

FURNITURE

Make it simple



LECTRA

Solutions for furniture

What is rearranging the furniture industry?



The 3 Cs of furniture: customization, complexity, and convenience

As mass-market mentalities have given way to demands for unique furnishings that reflect an individual sense of style, **customization** has become standard.

In addition to a wide variety of models, materials, modules and sizes, growth in the motion sector and desire for more high-tech furniture has only added to the assortment of **complex options** consumers expect.

Although furniture shoppers have been slow to embrace the **convenience** of online furniture shopping, that mentality is quickly shifting. Online furniture customers expect a harmonious omnichannel experience along with order visibility.



MAKE UNIQUE THE NORM

“I want it my way” is furniture buyers’ new mantra, driven by millennial and contract customers. To manage myriad components and materials, furniture companies need an agile process flow that allows production to quickly switch from one order to another.



MOVE AT THE SPEED OF THE INTERNET

Online furniture buying is low but growing quickly. The age of Amazon and online configurators have raised consumer expectations on delivery speed and customization options, compelling manufacturers to deliver increasingly complex products with shorter lead time.



PRESERVE PROFITABILITY

The boom of online players is driving strong competition and price pressure in the industry. Preserving margins requires controlling costs at every step of the production process.

SIMPLE



The simple way to manage complexity

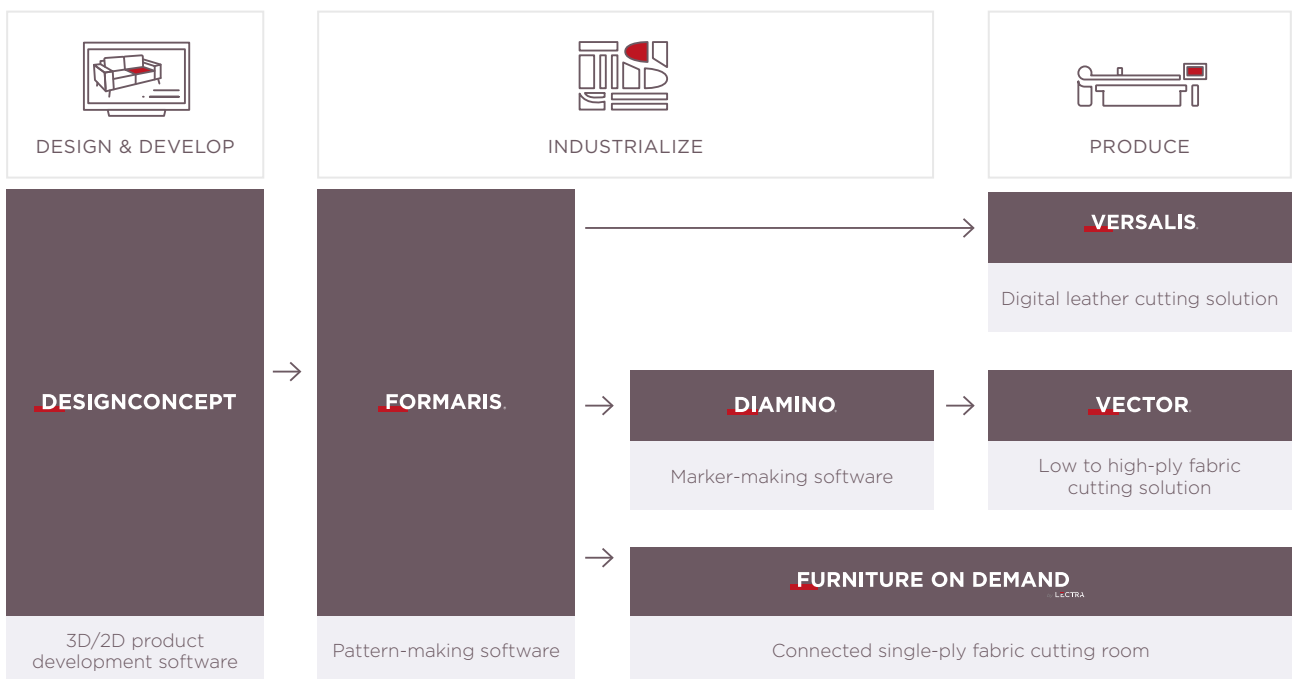
Consumers today expect choice, speed and quality. And all for a competitive price. To meet this demand, you need your processes to be as agile and efficient as possible.

Enter Lectra. **Our solutions give you everything you need to optimize how you make upholstered furniture – from design through to production.**

By keeping you connected to your data and automating tasks, we help you to reduce errors and save material. So, you become more profitable. It's a level of certainty over your process that helps to secure the future of your business.

Behind our solutions, there's 40 years' experience in the furniture sector. Plus, a worldwide team of experts with local knowledge.

Lectra solutions for upholstered furniture manufacturing



DESIGNCONCEPT

3D/2D product development software



Great products start with great style, but great style alone won't keep you in business. How can you produce competitively priced yet profitable furniture that meets consumer demands?

With DesignConcept, **you can accelerate the entire product development and pre-production process** and get on-trend products to market faster.

"With a digital process, we combine product engineering and design phases, followed by evaluation and confirmation. The result is enhanced development capacity."

Tu Jiahui
Director of Product Development,
Kuka Home (China)

Combined with the Formaris pattern-making software, you get a seamless process flow from design to industrialization.

360°

UNIFY DATA AND PROCESSES

DesignConcept is the only CAD solution on the market that allows companies to **design upholstered furniture styles, assess preliminary costs, generate photo-realistic rendering for decision making, develop inner structures, and generate technical documentation and ready-to-cut patterns** for physical prototyping, in one solution.



REDUCE COSTS

DesignConcept's virtual prototyping can **reduce the number of physical prototypes and pattern-making iterations by up to 50%, which can represent a savings of thousands of euros** per prototype. The ability to integrate costing from the design stage onwards ensures that only the most profitable models go into production.



SPEED UP DEVELOPMENT

With DesignConcept, you can reduce development and industrialization time by up to 30% with a concurrent frame, foam and upholstery development process. Ultra-realistic 3D simulations result in more efficient design reviews and faster decision making.

FURNITURE ON DEMAND

by LECTRA

Connected single-ply fabric cutting room



“By implementing the Furniture on Demand by Lectra solution, we were able to improve order processing time by 5%. We have also increased material savings by about 6%.”

Krzysztof Franek
Production Manager,
Euroline (Poland)

Who says offering more choice has to slow down production?
Why should complex patterns increase waste?

With Furniture On Demand by Lectra, **you get a complete, connected solution that streamlines your processes – from order to cut pieces.** It makes you agile enough to handle peaks in orders, greater customization and small series.



WORK WITH FLEXIBILITY

People expect choice and customization. **Furniture On Demand by Lectra helps you deliver.** Produce small batches efficiently. Respond fast to urgent orders. Handle spikes in demand. And work with complex motifs, diverse fabrics and varied shapes, with ease.



ENHANCE EFFICIENCY

Small batches and unitary production don't need to mean low margins. With Furniture On Demand by Lectra, you can process orders faster, achieve the best nesting, and save both fabric and time. So, you can scale your on-demand production in an efficient way. And give your business the chance to increase its market share.



SECURE EXPERTISE

Safeguard the expertise in your business and put it to work where you need it. Free your people from manual tasks so they can add more value and you become a more attractive employer. Then, collaborate in real-time with apps that connect your people, their knowhow and your systems.



STAY IN CONTROL

Knowledge is power. With Furniture On Demand by Lectra, you put data at the heart of production. So, you get a clearer view of your processes. Standardize everything from taking orders to cut pieces. And achieve tasks without manual intervention. The result? You avoid errors and you secure your process.

LECTRA DIGITAL CUTTING PLATFORM

Lectra Digital Cutting Platform is a cloud-based data hub that connects your IT system and the cutting room, ensuring efficient planning, cutting and optimization processes. On the Platform, you will find data (on products, materials and orders), connectors (to ERP systems, MIS, CRM systems) and applications.



Order Manager

Order Manager is used to supervise the automatic processing and preparation of orders.



Order Form

Order Form allows manual input of orders. It is used to create (if there is no connection with the IT system) and simulate orders.



Material Manager

Material Manager houses general and real information about each fabric. Essential information for cutting and nesting can then be associated to this material.



Product Manager

The Product Manager application is used to define your product catalog and the customizable aspects of the products, such as components and materials.



System Manager

System Manager allows users to administer and define production rules and configurations, such as offloading, marker making and blocking rules or grouping options.

VIRGA

Smart and connected to the Lectra Digital Cutting Platform, Virga® is a complete, high-performance cutting line designed for **maximum throughput, data sharing and minimal manual interventions.**



VECTOR

Low to high-ply fabric cutting solution

Why should shorter lead times make you compromise on quality? How can you achieve flexibility with mass production systems?

With Vector, **you can optimize your cutting room for flexible mass production cycles**. Push beyond the limitations of speed, quality and cost constraints to manage mass production runs with ease.

Combined with the Diamino marker-making solution, you can minimize waste even further and shorten production cycles. Diamino's smart technology generates complicated markers quickly and minimizes fabric waste for bigger profits.

"In the past, we cut fabrics by hand. Now, thanks to Vector we improved our productivity by about 30%."

Daniele Pelliccioni
Operations Director, Poltrona Frau (Italy)



IMPROVE RETURN ON INVESTMENT

Accelerate employee adoption and achieve environmental norms without compromising on performance. Lectra solutions are user friendly and energy efficient. Reduce waste and leverage available hands-on training sessions to maximize return on investment.



REDUCE TOTAL COST OF OWNERSHIP

Maximize uptime with predictive operational analytics. Detect performance levels and remotely conduct resolution operations and preventive maintenance tasks to ensure the optimal performance of your equipment.



GAIN MATERIAL SAVINGS

Reduce fabric consumption and eliminate waste by automating and optimizing manufacturing processes to minimize production errors, speed up manufacturing time and reduce production costs without compromising on product quality.



VERSALIS

Digital leather cutting solution

What does it take to please today's discriminating furniture customers? How can you achieve profitability in the face of unknown raw material costs?

With Versalis, **you can keep your operations running smoothly with the precision, flexibility and reliability** of a fully automated leather-cutting solution.

"It has allowed us to take a lot of the skill out of the hands of the individual by allowing Lectra's software and technology to improve our cutting, which also allows it to run smoother in the factory for sewing and other parts. To get a tighter, more quality fit on the furniture."

Peter Zolferino
President, Omnia Leather (USA)



BOOST PRODUCTIVITY

Versalis offers constant throughput to reduce manufacturing cost per cut part and expedite time to market. **This enhanced performance can reach up to 20 hides per hour for some programs.**



MAXIMIZE HIDE YIELD

Powerful nesting software enables significant material savings compared to manual cutting methods, regardless of operator skill level. By scaling back investments in training and labor, operations become more competitive.



STANDARDIZE PRODUCT QUALITY

The unmatched precision of digital leather cutting enables hides to be cut with no buffer between parts. **Versalis' high accuracy and repeatability reduce variability, raising quality to a standardized level.**



LEVERAGE DATA

Versalis is equipped with over 250 embedded sensors for real-time process and cost control. By analyzing cutting line performance, Lectra's experts optimize your leather-cutting operations with data intelligence.

Services 4.0



Your success is our priority

We provide all the support and guidance our customers need to make the most of their Lectra solutions and equipment. Our training and technical support programs were developed based on our 40 years of experience working with renowned furniture companies around the world.

Our advanced services, expertise, data analysis, and comprehensive technical support ensure that our customers fully adopt our solutions and achieve their objectives.

“During the first stages, we discovered that Lectra wasn’t just a company selling a product; it also provided a lot of services. We worked together to design our new automated process, beginning with product design and linking that up with the whole production process.”

Thunder Chen
COO, Trayton



IN-DEPTH KNOWLEDGE

Our digital resources and face-to-face training sessions enable you to set and accomplish your learning goals at every stage of the solution implementation and deployment process. Our training methodology was designed to guide you through quick wins and practical application, which helps you gain independence quickly.



CONTINUOUS INNOVATION

We give our customers immediate access to the latest functionalities of our solution, with key information to help them get familiar with the latest features quickly. Continuously create value by working with us to establish an optimal mode of operation based on best practices.



EQUIPMENT AVAILABILITY AND QUALITY

Sensors in our equipment help us anticipate technical issues and take preventive measures remotely to minimize machine downtime. Preventive maintenance and regular audits ensure consistent cutting quality, which helps you reduce waste and cost.



EQUIPMENT PERFORMANCE ANALYSIS

Benefit from easy access to centralized data. Define and track your production Key Performance Indicators to quickly identify areas for improvement.

They trust us

Ashley Furniture

Andreu World

B&B Italia

Cassina

De Rucci

Dfm

Duresta Upholstery

Duvivier

Eca

Ekornes

Euroline

Furia

Frigerio

Karimoku

Klaussner

Kuka

Lee Industries

Miti

Molteni

Moroso

Muebles Liz

Omnia

Plumbs

Poliform

Polipol

Politecnico Di Milano

Poltrona Frau

Sherrill Furniture

Sherborne Upholstery

Smith Brothers Of Berne

Tetrad

Trayton

Vilmers

Zanotta

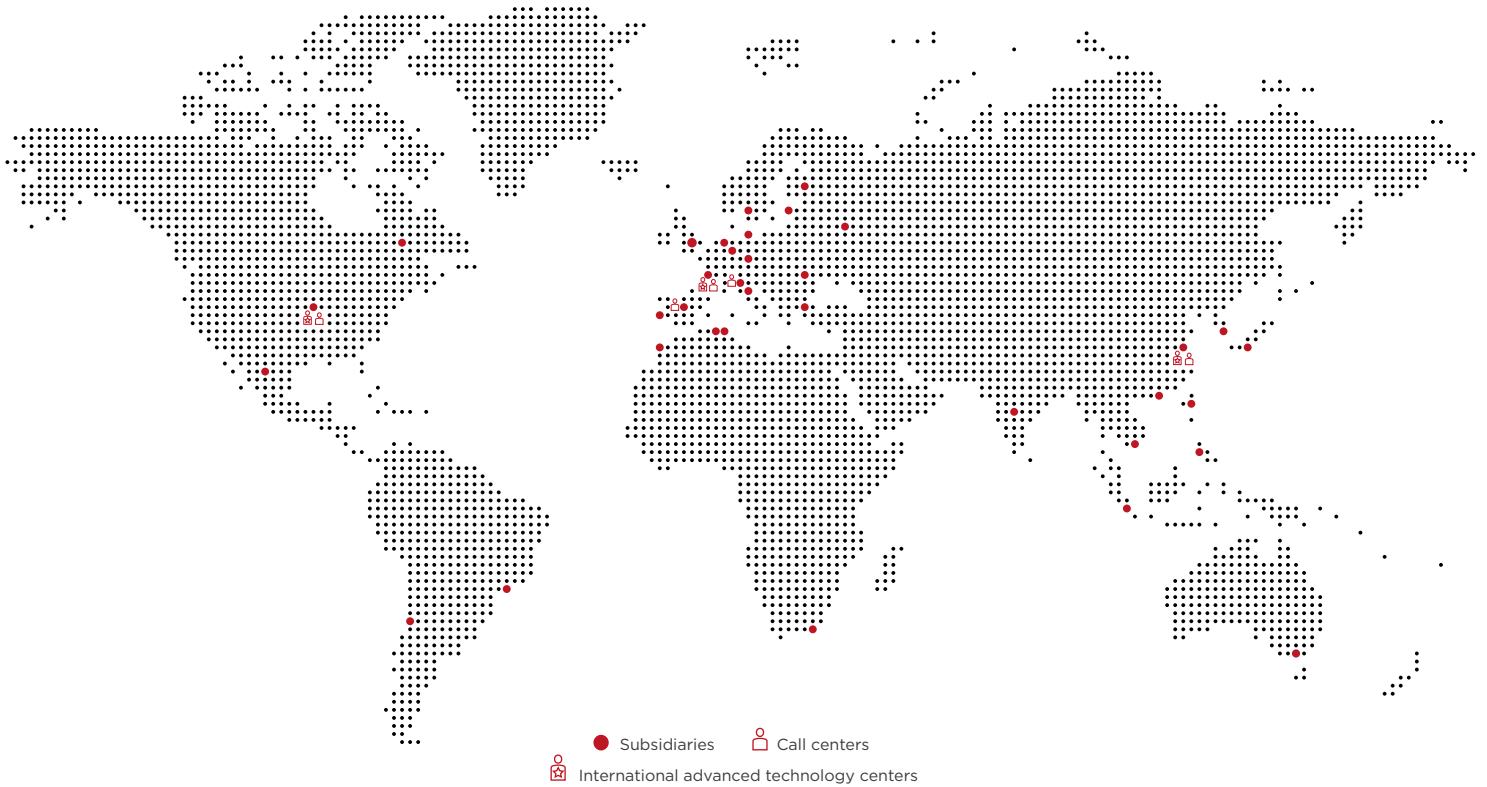
Whitemeadow

Zhongli



Lectra offers the expertise, technology and industry knowledge to support you, starting with the definition of a solution suited to your needs and throughout the life of your cutting room, from implementation to support and process optimization.

Empowering customers through industrial intelligence



About Lectra

For companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands, manufacturers and retailers from design to production, providing them with the market respect and peace of mind they deserve.

For more information, please visit www.lectra.com

