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Karkhana.io: Making Custom Manufacturing Easier to Navigate

For a hardware company, getting from a prototype to reliable production can mean coordinating many suppliers and processes. Karkhana.io is built on a managed manufacturing network and that app

Karkhana.io · Manufacturing technology · India
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Hardware founders face a supplier maze

A product can be well designed and still stall before it reaches customers. A hardware team may need a prototype, components from different vendors, quality checks, assembly and a production partner able to meet a delivery schedule. Managing each relationship separately can take time and leave founders responsible for solving technical problems outside their core product.

Karkhana.io is an Indian electronics manufacturing and contract manufacturing partner built to coordinate this work. Founded in 2018, it began as an on-demand manufacturing service and has since expanded into electronics manufacturing, box-build assembly and integrated production support. The company describes its customer as the "missing middle" of hardware: businesses that need more than a transactional supplier but may not have the volume or leverage to work efficiently with a large electronics manufacturer.

FROM PROTOTYPE TO PRODUCTION

Karkhana.io

The company's model is service-heavy. It works with product businesses to understand materials, processes, timelines and scale, then coordinates production through its engineering and supplier network. That can help a customer move from a design to a manufacturable product without building a large procurement and operations team in-house. The trade-off is that the intermediary must maintain quality and communication across each step.

Building the process around production

Karkhana's public company history describes a progression. It began with on-demand manufacturing, supported larger-volume orders, and developed into a full-stack contract manufacturing partner. It says it expanded to electronics manufacturing and complete box-build solutions in 2024. Those stages show a shift from helping customers locate capacity to taking greater responsibility for how a product is produced and delivered.

In January 2024, the company raised US$6.3 million in a Series A round led by Arkam Ventures and Susquehanna Asia Venture Capital, with existing investor Vertex Ventures also participating, according to Moneycontrol. The report said the company planned to strengthen its supplier network in India and expand services in the United States and United Kingdom. Funding is useful context for the next phase; it does not itself demonstrate that international operations or growth targets have been achieved.

Karkhana's site lists sectors including industrial electronics, medical devices, automotive and telematics, IoT and consumer electronics. Each category brings different standards and requirements. Medical devices may require documentation and traceability; automotive components can demand repeatability; consumer electronics may involve a fast product cycle. A manufacturing partner has to adapt its processes without losing control over quality.

The company has also presented itself as a route to production for smaller hardware businesses. Its investor and official materials mention work with a network of manufacturers and clients, but current customer counts and individual customer relationships should be confirmed before publication. A company profile should focus on what its service does, rather than imply that a supplier network guarantees capacity for every design.

The coordination layer is the product

Digital manufacturing marketplaces often promise easier discovery. The harder work begins after the match: specifications have to be understood, quotes compared, samples approved, changes recorded and goods delivered to an agreed standard. Karkhana's value proposition depends on handling these handoffs well.

That means the company's differentiation cannot rest on a website alone. It must pair customer-facing coordination with manufacturing knowledge and reliable vendor relationships. As production expands, a missed measurement or unclear revision can create costly rework. The company needs strong operating systems that keep engineering detail connected to purchasing, quality and delivery.

For India's hardware sector, a flexible manufacturing partner could help new products move into local and international markets. Yet the company's own growth also depends on economics: the service must make sense for the customer and leave enough margin to support engineering and quality teams. Its next proof points will be repeat orders, delivery performance and customer outcomes across different product categories.

GCEIP View

Karkhana.io is addressing the unglamorous middle of product creation: coordinating the people and processes that turn a design into a manufactured item. Its expansion from on-demand work to electronics and box-build services suggests a broader operating role. The company's test is whether it can scale that role without losing the technical attention that hardware customers need. Reliable delivery, clear quality processes and repeat customer relationships will tell that story better than a marketplace label alone.