

Build Queue Ltd

How Our Solution Solves Business Challenges — Manufacturing Process

Solution Overview

Build Queue is a cloud-native Manufacturing Execution System (MES) purpose-built for SME additive manufacturers. We deliver enterprise-grade production management—scheduling, quality control, traceability, and compliance—at a price point accessible to small and medium manufacturers (from £79/month). Our solution addresses the critical gap between expensive enterprise systems (£40,000+/year) and generic tools that lack manufacturing-specific workflows.

The UK SME Manufacturing Landscape

269,000
UK
Manufacturing Companies

250,000+
Are
SMEs (93%)

£1B+
UK AM
Market 2025

13.5%
AM
Market CAGR

Sources: *The Manufacturer* (2023), *Mordor Intelligence* (2025)

The Manufacturing Process Challenge

UK SME manufacturers face significant operational challenges that limit growth and competitiveness. Despite representing over 93% of manufacturing businesses, SMEs are often priced out of the digital tools that could transform their operations. Recent research reveals the scale of the problem:

Challenge	Impact on SME Manufacturers	Industry Evidence
Manual production tracking using spreadsheets and whiteboards	Lost jobs, scheduling conflicts, no real-time visibility across operations	83% of SMEs want digital transformation to improve operational efficiency
Cost barriers prevent digital adoption	Cannot access tools that improve productivity; falling behind competitors	72% of manufacturers cite cost as the biggest barrier to digital adoption
Lack of funding and capital for technology investment	Unable to justify upfront costs despite clear long-term benefits	40% cite financial constraints as primary reason for delayed adoption
Skills gaps and lack of in-house digital expertise	Cannot implement or maintain digital systems effectively	85% of SMEs want more government funding to bridge the digital skills divide
Enterprise MES solutions priced for large corporations	SMEs priced out of purpose-built manufacturing software entirely	Enterprise AM MES typically costs £40,000–60,000 per year

Sources: *Made Smarter Survey* (2024), *Oxford Innovation Advice SME Report* (2024)

How Build Queue Solves These Challenges

Build Queue provides SME manufacturers with enterprise-grade capabilities at accessible price points, directly addressing the barriers identified in industry research. Our cloud-native approach eliminates the need for IT infrastructure investment, while our tiered pricing (£79–249/month) removes the cost barrier that prevents 72% of manufacturers from adopting digital tools.

Capability	Business Outcome
Production Scheduling & Job Management Visual scheduling, machine assignment, priority queues, capacity planning dashboard	Real-time visibility across all jobs. Reduced scheduling errors and conflicts. Higher machine utilisation through optimised planning. Addresses the 83% seeking operational efficiency improvements.
Route-Based Workflow Engine Configurable production routes with checkpoints, data capture points, and step-by-step tracking	Standardised processes reduce errors and rework. Clear accountability at each production stage. Digital workflows replace manual tracking without requiring specialist IT skills.
Quality Control Workflows Built-in QC inspections, NCR management, pass/fail tracking, measurement capture with audit trails	Fewer defects shipped. Evidence base for ISO 9001 and AS9100 compliance. Reduced cost of poor quality (industry average: 15–20% of revenue).
Material Inventory & Batch Traceability Stock levels, batch tracking, supplier documentation, location management	Full material traceability for compliance requirements. Reduced stock-outs and material waste. Foundation for Digital Product Passport functionality.
Digital Product Passport Auto-generated traceability documents capturing full production history, materials, and QC data	EU DPP compliance readiness (regulations effective 2026-2027). Ability to win regulated contracts in aerospace, medical, and automotive sectors.

Pricing That Removes the Cost Barrier

Build Queue is positioned to serve the 72% of manufacturers for whom cost is the primary barrier to digital adoption. Our pricing delivers enterprise-grade AM workflows at a fraction of traditional MES costs:

Solution Type	Annual Cost	Target Market	AM Workflows
Enterprise AM MES (Authentise, AMFG, 3YOURMIND)	£40,000–60,000	Fortune 500, aerospace primes	✓ Full AM support
Build Queue	£948–2,988	SME manufacturers (5–50 employees)	✓ Full AM support

Generic SME MRP (MRPeasy, Katana)	£1,500–4,000	General SME manufacturing	✗ No AM-specific workflows
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Why This Matters for UK Manufacturing

The UK additive manufacturing market is growing rapidly, projected to expand from approximately \$1 billion in 2025 to \$1.9 billion by 2030 at a 13.5% CAGR. However, this growth is at risk if SMEs—who represent 93% of manufacturing businesses—cannot access the digital tools they need to compete.

Build Queue directly supports Made Smarter objectives by:

- **Removing cost barriers:** Entry-level pricing (£79/month) makes MES accessible to the smallest manufacturers
- **Eliminating IT complexity:** Cloud-native deployment requires no infrastructure investment or specialist IT staff
- **Enabling compliance:** Built-in QC workflows and Digital Product Passport support regulatory requirements
- **Supporting growth:** Scalable tiers allow manufacturers to expand capabilities as they grow

Validated by Industry

Strategic Partnership: EIDOS S.r.l. / Possehl Group

Build Queue has secured a pilot agreement with EIDOS S.r.l., an Italian additive manufacturing specialist within the Possehl Group (€5.8 billion revenue, 256 companies across 30+ countries).

EIDOS is steering AM strategy for the Possehl Group, providing Build Queue with a validated pathway to scale across European manufacturing SMEs. This partnership demonstrates that Build Queue meets the operational requirements of sophisticated industrial users while remaining accessible to SME budgets.

Summary: Build Queue's Fit for Made Smarter Directory

Build Queue addresses a critical gap in the UK manufacturing technology landscape. With 72% of SME manufacturers citing cost as the primary barrier to digital adoption, and 83% seeking tools to improve operational efficiency, there is clear demand for affordable, purpose-built manufacturing software.

Our solution delivers enterprise-grade AM MES capabilities at SME-accessible pricing (from £79/month), directly supporting Made Smarter's mission to accelerate digital transformation across UK manufacturing.