

# Sample Studio



## Meet Lee:

Lee is a Pre-Production coordinator. In his role he bridges the gap between design, technical services and production. Lee is responsible for the coordination and logistics of the entire sample process for his product category. In order to keep things moving and flowing, he spends all his energy keeping designers on track with their “tech packs” and vendors moving forward. He makes sure fabrics and trims are pre-priced, and meet quality standards. He verifies and tracks quotas and production timelines. Lee coordinates 1000’s of Bills of Materials, samples, prices, and coordinates everything with dozens of agents, 100’s of vendors and 1000’s of suppliers.



## What does Lee want?

“The business of fashion is very exciting. Every day is different and almost every day is a crisis. I take pride in keeping things together in a very stressful environment. I need to keep everyone accountable and at the same time make sure everyone is working on what I need. It is a fine balance between being a traffic cop and a psychologist. I spend my life on e-mail, the phone and managing 1000’s of spreadsheets each year. Listen, sampling is our lifeblood and we all know it. Then why don’t our systems support the management of the sample process and the collaboration between our internal teams and external partners? Sometimes I wish the guys from those big shipping companies would design software for us. They understand operations and keeping promises, their packages get to you on time. I am often surprised that we solve a problem internally short term and completely forget how it affects our partners overseas. Sooner or later, we will appreciate that we are really one big company and need be accountable to each other.”

## Before Zweave



### **“As samples are requested, I get in the loop and chase “tech packs”.**

I keep my own set of everything and since things change all the time, I need to chase everyone over and over again. I must have the latest of everything and make sure the factories do, too. Sometimes I have the right info and the factory is still one version behind. No wonder we have issues. I track everything in spreadsheets - all the material delivery dates, sample sewing dates, delivery dates. I log in samples and distribute them to technical design or designers and merchants, quality assurance, all of them. I price everything, sometimes in many countries. Let's just say I am the king of Excel. All of this gets emailed back and forth daily, and shared with tons of people. It would be an understatement to say it's easy. Everyone here works late and on weekends. We take our work home at night to be available to our overseas team any time they need us. I don't even have good access to my files from home or when I travel. You should see my luggage when I go to Asia, binders everywhere. Not to mention missing baggage, and overweight charges!”

## After Zweave

### **“I use Sample Studio but I also have access to Material, Color, Design and Fit Studio.**

Literally from anywhere, any time, I can access my information. But wait, it's only getting better: so can my vendors, mills, suppliers, agents...all of them. We can give them access to their own vendor studio and they can do most of the work to keep everything together. Now we have a standard way to work and because it is easy and very flexible everyone is finally willing to work the same way. I have instant WIP reports for every project, material, item or point of information in the system. The Sample Manager application supports multi-vendor tracking of samples and is visible to our VIP's. This means I don't have to run reports daily and send them to everyone: those who need to know are already in my subscription loop and get changes real time. I can also photograph each sample for archives. Right now when the samples come in they disappear into meetings and we never have a chance to really document our progress. Sample studio is the solution I have wanted for so long and Zdesign is already making a huge difference in how we do business.”