

Miti takes control of leather cutting with Lectra's Versalis

With the support of Lectra's expertise and technology, Miti lowers operational costs and improves quality by taking the leap to cutting leather in-house.

The challenge

Miti wanted to **gain control over hide consumption, reduce operational costs and ensure the quality of cut pieces** by incorporating leather cutting into the in-house production process.

Lectra's response

Lectra proposed the Versalis® automated leather-cutting solution, which enables the company to meet tight deadlines, ensure maximum hide efficiency and high quality cut pieces.

Results

Miti maximized material efficiency, using over 70% of a hide for some models. They have also achieved **3% material savings**.

Lectra solutions

VERSALISFurniture

A company committed to **quality and customers**

Since its founding in 1992, Miti has risen to become the manufacturer of choice for premium furniture brands around the world thanks to its combination of craftsmanship and innovative design.

“As a furniture supplier to the world’s top brands, we cannot compromise our quality standards or our compliance with delivery times. In addition, we pride ourselves on offering products that offer excellent value for money,” explains Roberto Poloni, CEO, Miti.

The need **for change**

Previously, Miti designed and assembled products in-house and subcontracted the leather cutting. However, outsourcing leather cutting resulted in a loss of control over quality and material consumption which, given the high quality of the hides, was very costly. These issues spurred Miti’s management team to consider overhauling its production processes to include leather cutting.

Lectra carried out a careful analysis of the impact in-house cutting would have for Miti in terms of hides cut per day, cut quality, and running costs. A visit to Lectra’s International Advanced Technology Center also allowed the opportunity to run cutting tests on Versalis® using Miti’s own hides.

The results of automatic nesting tests and Versalis’ high cut quality convinced Miti executives of the value a Versalis cutting room would bring.

“With an internal Versalis cutting room, we gain control over hide consumption and operating costs while ensuring that the quality of cut pieces will satisfy even the most demanding customers.”

Roberto Poloni
CEO

Reaping the benefits of **automation**

Miti has already achieved its quality and productivity goals. Versalis’ sophisticated software and cutting precision have enabled Miti to maximize material efficiency, using over 70% of a hide for some models. It has also achieved 3% material savings without adding additional shifts.

High labor costs in Italy were an important factor in the company’s choice of the Versalis one-head cutter. This configuration, primarily used for cutting large pieces, has the added benefit of only requiring two operators to run it. “We can assign experienced staff to tasks such as identifying quality zones. Others are assigned to cutting which, thanks to Versalis’ automation of the cutting process, does not require special skills,” continues Roberto.

Lectra experts will support Miti for the duration of this important project to ensure that the company maintains its results over the long term. “The success of such an ambitious project is based not only on having the best technology; we also wanted a partner that would remain at our side throughout this transformation. Lectra was the ideal choice to accompany us on the successful implementation of this project,” concludes Roberto.

About Miti

Combining creativity, passion and innovative design techniques, Miti provides high quality, elegant upholstered furnishings to some of the world’s most famous, high-end brands.

<http://www.mitionline.it/en/>

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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 nearly 1,700 employees, Lectra reported revenues of \$313 million in 2017. Lectra is listed on Euronext (LSS).

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