

## DIGITAL MANUFACTURING: THE SOLUTION TO YOUR MADE-TO-ORDER CHALLENGES?

Short lead times, complex production planning, and inability to achieve economies of scale are just some of the issues furniture manufacturers are facing. Cutting Room 4.0 for Made to Order, Lectra's new solution for made-to-order furniture manufacturing comprised of a digital data hub and the Virga® single-ply fabric cutting machine, uses an Industry 4.0 approach to deliver an optimized made-to-order process.

### MADE TO ORDER CHALLENGES

### CUTTING ROOM 4.0 FOR MADE TO ORDER SOLUTIONS

#### REDUCED LEAD TIME

High **product variety** can lead to production-slowing errors.



**Integration of the digital data hub with your IT system** accelerates process time by automating critical steps, such as order processing, cutting and nesting parameter management, and cutting line allocation.

Cutting time for **patterned fabrics** is much longer than for plain.



**High-definition vision technology and next-generation algorithms** provide on-the-fly motif recognition and matching. Cutting time for patterned fabrics is same as for plain.

#### COST EFFECTIVENESS

Inability to achieve economies of scale due to **large variety of materials**.



**Configurable nesting rules and automated marker making** using real fabric width ensure maximized material use.

Shorter lead times mean less time for effective quality control, thus higher **non-quality costs**.



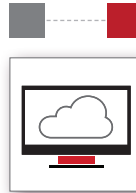
**Automation of non-value-added tasks** gives operators time to focus on quality control and bundling, reducing non-quality costs.

## MADE TO ORDER CHALLENGES

## CUTTING ROOM 4.0 FOR MADE TO ORDER SOLUTIONS

### AGILITY & FLEXIBILITY

Software and hardware resources struggle to keep up with **demand** waves.



**Cloud-based manufacturing** gives companies the freedom to scale computing resources up and down as needed.

**Last-minute changes** or cutting orders wreak havoc.



**Cloud connectivity between the IT system and Virga single-ply fabric cutting machine** ensures that any order changes are immediately visible in the cutting room.

### VISIBILITY, SECURITY, CONTROL & EXPERTISE

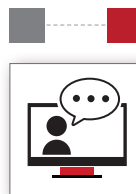
The cutting room can be a **black box**.



**Production dashboards** provide accurate, objective data for production analysis and data-driven decisions.

### SIMPLE, SAFE & USER FRIENDLY

**Getting operators trained** to full productivity is time-consuming and costly.



**Intuitive software interfaces**, and anytime access to **digital learning tools and assistance** shortens operator ramp-up period.

Difficulty **finding and keeping qualified workers**.



An **operator-centric design**—including visual indicators, easy material loading and spreading, and quick, safe blade change—ensures a simple, safe, user-friendly experience.

#### 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 \$333 million in 2018. Lectra is listed on Euronext (LSS).

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