

LECTRA

By your side for the cutting room of the future

Why Lectra is the ideal solution partner for your cutting room



The apparel industry is in turmoil and, whether big or small, companies are feeling the heat. At Lectra, we have been at the forefront of innovation for the past 50 years, helping apparel companies navigate industry challenges and accelerate their transition to Industry 4.0.

What is Industry 4.0? First introduced in the 2010s, it aims to integrate physical and digital systems into a single production value chain. Whether you call it smart manufacturing or the industry of the future, the goal is the same: optimizing manufacturing processes to produce better, faster, and at lower cost, while respecting the environment. Using Lectra's advanced technology can help you solve three major market challenges:

1.
Reduce costs
while embracing sustainability
2.
Manage more orders
efficiently and profitably
3.
Prevent production disruptions
to meet deadlines

1. Reduce costs while embracing sustainability

Profitability is the lifeblood of every company. With Lectra's premium solutions, you can achieve a rapid return on investment while reducing your environmental footprint and improving working conditions.

- **Reduce your procurement budget** by optimizing procurement and production markers with cloud nesting
- **Keep fabric waste to a minimum** with zero buffer cutting and optimal cut quality
- **Eliminate paper and plastic usage** with cutting-edge single-ply equipment
- **Lower energy consumption** with energy efficient equipment
- **Achieve the lowest cost per cut part** through maximum machine availability

- **Make informed cost-saving decisions** with real-time production data and performance dashboards
- **Minimize risk of injury and maximize operator efficiency** with ergonomic equipment



SOFTWARE

Valia Fashion

Valia Fashion propels your company into a new technological era with an intelligent digital platform that connects product order processing to cutting and simplifies apparel production.

Valia Fashion uses the latest, Industry 4.0 technology and adapts it to the needs of the fashion production ecosystem. IoT (Internet of things), cloud computing, big data processing, and cutting room specific AI (machine learning) will help you build a more agile supply chain, boost fabric savings, improve collaboration and increase cutting room throughput.

This digital platform serves as the backbone of an intelligent, connected workflow. It manages process complexity, optimizes material use and streamlines processes, from order processing to cutting execution.

The result: simpler order management, stronger collaboration, increased order visibility, greater profitability, and faster progress on the sustainability journey.

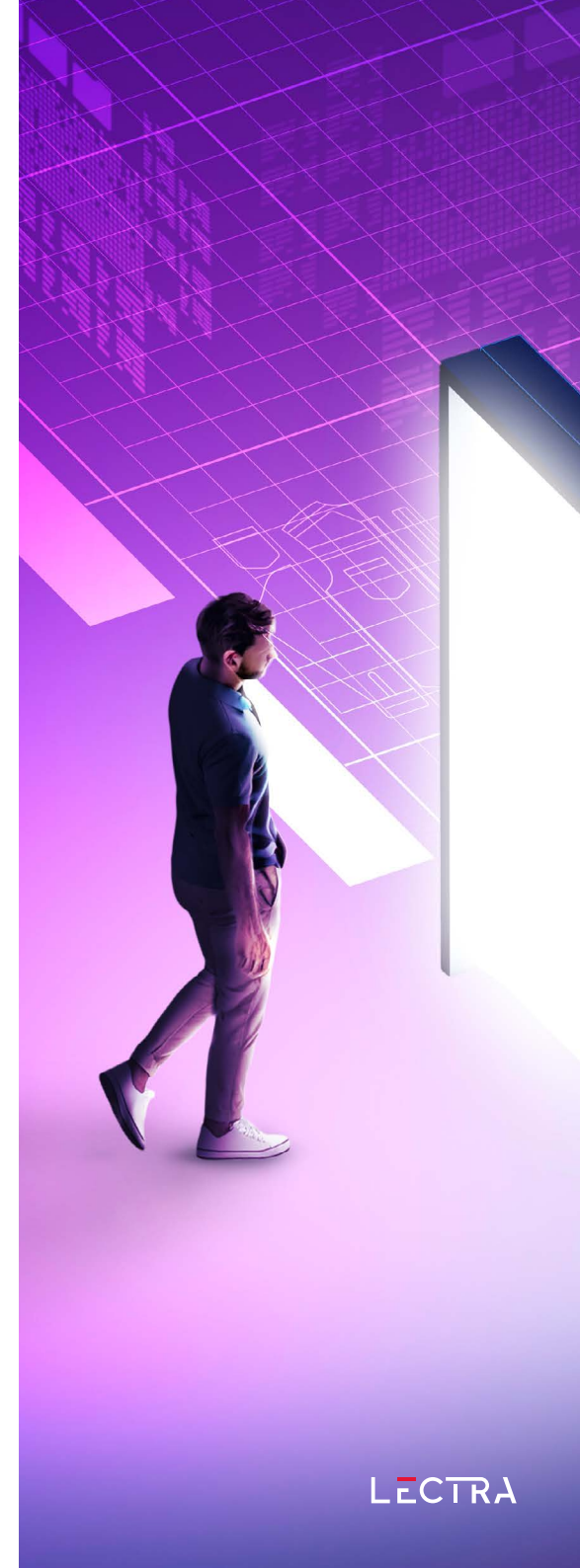
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2. Manage more orders efficiently and profitably

Agility is essential for today's apparel manufacturers. You must be able to pivot quickly between small series and large volumes to seize opportunities as they come and achieve profitability even in the absence of economies of scale. To safeguard your margins, you need solutions to simplify complexity and boost speed.

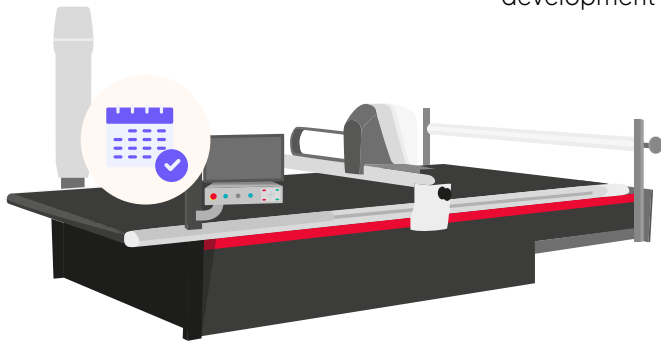
- **Respond to quotes quickly** with parallel marker processing and real-time production data
- **Generate cutting orders faster** using automated pre-production and cutting rules
- **Speed up production** with automated workflow that minimizes human intervention
- **Manage a wider variety of materials effortlessly** with a connected cutting line and smart fabric characterization capabilities
- **Cut complex fabrics** (lace, denim, woven, knit or footwear textiles) at optimal speed and efficiency with specialized equipment
- **Switch quickly and easily from small-series production to significant volume** with minimum interruptions to production flow and lead times
- **Quickly cut different order quantities** with versatile equipment
- **Cut small quantity orders faster** with increased accuracy and minimal cost per cut part
- **Streamline production processes** with real-time production data



3. Prevent production disruptions to meet deadlines

A reliable cutting room is key in a highly competitive market. You need to make sure your cutting equipment is reliable to maintain business continuity and meet deadlines.

- **Anticipate technical issues** with embedded sensors that enable preemptive maintenance
- **Reduce the risk of downtime** with preventive maintenance and regular audits
- **Maximize machine availability** with remote real-time support
- **Invest in durable, easy-to-maintain systems** and reduce repair costs
- **Benefit from strong technical support** based on 50 years of apparel industry experience
- **Stay ahead of the curve** with the latest technologies and a regularly updated maintenance kit
- **Access the right parts at the right time** with local spare part stocks and priority delivery
- **Optimize IT security** and ensure compatibility between software solutions
- **Rely on a stable partner** that has your needs covered, from product development to cutting



SERVICES

Empower Fashion

Produce with confidence knowing that Empower Fashion guarantees the highest cutting room uptime on the market.

Lectra's newest maintenance contract gives Lectra customers the peace of mind to focus on core business and meet deadlines.

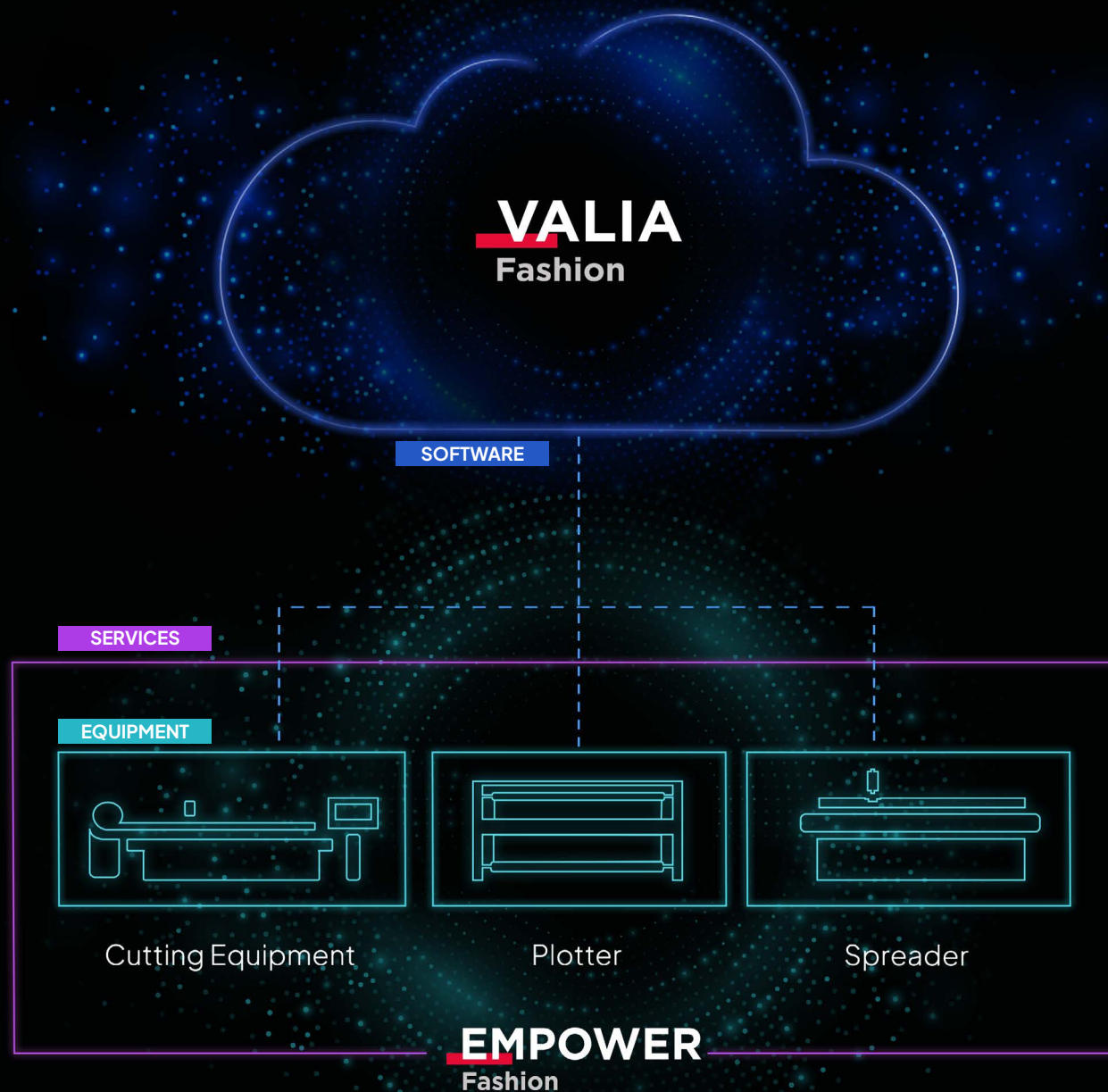
A single contract safeguards the complete cutting room from costly downtime, backed by Lectra's service level uptime guarantees.

The Empower Fashion maintenance contract takes advantage of the latest Industry 4.0 technologies, ensuring solutions always remain on the cutting edge. The extended lifespan of Lectra equipment and remote troubleshooting contribute to sustainable cutting room practices, supported by fully integrated equipment, software and services.

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**Outfit 21's shift to small series production meant it needed to double production capacity and increase efficiency.
The company's ultimate goal: penetrate new markets and achieve a more independent, sustainable production model.**

"If we had not acquired Vector, we would still be running several shifts with the cutting machines, which is not sustainable. That would have meant an overload and a lot of energy consumption, which was not feasible [...].

The new Vector allows us to finish one marker and start another with a very short interruption. I can say that with this feature I gain around 20 to 30% in terms of profitability [...].

I am certain that if we had not bought this versatile machine, we would not have been able to achieve our goal of cutting both large and small orders, and even made to measure. The versatility of Vector allows us to respond to all market demands."

Mário Gaião,

Administrator and Executive Director of Outfit 21

BY YOUR SIDE FOR THE CUTTING ROOM OF THE FUTURE

According to McKinsey's State of Fashion report, "In 2025, margin pressures and sustainability regulation will place greater emphasis on end-to-end planning excellence, with brands increasingly adopting tech tools and adjusting their operating model to support agile supply chains."

To thrive in this difficult context, you need to find ways to reduce waste, use materials better, and speed up production while still delivering high-quality products. With Lectra's solutions, you can embrace innovation, streamline operations and achieve sustainable growth.

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LECTRA

We pioneer. You lead.