

OUR EXPERTISE

AUTOMOTIVE

Automotive leadership to drive sustainable performance

Lectra's **expertise in automotive cutting room processes** has matured throughout more than **20 years** of successful partnerships with the world's largest groups. The company's depth and breadth of technology and experience have enabled it to acquire the industry best practices, develop lean methodologies and change management experience necessary to deliver **expert Overall Equipment Effectiveness (OEE) analysis**.

We help our customers achieve their business objectives by improving OEE, material efficiency and flow and layout. We do this by pinpointing areas for improvement, enabling our customers to **enhance their efficiency** and increase uptime while **keeping costs low**. Our long-term commitment to customer success keeps us attuned to market shifts, always ready to address emerging requirements.

EXPERTISE ADVANCED TECHNOLOGIES CHANGE MANAGEMENT



Lectra helps customers create value by building high-performance operations that draw on its unique combination of cutting-room **expertise**, advanced **technology**, and **change management**.

Working with Lectra is very stimulating. They help you to improve your process and improve generally. They also make sure to leave the company in the condition to be self-sufficient.

Lele Ogliaro,
Director, Mario Levi

We help you uncover hidden value...

Most **process improvement** initiatives focus on development and assembly due to **OEM pressure** to reduce costs and time to market by **globalizing and standardizing operations**, while at the same time **optimizing supply chain management** downstream.

The **cutting room is a much-overlooked source of value**, as opportunities to **increase productivity** and **eliminate waste** go largely unnoticed. To achieve better flexibility and reduce lead time, Lectra Consultants can reassess your **flow efficiency** and make relevant recommendations for **lasting improvement**.



... to reach Operational Excellence

Lectra's expertise covers the **full range of cutting-room processes**. We help identify ways to **streamline work** and **reduce waste** along the entire value chain, from costing through to cutting. Within the scope of our intervention, we focus specifically on the following six areas:



Flow & Layout: process and flow analyses (Value Stream Mapping, Process Mapping) aimed at optimizing material flow to reduce lead time



Planning & Order Management: benchmarking and best practices for better working procedures in planning, order management and more



Organization Maturity & Productivity Assessment: optimized usage of solutions to maximize cutting time for best throughput, reduced cycle time to increase the rate of productivity, implementation of KPIs and dashboards to enable better operations monitoring, reduced operational costs through elimination of non-quality (analysis of value- and non-value-added activities)



CAD & Nesting Practices: improved nesting efficiency, reduction of all design phase-related costs, speed up time to delivery



Data Flow: optimization of processes through improved data and information flow



People & Organization: workforce skills assessment and improvement (solutions and business)

In addition to a reduction in costs per set, this project has helped us improve the quality of our products and delivery times in the development of new platforms required by our customers.

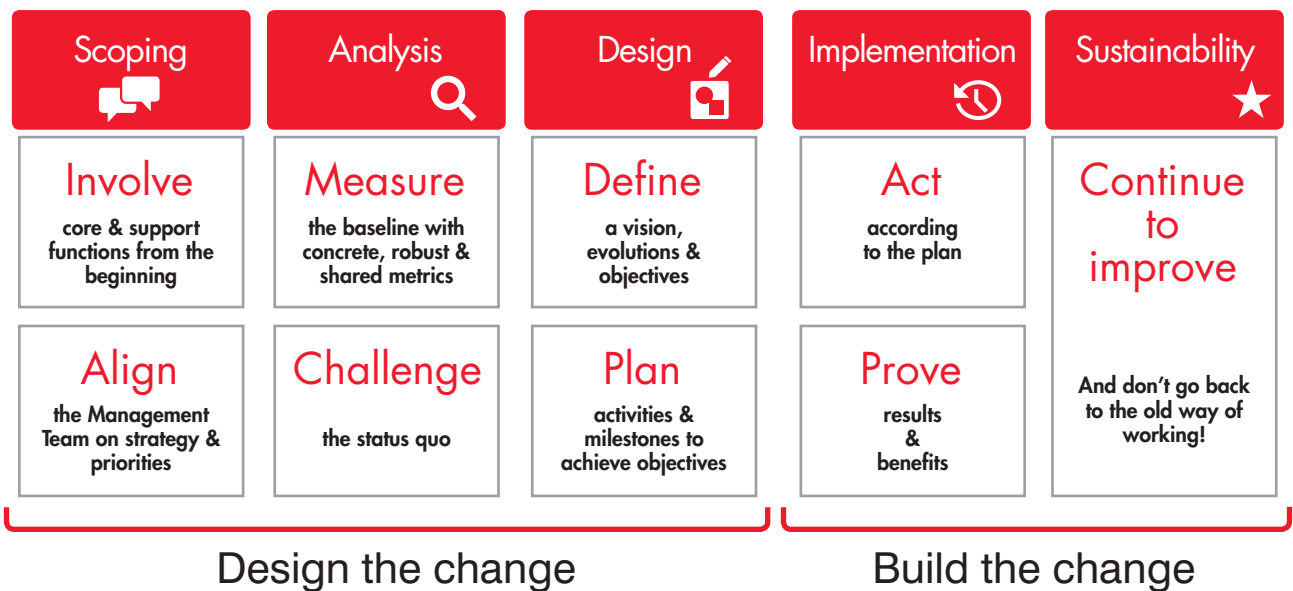
Luis Soria,
Senior Corporate Purchasing Manager at Tachi-S Mexico

Project and Change Management methodologies designed to maximize value

Every company has unique needs that cannot be met with a one-size-fits-all approach. Lectra's extensive experience working with Tier-1 and Tier-2 suppliers worldwide informs its comprehensive, **customized approach** to meeting business challenges. Before identifying any opportunities for improvement, our consultants always begin by **listening closely** to our customers.

Applying **Lean methodologies**, Lectra experts perform **in-depth analyses of efficiency for each step of a company's current production processes**. This approach enables the evaluation of highly complex production chains, from material management to parameter settings, equipment downtime, workflow efficiency and personnel skills. These findings allow consultants to help customers **redesign processes in line with the firm's operational objectives**.

Our Change Management approach



Lectra designs change management projects that help customers achieve **organizational transformation in the cutting room** and maximize the **financial and operational benefits** their Lectra solutions deliver. Consultants work closely with customers at all management levels to realize positive business outcomes through results-driven actions. A highly flexible approach enables new needs to be addressed as they arise. To ensure **sustainable results** and **continuous improvement**, Lectra consultants continue working with customers long after initial objectives have been reached.

Experienced professionals who know your business

Lectra's multidisciplinary teams bring significant field experience to each customer project. Their high-leverage skill sets help our customers quickly identify **pathways to improvement** and implement **operational solutions to business challenges**. Our **Lean Business Consultants** come from the **automotive world** and are recognized specialists in their customers' line of business. Together with our Solution Specialists, Project Managers and Technical Specialists, they contribute to the success of **continuous improvement initiatives** by anticipating change and bringing **operational solutions to customer challenges**.

1 BUSINESS CONSULTANTS *Lean - 6σ experts*

Help our customers **analyze and redesign processes and organization**, referring back to your business best practices

2 SOLUTIONS EXPERTS *Cutting Solution Expert Industrialization Solution expert*

Design and implementation solutions per a customer's unique requirements, in line with projected timetable & operational objectives
Help develop the skills to use the proposed solutions

3 CUSTOMER CARE

Provide operational assistance to our customers to ensure maximum efficiency and level of service

Close to our customers, worldwide

To meet the **strategic challenges** of our customers, Lectra's business and solutions experts provide a range of **high value-added professional services** at a **global level**.

Visit www.demandmore.lectra.com to find out how you can achieve sustainable performance



About Lectra

Lectra is the world leader in integrated technology solutions that automate, streamline and accelerate product design, development and manufacturing processes for industries using soft materials. Lectra develops the most advanced specialized software and cutting systems and provides associated services to a broad array of markets including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), furniture, as well as a wide variety of other market sectors, such as aeronautical and marine industries, wind power and personal protective equipment. Lectra serves 23,000 customers in more than 100 countries with 1,500 employees. The company is listed on Euronext.