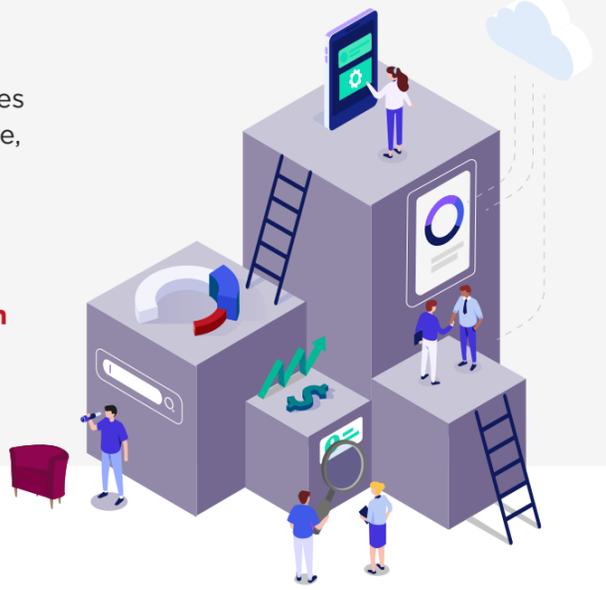
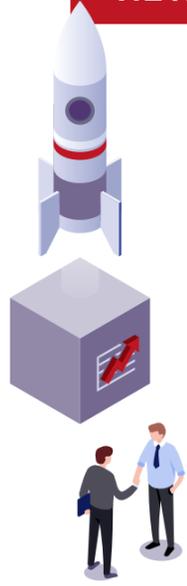


# Successful digital transformation: the need for expertise

Digital transformation looks different for different types of leather furniture companies. What remains the same, however, is the need for expert guidance. Whether you're looking to get a new business off the ground or you want to replace your older equipment with the most advanced technology solutions, **having a leather cutting expert on your side ensures you can reach your transformation goals.**



## NEW BUSINESS



**#1 Shorten lead time to set up new processes, teams and tools**  
Automated solution means **even unskilled workers can cut leather.**

**#2 Choose the right solution**  
Expert helps you choose the solution that best fits your **production needs and performance objectives.**

**#4 Guarantee set up of efficient processes**  
Perform dedicated workshops to **secure the implementation of new processes** and best practices and accelerate teams' readiness.

**#3 Define and set up KPIs**  
Expert helps **determine the KPIs to monitor performance** and **set up continuous improvement principles.**



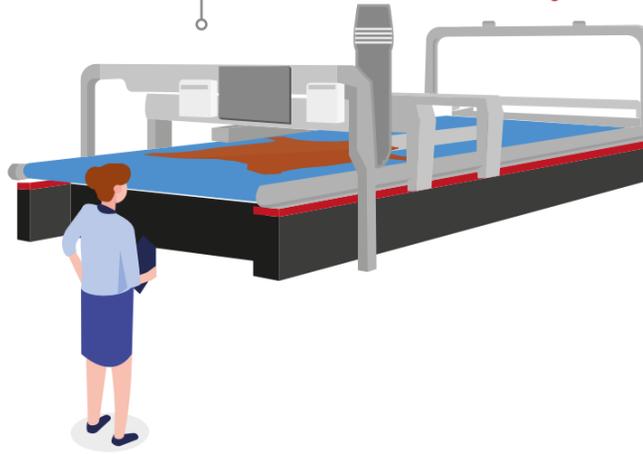
## TRANSITION FROM MANUAL TO AUTOMATED CUTTING

**#1 Change mindset**  
Onboarding and ramp-up sessions with an experienced change leader to **create well-defined implementation plan** and encourage buy-in at all levels of the company.

**#2 Optimize solution settings**  
Experts assist in defining the **best settings for the types of hide** to cut and the desired quality level.

**#3 Design digital workflow**  
Perform dedicated workshops to **set up digital processes** and avoid "copy/pasting" those currently in place with manual cutting.

**#4 Improve quality without compromising efficiency**  
Helps manufacturers determine the best pre-marking processes and cutting parameters so that they can **meet quality requirements while staying efficient.**



## REPLACING OLD TECHNOLOGY

**#1 Convert knowledge**  
Companies that are migrating from an existing digital solution to a more advanced one should be sure that they can **convert information between the two systems.**

**#2 Monitor performance**  
Define and set up project KPIs to **monitor project objectives achievement.**

**#3 Secure smooth transition**  
Convene workshops to **set up adequate processes and best practices** and to challenge those currently in place.

**#4 Minimize learning curve**  
**Updates operators' skills** and aligns teams with the new technology.



Digital transformation calls for substantial experience and complex skills. **Choosing the right partner**—one that has leather industry expertise, integrates that knowledge into their technology, and can support you from implementation to optimization—is **the first step in a successful digital transformation strategy.**