

Versalis gives Boas Furniture production flexibility to satisfy growing demand for personalized, high-end furniture.

By leveraging the flexibility of the Versalis digital leather cutting solution to optimize the leather cutting process, manufacturer Boas Furniture can now respond better to the ever-changing trends of the furniture market and increasing demand for customization.

Challenges

As a manufacturer of high-end functional sofas, Boas Furniture faced growing demand for customization. However traditional manual working methods depend on a high degree of expertise, so it was unable to achieve the response times required for small batch orders and multiple product types, and it also lacked adaptability. The company needed to improve its leather cutting efficiency and competitiveness while guaranteeing product quality.

Results

As well as improving production process control, Lectra helped Boas Furniture to deal effectively with higher leather costs by lowering the price per piece. The reliability and accuracy of Versalis digital cutting technology increased production efficiency and lowered operating costs. Its outstanding production quality significantly reduced reliance on worker expertise in traditional techniques and substantially improved production flexibility, so Boas Furniture was able to respond calmly to complex changes in production demand.

Lectra's Response

After evaluating Boas Furniture's production techniques and current facilities, Lectra recommended a new-generation CAD/CAM system supporting all-in-one leather cutting. The Versalis digital leather cutting solution provides furniture manufacturers with the flexibility they need to deal with daily leather-cutting challenges.

Lectra's Solution

VERSALIS



Fine Furniture and Premium Customer Service

Boas Furniture is headquartered in Shenzhen and specializes in the design and manufacturing of leather and fabric sofas, functional sofas, and functional chairs. The company's products are exported worldwide, including the US, UK, Spain, France, Germany, Korea, Japan, and the Middle East.

Boas Furniture provides products for customers in the middle and high-end market and is dedicated to providing high quality and responsive customer service. The company's unique design style and cutting-edge design concepts have won it a good reputation and attracted a large cohort of loyal followers inside and outside China.

The Urgent Need to Transition to Digital Automation

In order to satisfy increasing demand for custom products, Boas Furniture opted not to follow the traditional models that depend on large-scale mass production. Instead, they established a policy pursuing precision, quality, and strength, focusing on the middle and high-end furniture market.

The change in its market positioning brought a change in its orders and production batches, which became ever smaller, requiring different degrees of personalization and customization. For example, single orders are usually only 20 to 30 batches, but can sometimes contain only 10 batches, multiple orders are combined for production, and a single container will usually contain several models.

As the volume of business increased, it became increasingly difficult to meet customer demand using the production model of traditional manual leather cutting. In recent years there had been difficulties recruiting employees, and highly skilled and experienced workers were in very short supply, though Boas' high quality sofas require a high degree of refined technique. Boas therefore urgently needed to transition to digital automation.

Versalis led to a 20% production increase

Following an evaluation, Boas Furniture opted to introduce the Lectra 4.0 digital leather cutting production line. According to Qiu Liman, President of Boas Furniture, "Lectra's expertise in intelligent manufacturing technology was the perfect match for our development goals. Lectra produces an outstanding product and is committed to ensuring its customers' success.



"After introducing Versalis, our production flexibility greatly increased. The COVID-19 pandemic had an enormous impact, but the outstanding flexibility of Versalis gave us powerful assurance that we could avoid personnel shortages."

Qiu Liman

President, Boas Furniture

Unlike the old manual leather cutting methods, digital leather cutting provides production traceability and data-driven decision-making. Versalis offers rapid leather scanning, defect ranking, higher leather utilization rates, leather task management, remote control, and enhanced reporting functions, and is easy to operate.

Since using Versalis to improve its leather cutting capacity, Boas Furniture has increased its production volume by 20%. It has the confidence to accept even more orders. President Qiu explained, "Previously, we produced about 1,000 sofas per week, but now, in the same amount of time and with fewer people, we can produce 1,200, filling even more orders. We also don't have to worry about personnel shortages."

Strengthening Competitiveness through Digitalization

Lectra's cutting room contract services are the basic insurance for the Versalis leather cutting solution. Our systems are permanently connected to Lectra's call center via built-in sensors and counters, enabling Lectra experts to take preemptive action even before a failure occurs at Boas Furniture. Thanks to Lectra's support services, 80% of manufacturing-related problems can be resolved quickly and remotely.

Having experienced the advantages of digitalization, Boas Furniture has looked more closely at enhancing competitiveness through digitalization. By making the leap from labor-intensive manual cutting to fully digitalized leather cutting technology, Lectra helped Boas Furniture to fully realize its potential.

About Boas Furniture

Boas Furniture was founded in 1995 and, through steady business accumulation and growth, now has a production base of over 40,000 square metres in Shenzhen, as well as a 1,200 square-meter showroom.

For more information, please visit:

www.boasfurniture.com

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About Lectra

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