

## Lectra and Polipol join forces in shaping the future of leather processing

Polipol, an innovative market leader in European upholstered furniture production, drives forward together with Lectra as an 'indispensable partner' in the full automation and optimization of their leather production process.

### The Challenge

The furniture market is progressively shifting towards customized and individual furniture with increasingly complex product ranges. The challenge for Polipol is to adapt to these consumer demands while maintaining the manufacture and delivery of competitively priced furniture at an adequate pace.

### Lectra's Response

Lectra brought their full range of expertise to the Polipol project. VersalisFurniture and offline nesting separate flaw identification and nesting from the cutting process. The evaluation of leather quality and suppliers on the arrival of the hides ensures flexibility, increases efficiency and reduces waste to slash manufacturing time and maximize efficiency.

### The objective

From their humble origins in 1990, Polipol has never lost sight of Owner & CEO Gerd J. Hemmerling's founding principles - progress with vision, individuality with the quest for perfection, innovative products, strong consumer awareness and a high level of flexibility. Their goal has always been to offer an extended furniture range that is exclusively designed, creatively enhanced and optimized to the finest detail. When working with this level of complexity, the challenge for the future is obviously maintaining the high standard while being able to effectively respond to increasing and shifting consumer and market demands. It was the practical realization of this vision in terms of the expertise and technology requirements that made Lectra the natural choice for long term partnership.

### Lectra Solution

**VERSALIS**Furniture

## Lectra's game-changing partnership

It became clear in the early stages that a working partnership between Polipol and Lectra would require a pioneering and game-changing project. Despite this, they share the same vision with Lectra in their market principles – technological leadership, the desire for innovation, high-level industry expertise and the new approach of working collaboratively. The expanse of the project was also a major challenge; not only did Lectra have to provide their state-of-the-art technology, but it had to be perfected and implemented across a vast range of different processes.

After a series of workshops, Polipol's upholstered furniture specialists formed a single team with Lectra's experts. Lectra stood head and shoulders above the competition by offering a mutually transparent results-driven approach. By accompanying Polipol in partner-like collaboration their shared goal was to harmonize and optimize the entire upstream and downstream process.

## A multi-stage improvement process

The most significant contribution from Lectra has been in the setup and organization of the new Polipol leather competence center in Poland. The center has 8 of the latest generation Versalis cutters and 14 digitalization stations and is at the forefront of innovation in the upholstered furniture production market. Working round the clock, a multi-stage improvement process has been implemented to continuously increase the efficiency and quality of the leather format. This in turn brings significant financial savings in the face of rapidly rising leather costs.

The shifting of the nesting process to offline has also brought huge rewards. With the multi-hide nesting process now separated from the hide flaw identification and cutting, operators can work on parallel processes simultaneously making huge time and material savings. Perfectly suited planning packages are also scheduled in advance in the IT system to optimize and regulate process flow and planning organization.

Hide flaw identification allows for data to be systematically managed on a totally different level. Carrying out a detailed analysis not only optimizes the working relationship with their suppliers, but serves as an essential base for an analytical approach of the production process. KPI figures and statistical evaluation has demonstrated that there has been significant optimization in terms of both effectiveness

and cutoffs. Leather quality at both individual hide and supplier level can now be evaluated upstream of the production and cutting to anticipate and resolve any potential issues.

To meet the requirements for increasingly complex and changing product ranges, it has been essential to keep the production processes and data models flexible. Consumers expect ever shorter delivery times and corresponding quality, so maintaining adaptability and speed have been crucial.

## Polipol and Lectra - A winning partnership

Polipol and Lectra share the same vision and their long term collaboration has been a resounding triumph. The company has created a leading-edge leather competence center which synergizes innovative processes and technology of the future.

The global project scope was set out with the help of a series of workshops held on lean methodology. With the working partnership established, workshops were dedicated to a series of specific topics – from hide arrival to final assembly including nesting, IT integration, production processes, pre- and post-production activities. Stage two was its implementation and integration into Polipol's IT and process landscapes. The final stage is the optimization of processes and key figures which is an ongoing process.

The fusion of Polipol and Lectra's specialists into a successful unit was one of the main cornerstones for the success of the project. Their cooperation was a huge advantage in the implementation phase.

*"Lectra and Polipol basically share the same orientation. We both look towards tomorrow, to what points to the future."*

**Gerd J. Hemmerling**

Owner, Chief Executive Officer, Polipol

### About Polipol

Polipol was founded in 1990 in Lübbecke, Germany, and since 2010 the owner-managed company has been run from brand new headquarters in Diepenau, Germany. With a turnover of approximately €400 million, the Polipol Group is the European market leader in upholstered furniture. Polipol Group is the specialist in functional upholstered furniture, with more than 5,000 employees at seven European sites. For more information, please visit [www.polipol.de/en](http://www.polipol.de/en)

The Hive 

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\* Versalis is a registered trademark of Lectra.

### 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).

**LECTRA**