

**LECTRA**<sup>®</sup>

**MAKE IT WITH LECTRA**

**Make your mark  
in upholstered furniture**





**The upholstered furniture manufacturing market is changing. Consumers are driving demand. With a seemingly insatiable appetite for all that is new, they use their home interiors to express their unique personalities.**

Consumers also want competitive prices and quick turnaround. To deliver this, manufacturers are now also under pressure to embrace an exciting, new era of change.

The increase in customization, built-in technology, modularity and ethically-responsible production requires more complex development and production processes. This, in turn, forces production costs up. At the same time, globalization and competition are pushing retail prices down. Furniture manufacturers have to find a way to reconcile these two, opposing influences.

The challenge doesn't end there. The costs of raw materials are also increasing, making it even harder for manufacturers to satisfy demand, remain competitive and protect their profit margins. As a result, they have to adopt new technologies and ways of working. This is where Lectra's solutions and expertise can help.

### **Make it faster**

In today's competitive environment, time to market is crucial. We can help you shorten your product development and manufacturing cycles, to deliver quickly - without compromising on quality. You can manage more designs, modularity and prototypes in less time; speed up your decision-making process; and reduce time to market.

### **Make it customized**

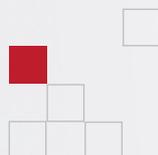
Consumers want furniture that is as individual as they are. The challenge is to meet this consumer demand for individuality, while still protecting your margins. With Lectra, you can design and manufacture individual orders or small runs efficiently and cost effectively. You'll be able to automate and optimize your entire manufacturing process, improve quality at every step, and become more agile and flexible.



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**We can work with you to control your costs and make savings.**

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### **Make it profitably**

As costs increase, it becomes even harder to operate profitably. However, you can make savings by anticipating and controlling costs. Discover how automating the manufacturing process using Lectra's innovation and expertise will help you optimize material use and improve efficiency, while minimizing errors and their associated costs.

### **Make it efficiently**

Demanding deadlines, urgent orders and unexpected circumstances can all have a negative impact on your efficiency and productivity. It's impossible to anticipate all eventualities but, with the appropriate technology and organization, we can make sure you have the flexibility to cope efficiently while driving continuous improvement.

With real-time monitoring, you can analyze your production processes and make efficient use of your human and material resources. You can improve cutting room performance, secure your operations, maximize uptime and guarantee consistent quality. You'll be more flexible, agile and have greater overall visibility of your processes.

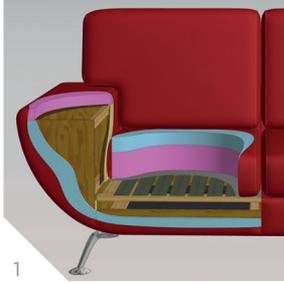
### **Make it responsibly**

Growing consumer awareness of ethical and environmental issues is impacting businesses. Lectra can help you manage corporate responsibility, sustainability and traceability at every stage of the production process, as well as ensuring you have a safe production environment. Together, we can minimize your energy footprint by reducing waste, optimizing raw material use and leveraging the skills and expertise of your labor force.

**With our expertise and innovation, we can work with you to add value and improve efficiency at every stage of the process – from design and product development, to cutting.**

Our team of 180 experts has extensive knowledge of industrial best practices in the upholstered furniture market. We understand that every business is different and that's why we provide highly-tailored solutions that will meet your individual needs and objectives, and align to your business ambitions.

**Our solutions deliver the benefits of tomorrow's cutting room, today.**



## **DesignConcept Furniture software suite**

This is a completely integrated, 3D/2D CAD package for designing, costing and developing upholstered furniture collections, from virtual prototype to pre-production. It allows you to make the right design decisions based on key financial elements, ahead of physical prototyping.

Automatic data connection from 3D to 2D and the technical datasheet allows you to decrease the cost of the product development process, while reducing the time to market – without compromising on quality.

## **Vector® fabric cutting solutions**

Vector cuts to the core of operational excellence.

An innovation in automated cutting, which unites technological expertise with powerful software and intuitive controls, Vector delivers unprecedented uptime, improved speed, enduring reliability, optimized efficiency and quality. Its exceptional performance secures its position as the ultimate automated cutting investment for all manufacturing models – from limited series to mass production – meeting the most demanding requirements.

## **Versalis® leather cutting solutions**

VersalisFurniture automated cutting systems fulfill the needs of upholstered industries in terms of performance, productivity, flexibility and savings. Whatever the production setup, model complexity, leather quality type and required finished product quality, Versalis can handle it.

Versalis provides a complete chain of dedicated software and equipment optimized by professional services. The entire production process is optimized, offering the perfect balance between flaw identification, nesting, cutting and offloading, thus boosting efficiency and ensuring reliability. With continuous analysis, you can enhance your production performance and operate more competitively.

## **Lectra expertise**

We propose a set of proven diagnostics, methodologies and best practices to help you improve your processes and achieve operational excellence. Our comprehensive range of professional services will ensure that you get the very best results from your Lectra technology.

With our unique and innovative Smart Services, your cutting solutions will also be directly connected with one of our five international call centers. More than 200 sensors and powerful operating software detect any anomalies as they happen and – thanks to remote assistance – these can be corrected before breakdown occurs. So, you get optimal system performance and uptime, lower maintenance costs and uninterrupted production.

**To learn more about Lectra's expertise and our upholstered furniture design solutions, visit [lectra.com](http://lectra.com)**



# LECTRA, AN INTERNATIONAL PARTNER

**180 CONSULTANTS,  
TRAINERS, SOLUTION  
AND SECTOR EXPERTS**

**270 CUSTOMER CARE**

260 R&D ENGINEERS 300 MARKETING & SALES

**50 NATIONALITIES**

**32 SUBSIDIARIES 5 ROUND-  
THE-CLOCK CALL CENTERS**

**3 INTERNATIONAL ADVANCED  
TECHNOLOGY CENTERS**

Discover how we can help you optimize your entire  
furniture manufacturing production process and  
delight your customers at [lectra.com/en/furniture](http://lectra.com/en/furniture)



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#### About Lectra

For forward-looking companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is committed to crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands and manufacturers from design to production, providing them with the market respect and peace of mind they deserve. Supporting the furniture industry, Lectra offers CAD software, cutting room solutions and expert services dedicated to upholstered models. Founded in 1973, today Lectra has 32 subsidiaries across the globe, serving customers in over 100 countries. With more than 1,700 employees, Lectra reported revenues of \$313 million in 2017. Lectra is listed on Euronext (LSS).

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