# 厦门一维天地信息技术有限公司

**Information Worker Service (Xiamen) Co., Ltd.**

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# ABOUT IWS

## IWS KEEP STRIVING FOR UNIQUE CRAFTSMANSHIP.

- **Information Worker Services (Xiamen) Co., Ltd.** located at Xiamen software park, Fujian, China. It is a consultancy company working for the business solution with the ERP product – Dynamics 365,CRM, MES,WMS, SCM, EAM, HCM,BI, SAAS , Mobile terminal applications, Big data and all the similar product series.

- **IWS** is a Microsoft's gold certified partner for more than 10 years, the service solution for MNC and Chinese local enterprise are building up with Microsoft platform, and also some localization service to meet Chinese market requirements.

- **IWS** had offered service for more than 100 customers from 8 countries for past decade. The customers include foreign enterprise, Chinese state-owned enterprise, private enterprise, and so forth, helping customers to simplify business processes and drive company digital transformation.

# WHO IS IWS?

## WE ARE YOUR CONSULTANT OF DIGITAL TRANSFOTMATION.
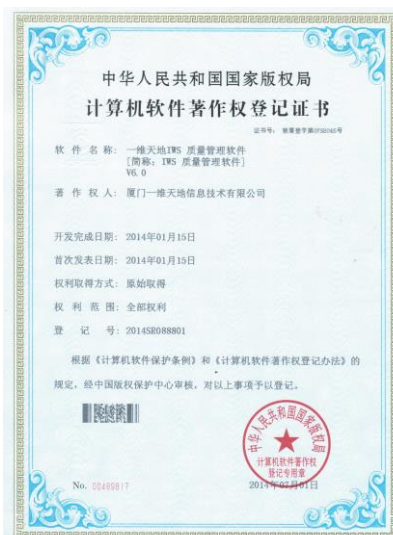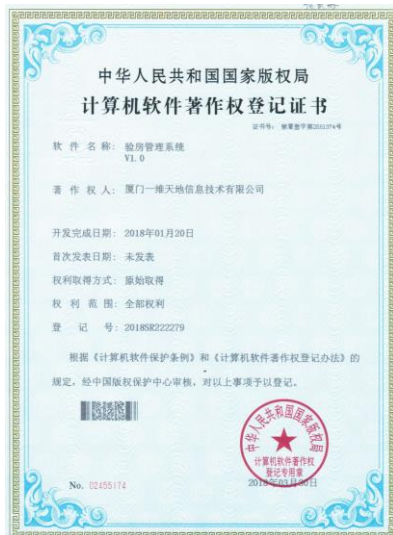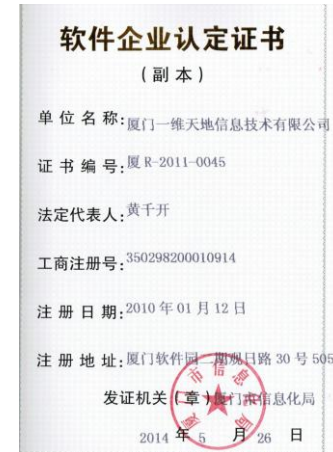
# IWS CERTIFICATION

**COMPREHENSIVE          QUALIFIED**

# IWS TIMELINE

KEEP IMPROVING IN LAST DECADE
AND NEVER SELF-SATISFIED

**2010**
Microsoft Gold Certified Partner

**2013**
Microsoft Global President Club Member

First D365 OL Go-Live Project in China
**2019**

01 **2009**
Company Established

02

03 **2012**

04

05 **2018**

06 **2020**

05

Double Soft Enterprise Certification First AX Go-Live Project in China, Becoming Microsoft AX Global Paradigm

The First deployment of D365 OP in China

**10ᵗʰ** Anniversary

**Experience**
15 year+

**Employee**
50+

**Office**
5+

**Project**
100+

**Client**
100+

**Retention**
80%

# DEVELOPMENT

**KEEP GROWING AND DEVELOPMENT**

**ERP Consulting**

ERP, MES, WMS Training
ERP, MES, WMS Implementation
ERP Extension Development
RPA Business Process Automation
Industry Solution Design and
Development

**CRM Consulting**

CRM Training, Implementation,
Development
Retail Distribution Expansion
O2O E-commerce integration
Call Center

**Business Intelligence Analysis**

KPI Performance System Construction
Evaluation System Construction
Risk Management System
Construction
Management cockpit
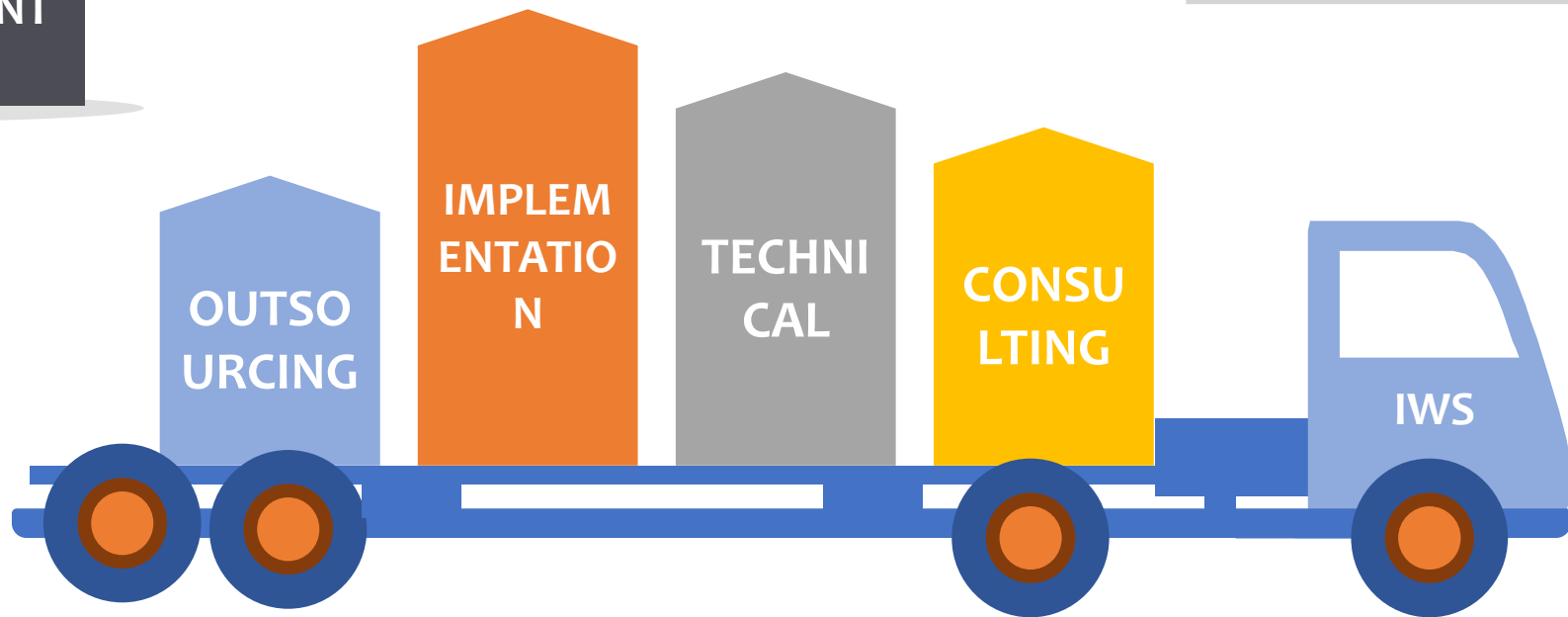
**IT Strategic Planning**

IT Value Evaluation
IT Organization and Management
IT Resource Evaluation
IT Development Blueprint and Strategy
Technical Support for Information
Construction

# BUSINESS SCOPE

DIGITAL MANAGEMENT

ONE-STOP IT SOLUTION

Gold
Microsoft Partner
Microsoft

IWS CONSULTANT

CLIENT

OUTSOURCING

IMPLEMENTATION

TECHNICAL

CONSULTING

IWS

# BUSINESS AREA

- Xiamen Headquarter
- Beijing Branch
- Guangzhou Branch
- Shanghai Branch
- Shenzhen Branch
- Kuala Lumpur Branch

**IWS**

**Base on Asia**          **Service for Global**

CHINA

US

FINLAND

DENMARK

SWEDEN

JAPAN

THAILAND

PHILIPPINES

INDONESIA

MALAYSIA

SINGAPORE

VIETNAM

# GLOBLIZATION SERVICE

**ONE INTEGRATION    ONE WORLD**

**Version** | **Offer our clients a most wonderful informationized experience**

**Value** | **Trust, Value, Passion**

**Mission** | **We uphold the principle of "Excellence, Innovation, Promise keeper", and strive to simplify and better the production**

**Objective** | **Be your informationization process partner**

**IWS CULTURE**

**SOURCE OF CULTURAL AND MOTIVATIO**

# ELITE TEAM

**HIGH POTENTIAL TALENTS**

**CREATIVE TALENTS CULTIVATION**
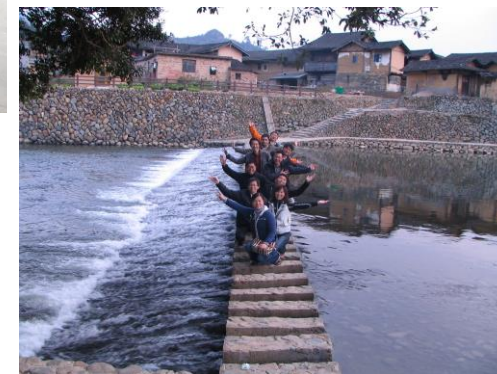
# IWS TEAM

**WE COMPANY FOR DECADE**

**TOGETHER AND MOVE FORWARD**

- We have more than **50** Professional consultants

- We have more than **15** consultants

  with **10** years informationization service experiences

- We have more than **20+** consultants with **5** years informationization service experiences

## IWS ABILITY

**ORIGINALITY    EXPERT    INGENUITY**

# IWS INDUSTRY SOLUTION

IWS believes that professional achieves excellence, innovation creates value, service supports win-win.

# One-stop Service of Enterprise Digital Operation System

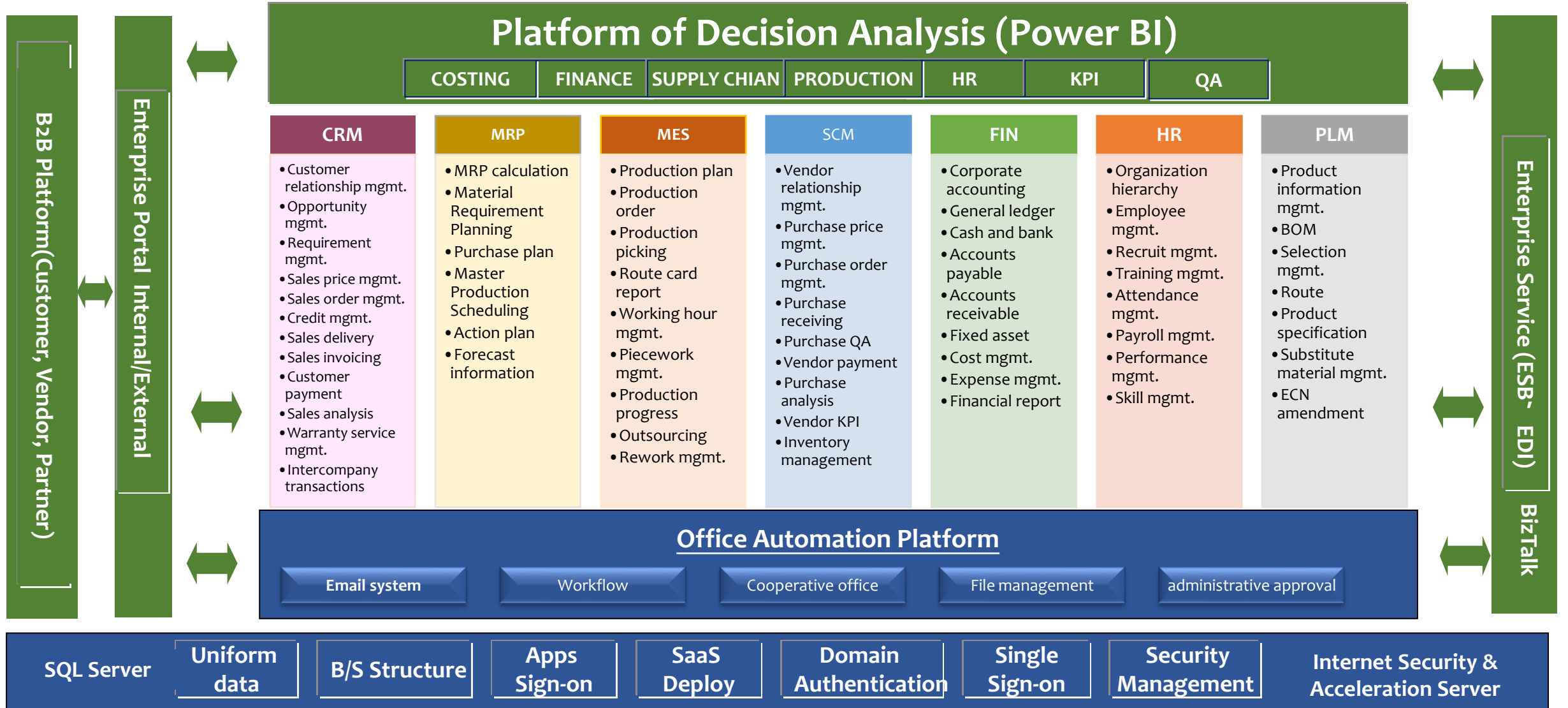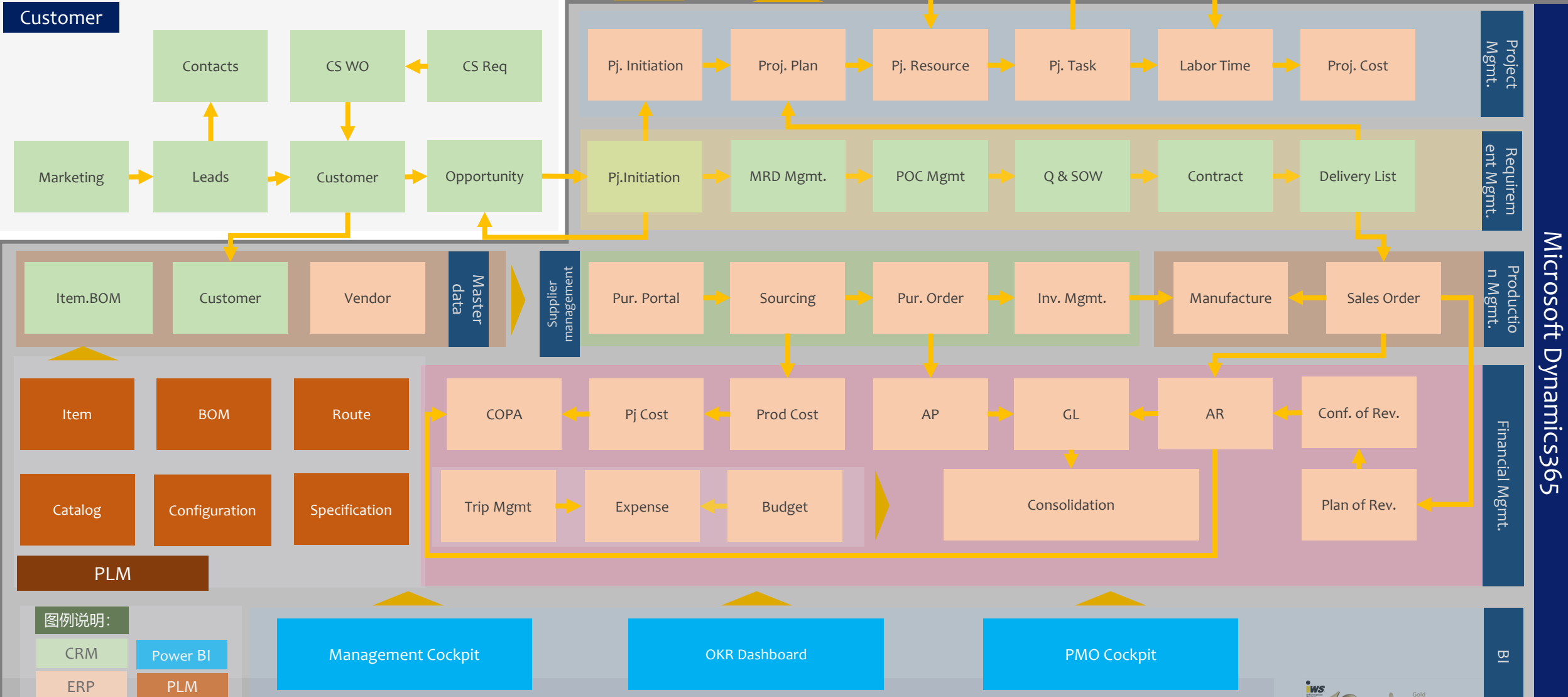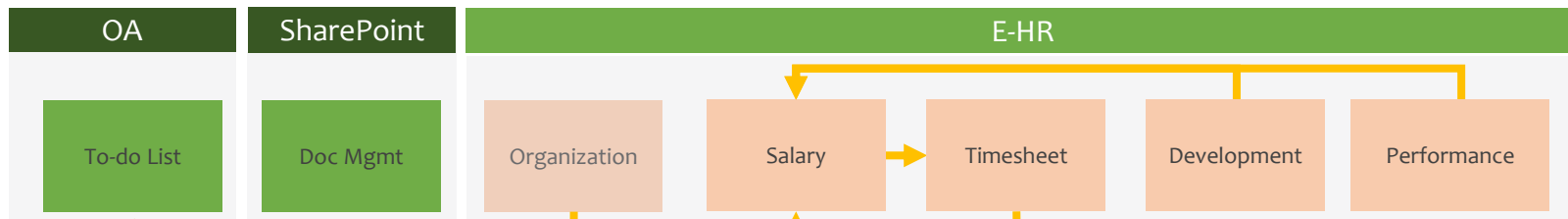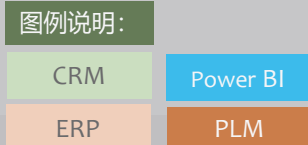## Platform of Decision Analysis (Power BI)

| COSTING | FINANCE | SUPPLY CHIAN | PRODUCTION | HR | KPI | QA |
|---|---|---|---|---|---|---|

**B2B Platform(Customer, Vendor, Partner)**

**Enterprise Portal Internal/External**

**Enterprise Service (ESB、EDI)**

**BizTalk**

### CRM
- Customer relationship mgmt.
- Opportunity mgmt.
- Requirement mgmt.
- Sales price mgmt.
- Sales order mgmt.
- Credit mgmt.
- Sales delivery
- Sales invoicing
- Customer payment
- Sales analysis
- Warranty service mgmt.
- Intercompany transactions

### MRP
- MRP calculation
- Material Requirement Planning
- Purchase plan
- Master Production Scheduling
- Action plan
- Forecast information

### MES
- Production plan
- Production order
- Production picking
- Route card report
- Working hour mgmt.
- Piecework mgmt.
- Production progress
- Outsourcing
- Rework mgmt.

### SCM
- Vendor relationship mgmt.
- Purchase price mgmt.
- Purchase order mgmt.
- Purchase receiving
- Purchase QA
- Vendor payment
- Purchase analysis
- Vendor KPI
- Inventory management

### FIN
- Corporate accounting
- General ledger
- Cash and bank
- Accounts payable
- Accounts receivable
- Fixed asset
- Cost mgmt.
- Expense mgmt.
- Financial report

### HR
- Organization hierarchy
- Employee mgmt.
- Recruit mgmt.
- Training mgmt.
- Attendance mgmt.
- Payroll mgmt.
- Performance mgmt.
- Skill mgmt.

### PLM
- Product information mgmt.
- BOM
- Selection mgmt.
- Route
- Product specification
- Substitute material mgmt.
- ECN amendment

## Office Automation Platform

| Email system | Workflow | Cooperative office | File management | administrative approval |
|---|---|---|---|---|

| SQL Server | Uniform data | B/S Structure | Apps Sign-on | SaaS Deploy | Domain Authentication | Single Sign-on | Security Management | Internet Security & Acceleration Server |
|---|---|---|---|---|---|---|---|---|

# Enterprise Informatization Overall Plan

## OA
To-do List

## SharePoint
Doc Mgmt

## E-HR
Organization | Salary | Timesheet | Development | Performance

## Customer
Contacts | CS WO | CS Req

Marketing → Leads → Customer → Opportunity

## Microsoft Dynamics365

### Project Mgmt
Pj. Initiation → Proj. Plan → Pj. Resource → Pj. Task → Labor Time → Proj. Cost

### Requirement Mgmt
Pj.Initiation → MRD Mgmt. → POC Mgmt → Q & SOW → Contract → Delivery List

### Production Mgmt
Master data | Supplier management | Pur. Portal → Sourcing → Pur. Order → Inv. Mgmt. → Manufacture ← Sales Order

Item.BOM | Customer | Vendor

### Financial Mgmt
COPA ← Pj Cost ← Prod Cost | AP → GL ← AR ← Conf. of Rev.

Trip Mgmt → Expense ← Budget | Consolidation | Plan of Rev.

## PLM
Item | BOM | Route

Catalog | Configuration | Specification

## 图例说明：
CRM | Power BI
ERP | PLM

## BI
Management Cockpit | OKR Dashboard | PMO Cockpit

iWS
Gold
Microsoft Partner
Microsoft

# Dynamics 365 F&O – Primary Function

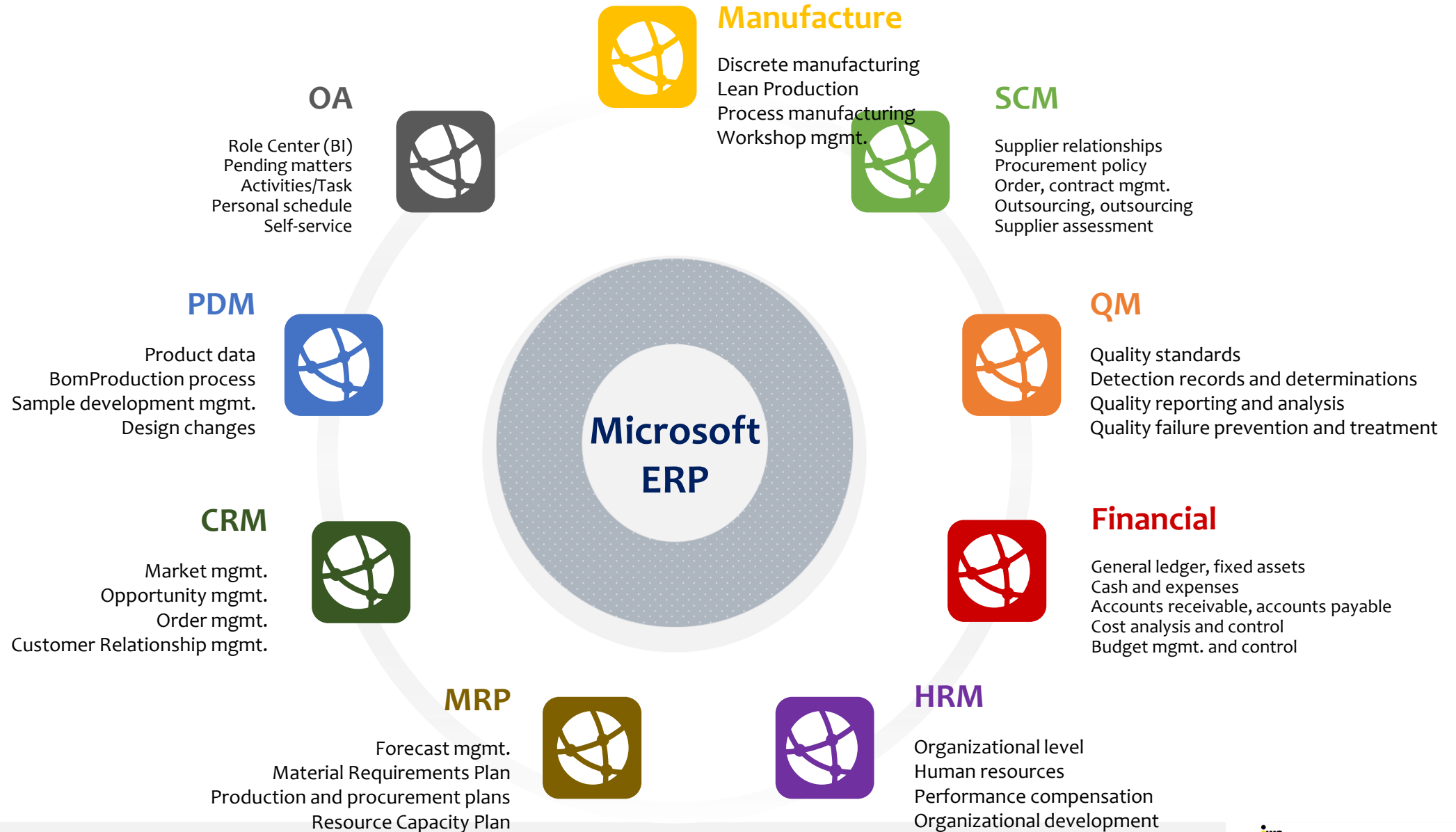| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Finance** | **Financial Mgmt.** | General ledger | AR/AP | Cash and bank Mgmt. | Credit and collection | Fixed assets and Mgmt. | Budgeting, forecasting | consolidation | Financial reporting | Global E-Report | AI |
| | **Project accounting, Mgmt.** | Project budget | Project contracting | Time and materials, capital | Resource scheduling | Billing rule | Revenue recognition | Milestone billing rules | Work Breakdown Structure (WBS) | Profit and Loss, Workload Tracking | AI |
| **Supply Chain** | **Procurement and Sourcing** | PR | Inquiry | Supplier onboarding | Purchase order Mgmt. | Supplier collaboration | Vendor Portal | Trade agreements | Pricing and discounts | Intercompany purchasing | AI |
| | **Sales order Mgmt.** | Sales Quotes | Product Configurator | Pricing and promotions | Trade agreements | Rebates and discounts | Commission Mgmt. | Case Mgmt. | Sales tax | Intercompany sales | AI |
| | **Supply Chain Mgmt.** | Product information Mgmt. | Warehouse Mgmt. | Inventory Mgmt. | Batch / Serial Number Tracking | Incoming consignments | Transport Mgmt. | QA | Intercompany planning | Intercompany transfers | AI |
| | **Manufacture** | Master planning | Lean Manufacturing | Demand forecast | Product configuration | Schedule | Production control, quality inspection | Discrete manufacturing (Route, bill of materials) ) | Process manufacturing (recipes, bill of materials) | Production execution | AI |
| **Retail** | **Retail** | Point of Sale | Operating | Order Mgmt. | Cross-channel order processing / fulfillment | E-commerce / channel Mgmt. | Offline features | Retail Analytics | Consumer mobile apps | Smart Sales | Employee and store Mgmt. |
| **Human Resource** | **HR** | Employee Mgmt. | Skills, competencies, certifications | Job Mgmt. | Mgmt. | Employee self-service portal | Welfare Mgmt. | Course Mgmt. | Loaned items | Payroll (US) | AI |
| | **Timesheet & Expense** | Expense Mgmt. | Timesheet Mgmt. | Travel applications | Workflow approval | Hours, expense policies | Credit card import | VAT, Consumption Tax Mgmt. | Daily accommodation, allowance | Employee payments | AI |
| | **Talent** | Attracting and recruiting | Onboarding | Performance and feedback | Compensation and benefits | Vacations and absences | Human ,organizational Mgmt. | Human Resources Compliance and Employee Safety | Questionnaire | Employee analysis and reporting | AI |

# Dynamics 365 CRM Management Feature Map

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| **Sale** | Executable Insights Analysis | Leads and time management | Social Marketing | Document collection | Mobile sales | Planning and Management | Goals and Gamification | Analytics and Intelligence |
| **Customer service** | Omnichannel | Multi-portal | Agent Startup | Real-time communication | On-site service | Knowledge base | Subcontractor | Analytics and Intelligence |
| **Marketing** | Customer Journeys | Segmentation | Event automation | MailMarketing | Tracking and Monitoring | LinkedIn Ads | Event management | Analytics and Intelligence |
| **On-site service** | And scheduling | Resource optimization | Task automation | Asset and warranty management | Service agreement | Inventory management | Mobile devices | Analytics and Intelligence |

CRM

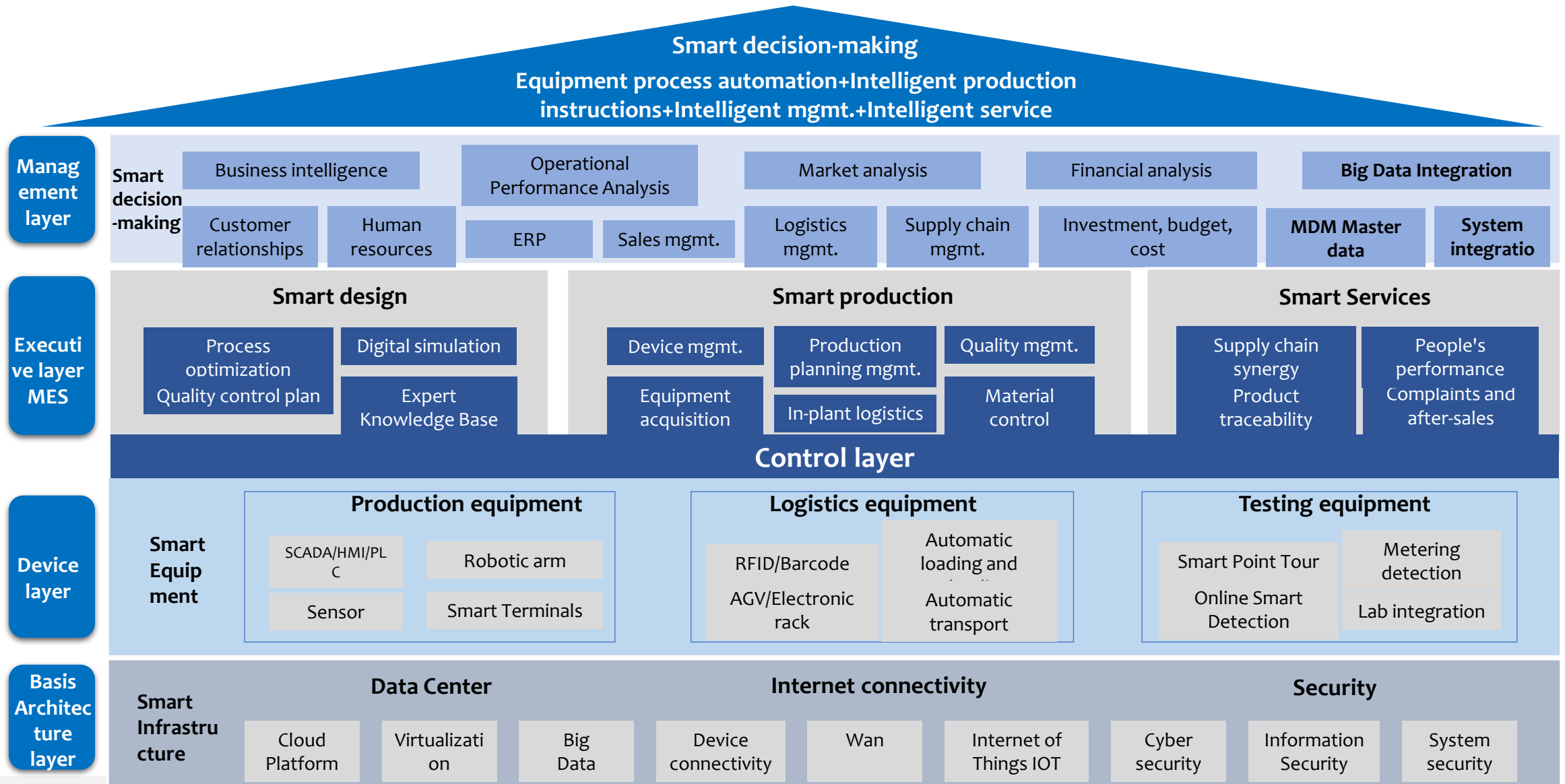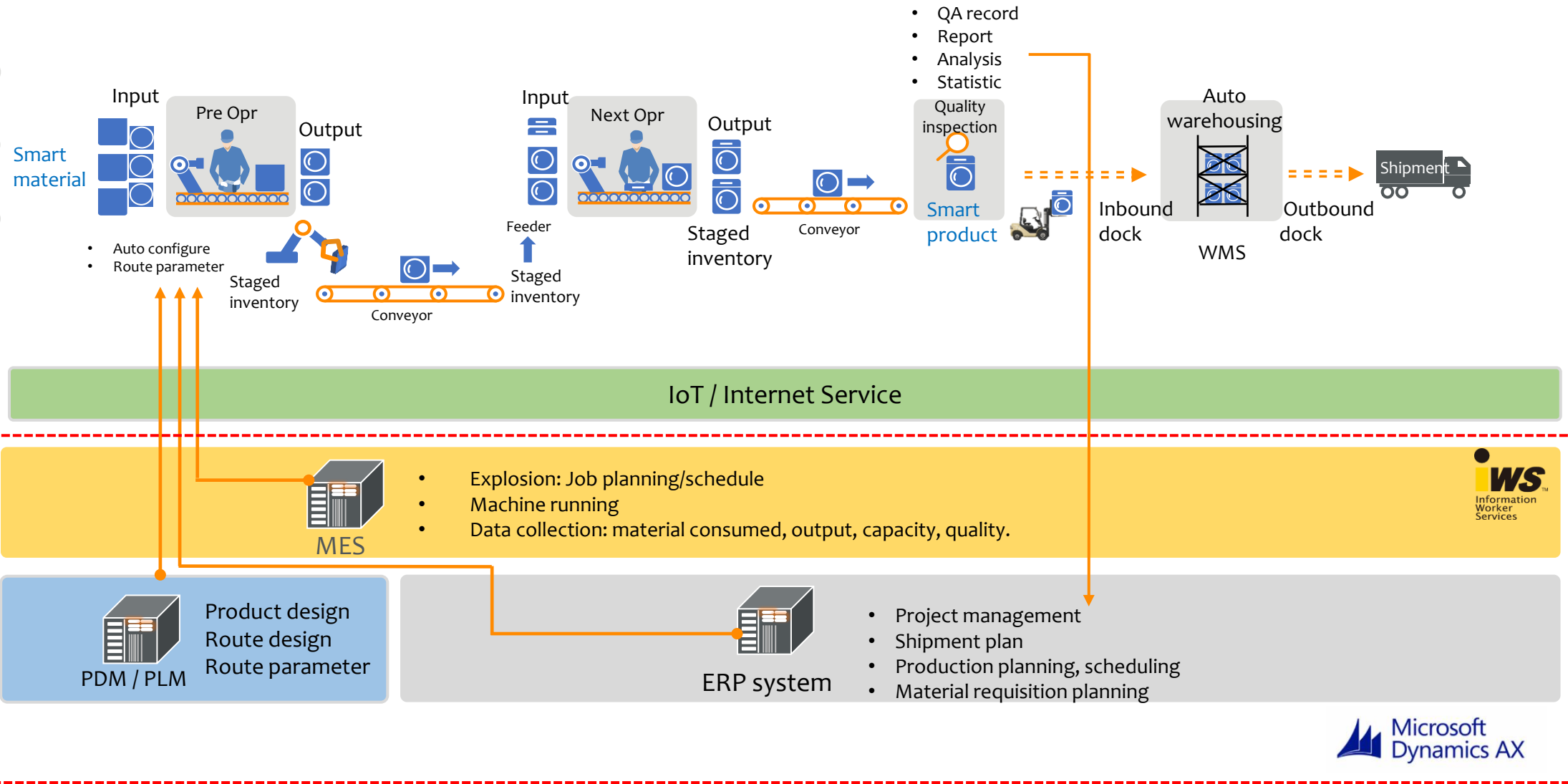| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| **Project Services Automation** | Project Management | Opportunity Management | Resource Management | Hours and expenses | Project planning | Teamwork | Customer orders | Analytics and Intelligence |
| **Finance** | Supply and procurement | chain Supply management | Project audit | Labor cost management | Manufacturing | Financial Management | Budget | Analytics and Intelligence |
| **Retail** | Category management and sales planning | Discounts and promotions | Cloud and mobile POS | Support for offline Storage components | Call center and doain sales | Electronic Commerce | Loyalty Management | Client-ing APP |
| **Talent** | Talent attraction and employment | Training | Assessment and feedback | Wages and benefits | Employee and organizational administration | HR compliance and employee safety | Staff Analysis and HR Reports | Separation of personnel |

ERP

# Microsoft Manufacturing Solutions Ability

**Manufacture**

Discrete manufacturing
Lean Production
Process manufacturing
Workshop mgmt.

**OA**

Role Center (BI)
Pending matters
Activities/Task
Personal schedule
Self-service

**SCM**

Supplier relationships
Procurement policy
Order, contract mgmt.
Outsourcing, outsourcing
Supplier assessment

**PDM**

Product data
BomProduction process
Sample development mgmt.
Design changes

**QM**

Quality standards
Detection records and determinations
Quality reporting and analysis
Quality failure prevention and treatment

## Microsoft ERP

**CRM**

Market mgmt.
Opportunity mgmt.
Order mgmt.
Customer Relationship mgmt.

**Financial**

General ledger, fixed assets
Cash and expenses
Accounts receivable, accounts payable
Cost analysis and control
Budget mgmt. and control

**MRP**

Forecast mgmt.
Material Requirements Plan
Production and procurement plans
Resource Capacity Plan

**HRM**

Organizational level
Human resources
Performance compensation
Organizational development

Gold
Microsoft Partner

# Smart Factory Model Map (MES)

## Smart decision-making
### Equipment process automation+Intelligent production instructions+Intelligent mgmt.+Intelligent service

### Management layer

**Smart decision-making**

| | | |
|---|---|---|
| Business intelligence | Operational Performance Analysis | Market analysis | Financial analysis | Big Data Integration |

| | | | | | |
|---|---|---|---|---|---|
| Customer relationships | Human resources | ERP | Sales mgmt. | Logistics mgmt. | Supply chain mgmt. | Investment, budget, cost | MDM Master data | System integratio |

### Executive layer MES

**Smart design**

| | |
|---|---|
| Process optimization Quality control plan | Digital simulation |
| | Expert Knowledge Base |

**Smart production**

| | | |
|---|---|---|
| Device mgmt. | Production planning mgmt. | Quality mgmt. |
| Equipment acquisition | In-plant logistics | Material control |

**Smart Services**

| | |
|---|---|
| Supply chain synergy Product traceability | People's performance Complaints and after-sales |

## Control layer

### Device layer

**Smart Equipment**

**Production equipment**

| | |
|---|---|
| SCADA/HMI/PLC | Robotic arm |
| Sensor | Smart Terminals |

**Logistics equipment**

| | |
|---|---|
| RFID/Barcode | Automatic loading and |
| AGV/Electronic rack | Automatic transport |

**Testing equipment**

| | |
|---|---|
| Smart Point Tour | Metering detection |
| Online Smart Detection | Lab integration |

### Basis Architecture layer

**Smart Infrastructure**

**Data Center**  **Internet connectivity**  **Security**

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Cloud Platform | Virtualization | Big Data | Device connectivity | Wan | Internet of Things IOT | Cyber security | Information Security | System security |

# IWS Solution Capabilities of MES Manufacturing Execution System



Man

Machine

Material

Method

Environment

Smart material

Input

Pre Opr

Output

- Auto configure
- Route parameter

Staged inventory

Conveyor

Staged inventory

Input

Next Opr

Feeder

Output

Staged inventory

Conveyor

- QA record
- Report
- Analysis
- Statistic

Quality inspection

Smart product

Auto warehousing

Inbound dock

Outbound dock

WMS

Shipment

IoT / Internet Service

- Explosion: Job planning/schedule
- Machine running
- Data collection: material consumed, output, capacity, quality.

MES

iWS Information Worker Services

Product design
Route design
Route parameter

PDM / PLM

ERP system

- Project management
- Shipment plan
- Production planning, scheduling
- Material requisition planning

Microsoft Dynamics AX

# Microsoft WMS Solution

**Power BI**

**3**

## Job layer

| Goods-in board | Good-out board | Material supplies board | Mission board | Rota board | Palletizing and sorting board | short molding board | Error board | Performance board |
|---|---|---|---|---|---|---|---|---|

**1**

## Warehousing function area — Automatic

| Multi-warehouse mgmt. models Multi-warehouse mgmt. policy | Batch, serial number mgmt. | Material transfer mgmt. | Cross dock Cross-transit | Workflow mgmt. |
|---|---|---|---|---|
| Custom location type With the storage number sequence | Route | Implemented by hierarchy Warehouse Reservations | Multiple inventory mgmt. strategies | Inventory control |
| Location mgmt.: | Detailed access instructions | Shipping, picking wave mgmt. | Warehouse staff mgmt. | Work activity tracking |
| License mgmt. License Plate | Mobile devices, data acquisition equipment integration | Multiple picking modes | User interface modeling | Business data presentation |

**Dynamisc365**

**2**

## Data capture

**Azure IoT**

# Microsoft Retail Solutions Feature overview

## Multi-channel sales management

- A simple development environment
- Inquire and filtering
- Adaptive screen based on device
- Search
- Integrated electronic map
- Multi-channel management– "Online purchase, offline pick-up"

## Retail Pos

| Trading and interface management | Payment processing | Real-time customer updates | Role-based interface and security management | Implement loyalty updates | Global Recall |
|---|---|---|---|---|---|

## Headquarters and channel management

| Shopping cart shopping cart and payment process | Shipped | Category management | RealtimeInventory updates | Order fulfillment and shipping | Multi-channel sales of individual items |
|---|---|---|---|---|---|
| PosIntegration | Set | Entry label | Store sales management | Hardware configuration | Space management |
| Distribution | Warehouse | Classification management | Replenishment | Price management | Push replenishment |

## Customer Relationship Management

| Vouchers | Promotion | Prices and discounts | Loyalty management | Retail Sales Data Warehouse | Customer information |
|---|---|---|---|---|---|

## Core features

| Retail Analytics | SupplyChain management | Enterprise Portal | Customer Relationship Management | Human resources management | Financial management` |
|---|---|---|---|---|---|

# In-business, back-office solutions

| Web page | Catalog | Store | Cell phone | Self-service terminals | Call center | Social |
|----------|---------|-------|------------|------------------------|-------------|--------|

**Multi-channel sales**

**Order Customer (Store) Dimension (Carrier, Route, Order Type, WhetherVipLine)**

← **B2b**

**Order Pool**

**B2c** →

**Order commodity dimension**
(Single order, multi-item order, same order,Whether to express collection on behalf of COD, whether to specify a courier company,Category of goods )

**High lyability:**

❖ On-shelf rules

❖ Quality inspection rules

❖ Replenishment Path

❖ Reservations, allocation rules

❖ Wave rules

❖ Restocking rules

❖ Picking rules

❖ Early Warning Rules

**Single order**

↓

**Orders for the same goods**

↓

**A single shipment**

**Multi-product orders**

**Same combination** → **Same goods**

**Scattered** → **Edge picking**

The order engine can be grouped based on multiple dimensions

**Restocking rules**

**Picking rules:**

❖ Seeding

❖ Fruit picking

**Group Wave Policy**

- Order grouping (wave) strategy configurable, combined (wave) picking increases efficiency
  - Products/Regional optimization combination
  - Seed-Support and DPS Integration

# IWS Industrial Solutions Capability

**Discrete manufacturing Industry Solution**
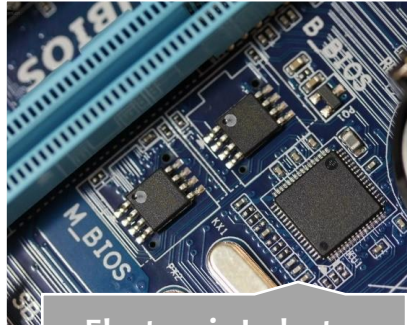
**Electronic Industry Solution**

**Machinery Industry Solution**

**Apparel & Luggage Industry Solution**

**CRO Industry Solution**

**Appliances Industry Solution**

**Process Industry Solution**

**Distribution & Retail Industry Solution**

**Logistics Industry Solution**

**E-commerce Platform Solution**

# IWS Successful Customer Case

CUSTOMER SUCCESS IS THE ONLY WAY TO MEASURE OUR

**Manufacturing**

**High-Tech & Project Service**

**Distribution & Retail**

**Overseas Client**

**Biological Chemistry**

# ePAK Hong Kong Pte Limited

## —— Using one integration to gathering multinational power and help ePAK grow steadily

**ePAK**®

### Solution Value

📅 Manufacturing & Trading

📍 Shenzhen, China
TX,USA
Singapore

👤 Information Worker Services(Xiamen)Co., Ltd

▷ Microsoft Dynamics

> ePAK is a leading full service provider of semiconductor transfer and handling products. With an eminently experienced team, a centrally located manufacturing center in Shenzhen, China, and HKG, US and SGP based global headquarters and sales centers around the world (Korea, Taiwan, Europe, Malaysia, Philippines). ePAK offers shipping & handling solutions across the full range of semiconductor manufacturing stages. ePAK has more than 5000 products that are sold globally to top tier global customers including semiconductor companies, system OEMs, and IC assembly and test operations.

## Pain Point

◆ Global business requires an ERP system to manage with flexibility and also fulfill the localization for each country.

◆ Complicated intercompany pricing rule and great deal of multinational internal transactions.

◆ Establish corporate rule in management and accounting level.

◆ Require accurate cost accounting supporting for group company financial management instead of current manual work.

◆ Multinational companies and multi-system caused asymmetric information, low efficiency

## Solution

✓ Standing on group level and point to establish specific and clear rules and terms for data management, financial management, supply chain management process management, localized requirement.

✓ Figure out intercompany transaction rule and custom an automatic, intelligent intercompany posting .

✓ Integrate all companies, both Business department and Finance department in one system to break the information island and make integration finance into business come true.

✓ Design customized solution for all-round purchase, manufacture, finance, sales processes to trigger financial accounting from business end.

### Quality, Reliability, and Precision

ePAK was founded on the principles of exceeding our customers requirements and expectations. We strive every moment to produce the highest quality products in the industry.
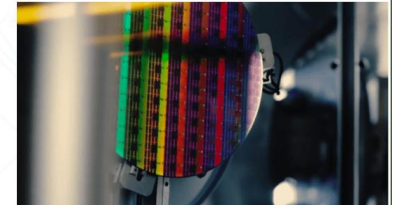
**WAFER HANDLING**

Device protection and contamination control begins at the wafer fab and extends to the assembly site.

**IC SHIPPING & HANDLING**

Advanced tray manufacturing capabilities with dedication to Quality and Service.
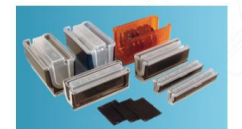
**DISK DRIVES**

ePAK engineered products deliver exceptional performance and quality to the Data Storage markets.

# Normet Group

——10,000 BOM lines, rigorous data-based accuracy of intelligent car building

**normet**

## Solution Value

📅 Assembly & Manufacturing

📍 Finland
Hubei, China

👤 Information Worker Services(Xiamen)Co., Ltd

▶ Microsoft Dynamics

> Normet Group and the R&D team located in Iilsami, Finland, Equipment manufacturing in Iisalmi, Finland and Santiago, Chile. Employee more than 450, production facility 26000 sq. meter. To satisfy the increasing demands, Normet Group established a distribution network which contains 37 wholly-owned sales and service companies in 24 countries, which were headquartered in Switzerland. Normet Group hired more than 1000 professionals. Normet has 50 yeas experiences in research and development, manufacturing and sales in equipment for underground mining and tunnel industry. Normet also offer a lifetime maintenance and operational service for their products. Normet has became the leader in the market with more than 9000 equipment sold.

## Pain Point

- Global business requires an ERP system to manage with flexibility and also fulfill the localization for each country.
- Complex BOM and route, customized product. Difficult in managing and production optimizing.
- Require advanced MRP planning, materials planning and production scheduling.
- Require accurate cost accounting, supporting for group company financial management.

## Solution

- ✓ Centralized data management, financial management, process management, localized requirement.
- ✓ Multi-level BOM management, flexible configure BOM and route, product drawings directs route operations, secure jobs accuracy.
- ✓ MRP accurate planning capability, triggers planned purchasing and planned production.


> ALPHA 1430PC

**厦门一维天地信息技术有限公司 Information Worker Service (Xiamen) Co., Ltd.**


Gold
Microsoft Partner
Microsoft

# Envision Digital

## —— Intelligent and integrated ERP system helps Envision digital transformation and globalization

Envision digital

**Solution Value**

| | | | |
|---|---|---|---|
| Project Solution & Software | Shanghai & Wuxi China CA & TX, US Singapore | Information Worker Services(Xiamen)Co., Ltd | Microsoft Dynamics |

> As the world's digital energy technology leader, Envision was founded in 2007.Today Envision has become the leading wind turbine technology company worldwide. Headquartered in Singapore and with regional offices across Asia, Europe, North and South Americas and has established global R&D centers in France, Norway, the Netherlands Denmark, Germany, the United Kingdom and the United States. Envision Digital's world leading A lot operating system, EnOS, connects more than 120GW energy assets globally. Partnering with companies and governments, Envision Digital through its suite of application and solutions is committed to enabling global clean energy transition and digital transformation. Its growing list of over 250 customers and partners spans across ten industries and includes: Accenture, Amazon Web Services, GovTech Singapore, Keppel, Microsoft, Nissan, Tableau, Total, PSA International, and Sonnen.

### Pain Point

- ◆ Global business requires an ERP system to manage with flexibility and also fulfill the localization for each country.
- ◆ Project working requires employee report timesheet, expense report over company and countries
- ◆ Complex Project accounting requirements and local accounting standards for project cost, revenue recognition, deferred cost, etc.
- ◆ Multinational companies and multi-system caused repeat operations and communications
- ◆ Multi-currencies accounting and corporate consolidation for more then 200 inter companies.

### Solution

- ✓ Unify accounting and business terms , establish a series of rule for accounting , project , purchase, HR management.
- ✓ Based on localizing rule and company features, provide Envision Digital solutions with common process and customized system to meet both group and company requirements.
- ✓ Implementation schedule to involve all digital companies in D365 to enable automatic consolidation and one integration.
- ✓ Deploy intercompany transaction and customized development in Project management module to accomplish accounting and project team needs.
- ✓ Custom financial report to meet management requirements for different companies and permission limits.

EnOS™
Smart Wind Software

Envision

厦门一维天地信息技术有限公司 Information Worker Service (Xiamen) Co., Ltd.
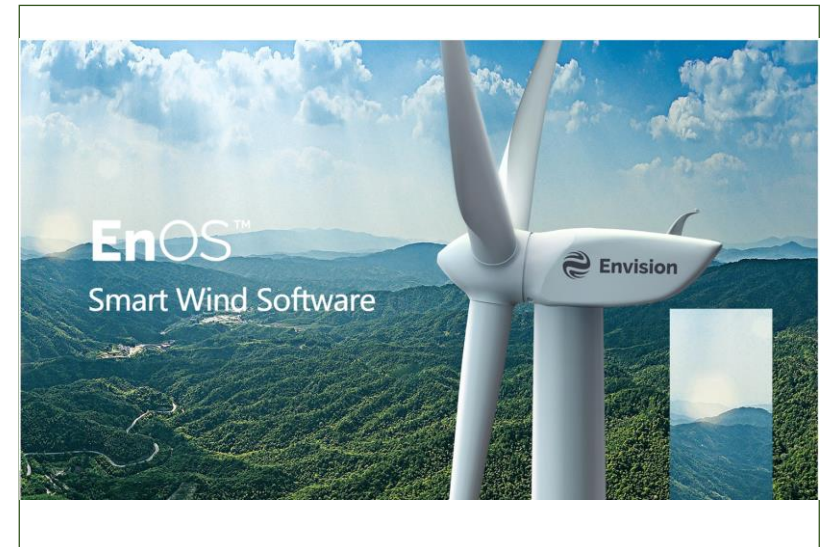
# Taikoo (Xiamen) Aircraft Engineering Company Limited
## ——Dynamics Intelligent ERP Helps Taikoo Aircraft to Ensure Safe Travel

**Solution Value**

HAECO

Manufacture    Xiamen    Information Worker Services(Xiamen)Co., Ltd    Microsoft Dynamics

> Xiamen Taikoo Aircraft Engineering Co., Ltd. was registered in Xiamen on July 1, 1993 and began operation on March 18, 1996. It has become one of the largest and most capable maintenance centers in the world. The company has been committed to providing customers with the highest quality and safety standard maintenance services at reasonable prices and highly competitive shutdown cycle, which has won the unanimous recognition of airlines and maintenance peers. Up to now, it has served more than 90 well-known airlines in the world, and has rich experience in the inspection and maintenance of more than 900 aircraft.
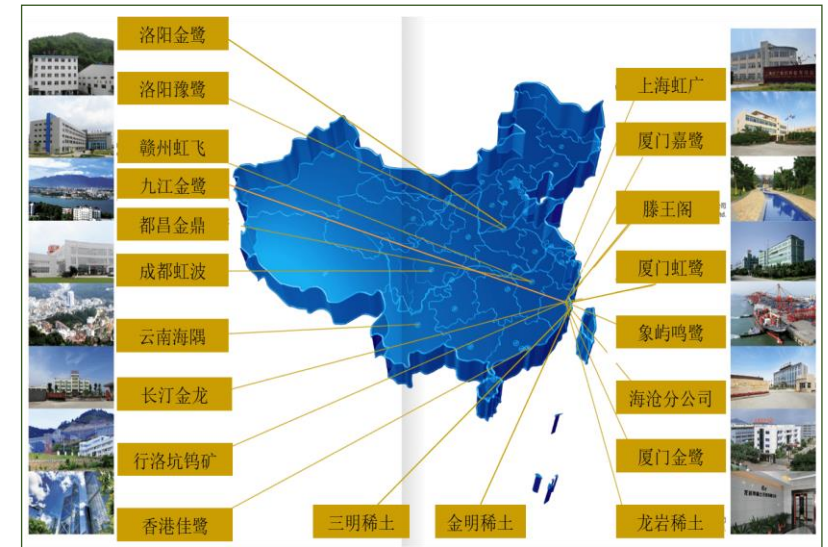
## Pain Point

- Multiple Production lines and Business types
- Lack of uniform standard process
- Different IT system in each branch company, that are complicated in management and high cost in maintenance.
- The scalability of IT systems is poor
- Report forms and performance analysis are difficult to obtain and require a lot of manpower and material resources.

## Solution

- ✓ Unified product data management, flexible configuration of product data;
- ✓ Purchasing management under the overall planning of the group;
- ✓ Total integrated quality management;
- ✓ Supply chain traceability system based on batch attributes and serial number attributes;
- ✓ Integrated MES and external manufacturing and testing equipment;
- ✓ Group financial management which integrates budget and group control;

# Xiamen Tungsten Co., Ltd.

**——Create Management Benchmark of metallurgical industry and complete financial report on the next day of month-end.**

## Solution Value

Manufacture

Xiamen

Information Worker Services(Xiamen)Co., Ltd

Microsoft Dynamics

> Xiamen Tungsten Co., Ltd. is the largest tungsten metal smelter in the world. After years of development, Xiamen Tungsten Co., Ltd. has developed from a single tungsten product manufacturer to a group joint stock company involving multiple industries, including mines, metal smelting, powder metallurgy, precision mechanical processing, rare earth crushing, new energy, real estate, etc. Xiamen tungsten industry has integrated process manufacturing, discrete manufacturing, lean manufacturing and other production forms and domestic sales, import and export trading in a number of business types. The company covers many industries, with branches and subsidiaries distributed in many areas throughout the country, with annual sales reached 10 billion and employee numbers up to 10,000.

## Pain Point

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◆ Lack of uniform standard process

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洛阳金鹭
洛阳豫鹭
赣州虹飞
九江金鹭
都昌金鼎
成都虹波
云南海隅
长汀金龙
行洛坑钨矿
香港佳鹭
上海虹广
厦门嘉鹭
滕王阁
厦门虹鹭
象屿鸣鹭
海沧分公司
厦门金鹭
三明稀土
金明稀土
龙岩稀土

Gold Microsoft Partner

# Ruili Group Ruili Automotive Parts Co., Ltd.

**SORL**

—— Dynamics Intelligent ERP Helps Riley Group Establish Leading Position in Automobile Parts Industry

## Solution Value

Automotive Parts

Wenzhou

Information Worker Services(Xiamen)Co., Ltd

Microsoft Dynamics

> Ruili Group, founded in 1987, is a modern enterprise specializing in the production and sale of automobile parts and rail vehicle parts. In July 2004, it was successfully listed in the Nasdaq, United States. Now it has become the world's top three and the largest commercial vehicle pneumatic brake system integrator in China. It has been named China Top 100 Automobile Parts Enterprises, National Automobile Parts Export Base Enterprises, National Torch Plan Key High-tech Enterprises, National Top 500 Private Enterprises, National Intellectual Property Advantage Enterprises, and participated in drafting and formulating a number of national standards, national military standards and industry standards.

### Pain Point

◆ Upgrade from AX4.0 to AX2012

◆ Business covers headquarters and 28 sales branches, 48 offices and export business, and supports the documents, customs declaration and export business groups involving a large number of commodity transactions orders;

◆ Large material base to achieve product assembly order planning management;

◆ Inventory management, including first-class warehouse (finished goods warehouse, parts warehouse and raw materials warehouse), second-class warehouse (tool warehouse), site warehouse.

### Solution

✓ To achieve a unified management of the master data of the whole group, group financial management, business process management;

✓ Multi-channel support and VMI inventory management

✓ Realize the visualization of supply chain;

✓ Implement workshop inventory management;

✓ Realize the two-line management mode of group financial revenue and expenditure.

IWS 10 信守十年 Gold Microsoft Partner Microsoft

# Nuctech Company Ltd.

## ——Create Management Benchmark of equipment assembly industry and project life cycle management

**Solution Value**

📅 Project assembly  📍 Beijing  👔 Information Worker Services(Xiamen)Co., Ltd  ▷ Microsoft Dynamics

> Nuctech Video Technology Co., Ltd. is the world's leading supplier of security products and security inspection solutions. The company was founded in 1997 and originated from Tsinghua University. Based on independent innovation and close to customer needs, Nuctech prestige provides customers in more than 150 countries and regions worldwide with advanced innovative technology, excellent quality products and comprehensive security solutions and services. The products and services of the same party's VISA series have entered many fields such as civil aviation, customs, railways, highways, urban rail transit, postal logistics, public security and judicial authority, large-scale events, helping customers to protect national security and the safety of people's lives and property, which has been widely recognized by users all over the world. "Nuctech prestige" has become a well-known brand in the international industry.

## Pain Point

- Many kinds of IT systems in the company, lack of unified planning, high cost maintenance and poor expansibility of various IT systems.
- Branch companies and business departments are numerous, group management and control is weak, and manual processing of consolidated statements is a heavy workload.
- Many kinds of materials, complex product configuration and lack of effective quality traceability system.
- Mixed business form of integration of external cooperation and independent processing, unclear business process and lack of business norms and standards

## Solution

- ✓ Unified product data management, flexible product configuration;
- ✓ Effective project life cycle management, detailed project profit and loss analysis
- ✓ Supplier Platform Management Improves Management Efficiency and Reduces Supplier Management Cost
- ✓ Effective multi-level quality tracking system has been established, such as work order, serial number and batch number.



同方威视技术股份有限公司
NUCTECH COMPANY LIMITED

威视分支机构
Branches of NUCTECH

威视的产品与服务已遍布五大洲，在全球市场上占据重要地位。威视共有控（参）股企业10余家，主要分布在香港、澳大利亚、波兰、土耳其、委内瑞拉、阿根廷等国家和地区。

NUCTECH plays an important role in global market for its products and service. NUCTECH has more than 10 share-holding / share-controlling companies in HK, Australia, Poland, Turkey, Venezuela, Argentina and etc.

**厦门一维天地信息技术有限公司 Information Worker Service (Xiamen) Co., Ltd.**

Gold Microsoft Partner

# KABA Defense System (China) Co., Ltd.
## ——On the platform of Dynamics AX, it carries more than 300 core patents of security system.

**Solution Value**

📅 Project Manufacture          📍 Beijing          👤 Information Worker Services(Xiamen)Co., Ltd          ▷ Microsoft Dynamics

> KABA Group is a global leader in the security industry. Its global headquarters is located in Switzerland. It is listed on the Swiss Stock Exchange. It has branches in more than 60 countries and has about 7,500 employees. At present, China's market expansion has entered a steady and rapid development stage. In order to meet the increasing localization requirements of large-scale industries such as high-speed rail, KABA Group has established a production base in Shunyi Airport, Beijing, KABA Defense System (China) Co., Ltd. The company's staff has expanded from dozens to hundreds of people, and has grown into a specialty integrating marketing, production and research and development capabilities.

## Pain Point

- Globalized business needs a set of unified ERP business to centralize the management of national and regional business. Unified information solutions are needed to meet the local business needs flexibly.
- Customer orders of project type have different requirements for each project (high speed railway, rail transit, airport, frontier inspection, revolving door, energy, gymnasium, etc.).
- The product bill of materials is complex, which requires accurate project cost accounting and ERP system to support group financial management.

## Solution

- ✓ Automatic coding and BOM configuration improve the accuracy of BOM.
- ✓ Provides accurate MRP planning capabilities to ensure procurement planning and production planning arrangements.
- ✓ Quality management settings, according to different products set different quality inspection requirements, to ensure the safety and stability of products.
- ✓ Group expenses and expenditure approval and workflow are seamlessly integrated to improve paperless office and work efficiency.

**厦门一维天地信息技术有限公司 Information Worker Service (Xiamen) Co., Ltd.**

# Oriental Group

ORIENTAL SHEET PILING | ArcelorMittal

——The same set of Dynamics, which meets the needs of multi-country groups and supports flexible business models

**Solution Value**

Project Management

Malaysia & Singapore & Vietnam & Shanghai, Hong Kong, China

Information Worker Services(Xiamen)Co., Ltd

Microsoft Dynamics

> "Oriental Group is the only truly global steel manufacturer under the company of ArcelorMittal. As the world's largest steel group, Oriental Group has employees in more than 60 countries and factories in 20 countries. Among them, the project is one of the business of ArcelorMittal Group. ArcelorMittal's products are technologically advanced and enjoy a leading position, and benefit from advanced vertical integration - from iron ore mining at one end of the value chain to distribution at the other end. Oriental Group provides one-stop infrastructure steel product solutions for global customers. Oriental can collectively utilize rich international resources and experience to provide services through its diversified professional teams in various construction and engineering fields in Southeast Asia and China. This ensures that the customer's project needs are met wherever and whenever possible."

## Pain Point

- Group business covers more than 10 companies in 6 countries and regions. ERP with group management capability is needed to unify the data management, financial management and provide standardized process.
- Many kinds of products, that needs to be managed by many units, and the valuation unit is not consistent with the inventory management unit.
- Business types are flexible, involving all kinds of international trade, project sales, leasing, internal company transactions. Management is difficult.

## Solution

- ✓ It provides a unified management capability for groups across countries and regions. Provides group financial management, product data management, standardized business processes, leasing, project management, sales, internal company trading system capabilities;
- ✓ Support flexible multi-unit management to realize multi-dimensional quantity management of steel products weighing and piece counting.
- ✓ The same system supports various business models such as project sales, direct delivery, leasing, etc.



**Distribution Solutions**

| Global range | Specific solutions |
| --- | --- |
| **Distribution Solutions** | **Construction** |
| - A network of multi-specialist agencies/ proximity and full range of products (flat, long, technical and special steel) | providing steel solutions for façades, roofs, floors and structures for all kinds of buildings |
| - Flat carbon steel processing and logistics for automotive and industrial markets | **Total Offer Processing** offers a complete range of services in the sheet metal processing activity (up to semi-finished products) |
| | **Wire Solutions** provides a steel diversified portfolio of low and high carbon wires |
| | **Projects** realizes foundation solutions and supplies complete packages for oil & gas and steel construction projects |

11 business areas — 4 business units

# Guangri Electrical Equipment Co., Ltd.

## ——Using Dynamics AX as platform to escort elevator safety

**Solution Value**

**EFG**
广州广日电气设备有限公司
Electricity Facilities Guangri Guangzhou Co.,Ltd.

Project assembly  Guangzhou  Information Worker Services(Xiamen)Co., Ltd  Microsoft Dynamics

Guangri Electrical Equipment Co., Ltd. was established in October 1998. It is a state-owned holding enterprise of Taiwanese, Hong Kong, Macao and domestic joint ventures under Guangzhou Guangri Stock Company. As a high-tech enterprise in Guangdong Province, it has a total area of 60,000 square meters of modern factory buildings and garden-like industrial parks. The company has seven series of products, including LED lighting and drive series, power components series, electronic and electrical series, control cabinet series, control series, elevator car decoration series, as well as elevator special wire and cable series. With the quality policy of "customer first, excellence; honest enterprise, service for a hundred years", Guangri has always maintained a good market reputation and leading position in the industry. It has been selected as the main supplier and long-term partner of Hitachi Elevator, Otis Elevator, Guangri Elevator and York Air Conditioner for several consecutive years.

### Pain Point

◆ The company's manufacturing field is diversified, involving elevator, LED, wire and cable, electronics, sheet metal, injection molding and other processes, it is difficult to use a set of ERP unified management;

◆ Each real estate project, elevator, lighting scheme is different, each product BOM is not consistent, and BOM as high as several thousand lines, design BOM, production BOM, planning BOM are often inconsistent;

◆ Material planning is changeable, inaccurate, and it is difficult to manage multiple suppliers.

### Solution

✓ To achieve sales management, procurement management, product data management, elevator box management, research and development management, warehouse management, production management, master plan, quality management, group finance, internal company transactions, supplier platform management and other business capabilities.

✓ Automatic coding and BOM configuration improve the accuracy of BOM.

✓ Accurate MRP demand calculation improves the inventory turnover rate and reduces the stock of bad materials.

电梯零配件系列

电子产品系列

**厦门一维天地信息技术有限公司 Information Worker Service (Xiamen) Co., Ltd.**

iWS  Gold Microsoft Partner  Microsoft

# TRAYTON Group

## ——WMS Automatic Warehousing Solution

**Solution Value**

📅 Manufacture       📍 Shanghai       👔 Information Worker Services(Xiamen)Co., Ltd       ▷ Microsoft Dynamics

> TRAYTON furniture, Nordic style production base in Shanghai, R & D in Europe, production in China, there are three super-large manufacturing bases and multi-site distribution centers for global delivery. The implementation of WMS has greatly improved the logistics speed of the whole group company.
> Mainly used in three major production bases
> The project was successfully implemented and completed in August 2016.
> Solve the logistics distribution operation of manufacturing base in China

## 🔍 Pain Point

- How to manage the storage space finely, monitor it comprehensively and make full use of the limited space?
- How to intelligently allocate the storage space, effectively manage and avoid human errors?
- How to collect data in time and manage the process accurately?
- How to carry out automatic and intelligent management to improve work efficiency?
- How to Reduce the Construction and Maintenance Cost of Automatic Warehousing

## 🔧 Solution

Microsoft WMS warehouse management Solution can be applied to the warehousing operation of large-volume goods automatic forklift trucks; intelligent picking and loading of small goods and other business scenarios, to solve the fine management of warehouse location, comprehensive monitoring, full use of limited space; intelligent allocation of upper and lower warehouses to avoid human errors; using IoT to collect data, without keyboard, mouse, to achieve zero intervention logistics information. Collect information.

# Fujian APEX International Trade Co., Ltd.

## ——Industry and Trade, ERP and MES Solution in Shoe Manufacturing Industry

**Solution Value**

Trade & Manufacture

Putian

Information Worker Services(Xiamen)Co., Ltd

Microsoft Dynamics

> Fujian Anjian Zhiyuan International Trade Co., Ltd. (APEX) was established in 2000. The company is located on the 24th floor of the Hualin constellation in the center of Fuzhou City. It is the leading domestic agent in the development, production and international trade of footwear products (sports shoes, leisure shoes, etc.). Annual turnover is $150 million. At present, 80% of the customers are multinational retail groups, such as WALMART, TARGET, KMART, SEARS, etc.
>
> The project was successfully implemented and completed in 2010, and successfully upgraded to shoe factory and MES system in 2015.
>
> It solves the supply chain, manufacturing and financial integration management of industry and trade in China's shoemaking industry.

## Pain Point

◆ The company wishes to carry out all system management from sales, procurement, finance, product R&D process, technology transfer, production management, workshop management, quality management and so on. How to achieve optimal management, improve their own efficiency, and bring customers the best products and services has always been a difficult problem face to APEX.

## Solution

✓ Integrating supply chain, product development, factory management, quality management, human resources, finance, product data management and other company resources.

✓ Improving customer response, fast and accurate order-based and project-based quotation;

✓ Taking ERP as the Core to Realize the Integration of Financial Business

✓ Excellent scalability to support the expansion of intelligent factories

Gold Microsoft Partner
Microsoft
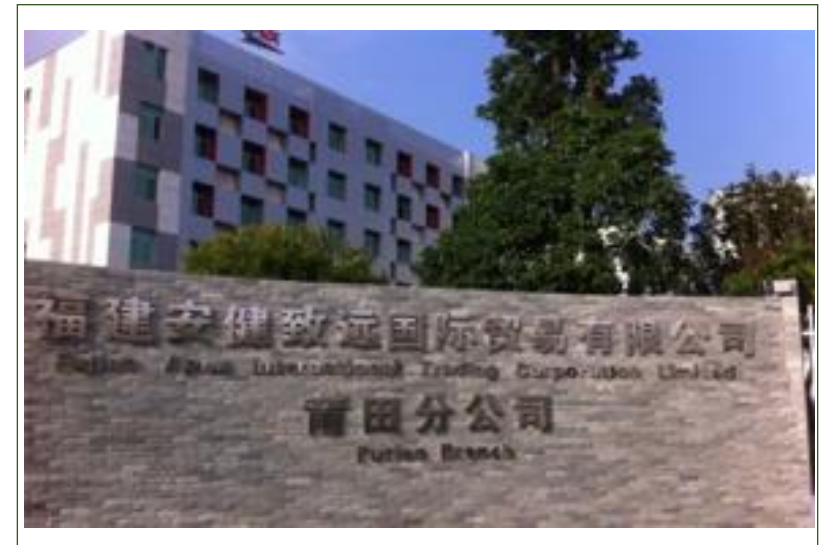
# Xiamen Hongxin Electronic Technology Co., Ltd.
## ——Building a National Intelligent Manufacturing Pilot Enterprise on the Platform of Dynamics AX

**Solution Value**

弘信电子

电子制造业　　　厦门　　　Information Worker Services(Xiamen)Co., Ltd　　　Microsoft Dynamics

> Xiamen Hongxin Electronic Technology Co., Ltd. (Stock Code 300657) was established in 2003 with registered capital RMB104 million yuan, which is a holding subsidiary of Hongxin Venture Works Investment Group Co., Ltd. Hongxin Electronics specializes in the research, design, manufacture and sale of flexible printed circuit board (FPC) as one of the key high-tech enterprises of the National Torch Program and the FPC Engineering technology of Fujian Province. Technology Research Center and National Intelligent Manufacturing Pilot Unit Enterprise.
>
> The company's operation management system is standardized and efficient. It has passed the certification of ISO 9001 quality management system, ISO 14001 environmental management system, QC080000 hazardous substance management system, TS16949 automobile quality management system and OHSAS 18001 occupational health and safety management system. The company's operation management system is standardized and efficient, and has passed the ISO 9001 quality management system, ISO 14001 environmental management system and QC080000 hazardous substance management system. Certification of Material Management System, TS16949 Automobile Quality Management System and OHSAS 18001 Occupational Health and Safety Management System.

## Pain Point

◆ Enterprises are facing new management challenges. The internal self-developed ERP system and financial management system are not well integrated, resulting in many information islands, which is not conducive to the improvement of business process specification and management efficiency. Lack of collection, processing and application of all kinds of business information; timely monitoring and management of product costs; analysis, judgment of major decisions and internal collaborative work plan need a comprehensive, accurate and reliable information platform to support.

## Solution

✓ Standardize operation process to improve production efficiency

✓ Fine Cost Accounting and Enhance Order Profit Analysis

✓ Establishment of a Unified and Cooperative Office Platform for the Group

✓ Industry characteristics and functions: electronic periodic code management, production card management, circular production process, bar code management, substitute material management, tooling management, HUB warehouse, VMI warehouse management.


厦门生产基地 Xiamen Manufacturing Base

# Zhuhai iBaby Business Chain Co., Ltd
## ——Thousands of stores, hundreds of thousands of product information, group retail business.

**Solution Value**

Retail    Zhuhai    Information Worker Services(Xiamen)Co., Ltd    Microsoft Dynamics

> Zhuhai iBaby Business and Trade Chain Co., Ltd. was established in 1998 in Zhuhai, main business is retailing chain stores with maternal and infant products. Currently, retailing outlets located at more than 80 cities of 12 provinces in Southern, Eastern and Central part of China, there are more than 1200 wholly-owned and franchised outlets, and also the online shopping mall (baby.com.cn) has been launched. It is one of the largest chain stores of maternal and infant products in China, and it has been awarded one of the "Top Ten Chartered Brands of Guangdong Province in 2016". Always adhering to the business philosophy of "safety, profession and joy", with the three-dimensional retail mode of "chain + B2C + o2o", combining 500 + well-known brands of infants and pregnant children at home and abroad, and with the service attitude of mother and infant consultant housekeeping, we provide tens of thousands of products for hundreds of millions of mothers and infants, as well as diversified professional matching clothes such as spa, entertainment, gene testing, reproductive assistance, postpartum rehabilitation, family health care, etc.

## Pain Point

◆ Product material diversification, huge base, product information needs to be shared within the group;

◆ Huge transactions records in the company group.

◆ The retailer sales and wholesales flow every day, generates many records, and the heavy workload of invoicing at the month-end to be resolved.

◆ It requires accurate and faster cost accounting to support group financial management in order to adapt to the rapid change mode of retail industry.

## Solution

✓ A unified management of the master data of the whole group, group financial management, business process management;

✓ Realize the seamless connection of B2B WMS tax control and other third-party systems;

✓ Achieve the cost accounting of thousands of downstream plus alliance customers;

✓ Achieving commission cost accounting for hundreds of upstream suppliers;

✓ Achieve intra-group transactions and direct delivery of suppliers.

Gold Microsoft Partner

# Fluence water-treatment technology Co., Ltd.

## ——Dynamics accelerate digitalized operations

**fluence**

### Solution Value

| Assembly manufacturing Project service | Jiangsu & Shanghai | Information Worker Services(Xiamen)Co., Ltd | Microsoft Dynamics |
|---|---|---|---|

> Fluence Corporation with the vision of becoming the leading global provider of fast-to-deploy, decentralized, and packaged water and wastewater treatment solutions. Fluence Corporation has a team of 300 highly trained water professionals and experience operating in 70 countries around the world, Fluence provides local, sustainable, treatment and reuse solutions while empowering businesses and communities to make the most of their water resources.

## Pain Point

◆ With fast development trends, Fluence requires an ERP system to management all financial data. Fluence has characteristics of project basis of service sales, diversified project settlement functionality is required for the ERP system, which also effectively for cost governance and profit trace.

## Solution

✓ Project management, sales mgmt., procurement mgmt., product data mgmt., warehouse mgmt., production mgmt. and financial mgmt.

✓ Diversified project settlements, and elaborated cost management.

✓ Delicacy management throughout the chains from project quotation to the end of receiving payment, including persons, materials, expenses.

✓ Integration of finance and business, visualized management of supply chain planning.

Gold Microsoft Partner
Microsoft

# XIAMEN OAMIC BIOTECHNOLOGY CO., LTD.

## ——Dynamic 365 facilitate OAMIC becoming a world-renowned biotech company

**OAMIC** ®
Extend your thinking

**Solution Value**

📅 Biological Technology  📍 Xiamen  👤 Information Worker Services(Xiamen)Co., Ltd  ▷ Microsoft Dynamics

> Xiamen Oamic Biotech Co., Ltd. established in 2014 with a registered capital of USD 100 million. Oamic is committed to developing innovative technologies for the sustainable daily use of natural ingredients, in the fields of white biotechnology, physical extraction and green chemistry.  Oamic produce high-value-added natural ingredients for food, pharmaceuticals and household chemicals.

## 🔍 Pain Point

- Ensure ingredients properly put into production with product formula.
- Quality recording in each production nods, batches, quality status to be shared between departments, quality traceability expected.
- Accurate data collecting for production process in a timely manner.
- How to improve warehousing process efficiency
- Multiple plant consolidate shipments.
- Finance accounting enhancement.

## 🔧 Solution

- ✓ Biotechnology industrial-level solution.
- ✓ Product formula, co-product, by-product solution for biological characteristics.
- ✓ Quality management, quality trace system.
- ✓ WMS solution
- ✓ Anti-mistake and data collection in production process.
- ✓ Multiple legal entity include trading company and manufacturing plants sharing information in a same work spaces, which are inventory level, sales orders, logistics, etc.

IWS 10维信息周年 Gold Microsoft Partner Microsoft

# ROOTCLOUD

**IRCOTECH**

—— The next stop BAT, benchmarking application of PSA。

**Solution Value**

Professional service

Guangzhou

Information Worker Services(Xiamen)Co., Ltd

Microsoft Dynamics

> ROOTCLOUD is an Industrial IoT platform company which provides IoT and big data services globally. It has over 10 years' experience contributing to life-cycle management and digital transformation for large-scale manufacturing enterprises. Delivering service-as-a-service(SaaS) on public cloud, ROOTCLOUD develops digital applications and solutions based on IoT platforms and changes the way industrial enterprises operate and manage their businesses, enabling clients to reinforce their core competences by improving their core product quality.

## Pain Point

◆ Corporate has 20 companies, requires one ERP system with capability to manage all business data, and supplying standard processes.

◆ Various business types, such as project of investment, delivery, costing, sales, rental, after-sales service, intercompany dealings, which has difficulties in management.

◆ Long length of project period, difficult at resource coordinating, plans conflict and have to adjust.

◆ Many of business specialist, improving efficiency needed.

## Solution

✓ Cross-region managing capability at financial management, supply chain mgmt., project mgmt., rental, sales, intercompany deals.

✓ Integrated in project mgmt., project resource and HR mgmt., staff tasking, working hours mgmt.

✓ Base on the D365 ERP, solutions integrated with systems of OA, CRM, SharePoint, Helpdesk, Power BI.

根云的多行业赋能

工业机器人行业　　智慧电动机　　智慧机床　　智慧医疗设备

目前我们的行业赋能 61 +　服务者装需价值备器 45 万台以上

# Tianjin Tiens Group

## ——Equip with technical wings, march to the new retailing.

### Solution Value

E-commerce distribution

Tianjin

Information Worker Services(Xiamen)Co., Ltd

Microsoft Dynamics

"TIENS Group founded in 1995 by LI Jinyuan in Tianjin China, began its march into the international market in 1997. TIENS Group has become a multinational conglomerate, integrating industrial capital, business capital and financial capital with its scope of business covering biotechnology, health management, hotel and tourism industry, education & training, e-commerce and finance investment, etc. With its business reaching over 190 countries, TIENS Group has set up branches in 110 countries & regions and has established strategic alliances with top ranked enterprises from many countries. The diversified products developed by Tiens Group, such as health supplements, health care appliances, skincare products, household products, etc. are creating a high quality of life for nearly 40 million families and bringing health, happiness, beauty and affluence to the world."
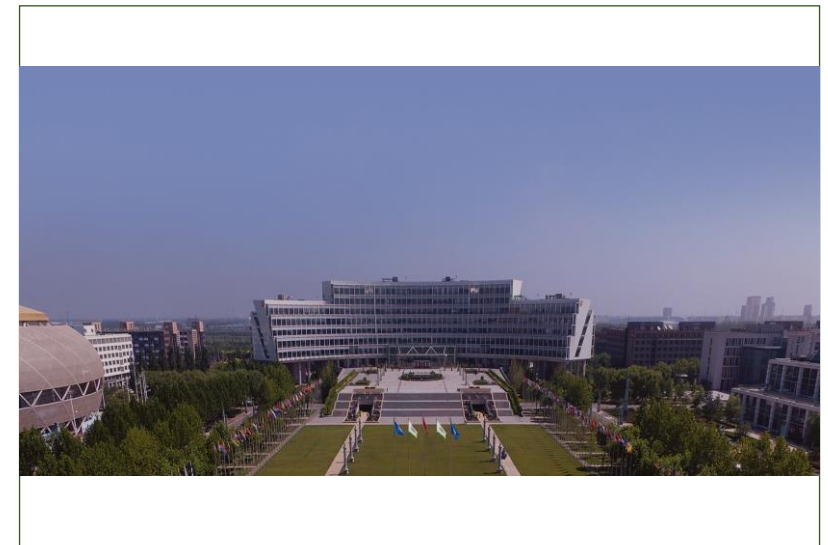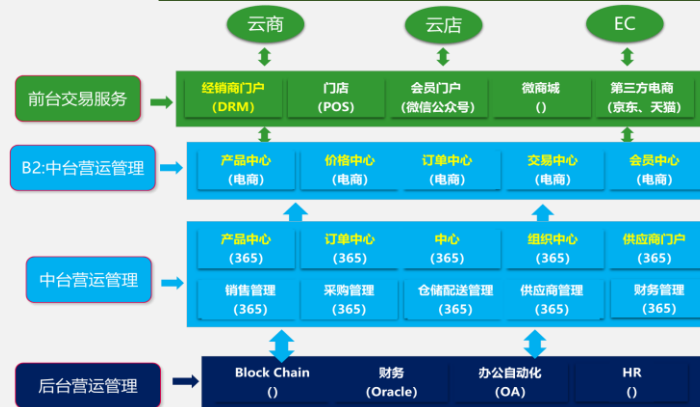
## Pain Point

- Tiens one body with multiple wings strategy, march to the new retailing.
- Maya e-commerce platform + Blockchain e-commerce platform + cloud business platform
- Blockchain: Personality trustworthiness>Machine trustworthiness, Incentives mechanism (more pay for more work)
- Social e-commerce: e-commerce base on social network (neighbors, friends, classmates, relatives)

## Solution



云商　　云店　　EC

前台交易服务：经销商门户(DRM)　门店(POS)　会员门户(微信公众号)　微商城()　第三方电商(京东、天猫)

B2:中台营运管理：产品中心(电商)　价格中心(电商)　订单中心(电商)　交易中心(电商)　会员中心(电商)

中台营运管理：产品中心(365)　订单中心(365)　中心(365)　组织中心(365)　供应商门户(365)　销售管理(365)　采购管理(365)　仓储配送管理(365)　供应商管理(365)　财务管理(365)

后台营运管理：Block Chain()　财务(Oracle)　办公自动化(OA)　HR()

# Qi An Xin Group

## ——Dynamics helps QI AN XIN become a generation of cyber security leaders

奇安信
新一代网络安全

### Solution Value

Internet technology  |  Beijing  |  Information Worker Services(Xiamen)Co., Ltd  |  Microsoft Dynamics

> Qi An Xin Group （Previous as 360 enterprise security group） is a network security company, provides enterprise-level network security technologies, products and services for government, enterprises, education, finance and other institutions and organizations. Company's products and services have covered more than 90 percent of central government departments, central enterprises and large Banks, and the security operations have been carried out in Indonesia, Singapore, Canada, Hong Kong and other countries and regions. 。

## Pain Point

◆ Has almost 40 companies, needs an ERP with collectivized management ability to unify the data management and financial management of the whole group and provide standardized procedures.

◆ IT system variety is numerous, management is complex, maintenance cost is high. The information within the company need to be broken.

◆ The business form is complex and inflexible lead to that it is difficult to manage relate with project delivery, project sales, after-sales service, non-project sales, internal company transactions, etc.,

◆ Might require huge manpower and material resources due to difficult to receive data in reporting and performance analysis

## Solution

✓ New system provide group financial management, supply chain management, project management, leasing, sales, internal company transactions functions;

✓ New system provide Project management, sales management, purchase management, product data management, warehouse management, production management, financial management, etc. functions;

✓ New system support flexible sales revenue recognition and detailed project cost management;

✓ ERP, is integrated with CRM, MES, OA and other IT systems, break the information island and improve the operation efficiency of the enterprise.

厦门一维天地信息技术有限公司 Information Worker Service (Xiamen) Co., Ltd.

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# Rich's (Suzhou) CO., LTD.

**RICH'S**

## ——Rich's achieve the integration and standardized management of the global industry chain via Microsoft Dynamics

### Solution Value

📅 Food industry  📍 Suzhou  👤 Information Worker Services(Xiamen)Co., Ltd  ▶ Microsoft Dynamics

> Rich's is a global cream company, has been committed to promote the development of bakery, catering and retail market, and provides overall solutions. In 1998, RICH'S was established, built pharmaceutical standards level factory, used professional equipment and high-level quality control system to ensure the product quality and safety. At the same time, RICH'S invested heavily to build the Asia Pacific research and development center to create new products with market demand. As a global cream producer, RICH'S has been lead the world for 70 years.

### Pain Point

- Global business department needs a set of unified cloud ERP system to centrally manage business in various countries and regions.. And also AX2009 system need to upgraded to Microsoft D365 OL;
- The business process of each link of the industrial chain needs to be reorganized and standardized management.
- The company's financial policies are hard to be effectively implemented within the whole group while compatible with different company departments.

### Solution

- ✓ Using Microsoft D365 OL to greatly improve the work efficiency and productivity of IT department;
- ✓ Using D365 to Reorganize all business links of the whole industrial chain , define standardized processes for each type of business, and improve the coordination of the group's work; Define a standardized process for each format; Improve the coordination of the work.
- ✓ Ensuring the effective implementation of group financial policies, and to effectively seek common ground and set aside differences in the differentiation of different companies within the group through authorization. By licensing differentiation among the different type business of companies to seek common ground while reserving differences.


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我们的业务遍布全世界五大洲，100 多个国家。
与全世界共享美食的愉悦。

# Thank You

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