

# DH Patterns and Fit

## PARTNERSHIP

- Business Case

DH helps companies to develop their business with quality and efficiency.

Good pattern makers are hard to find. Even then, companies that do make their own patterns, have difficulties with the seasonal peak-load and scope of work. Not by free choice, many are forced to compromise on the quality of their collection. The shift in total outsourcing of patterns to far-away factories did not live up to the promise. Despite cumbersome communication, the fit of the garments deteriorated, and the number of samples shipped back-and-forth quadrupled. Many garments entered the market last minute in commercially unjustifiable quantities; just good enough within the correction time available or, if not, ended up with a dubious value on the balance sheet somewhere in a dark warehouse, VAT included.

Digital pattern making with one of the many software programs is not a solution to the problem. A poor fit or aesthetics remains hidden in bits-and-bytes until the first prototype is reviewed. This creates a costly delay that is easily avoided. Administrating change-orders to digital patterns, particularly when they originate from different programs, is a technically complex and frustrating task; prone to errors. It increases overhead and investments that hardly contribute to the core business. DH takes an efficient and cost effective approach by bridging tradition with technology.

- DH Service Proposal

The DH business concept for a good fit is based on a two-step process. DH models the garment in toile on a dummy and makes a base pattern. Half-Proto's®, mock-ups, fit sessions and factory visits complement the effort. Once the designer is satisfied with the result, DH produces a digital pattern that is E-mailed to the factory for the production of a detailed prototype.

*“We Don't Make Patterns, We Design Patterns”*

Each does what they do best at the most attractive labour costs. With a good first-fit of the prototype, design engineers can now focus on managing minor changes and garment details. The base pattern remains the origin of the design. It is the best fit for all.

- Company Benefits

DH believes in skills and simplicity. The benefit of DH's involvement in the early stage of development of a collection is substantial; on the short and long-term. Good patterns create an elegant and functional fit and thus the chance of marketing a commercial hit with the right price/performance. Fewer factory prototypes save time, money and man-hours, even head-count. Less costly and time-consuming alterations improve design flexibility and returns control over the hectic seasonal time-line to the brand owner. Corrections are best done before duplicated by the thousands. With the planning intact, quality sales samples and ample time to sell, the category manager can negotiate the correct order of styles and sizes with confidence and the creative director can take pride in his collection.

- Financial Benefits

The client of DH maintains full ownership of the patterns and protects his intellectual property. The total development and production cost is reduced. The flexibility of where-and-when to manufacture is increased. The dependency on factories and the location of production is minimized. With quality patterns, double-sourcing or requesting multiple just-in-time-delivery quotations with all pre-financing benefits is now possible. Negative currency fluctuations can be

counter-acted. In addition, DH's manufacturing estimates give executives insight in the quantity of material and applicable manufacturing techniques to strengthen negotiation power.

- Product Development Benefits

Product development will benefit from improved insight, efficiency, flexibility, response time and quality. Fewer factory prototypes mean a reduction of turn-around time of 40-60% and drastic cuts the travelling costs or eliminates the need for local agents. The early involvement of DH in design, innovation and concept development leads to improved activity planning. Minor changes by DH can lengthen the product life-cycle of carry-overs. The use of the DH consultant for fit sessions, design reviews and collection planning encourages the organization to professionalize with efficiency.

- Contracts and Pricing

DH works together with clients on the basis of a Service Provider Agreement (SPA). The SPA regulates the standard terms and conditions, confidentiality and the mutual obligations for a successful work relationship. The agreement has a minimum of 12 months. All work is undertaken on the basis of work orders. The hourly rates are determined by the anticipated workload for level I through V of the Volume Purchase Agreement (VPA). The SPA, VPA and workload planning documents can be requested by E-mail.

DH guarantees productivity and reliability; the client only pays for the results. Our unique budget control system ensures your continuous insight in spending and forecast. Talk to us about your workload and DH will do the math.