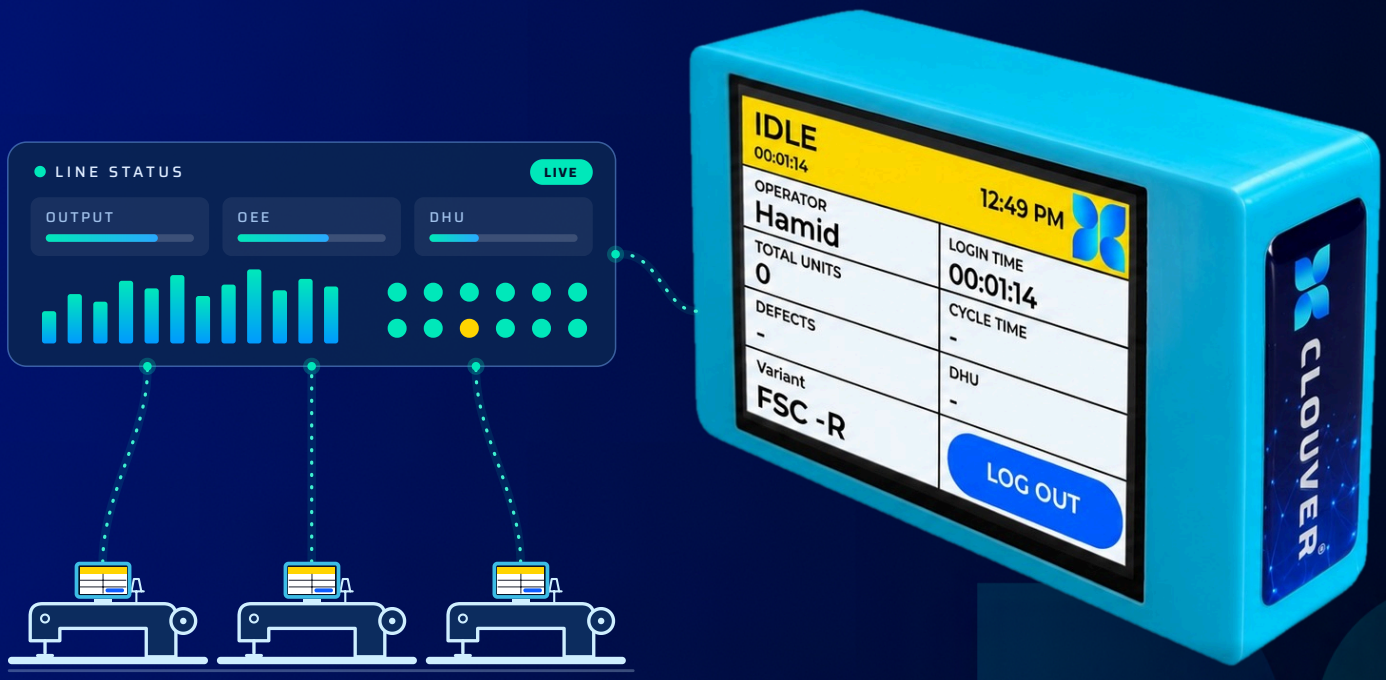
CLOUVER®

PILOT PROGRAMME · SEWING PRODUCTION

Clouver Pilot Playbook for Sewing Factories

How a Clouver pilot runs on one sewing line: what we clarify together beforehand, how the line gets connected, how your teams are trained and what you receive at the end.

Live data from your own sewing line.



Why a pilot

A Clouver pilot connects one sewing line to live machine data for a fixed period, so that decisions about a wider rollout rest on your own figures, not on assumptions.

Every sewing factory is different: the machine mix, the line layout, the network and the way teams work. A pilot is therefore a joint learning phase for both sides. The connection is adapted to your machines, and your teams learn to work with live data. This playbook describes how a pilot runs, what we clarify with you beforehand and what you receive at the end.

What a pilot is

One line, a fixed duration of about one week of installation plus four weeks of evaluation, weekly reviews and an impact report with your own KPIs.

What a pilot is not

A finished rollout. Some steps take longer at the start than they will later, especially for machine types that have not been connected before.

A pilot runs in four phases



Pilot phases, not to scale.

The installation phase is planned with **about one week** and depends on the machine types; the evaluation phase runs for **four weeks**.

02 · PREPARATION

Before the start: what we clarify together

Scope, timeline and prerequisites are agreed before the first device is installed. This avoids surprises on the shop floor.

Pilot scope

Which line, which stations, which product or style

WHY IT MATTERS

Defines what is measured and compared

Machine list

Brand, model and number of each machine type on the line, with photos of the machines

WHY IT MATTERS

Known types connect quickly; new types need a learning phase

Line layout

Station sequence, checkpoints, support stations (helpers, ironers, checkers)

WHY IT MATTERS

The dashboard mirrors the real line

Network

Wi-Fi coverage on the shop floor, internet access via an LTE router, IT approvals

WHY IT MATTERS

Data must reach the platform reliably

Power

Power supply for the gateway, ideally backed by a UPS

WHY IT MATTERS

Protects data during short outages

Gateway and LTE router

Provided by you according to our specification; placed in a secure place near the line or in an office nearby

WHY IT MATTERS

Short, stable connection to the devices

KPIs

Which figures matter most to you, for example output, OEE, DHU, downtime

WHY IT MATTERS

The pilot is evaluated against your goals

Contacts

Responsible persons on your side for production, maintenance and IT

WHY IT MATTERS

Fast decisions during installation and evaluation

Duration and review dates

Start, end and the rhythm of the review meetings

WHY IT MATTERS

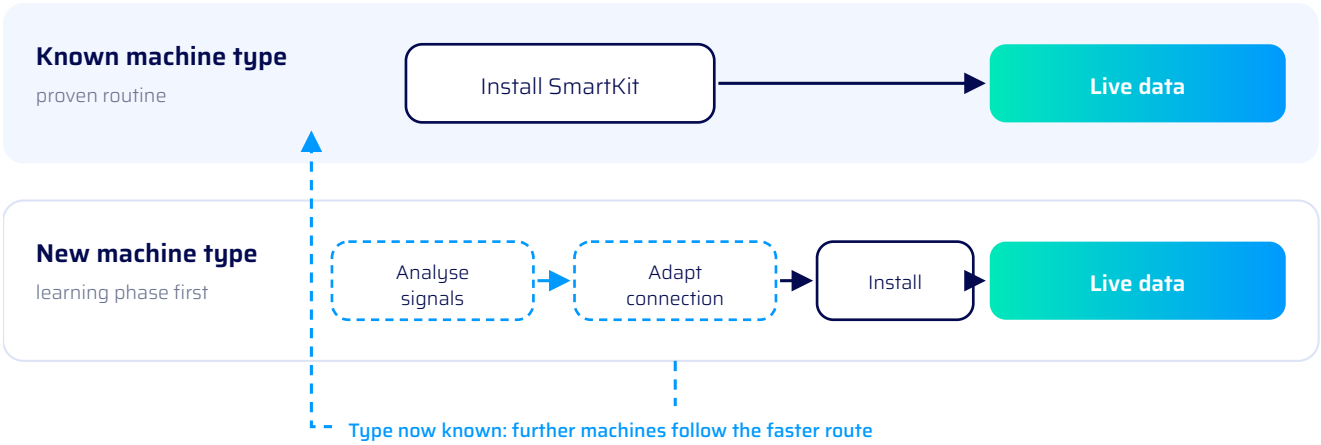
Everyone works towards the same dates

As part of this preparation, we also clarify whether connecting a machine requires a short stop and how long it is expected to take.

03 · INSTALLATION

Installation: how the line gets connected

We plan about one week for the installation phase. How smoothly it runs depends mainly on one question: have we connected this machine type before?



Planned: about one week. New machine types can extend the installation phase.

- **Known machine types** connect quickly. Signals and settings are already understood, so installation follows a proven routine.
- **New machine types** start with a learning phase. Our team first analyses the machine's signals and adapts the connection. Once a type is understood, every further machine of that type connects faster, during the pilot and in any later rollout.

ALREADY CONNECTED

Brands we have already connected include

Brother · **Dürkopp Adler** · **FDM** · **Highlead** · **IMB** · **Juki** · **Pegasus** · **Pfaff**

20+

machine models in total

What counts is the exact model, not only the brand. Other brands and models can be connected as well; the first connection of a new type takes a little longer.

For this reason, the installation phase can take longer than one week if new machine types are involved. After reviewing your machine list, we can tell you which types are already known and where a learning phase is likely.

Do you want to know whether your machine models are already known?

Request our current list of known brands and models.

Request the list →

What is installed

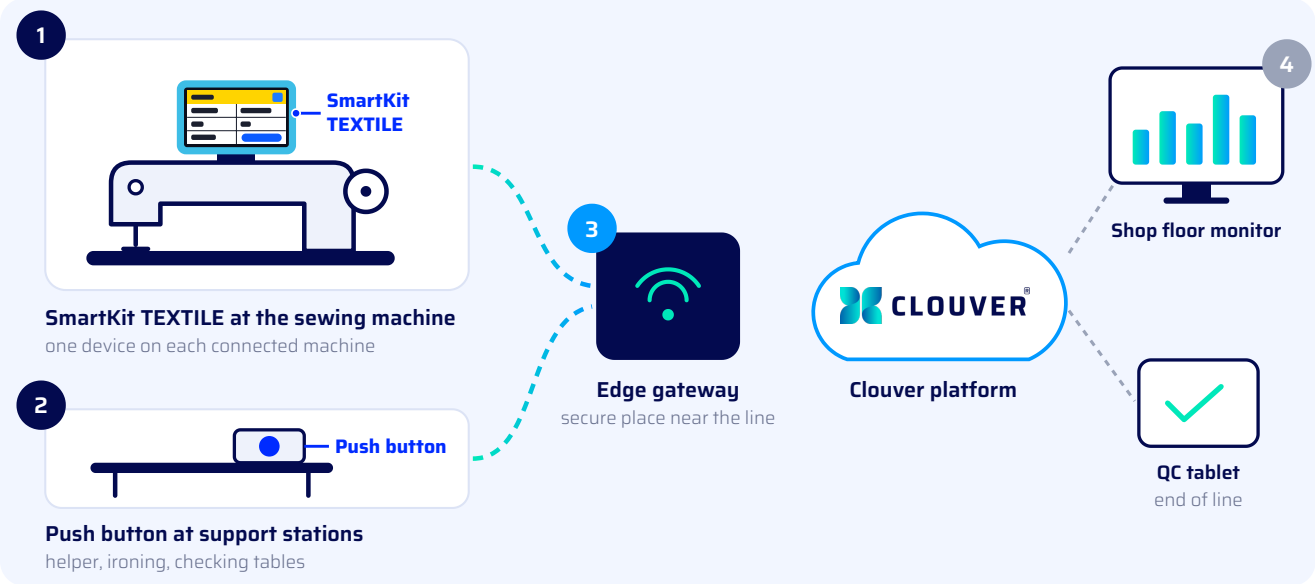


Illustration. Components 1–3 are part of every pilot; component 4 is optional.

1. A SmartKit TEXTILE device on each connected machine. It reads data non-invasively and is used for monitoring only: it does not control or change the machine, its control unit or its safety functions.
2. Push buttons at stations without a sewing machine, such as helper, ironing or checking tables, so that their work is recorded as well.
3. An edge gateway in a secure place near the line, which collects the data and forwards it to the platform. The gateway device and an LTE router are provided by you.
4. Optionally, a tablet at the end-of-line quality check and a shop floor monitor that shows the line status live.



THE DEVICE AT THE MACHINE

SmartKit TEXTILE

SmartKit TEXTILE is installed at each connected sewing machine. It automatically detects and counts the stitches, every press of the foot pedal and every cut.

Its touchscreen shows the operator the status of the station, for example units, cycle time and DHU.

After installation, every station is checked on the dashboard. Machines that are connected but not needed for the current style can stay connected and are simply not used for the evaluation.

To see how Clouver works on a sewing line, watch our short video:
Clouver on the sewing line (YouTube) →

04 · TRAINING

Training: three groups, three focuses

Live data only helps if the people on the line trust it and act on it. Training therefore covers every group that works with Clouver.

GROUP

Operators

Logging in at the station, using push buttons, entering reasons for stops

GROUP

Technicians

How the devices work, what to check when a station shows no data, handling spare kits

GROUP

Line and production management

Reading the dashboards, setting targets, comparing shifts and stations, agreeing KPIs

The first days with live data are part of the learning curve. Figures from this period are usually flagged separately in the evaluation, because they behave differently from stable operation.

Line management can prepare with our four-part video series on production planning in Clouver: shift templates, shift schedules per line, production targets and adjustments in the calendar.
Start with part 1 on YouTube →

05 · EVALUATION PHASE

The evaluation phase: four weeks with a clear rhythm

A pilot consists of an installation phase of about one week and an evaluation phase of four weeks. Start and end dates are confirmed in writing, including local public holidays.



Illustration of the meeting rhythm; actual dates are agreed per pilot.

During the evaluation phase, a weekly pilot meeting is the central point of contact:

Review

Line status and the agreed KPIs

Track

Open issues on a shared, live tracking list

Decide

Next steps, owners and due dates

05 · EVALUATION PHASE

URGENT ISSUES

For urgent issues on the line, a direct channel between your factory team and our project team is set up, for example a messaging group per site. It is reserved for urgent matters; everything else goes to the weekly meeting.

Typical topics in the first meetings are access rights for your users, requirements for reports, access to training videos and documentation, access to our ticketing system, and how maintenance and technical alerts should be routed.

06 · IMPACT REVIEW

At the end: the impact review

The pilot closes with an impact report based on your own machine data. It forms the basis for your decision on the next step.

The report typically covers:

- the agreed KPIs, compared between the start and the end of the evaluation phase
- where the line loses time: stops, idle time and the stations that slow the flow
- quality findings, for example the most frequent defect types and the stations where they occur
- concrete levers your team can act on, many of them without new investment
- the limits of the figures: which periods were excluded and why, and what can or cannot be transferred to other lines

FROM DATA TO IMPROVEMENT

Clouver makes the line visible; **the improvements come from your team acting on the data.** The report is therefore also a record of what your team has learned during the pilot.

The pilot does not promise a specific productivity gain, cost saving or OEE improvement. You judge the benefit on your own production data, not on sample data.

For an example of what such a report can show, read our **case study from a pilot on an automotive sewing line →**

07 · COMMERCIAL TERMS

What the pilot means for you commercially

You see the results on your own line first and then decide on the rollout. The pilot does not oblige you to buy.

Pilot
One line
About 1 week installation
+ 4 weeks evaluation

→

Impact review
Results from
your own line

→

THE NEXT STEP

Rollout
Individual offer with special entry conditions for pilot partners, extended to further lines

No purchase obligation · no automatic extension

1 line in the pilot	**45** machines at most	**20** machines free of charge	**1 EUR** per additional machine per day

Rollout offer for pilot partners

After the impact review, you receive an individual offer with special entry conditions for extending Clouver to further lines.

Pilot scope

One line with up to 45 machines.

Up to 20 machines free of charge

The first 20 machines are free of charge. Each additional machine costs 1 EUR per day during the pilot.

What is included

The pilot hardware at the stations (SmartKit TEXTILE and push buttons), the standard connection, access to Clouver and support. The gateway device and the LTE router are provided by you.

No purchase obligation

After the impact review, you decide whether and how to continue. If you do not continue, the pilot ends without further obligation.

No automatic extension

A rollout requires a separate agreement or a confirmed order.

WHAT IS NOT INCLUDED

Unless agreed separately in writing, the pilot does not include customer-specific software development, individual ERP or MES integrations, custom interfaces or other services outside the agreed scope. Further lines or sites are part of a rollout.

08 · DATA AND CONFIDENTIALITY

Your data and confidentiality

Your production data and the information you share about your factory are treated as confidential.

Your data stays yours

Raw data from your machines remains assigned to you. ProCom processes it only within the pilot agreement and the applicable data protection rules.

Non-disclosure agreement

An NDA can be signed before the pilot starts.

Reference partnership

We would be glad to name you as a reference customer. Your name or logo, a testimonial or a case study are only used with your explicit consent.

Anonymised results

Results are only used externally in anonymised form and to the extent agreed with you.

09 · CHECKLIST

Is your line ready for a pilot? A short checklist

If you can tick most of these points, a pilot can usually be planned quickly. Open points are clarified in the first conversation.

- [ ] We have chosen one line for the pilot.
- [ ] We have a list of the machines on that line (brand, model, quantity), ideally with photos.
- [ ] We know the station sequence, including helper, ironing and checking stations.
- [ ] Wi-Fi is available on the shop floor, or we know who can arrange it.
- [ ] There is a secure place for the gateway with a stable power supply.
- [ ] We can provide a gateway device and an LTE router.
- [ ] Our IT team is informed and can approve the connection.
- [ ] We know which KPIs matter most to us.
- [ ] We have named contacts for production, maintenance and IT.
- [ ] Our line management can take part in a weekly pilot meeting.

10 · NEXT STEP

Start with a 30-minute pilot scoping call

The first step is a short conversation about your line. We look at your machine list, your layout and your goals, and tell you which machine types we already know and how a pilot could be set up for your factory.

IN THE CALL

01

Your line

Your machine list, your layout and your goals

02

Your machine types

Which machine types we already know

03

Your pilot

How a pilot could be set up for your factory

Book your pilot scoping call

You can book a call with our team directly or send us your machine list in advance.

Book a 30-minute pilot scoping call →

Learn more about Clouver for sewing factories →

ProCom AUTOMATION

ProCom Automation GmbH
Jülicher Str. 344 · 52070 Aachen · Germany
+49 241 93681-500
contact@procom-automation.de
www.procom-automation.com