

“ExactFlat enables us to **spend more time on high-value design** because we’ve eliminated the iterative, manual processes that had become the industry standard. We can now **respond faster** to our customers’ needs, and it’s **winning us more business.**”

Joy Hutchinson, Owner, Eclipse Yacht Canvas

Company Background

Eclipse manufacturers custom upholstery, covers, awnings and more for luxury yachts that dock in Palm Beach and Ft. Lauderdale, Florida. Their customers choose Eclipse for the following reasons:

1. Exceptional product quality
2. Fast turn-around time



Problem: The Challenge of Maintaining Profitability

While the company was profitable, **revenue growth was limited by a very manual, time-intensive process:**

1. Visit yacht to manually create paper-based pattern pieces (hours-to-days)
2. Drape and cut materials over the pattern pieces (days)
3. Digitize pieces (hours)
4. Pattern design (hours)
5. Produce, test and repeat to optimize the final fit (days-to-weeks)



Solution: Automate Manual, Repetitive Tasks to Increase Productivity

Eclipse selected ExactFlat to further reinforce their brand values of quality and speed to help grow their business by solving these challenges:

- 1. Eliminate Manual Process:** Eclipse now digitize the pattern pieces directly on the boat, import their files into their CAD program to complete their design work and then use ExactFlat to generate production-ready flat patterns in minutes, rather than hours or days.
- 2. Automate Repetitive Tasks:** ExactFlat enables Joy’s team to complete their pattern work (adding seam allowances, zippers, grommets, etc. in just minutes

With ExactFlat, the accuracy of the output is so high that stress and sag is eliminated. We can now create production-ready flat patterns within minutes, rather than days or weeks.”

David Smallwood, Head of Engineering, Eclipse

Results: Eclipse Reduced Their Time-to-Market by 40-50%.

Depending on the complexity of the project, Eclipse now delivers their projects 40-50% faster. Joy Hutchinson is leveraging this competitive advantage to expand her customer base globally as yacht owners around the world now take advantage of Eclipse’ superior service and quality.

