

## TOPSPIN® VS CUTTING ROOM 4.0 FOR MADE TO ORDER

Unlike TopSpin®, a stand-alone cutter with associated software, Cutting Room 4.0 for Made to Order provides you with a truly connected, integrated made-to-order process.

Compare the two processes to see how much faster, more data-driven and less error-prone your made-to-order production can be with Cutting Room 4.0 for Made to Order.

TopSpin®

Cutting Room 4.0 for Made to Order

### PRODUCTION PLANNING

#### Manual preparation process dependent on operator knowledge

Operators manually create cutting orders, based on information from the IT system. They then create cutting schedules, order by order. Finding the optimal balance between job priority and cutting room capacity depends on operator knowledge.



#### Speedy, digital order processing

The platform-based solution communicates and synchronizes with your IT system to automatically process customer orders and transform them into cutting orders. Cutting orders are then sorted by priority, either automatically or manually.



#### Manual marker creation using theoretical width

Marker makers manually optimize the marker. To save time, they may use the same marker with a theoretical width, which can lead to wasted material. If the marker doesn't exist, it must be created manually.



#### Fast, automated marker making using real width

Fabric characteristics, real width, and marker-making rules are stored in the material library. The platform combines pattern and material information for automatic marker creation using real fabric width, while respecting quality requirements and optimizing fabric yield. Simultaneous processing of multiple markers in the cloud significantly reduces the marker preparation phase.



#### Paper-based orders, manual selection of markers and cutting settings

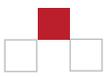
Markers placed in a folder for the operator. Production orders are printed and placed in another folder, in cutting order. The cutting operator must follow the cutting order, select markers, one by one, and use personal experience to apply the appropriate cutting settings.



#### Digital transfer of cutting jobs, automatic selection of markers & optimal cutting settings

Once the cutting job is published, the operator simply presses Start. All fabric information for roll selection is displayed on-screen at the loading workstation.





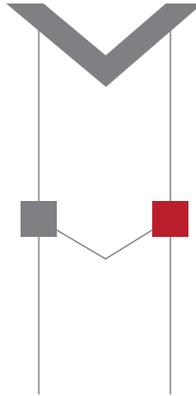
# PRODUCTION EXECUTION



## High cutting speed

TopSpin can cut close to 100 meters per minute, but may not cleanly cut all threads. During offloading, the operator must manually cut the remaining threads. This can cause quality issues and waste valuable production time.

Most thick fabrics require plastic for cutting and steel blades (average life span of 700 meters) must be frequently changed.



## Higher cutting speed and quality

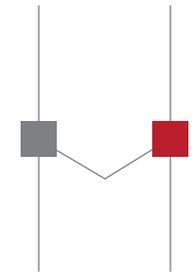
New cutting technology enables Virga to perfectly cut fabric at 120 meters per minute, with no need for plastic.

The carbide blade's long life span (approximately 35 kilometers) reduces time lost replacing blades.



## Sequential motif fabric management

A camera embedded on the cutting head must take multiple pictures in order to recognize fabric distortion. The system then calculates how to cut the fabric.



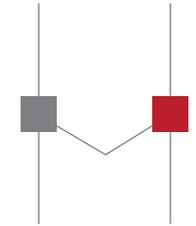
## Streamlined cycle time

The cycle time for cutting plaid fabric is just as quick as plain fabric. Simultaneous loading, spreading, scanning, cutting and offloading reduces cutting cycle time. Operators have ample time for effective bundling and quality control.



## Manual change management

After the manager informs them of modifications, operators must manually update the cutting order.



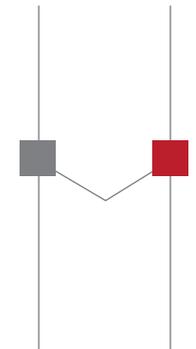
## Connectivity ensures operator always has up-to-date cutting information

Any changes to cutting job information are automatically updated via synchronization with digital cutting platform.



## Limited visibility on order status

Once an order is sent to the cutting room, it's difficult to follow its progress. Operators must manually report progress.



## 360° visibility

Managers can organize and monitor cutting orders by job status, material, deadline, and more. They are informed in real time. With the Virga dashboard, companies can monitor production performance indicators, such as cutting time & speed, production quantity, number of interruptions.



TopSpin®

RESULTS

Cutting Room 4.0 for Made to Order



Reduced errors



Time savings



Labor savings



Material savings



Optimized cost per piece



### 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).

