

# SOLUTIONS CREATED SPECIFICALLY FOR THE LUGGAGE AND LEATHER GOODS INDUSTRY

The accessories market is currently dominated by sales of handbags and leather goods, riding on the strength of the luxury goods sector and the development of the wealthy classes in emerging countries. As is the case for the apparel industry, product lifecycles in the luggage and leather goods industry are getting shorter, and manufacturers need to be increasingly creative to stay ahead of the competition.

Professionals in the apparel sector continue to face the challenges of shortening collection development times, reducing costs, and improving quality while meeting the demands of just-in-time production models. The quantity of manufacturing that takes place in Asian, Mediterranean or even Eastern European countries is therefore increasing.

This phenomenon is also affecting the luxury goods sector, and some major brands are now transferring part of their production to these countries, which have a more flexible capacity for production.

Furthermore, the difference in quality between their products and European craftsmanship is continually closing, and the image of these emerging countries is changing. India has acquired an excellent reputation for embroidery, and the "Made in China" label is moving up-market.

This serious competition from countries with low costs for mass production is forcing European manufacturers to specialize more and more in top of the range products and to focus on improving design and hide quality.

By supporting the design, development and manufacture of leather goods, Lectra's solutions provide ways to overcome the major strategic challenges of professionals in the sector.

The **Romans Cad**® software suite, created exclusively for the leather goods sector, includes modules for 3D design (**Romans Cad 3D Design**), 2D development (**Romans Cad 2D Bag**), material consumption calculation (**Romans Cad SL**), and technical data management (**Romans Cad Data Management**). It guarantees better management of the product design and development processes.

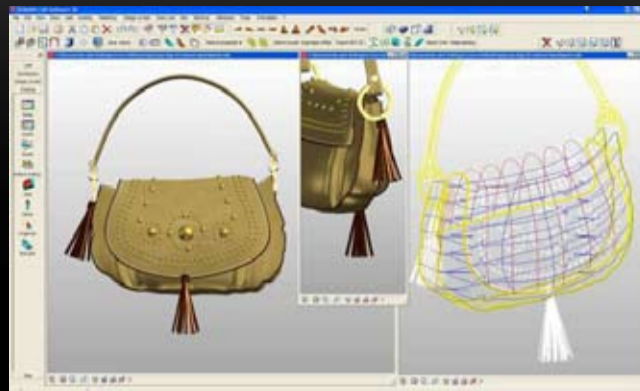
Furthermore, in order to provide technology to suit every production model, Lectra proposes a range of manufacturing solutions developed for a variety of environments: **Romans Cad Lumiere**, a hide analysis and marker-making tool; **PLH-DZ**, a specialist leather-cutting machine; and the **VectorFashionFX**, multi-purpose fabric cutting system which combines production optimization with perfect control of the quality of cut pieces. With the added power of the **Mosaic** software option, an essential tool for processing fancy or patterned fabrics, the VectorFashionFX guarantees an optimal production process.



## CREATE

### FACILITATE DECISION-MAKING AND ENHANCE DESIGN CREATIVITY

With **Romans Cad 3D Design**, users can create virtual 3D models of bags, wallets and other leather accessories, facilitating decision-making as early as possible in the design process. Bring added value to design proposals through a true understanding of the 3D volume and proportions of models.



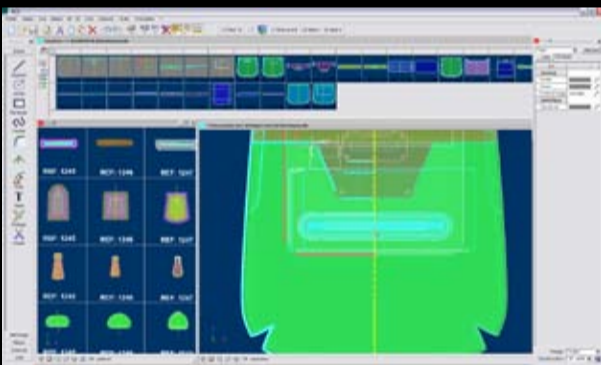
View a wider range of styles during design reviews through rapid simulation of a larger selection of model variants by applying different materials and accessories drawn from 3D libraries.

**Romans Cad 3D Design** can be used in conjunction with **Romans Cad Data Management** to manage, share, consult and archive virtual models in real time and enable all partners in the production process to view the different stages in the creation of a product.

## DEVELOP

### DEVELOP AND INDUSTRIALIZE PATTERNS

Specially designed for leather goods professionals, **Romans Cad 2D Bag** provides prototype developers with a fast, accurate and user-friendly way to develop traditional leather goods and accessories. It offers several levels of pattern-making (simple and parametric), which accelerate model development, stimulate creativity, and improve communication between all contributors to the development cycle.



**Users access the design methods that best suit their requirements:** digitization of flat patterns, card template scans, or development directly from hand-drawn sketches with dimensions.

**Companies capitalize on their know-how:** developing models even faster with Romans Cad 2D Bag, which automates processes specific to the creation of leather goods, such as the design of walking pieces and gussets, and symmetrical design. Model finalization is thus easier, and repetitive tasks are eliminated.

**Data associated with the design of models is integrated:** dimensions, quality areas, main processes (stitching, skiving, overcuts, beading notches, etc.) and motif points (precise adjustment of motifs on a piece) can be defined with Romans Cad 2D Bag.

Used with **Romans Cad Data Management**, Romans Cad 2D Bag lets companies define and share all product-related data in real time

and automatically generate, for example, data sheets, information reports, assembly ranges, lists of pieces, and bills of materials for models. Users can thus collaborate closely and effectively with all contributors in the product development cycle.

### CALCULATE MATERIAL CONSUMPTION AND COSTS

**Romans Cad SL** enables users to calculate material consumption, skiving and stitching lengths, and piece area and perimeter as early as possible in the product development process, and thereby determine the impact on the cost of the model.

Information generated within **Romans Cad SL** creates the basic list of costs. Consolidated in **Romans Cad Data Management**, these results are used to provide an initial estimate of each model's cost of production.

### CONSTANT OPTIMIZATION OF SOFTWARE

Lectra's services enable customers to capitalize on investments and get the best out of their software.

Subscription to the Remote Expertise service provides access to five International Call Centers, where Lectra's business and solutions experts are on hand to advise users and answer questions.

By subscribing to Software Evolution contracts, customers can reap the benefits of all the latest Lectra software upgrades.



Pungkook is a Korean company that produces high-quality handbags, luggage, backpacks and urban/sports fashion products for world-renowned customers such as Coach, Montblanc, Eagle Creek, Eastpak, L.L.Bean, The North Face, adidas and Nike.

"The VectorFashionFX cutters brought a high level of visibility to our cutting room, where we had previously experienced significant losses because of unidentified workshop management problems and cutting errors. The reliability of cut achieved with the VectorFashionFX and the precision of the activity reports generated mean we can quickly identify these problems so that production is much smoother."

**Sahng Lee, Deputy Managing Director,  
Pungkook Corporation South Korea/Vietnam.**

**ROMANS CAD LUMIERE: A HIDE ANALYSIS AND MARKER-MAKING TOOL**

**Romans Cad Lumiere** meets the needs of leather goods production perfectly, integrating all the constraints inherent to working with leather and covering the entire cutting process, including the important hide analysis, marker-making and quality control phases.

Completely modular, Romans Cad Lumiere is at the heart of the "off line" range, piloting the workstations used for hide inspection and marker-making. It can therefore guarantee the most suitable quality for every type of production, significant materials savings, and maximized productivity.

Romans Cad Lumiere incorporates a complete range of industry-specific features and extremely powerful tools which mirror the traditional methods used by marker makers and cutters. Romans Cad Lumiere provides the advantages of accuracy, efficiency and automation, all the while retaining the essential physical contact with the material. Thus, during the inspection phase, users can carry out a complete qualification of the hide to define the usable area, mark flaws and identify quality areas.

On the marker-making workstation, Romans Cad Lumiere enables users to optimize material consumption by producing interactive markers manually or automatically, always striving to achieve total efficiency.

The benefits obtained from the modularity of the "off line" process are immediate for leather goods companies. The division of tasks among specialist workstations offers flexibility, responsiveness, productivity and the possibility for skills optimization.

Through the integration of this production solution with **Romans Cad Data Management**, the production workshop achieves an extra organizational and analytical dimension. Upstream preparation of cutting orders, automatic generation of bar code labels for hide identification, and data sharing in a secure environment are all elements that optimize the production process. Romans Cad Data Management even generates marker-making and hide analysis reports automatically, and offers companies in the sector complete control over material costs, both at supply and production level.

**PLH-DZ : THE LEATHER CUTTER FOR SMALL- AND MEDIUM-SIZED PRODUCTION RUNS**

With the **PLH-DZ** it is now possible to cut half hides in a single piece. Its dual cutting area allows two half hides to be processed simultaneously, facilitating hide loading and cut piece offloading. Production is thus streamlined and waiting times kept to a minimum.



Integrated within the **PLH** leather-cutting solution, the PLH-DZ cutter is ideal for cutting markers created on "off line" workstations equipped with Romans Cad Lumiere. This intelligent marker-making system accurately adapts markers to the position of the hide on the cutting table.



An essential tool for the luggage and leather goods industry, the PLH-DZ combines flexibility with responsiveness, and is suitable for all sizes of half hide and every type of leather. The cutting technology employed and the dimensions of the cutting area also allow other materials used in this sector to be processed.


**VECTORFASHIONFX : FLEXIBLE PRODUCTION WITH NO COMPROMISE ON QUALITY**

The **VectorFashionFX** is an advanced technology solution that meets the need of leather goods companies for flexibility.

Versatile and reliable, it is the ideal multi-ply cutting solution for all types of materials. The VectorFashionFX is also perfectly suited to single-ply cutting, in particular for patterned fabrics through its **Mosaïc** option, which handles materials that require motif matching.

The VectorFashionFX also guarantees maximum productivity through its unique capacity for non-stop cutting while the spread is automatically loaded onto the production area.

The cutting system's advanced operating software optimizes the blade path in order to guarantee perfect quality of cut pieces, even those with edges at a tangent. It adapts the system's behavior to the specific characteristics of various fabric types with improved handling of curves and other complex forms.

 As a complement to the VectorFashionFX, the Mosaïc option is an indispensable tool for cutting fancy or patterned fabrics which require matching. Based on the points to be matched, which are indicated during the marker-making phase, and through high speed digitization with a digital camera, markers are recalculated in real time to ensure perfect piece positioning.



With **Romans Cad Data Management**, the creation and processing of manufacturing orders, operator and cutter parameters, interactive marker-making by projection, and automatic marker-making are all totally integrated into the company's management of technical data. Combining software, equipment and related services guarantees an improvement in response times, enhances accuracy, and reduces costs.

 **SMART SERVICES, ON-BOARD INTELLIGENCE**

Lectra cutting solutions are equipped with Smart Services, in-built intelligence that monitors equipment in real time, updates operating software, and integrates a preventive maintenance program along with a range of other high value-added services. Lectra equipment maintains a continuous dialog with experts at its five International Call Centers, enabling them to resolve the majority of incidents remotely and without delay.

## MANAGE

### ROMANS CAD DATA MANAGEMENT: MANAGE, SHARE AND COMMUNICATE

Specially developed for the luggage and leather goods industry, **Romans Cad Data Management** allows businesses to reduce the time and costs required for product design in a context of continual collection renewal.

Romans Cad Data Management is a data management tool that allows information-sharing in real time and facilitates collaboration between all contributors along the value chain (decision makers, designers, suppliers).

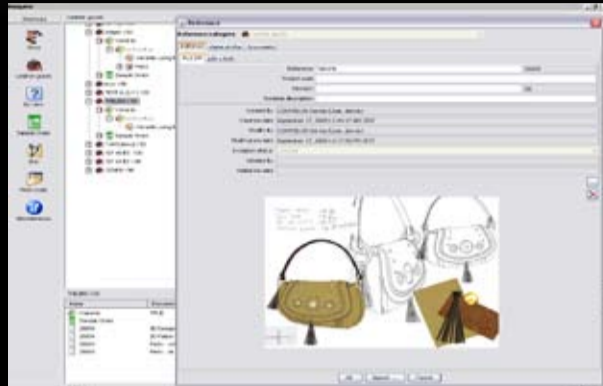
Data is exchanged in a secure, collaborative environment, regardless of the geographical location of the company's partners. In the same way, centralized information storage makes it possible to capitalize on the company's know-how, as data can be reused to create new models.

Combined with the different Romans Cad applications, Romans Cad Data Management streamlines all the company's processes, from design to production, and can cut the time required to design a new collection by up to 30%.

### Structure and archive technical data

Using the innovative Document Vault module, the design office can structure and archive all the documents and technical data associated with each model according to its state of progress.

All these documents and data are referenced, and access to them is controlled via an Oracle® database used as a development tool.



### Design variants of a model and capitalize on the company's expertise

The solution's engineering module makes it possible to define materials, components and sub-assemblies for each of a model's variants.

It includes all the automatic functions needed to easily transfer variants of existing models to a new collection. The generation of a multi-level bill of materials (model/color variants/size) is also fully automated.

### Calculate the production costs for each model

With its pre-costing module, Romans Cad Data Management offers the development office the ability to calculate, dynamically, a forecast production cost for each model. All the parameters needed to estimate prices are taken into account: materials, accessories, sub-assemblies, labor, tool depreciation, cost of shipping materials and models, general expenses, fees and profits.

Romans Cad Data Management automatically generates documents such as bills of materials and pricing documents.

The visibility offered by Romans Cad Data Management over the product lifecycle enables industry players to shorten time-to-market, simulate innovations, control quality, cut costs, and make the best decisions to guarantee business growth.

## OPTIMIZE

### VALUE-ADDED SERVICES FOR TRAINING, CONSULTING, IMPLEMENTATION AND MAINTENANCE

#### MAINTENANCE AND SUPPORT

With more than 300 engineers and experts working on-site and at its five International Call Centers, Lectra offers its customers a full range of high value-added services to ensure investments are secure and profitable. These services form a complete range of maintenance solutions adapted to every need: user assistance, preventive and responsive maintenance, and optimization of design, development and production processes. They can significantly increase productivity by optimizing the use of design and production tools.

Preventive maintenance of equipment minimizes down time with full transparency for production scheduling. The concept: Lectra consultants monitor production systems remotely through a permanent link established with equipment, enabling customers to concentrate on their core business. Lectra also guarantees its response times, offers accurate diagnoses by its experts, and ensures optimal availability of spare parts and consumables (all tested, approved and guaranteed). Taking out a Maintenance and Support contract also enables customers to benefit from innovations developed continually by Lectra's 220 R&D engineers.

#### TRAINING, AUDITS AND CONSULTING

To help its customers become more efficient and develop their skills, Lectra makes more than 190

professional trainers and consultants available, all of whom combine training skills with product expertise and business knowledge. They are responsible for delivering customized training programs, helping teams to learn and develop the skills required to operate the solutions supplied by Lectra as efficiently as possible through training courses tailored to each company's needs. With the same aim of providing excellent customer support, Lectra has a team of specialists to analyze individual problems and identify the technologies best suited to resolving them. With extensive knowledge of the fashion industry, Lectra consultants leverage proven design, development and production experience to conduct precise audits and deliver detailed diagnoses, as well as providing concrete recommendations for change management and project implementation.

## A PROPOS DE LECTRA

Lectra is the world leader in integrated technology solutions that automate, streamline, and accelerate product design, development, and manufacturing processes for industries using soft materials. Lectra develops the most advanced specialized software and cutting systems and provides associated services to a broad array of markets including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), furniture, as well as a wide variety of other market sectors, such as the aeronautical and marine industries, wind power, personal protective equipment. Lectra serves 23,000 customers in more than 100 countries with 1,500 employees. The company is listed on Euronext Paris.