

## How Domusnode Solves Business Challenges for Manufacturers

Prepared for Made Smarter Technology Directory

Most manufacturers already know that AI could help them. The problem is not knowing where to start, whether the investment will pay off, or whether sensitive operational data will end up on a server they cannot control. These are not technical questions. They are business questions, and they tend to stop projects before they begin.

Domusnode is built around three practical realities of running a manufacturing business in the UK today.

### The Challenges We Hear Most Often

#### **Data leaves the building and nobody is sure where it goes**

Most AI tools require your production data, customer records, or process documentation to be sent to a third-party cloud. Under the US CLOUD Act, that data can be accessed by American authorities regardless of where the server physically sits. For manufacturers with defence contracts, supply chain audit obligations, or simply an awareness that process data is a competitive asset, this is a real exposure.

#### **Nobody can tell you what the return will be before you commit**

AI vendors typically sell licences and implementation time without any prior assessment of whether your processes are actually ready to benefit. Manufacturers are routinely sold tools that sit unused because the underlying data quality or workflow structure was never evaluated first. The spend is committed before the fit is known.

#### **Ongoing SaaS fees that compound year on year**

Cloud AI subscriptions grow with usage. A tool that costs one amount in year one costs significantly more in year three as the business integrates it more deeply. Switching costs then make it expensive to leave. Manufacturers end up locked into a recurring cost they did not fully anticipate at the point of purchase.

## How Domusnode Addresses Each of These

### 1 Discovery Session before any commitment

Every engagement starts with a half-day on-site session at the client's premises. We review current workflows, assess data quality, identify which processes are realistic AI candidates, and produce a written report. No work is scoped or priced until this is done. The session itself is a fixed-cost commercial product, not a free sales visit, which means the output is objective rather than shaped by a desire to close a deal.

### 2 AI runs on dedicated UK infrastructure

Production systems are deployed on dedicated hardware, either on the client's own premises or on UK-based infrastructure with a zero-access hosting arrangement. In practice this means no third-party cloud provider holds the models, the data, or the outputs. The client retains physical and legal control throughout. UK GDPR Article 28 data processing agreements are prepared as standard before any data is shared.

### 3 Fixed-price delivery with no ongoing licence fees

Domusnode charges for implementation, not access. Once a system is deployed, the client owns it outright. There are no per-seat charges, no usage tiers, and no renewal conversations. Support and maintenance can be contracted separately at a predictable annual rate, but the core system is an asset on the client's balance sheet, not a recurring liability.

## Measurable Outcomes

**50%+**

reduction in time spent on manual document processing, typically achieved within 90 days of deployment

**0**

third-party cloud providers with access to client data after deployment

Specific outcomes depend on the processes identified during the Discovery Session. Common applications include production document analysis, supplier correspondence triage, quality inspection report processing, and internal knowledge retrieval for engineering teams.

### **Made Smarter Grant Compatibility**

Domusnode engagements are structured to be compatible with Made Smarter funding. The Discovery Session cost and implementation fees both fall within the scope of eligible digital technology expenditure. Clients in the North of England can apply for up to 50% co-funding through Made Smarter before committing to implementation. We can assist with the application process and provide the cost breakdowns required for grant assessment.