LECTRA

LECTRA, YOUR PARTNER IN INDUSTRY

4.0

We pioneer. You lead

The 4ᵗʰ industrial revolution
is here

END OF 18ᵀᴴ CENTURY
INDUSTRY 1.0
Mechanization, steam, water power

BEGINNING OF 20ᵀᴴ CENTURY
INDUSTRY 2.0
Mass production, electricity

START OF 1970S
INDUSTRY 3.0
Electronic, IT systems, automation

TODAY
INDUSTRY 4.0
Cloud, big data, IoT, artificial intelligence...
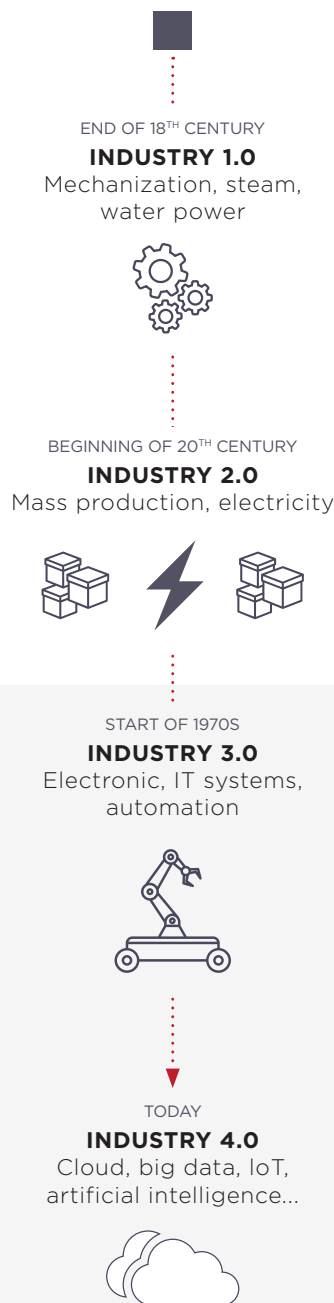
Our vision,
Daniel Harari,
Chairman and Chief Executive Officer

Fashion, automotive, furniture: our customers' markets are undergoing drastic reconfiguration. Trends are changing at an accelerated pace; consumers want more choice, more customization, more quality.

With Industry 4.0, a new range of possibilities is opening up to companies. Its concepts and digital tools bring new value creation and cost control models based on synchronized, flexible and fast—design, product development, collection management, manufacturing and retaining—processes. The near infinite potential of digital platforms ensures instant interconnection between the consumer, stylist, design department, factory, supplier and distribution network: collaboration becomes easier.

At Lectra, we support our customers on this adventure with all our passion and expertise. For and with our customers, we design and develop state-of-the-art solutions that combine software, equipment, services and data, making our offer the passport to Industry 4.0. With the added bonus of unbridled enthusiasm for imagining the business solutions of tomorrow.

LECTRA®

We support you
on your Industry 4.0 journey

Industry 4.0 is a great opportunity for our customers to differentiate their offer and better meet consumer expectations, with original products, designed and manufactured in an optimized way, sold at the right price and delivered as quickly as possible. Industry 4.0 is not based on definitive turnkey solutions. It is a quest. We stand beside our customers on this journey.

01

Software

Lectra's software shipped prior to 2018 is now available either as a perpetual license or as a subscription (Software as a Service, or SaaS), while new software is only available in SaaS mode. By choosing SaaS, our customers benefit from greater flexibility in accessing our solutions as well as breakthrough storage and computing power. They can digitize more tasks, improve collaboration not just within their teams, but also with their partners. They optimize their organization and their performance.

02

Equipment

Pioneers in automated cutting, we are the leader in cutting room equipment. Our solutions—integrated machines and software—are all synonymous with operational excellence.

Our intelligent and connected machines are adapted to each of our markets, as well as to the broad diversity of materials processed: fabrics, leather, and technical textiles (airbags). Since 2007, all our new cutters have been equipped with sensors for predictive maintenance, ranking us among the pioneers of the industrial Internet of things. Today, all of our cutting solutions are compatible with Industry 4.0 principles.

03

Data

At Lectra, we aren't content to just collect data on the use of our software and cutting solutions. We cross-reference and analyze it to better understand the processes and to propose new services and applications, such as driving our customers' performance based on their own objectives or the best indicators from their sector.

04

Services

More than an afterthought, our services, centered around the businesses of our customers, bring the full efficiency of our solutions to light. Our services are deployed in three areas: support, training and consulting. Support and preventive and predictive maintenance services assist our customers remotely and on-site, ensure the availability of cutting equipment and make the latest versions of our software available. Training provides a continuous transfer of skills to empower the users of our solutions throughout their customer journey. Finally, consulting services enable our customers to fully benefit from our solutions and to take an optimization approach.

LECTRA

At the forefront of Industry 4.0

Industry 4.0 is based on the combination of key technologies, primarily the industrial Internet of things, cloud computing, data analysis and artificial intelligence.

Pioneers in the industrial Internet of things for over 12 years, we are increasing the portion of our offer that is available in the cloud. This enables us to collect and analyze the usage data of our solutions, through artificial intelligence, to offer services never before seen in the marketplace.

Industry 4.0 transforms the way companies operate and create value. It changes the way factories are organized: intelligent and connected, factories are now at the heart of the value chain, transforming the product life cycle into a digital process. This requires the integration of new solutions and the replacement of production tools incompatible with connected factory concepts.
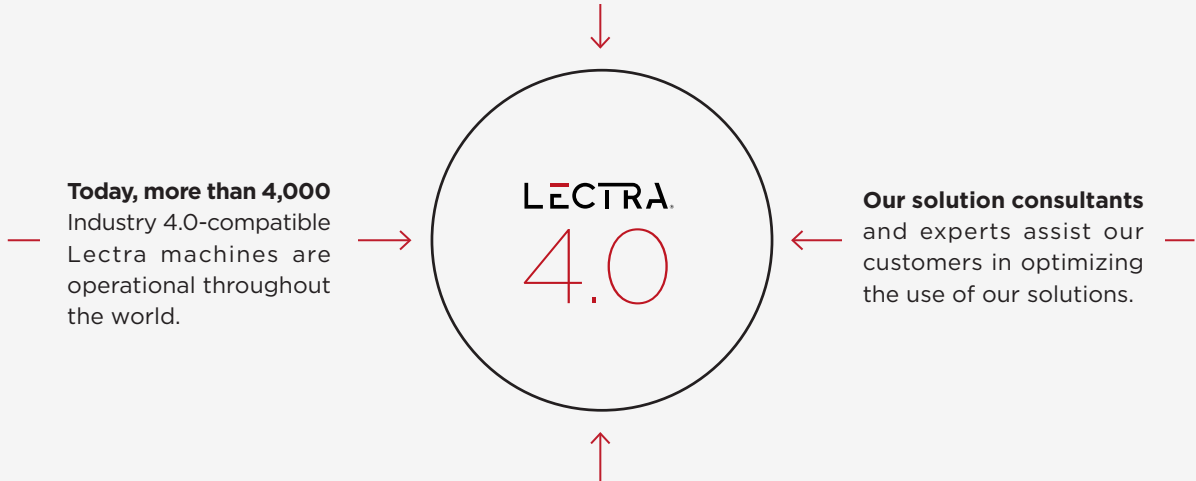
Lectra's cutting room 4.0 is the cornerstone of the interconnected supply chain. It combines a digital platform and smart cutting solution to respond to specific needs faced by our customers in each market. Lectra's cutting room 4.0 is driven by the winning combination of the four components of our premium offer – software, equipment, data and services.

Digitized from end to end, the supply chains of the future rely on an industrial tool capable of different production modes, for example, deploying an offer on demand or moving into small runs.

We have a specific offer adapted to each industrial model: mass production, small run production, production on demand, personalized production (customization or made-to-measure).

LECTRA

LECTRA, UNIQUE EXPERTISE

In our markets, Lectra is the only company with a complete offer—combining software, equipment, data and services—one that is not only compatible with Industry 4.0 but essential for its deployment.

Today, more than 4,000 Industry 4.0-compatible Lectra machines are operational throughout the world.

LECTRA
4.0

Our solution consultants and experts assist our customers in optimizing the use of our solutions.

For over 12 years Lectra has managed in real time, the information coming from hundreds of embedded sensors—we designed and developed—in our cutting solutions.

›**11%**
of revenues

invested in research
and innovation

20%
of the workforce
dedicated

to product design
and development

An
Innovation
Lab

geared toward open
and disruptive innovation

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 2,400 employees are driven by three core values: being open-minded thinkers, trusted partners and passionate innovators.

For more information, please visit **lectra.com**

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