

CUSTOMER STORY

SPARS Safety optimizes material consumption and speeds up delivery times with Lectra solutions



LECTRA

The family-owned workwear clothing company's move from a manual to an automated process eases the way forward in a competitive market.

SPARS SAFETY ON THE ROAD TO TRANSFORMATION

Twenty-three years ago, SPARS Safety was founded in the Portuguese city of Vila Nova de Gaia as a **wholesale distributor of personal protective equipment (PPE)**.

Strong growth and requests for workwear led the company to create a sewing department **in 2008 with the goal of moving from outsourced to in-house sewing**. The company used a traditional, manual process to reproduce and adapt models for the local market.

In 2014, an in-house production unit was **created but the manual process was very slow**. Due to growing market demands and the need to quickly respond to customers, it was becoming urgent for the company to rethink its strategy and reassess how best to position SPARS as a business partner capable of responding in an agile way. In 2016 the company created its own brand: **SPARS Safety®**



A FOUR-PRONGED STRATEGY FOR SUCCESS

The re-evaluation of their strategy led the team to define four key objectives:

- 1 Produce in-house to protect knowledge and material expertise
- 2 Establish a customization service
- 3 Reduce delivery times
- 4 Increase material savings and reduce waste

To achieve these goals, SPARS had to review its production processes and find the right technology partner to guide them in the transition towards process **digitalization and automation**.

The management team considered it essential to choose a technology partner **capable of empowering and guiding** them in choosing the most suitable solutions for digitalizing and automating their processes.



«We looked at several companies, but Lectra's know-how stood out the most. We quickly understood that it wasn't just a question of acquiring tools or technologies, but of finding a partner with a comprehensive understanding of the production process. It was clear that Lectra stands for knowledge, service and long-term stability.»

Cristina Costa
COO of SPARS

To help SPARS reach their objectives, Lectra's team suggested implementing:

MODARIS CLASSIC
(patternmaking software)

DIAMINO
(automated nesting software)

GERBER XLS125
(fabric spreader)

VECTOR
(automated fabric cutter)

THE RESULTS OF AN OPTIMIZED AUTOMATED PROCESS

Workwear needs are changing. Workwear is no longer intended as purely functional and protective; it also serves to create an identification with the company. Companies now want to equip their employees with comfortable and stylish corporate clothing. **Lectra's software solutions** have made it easier for SPARS to keep step with these changes and achieve their four key objectives.

In-house production with Lectra solutions

The particularities of technical clothing, namely electronic components, require compliance with a series of standards and requirements that, **in addition to a high knowledge of technical materials**, also require professional secrecy.

By implementing Lectra's solutions, SPARS could finally bring production in-house, increase production capacity and gain greater control **over quality**, costs and delivery times.

«For the customers we work with, particularly in the electronic components area, workwear is like a second skin, so it's essential that nothing fails during the production process and that their protection uniforms are not only comfortable, but also safe.»

Cristina Costa
COO at SPARS

Pattern customization with Modaris

«To meet our customers' expectations and requirements in a time-efficient manner, we needed software that would help us to quickly develop samples with customization details for later customer approval.»

Joana Costa by Joana Santos
Business Development Manager at SPARS

The recreation of paper patterns in Modaris software enabled SPARS to be more agile and flexible, as they are now able to produce any existing pattern in the system and customize it quickly and efficiently. **These were decisive steps towards made-to-order production.**



«Modaris software was an essential tool in the creation and customization of models, decreasing considerably the response time from the sample request process to the presentation of the final model. With the manual process, we needed 1.5 months to present the final sample. After implementing Lectra's systems, this process was reduced to 4 days.»

Joana Costa by Joana Santos Joana Santos
Business Development Manager at SPARS

Reduced delivery times with Vector and GerberSpreader

Automating their cutting process with Vector Fashion has allowed SPARS **to improve cutting quality by 100%**, increase customer satisfaction and consequently reduce the complaint rate to 0%.

Regarding samples, the delivery time from sample request to sample approval has been reduced from one month to four days. The average delivery time

from the sample approval to the delivery of the final order has gone from eight weeks to only three.

The fact that the cut quality has increased significantly and the error margin is now zero has led to an optimization of the entire process. **The absence of error in the pieces cut from technical fabrics has led to an increase in productivity and efficiency**, leading to strict compliance with delivery deadlines.

«Lectra was the obvious choice for us. Their professional and competent approach to the whole project gave us the security and guidance we needed to quickly recoup our investment. Implementing a digital, automated process that allows us to be more competitive, gives us the security we needed to face the challenges imposed by the market.»

Jorge Santos
CFO of SPARS

About Lectra

As a major player in the fashion, automotive and furniture markets, Lectra contributes to the Industry 4.0 revolution with boldness and passion by providing best-in-class technologies.

The group offers industrial intelligence solutions - software, equipment, data and services - that facilitate the digital transformation of the companies it serves. In doing so, Lectra helps its customers push boundaries and unlock their potential. The group is proud to state that its 2,500 employees are driven by three core values: being open-minded thinkers, trusted partners and passionate innovators.

For more information, please visit lectra.com

