

**Contact – Lectra Headquarters / Press Dept.:** Nathalie Fournier-Christol  
Email: [n.fournier-christol@lectra.com](mailto:n.fournier-christol@lectra.com)  
Tel.: +33 (0)1 53 64 42 37 – Fax: +33 (0)1 53 64 43 40

## **Miti creates its first in-house leather cutting room with Lectra**

***Thanks to Versalis<sup>®</sup>, the high-end upholstered furniture manufacturer lowers operational costs and meets even higher quality standards***

**Paris, September 27, 2016** – Lectra, the world leader in integrated technology solutions dedicated to industries using fabrics, leather, technical textiles and composite materials, is pleased to announce the successful implementation of a Versalis<sup>®</sup> cutting room for Miti, an Italian luxury furniture manufacturer.

From its origins as a small company in Italy's Veneto region, Miti has grown to become a supplier to high-end furniture brands around the world. The company sets itself apart by working closely with customers to offer them custom-made sofas, loveseats and armchairs characterized by inventive and original features.



Previously, Miti designed and assembled products in-house and subcontracted the leather cutting to external suppliers. However, quality and cost issues motivated Miti's management team to overhaul production processes to include leather cutting.

“As a supplier to the world's premium furniture brands, meeting high quality standards and respecting delivery times are non-negotiable for us. We also pride ourselves on creating products that offer excellent value for money,” explains Roberto Poloni, CEO, Miti. “With an internal cutting room equipped with Lectra's Versalis cutting solution, we gain control over hide consumption and operational costs while ensuring the quality of the cut pieces will satisfy even our most discerning customers.”

The company has already achieved its quality targets and is currently cutting 65 hides per day. Versalis' sophisticated software and precision cutting have also enabled the company to maximize material efficiency, using over 70% of a hide for some models. To ensure that the new process continues to run smoothly and the company maintains its results over the long term, Lectra experts will continue supporting Miti for the duration of this exciting project.

“The success of such an ambitious project relies on having more than just the best technology. We also needed a company that could offer guidance throughout this transformation. Lectra's expertise in leather cutting as well as its commitment to being both a technology provider and a long-term partner are the main reasons we chose to work with them on this project,” affirms Roberto Poloni.

“Versalis has a proven track record of helping upholstered furniture manufacturers around the world to consistently achieve high quality, significant material savings, and greater productivity. We look forward to helping Miti achieve these same benefits as we support them in their enterprising endeavor,” states Céline Choussy Bedouet, Chief Marketing and Communications Officer, Lectra.

### **About Miti**

Since 1992, Miti's fusion of creativity, craftsmanship and innovative design has made it the upholstered furniture manufacturer of choice for many of the world's most well-known high-end brands. Strong attention to detail throughout the design and development process enables the company to offer its customers products that meet the highest standards. Accurate design of modern shapes, well-researched materials and components, and accurate selection of upholstery materials, including refined genuine leather and a variety of matching fabrics, are all hallmarks of Miti designs. The company's flexibility on requests for custom-made products and use of only the most reliable materials are the base of its strong customer relationships.

For more information, please visit <http://www.mitionline.it/en/>

### **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](http://www.lectra.com)

® Versalis is a registered trademark of Lectra.