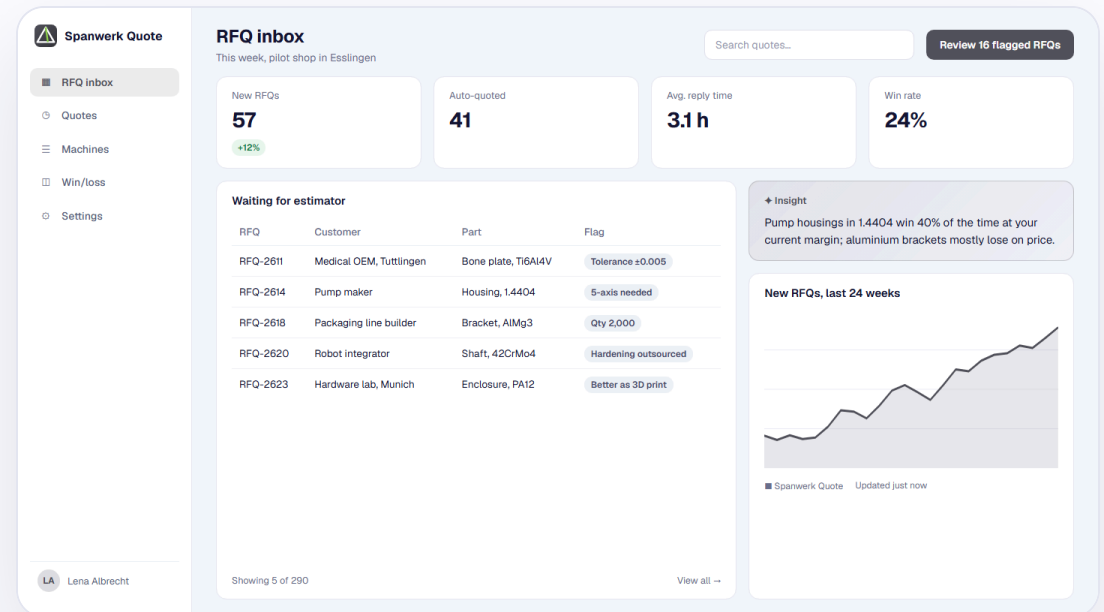


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Our solution

Spanwerk Quote

Spanwerk reads the 3D model and drawing, recognises features such as pockets, threads and tight tolerances, and estimates setups and cycle times on the shop's own machines using its past jobs. It produces a quote with a cost breakdown the estimator can adjust in minutes, and learns from every quote the shop wins or loses.



Quote: RFQ-2614 pump housing

 **Spanwerk Quote**

RFQ inbox

Quotes

Machines

Win/loss

Settings

Quote: RFQ-2614 pump housing

Qty 250, stainless 1.4404

Search quotes...

Send quote to customer

Unit price

€84.60

Cycle time

18.5 min

Setups

3

Margin

25%

Cost breakdown per part

Item	Basis	Cost	Source
Material	Bar Ø90 × 110 mm	€17.20	Supplier list, Oct
Machining	18.5 min, 5-axis cell M4	€41.10	9 similar jobs
Setups	3 × 45 min over 250	€0.90	Shop default
Deburr and inspect	6 min	€8.40	Past job J-1902
Overhead and margin	25%	€17.00	Pricing rule

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View all →

◆ Insight

Cycle time is based on nine similar housings; the deep bore on face B adds 4 minutes versus job J-1877.

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LA

Lena Albrecht

Why now

The timing

Job shops are losing their most experienced estimators to retirement, while buyers now expect a quote within a day because online machining marketplaces set that standard.

Market

Europe has around 80,000 machining job shops, about 20,000 of them in German-speaking countries; most have 5 to 100 employees and still quote by hand or in spreadsheets.



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How we make money

Subscription per shop at €390 a month for up to 100 quotes or €890 for unlimited quotes and ERP export, with annual contracts for multi-site groups.



Where we are

6

Pilot shops

2,340

Quotes generated

9 min
(was 45)

Median time per quote

130 shops

Waitlist

- 6 pilot shops quoting live, 2,340 quotes generated
- Median time per quote down from 45 to 9 minutes
- Pilot win rate up from 17% to 23% in 90 days

Team

Who's building it



Lena Albrecht

CEO and co-founder



Murat Yilmaz

CTO and co-founder



Rainer Brenner

Head of Machining Data



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The ask

What we're raising

Raising €1.1M pre-seed to reach 50 paying shops by end of 2027

- Convert pilots to paid and add 40 shops in the DACH region
- ERP connectors for the 3 most common job-shop systems
- Quoting models for turned and sheet-metal parts



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