

Stephan/H



CUSTOMER STORY

LECTRA®

Stephan/H speeds up cutting time and streamlines customized production process with Fashion On Demand by Lectra.



FASHION ON DEMAND

by LECTRA

The Challenge

Stephan/H produces top-quality flight suits and uniforms for the aerospace, medical and law enforcement fields. A Stephan/H flight suit uses 5-6 fabrics for 96 cut parts and most orders have 1-5 pieces with **custom parts, colors, or embroidery**. However, that customizability combined with a complicated workflow as well as outsourced and manual cutting made it difficult to keep up with growing demand and maintain quality standards.

Lectra's response:

Stephan/H initially contacted Lectra to replace their pattern-making software. Once discussions began, however, the two teams determined that Stephan/H's objective of increasing efficiency and shortening lead time required a more substantial change. After the Lectra team identified outsourced and manual cutting as the main production roadblocks, they proposed the Fashion On Demand by Lectra solution to **help the company automate and streamline its product development and production process flow**.

Results:

Fashion On Demand by Lectra enables the company to set up their catalog, fabric handling requirements and production rules in a single step, within a single solution. **The digital cutting platform** and **cloud-connected cutting line** has allowed the company to complete all cutting in-house and less than half an hour.

Stephan/H: The first clothing line designed for and with pilots

A pilot and entrepreneur who noticed a lack of apparel and accessories specifically designed for pilots founded Quebec-based Stephan/H in 2012. **Stephan/H customers know that they can expect ergonomic, safe, comfortable garments that meet all of their professional needs when they order from the company.**

During an initial consultation, the customer describes their challenges, how they work, and their ideal garment. Stephan/H then adapts an existing pattern to the customer's specifications. This customizability has been an important element in the company's growth from four employees to 25 in the space of only two years.

Grappling with the complexities of customization

Prior to implementing Fashion On Demand by Lectra, Stephan/H's development and production process was time-consuming and subject to error. Whenever a style needed to be modified, pattern makers had to go into each customer's file to update the pattern, which often led to some customer patterns being overlooked.

Since cutting one flight suit in-house could take up to four hours to complete, Stephan/H outsourced cutting of orders for more than five garments. However, outsourcing created its own time issues. Material rolls were stored onsite at Stephan/H and sent to the service provider when needed. As a result, time was lost as the supplier waited for delivery. Delivery times also suffered because, even though Stephan/H booked cutting time with their cutting provider in advance, the schedule wasn't always respected.

Once Stephan/H decided they needed a change, Josée Champagne, the company's Executive Vice President, immediately thought of Lectra.

"I trained on Lectra's pattern-making software solution while I was in college. I quickly recognized that Lectra's software was the crème de la crème of technology solutions"

Josée Champagne
Executive Vice President



A 10-minute cutting process with Fashion On Demand by Lectra

While the previous, more complex customization process required the use of multiple software programs, **the current process requires only the use of Fashion On Demand by Lectra** and its integrated business applications. Applications like the digital material library—that stores each fabric's characteristics and constraints—allows the company to better structure information and have quick access to data whenever they need it, without searching through emails or an unwieldy database. *"With Fashion On Demand by Lectra, we can create multiple variants for each pattern. So, when it's time to adapt the pattern to a customer, pattern makers only need to choose from the list of options, such as pockets, materials, etc.,"* says Josée.

Performing all cutting tasks in-house significantly **reduces production time** while increasing cutting quality. *"With Fashion On Demand,*

the cutting process—from fabric loading to bundling of cut pieces—takes only 10 minutes," says Josée. When sending products out for cutting, Stephan/H usually had to wait three to four weeks for products to be cut. With Fashion On Demand by Lectra, the waiting time for cutting is only a few minutes.

Fashion On Demand also gave Stephan/H the **flexibility to quickly pivot their production** to the manufacturing of doctors gowns in order to contribute to the fight against the coronavirus as well as the capacity to produce the necessary number of masks. *"Without Fashion On Demand, we would never have been able to accept a contract to produce 10,000 masks per week,"* says Josée.



Opening up new opportunities for the future

Fashion On Demand also **opens new opportunities** for Stephan/H. *"We have already planned to use this connected system and its apps, such as the product catalog and material library, to launch a new collection, add items to existing collections and develop in new markets. And, within three to five years, we would like to have multi-site production capabilities,"* concludes Josée.

ABOUT **FASHION ON DEMAND**

by LECTRA

Fashion On Demand by Lectra comprises Lectra's Digital Cutting Platform and single-ply fabric cutting solution Virga. It's a turnkey solution that automates on-demand production right from order reception to cut piece. This disruptive offer gives fashion companies a 360°-view of the entire on-demand process from small series to one-off production runs.

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