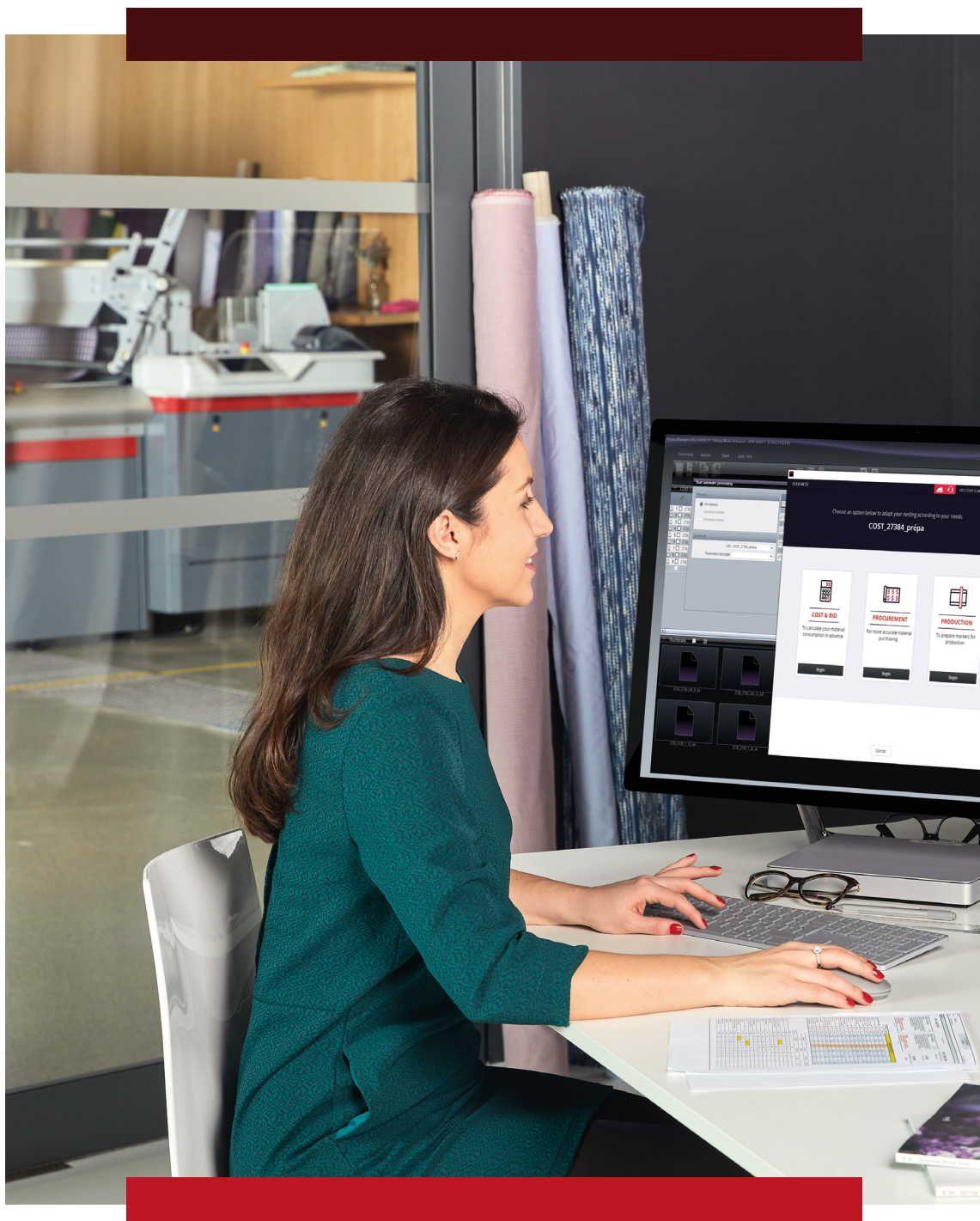


# **FLEX OFFER**

by **LECTRA**

Flexible automated high-volume cloud nesting



**LECTRA**

# Producing for the new normal



Shoppers' expectations of **more variety**, more often is pushing fashion companies to renew collections more frequently. However, consumers are also spending less on clothing, focusing on quality over quantity. Shrinking demand, higher quality requirements and shorter deadlines are driving **strong price pressure** on brands.

As a result, fashion manufacturing is now a balancing act. Suppliers must juggle production models for multiple collection cycles while **keeping agility, efficiency and profitability top-of-mind**.



## MORE CONTRACTORS, MORE COMPLEXITY

Smaller quantities per style and a larger variety of styles has resulted in more orders to process. The loss of volumes has also pushed many manufacturers to expand the number of contractors they work with in order to maintain capacity levels.



## PRESSURE ON PRICES

Fierce competition in the industry means rapid yet accurate responses to RFQs are critical to win contracts while ensuring your own margins.



## COPE WITH UNPREDICTABILITY

Having the flexibility to react quickly to last-minute changes, relieve bottlenecks and handle peaks in activity is crucial to ensure that you can deliver orders on time and in full.

# The perfect match for your high-volume nesting process

EFFICIENCY



Do you grapple with getting the most from your material?  
Is your nesting process a constant tug-of-war between speed and efficiency?

More contracts, higher volumes and more complex markers don't have to throw schedules off track. With Flex Offer by Lectra, you **optimize fabric savings and improve margins while managing high-volume nesting:**

- **Meet** contractors' cost and quality expectations.
- **React quickly** to incoming fast track products.
- **Respond quickly** to RFQs with accurate bids.
- **Calculate** precise procurement needs.
- **Better manage** the marker-processing flow.



# What is **FLEX OFFER** ?

by LECTRA

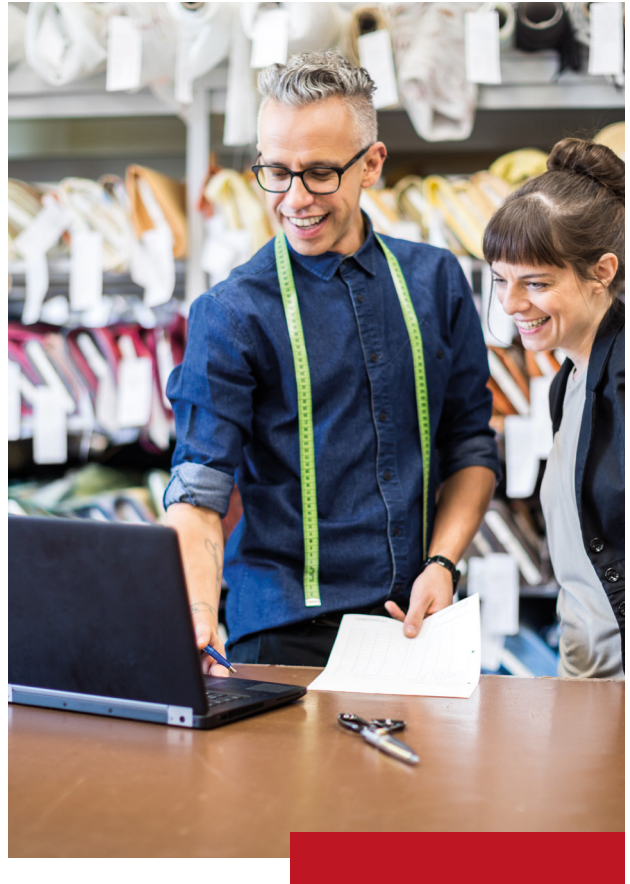
Flex Offer by Lectra is a **cloud-based, automated nesting solution** that addresses apparel suppliers' unique marker-processing needs for costing, procurement and production.

It gives you the flexibility to balance different **production cycles**, the ability to efficiently manage **activity peaks**, and the certainty that you will safeguard your **operating margins**.

Dedicated applications for costing and bidding on RFQs, procurement, and production allow you to **make early and accurate bids, calculate precise procurement needs, and respond quickly to peaks in activity** or incoming fast-track products.

*"With Flex Offer by Lectra, we have been able to automate part of our manufacturing process thereby optimizing our material consumption and reducing overhead costs."*

**Lakmal Fernando**  
CEO - InQube Global



# Achieve the ultimate in agility, savings and speed



## Manage **changing workloads** and **activity fluctuations**

- Manage more frequent, smaller, and more complex orders from a larger number of contractors with greater flexibility and higher efficiency using automatic cloud processing.
- Quickly respond to RFQs and fast-track orders by choosing a processing track that gives priority to speed with accurate efficiency.
- Manage periodic peaks, balance workloads and conflicting schedules, and handle high volumes of fabric procurement and pre-production activities with parallel marker calculation and variable return times to optimize the organization of workloads.



## Minimize risks, **maximize margins**

- Avoid excess inventory or fabric shortages with accurate procurement calculations.
- Keep products on-cost for easier approvals by contractors with powerful cloud processing for increased costing precision.



## Optimize **fabric efficiency** for high-volume nesting

- Reduce fabric expenses with powerful automatic cloud processing for increased precision in material consumptions for high volume costing, fabric procurement and production activities.
- Reduce bottlenecks and assure production volumes with cloud-based parallel nesting as well as automatic fuse-block creation, automatic scalloped lace nesting and automatic distancing of small pieces.
- Ensure maximum fabric efficiency for expensive materials and the most important markers with dedicated strategic marker tracks.

# FLEX OFFER

by LECTRA.

Flex Offer by Lectra's three activity streams—Cost & Bid, Procurement, and Production—give you the power to quickly and accurately evaluate your fabric needs and better manage the marker-processing flow. Within each stream, you decide whether to prioritize speed, efficiency or balance the two.

## ■ Cost & Bid stream

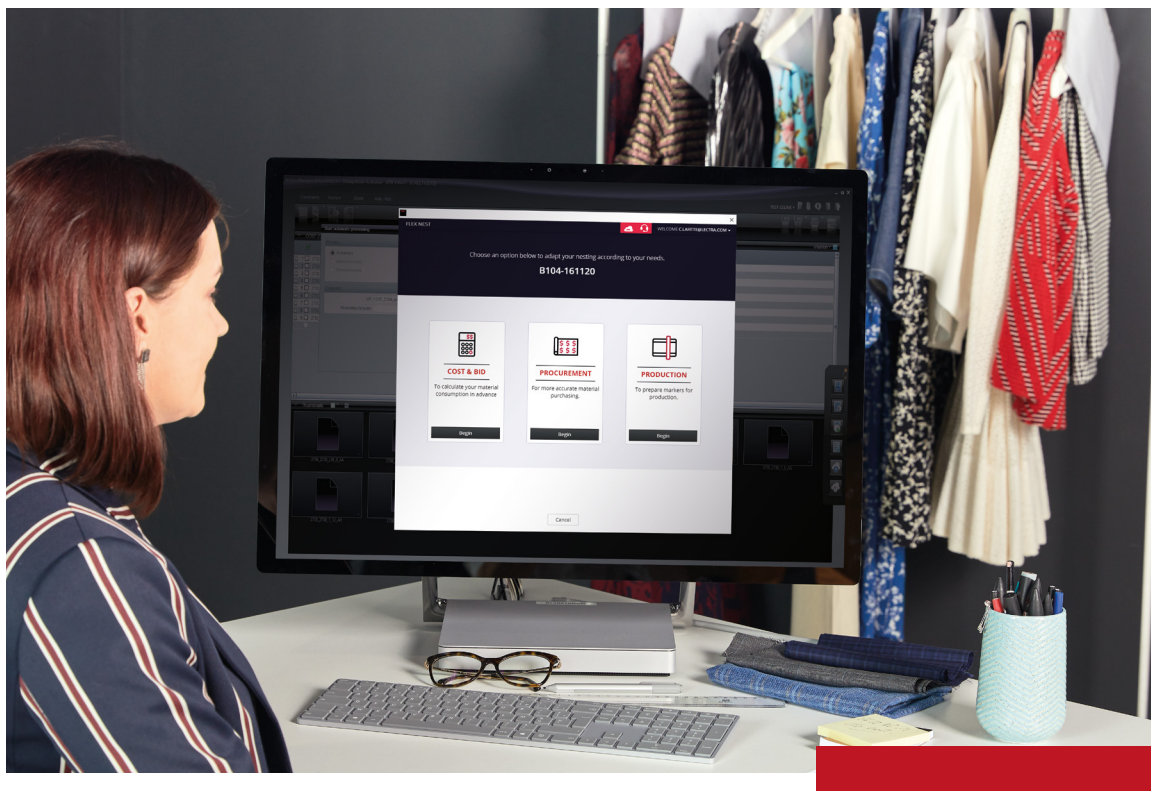
Verify cost and respond quickly to RFQs with accurate bids that protect your margins.

## ■ Procurement stream

Purchase only the fabric you need and process markers quickly during peak periods.

## ■ Production stream

During the production process, it allows you to optimize the process flow.



# Services 4.0



## Your success is our priority

We provide all the support and guidance our customers need to make the most of their Lectra solutions and equipment. Our training and technical support programs are developed based on our more than 40 years of experience working with renowned fashion companies around the world.

With advanced services, expertise, data analysis, and comprehensive technical support, we ensure that our solutions are fully adopted and used in an optimal way to help our customers achieve their objectives, with the best possible experience.

*"The quality of their technology and customer care services has always been premium and thanks to them, we've managed to take our first steps towards Industry 4.0."*

**Li Shuangrui**

Vice President, Tongtai Infant Finery Co., Ltd



## IN-DEPTH KNOWLEDGE

Digital resources and face-to-face training sessions enable you to set and accomplish your learning goals at every stage of the Flex Offer by Lectra implementation and deployment process. Our training methodology is designed to guide you with quick wins and practical steps, which enables you to gain independence quickly.



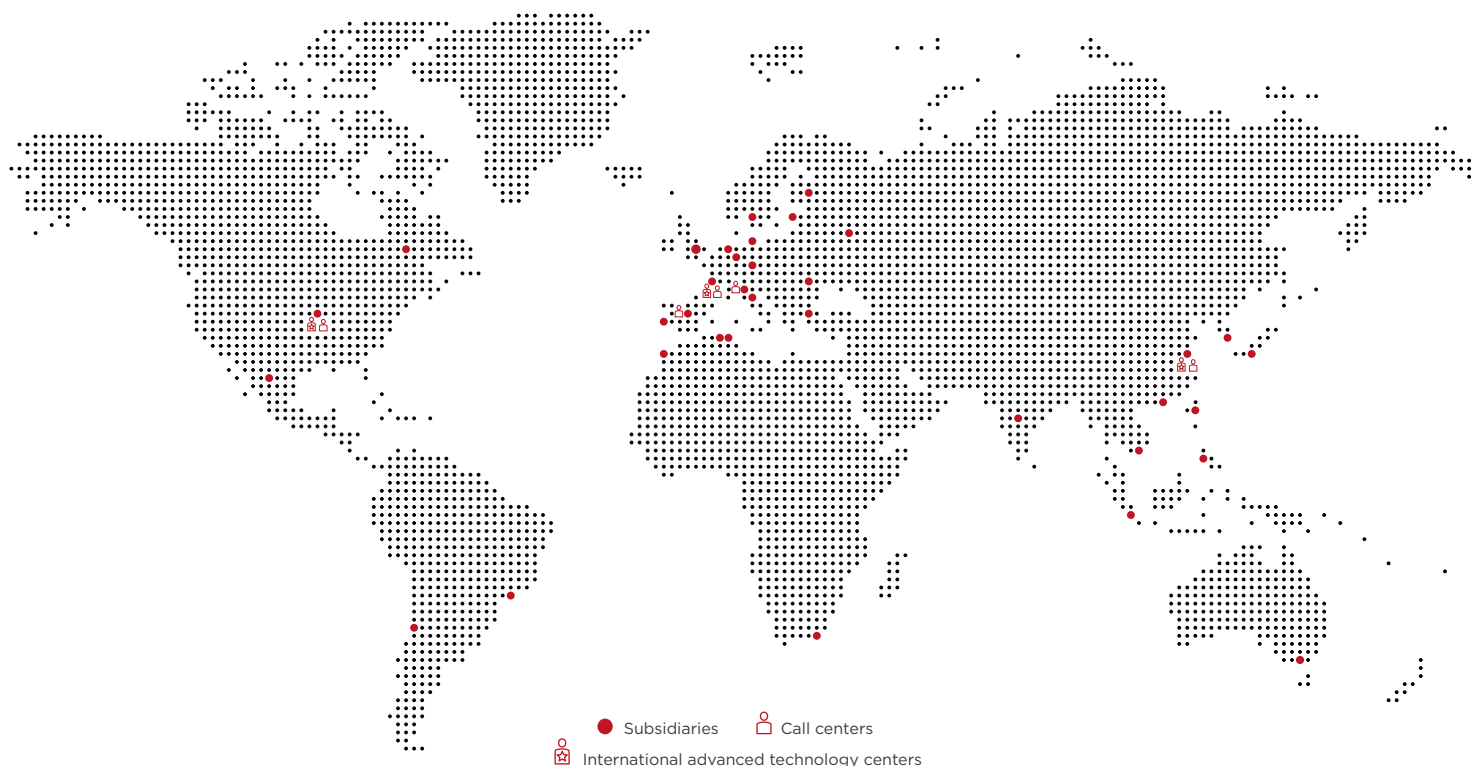
## CONTINUOUS INNOVATION

We give our customers immediate access to the latest functionalities of Flex Offer by Lectra and key information to help them get familiar with the latest features quickly. Continuously deliver value to your contractors by working with us to establish an optimal mode of production based on industry best practices.



Lectra has more than 40 years of experience innovating in the fashion industry. We work together with major fashion and apparel players in over 100 countries. Drawing from our experience and expertise, we are continuously reinventing the value chain so that businesses can become more profitable, sustainable and agile. Personalization is set to be an industry-wide phenomenon. With our dedicated turnkey solution— and in-depth industry knowledge — we are the perfect partner to help you tap into its potential.

## Empowering customers through industrial intelligence



### About Lectra

For companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra crafts the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands, manufacturers and retailers from design to production, providing them with the market respect and peace of mind they deserve. Founded in 1973, the company is listed on Euronext (LSS).

In June 2021, Lectra acquired Gerber Technology, a USA-based company founded in 1968. Like Lectra, Gerber Technology develops software and automation solutions for fashion, automotive, furniture and other businesses across the globe.

By uniting, Lectra and Gerber Technology will become the ultimate Industry 4.0 partner for their customers.

For more information, please visit [lectra.com](https://lectra.com) and [gerbertechnology.com](https://gerbertechnology.com)

