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Erpo modernizes production with Lectra

The German furniture manufacturer embraces a forward-thinking approach to leather cutting with Versalis®

Paris, May 24, 2016 – Lectra, the world leader in integrated technology solutions dedicated to industries using fabrics, leather, technical textiles and composite materials, is pleased to announce that Erpo, one of Germany's leading high-end upholstered furniture suppliers, chose Versalis®, Lectra's innovative leather cutting solution, and additional consulting and services to optimize production.



A Lectra customer for ten years, Erpo has built its reputation on high quality, highly customizable furniture. As a traditional and premium upholstered furniture manufacturer, many of Erpo's products are produced using manual techniques and high quality leather. Over time the company has realized that manual nesting does not allow them to efficiently offer their customers such a wide range of personalization options without affecting productivity or profit margins.

Using Versalis will enable Erpo to increase productivity and optimize hide use. One Versalis will do the same amount of work as two of Erpo's previous leather-cutting solutions. The algorithms used in the associated automated nesting software will enable the company to reduce material consumption by more than 5%—a significant cost advantage considering the leather prices of the premium segment—while securing consistent quality.

The effectiveness of Lectra's project approach was another factor in Erpo's decision to choose Lectra. Lectra experts will work closely with Erpo to integrate the cutting solution into the company's current production processes. Additionally, Erpo is making use of Lectra's Smart Services, which ensure an operational readiness of more than 90%.

"With Versalis, we will not only increase hide efficiency and cutting capacity but, due to its integration into our overall production process, we are also expecting a return on investment in less than sixteen months. Lectra continues to impress us with their ability to surpass our expectations," says Klaus Oevermann, Managing Director, Erpo.

"For years, Erpo's customers have been able to experience the satisfaction of creating furnishings that reflect their personality thanks to the wealth of customization options the company provides. By incorporating Versalis into their production process, Erpo will be able to continue offering consumers the choice and quality they have come to expect while increasing their own material savings and production capacity. We are happy that Lectra can support them in strengthening and securing their market position and we look forward to developing the relationship between our companies," says Céline Choussy Bedouet, Chief Marketing Officer, Lectra.

About Erpo Möbelwerk

Erpo Möbelwerk GmbH has been producing upholstered seating since 1952. The company distinguishes itself by providing upholstered seating that offers the optimum in comfort, quality, value and workmanship thanks to its cutting-edge production equipment. In 2015, Erpo Möbelwerk's 170 employees were recognized for the sixth year in a row by the magazine "markt intern" and the company came in first in the customer satisfaction survey.

About Lectra

Lectra is the world leader in integrated technology solutions (software, automated cutting equipment, and associated services) specifically designed for industries using fabrics, leather, technical textiles, and composite materials to manufacture their products. It serves major world markets: fashion and apparel, automotive, and furniture as well as a broad array of other industries. Lectra's solutions, specific to each market, enable customers to automate and optimize product design, development, and manufacturing. With more than 1,500 employees, Lectra has developed privileged relationships with prestigious customers in more than 100 countries, contributing to their operational excellence. Lectra registered revenues of \$264 million in 2015 and is listed on Euronext.

For more information, please visit www.lectra.com

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