

共同成长 迈向国际
*Growing together towards
International Market*

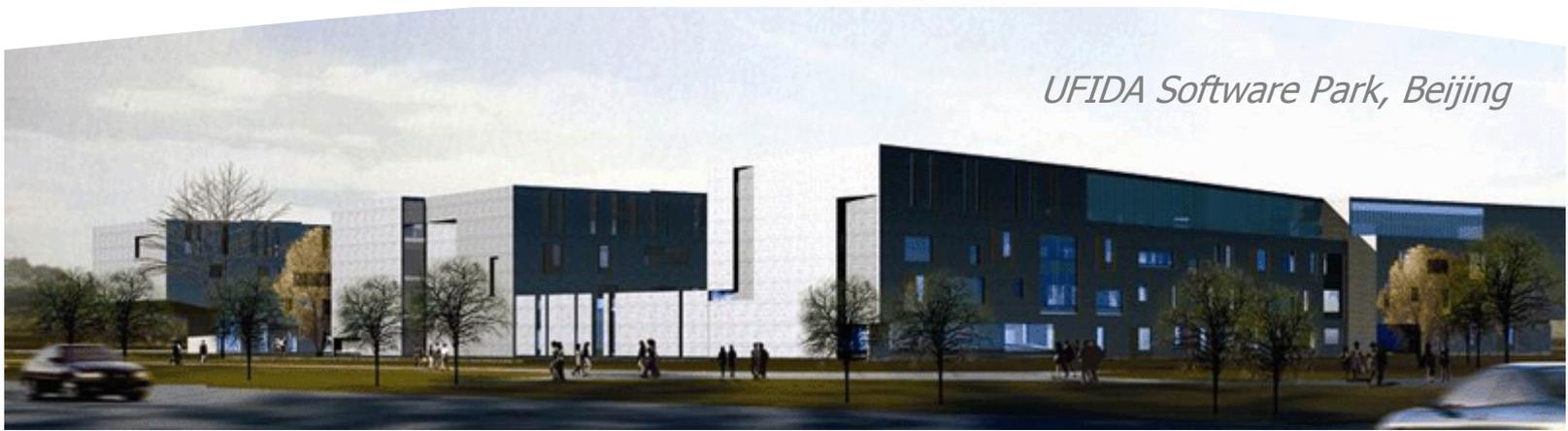
用友在海外地区的产品和服务支持
Product and Service Support by UFIDA in Oversea Market

吴 强 副总裁/国际业务
用友软件股份有限公司



议题Agenda

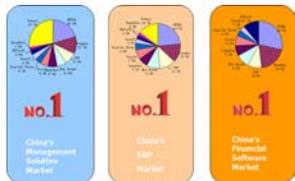
- 用友软件的国际化战略目标
- 国际化发展和支持
 - 市场
 - 产品
 - 服务
- 客户案例



用友软件的国际化战略目标

用友发展的18年

2006：用友成亚洲第一



- 亚洲本土公司第一位[亚太地区(日本除外)]
- 06年底集团总部即将迁入“用友软件园”第一期



2003：用友软件园奠基

- 全球具有竞争里的软件园区
- 容纳能力：12,000人
- 定位全球领先



2001：上海证券交易所上市

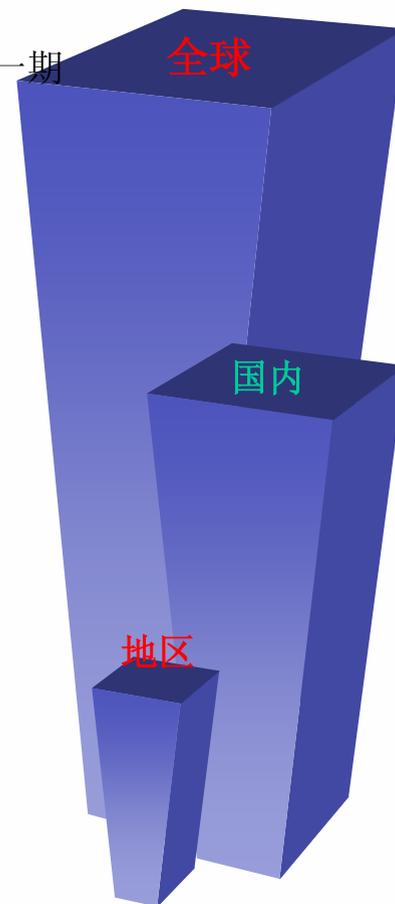
1997：用友大厦落成

- 最大的管理软件基地
- 容纳员工：1,000
- 中国的领袖企业



1988：成立

- 5万人民币，2位员工
- 1 台电脑，9平米办公室
- 迅速占领市场

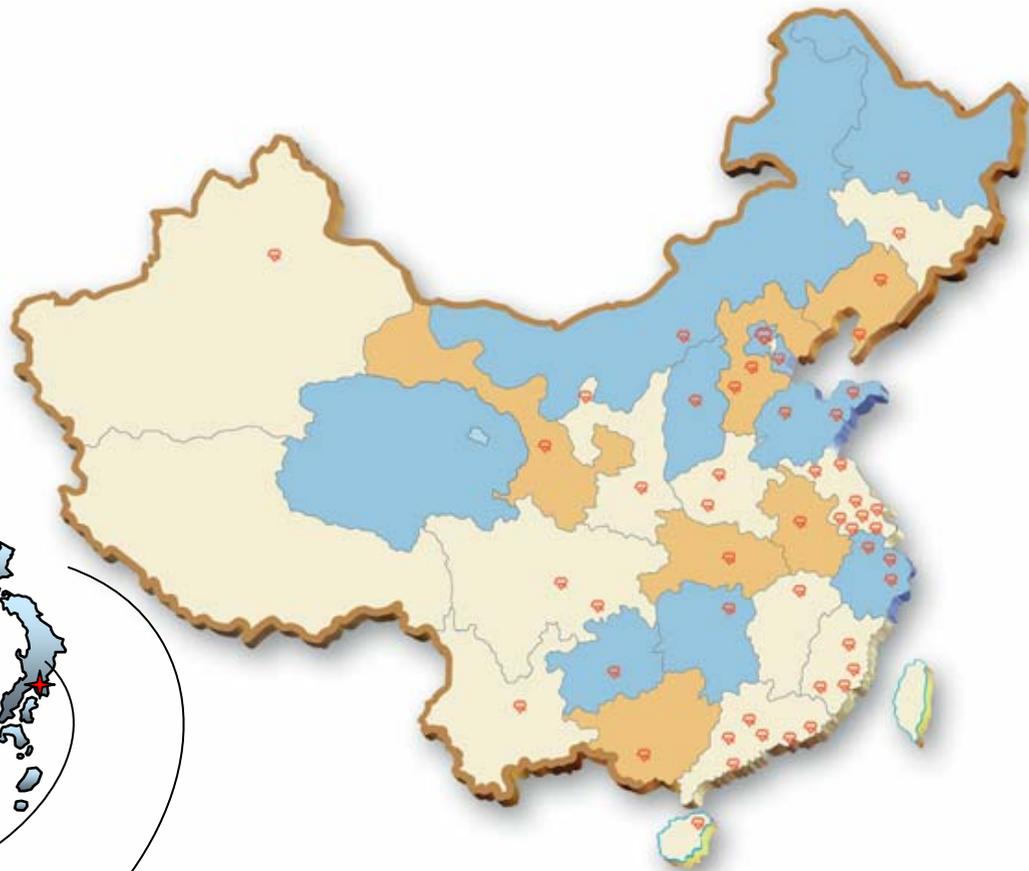
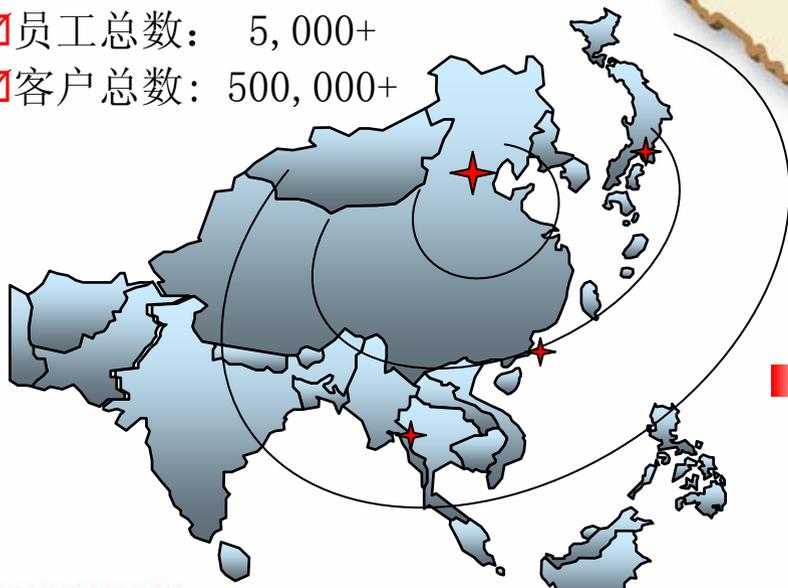


今日用友

■ 总部
北京

■ 中国最强的IT服务网络

- ☑ 分公司: 41
- ☑ 服务中心: 60
- ☑ 培训中心: 150
- ☑ 销售: 500+
- ☑ 顾问: 800
- ☑ 员工总数: 5,000+
- ☑ 客户总数: 500,000+

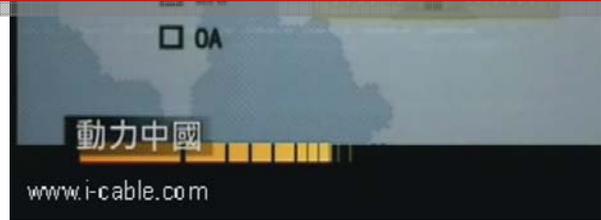
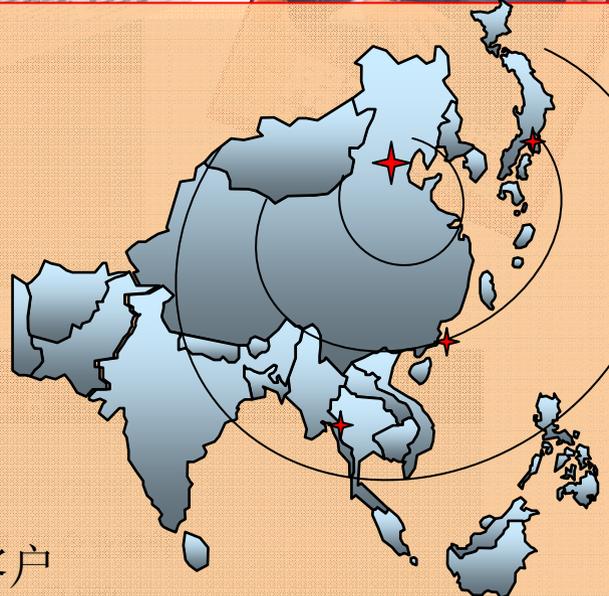


■ 国际业务:
北京 - 香港 - 日本 - 泰国

国际化拓展



- ❑ 2004: 国际化战略发布
- ❑ 2004: 建立香港分公司
- ❑ 2004: 产品开始销售到海外地区
- ❑ 2005: 新英文品牌 **UFIDA** 发布
- ❑ 2005: 开始进入泰国及东南亚地区
- ❑ 2006: 设立日本分公司和泰国办事处
- ❑ 2006: 在新加坡/马来西亚/印度尼西亚发展伙伴和客户



集团战略目标



世界前50位的软件厂商

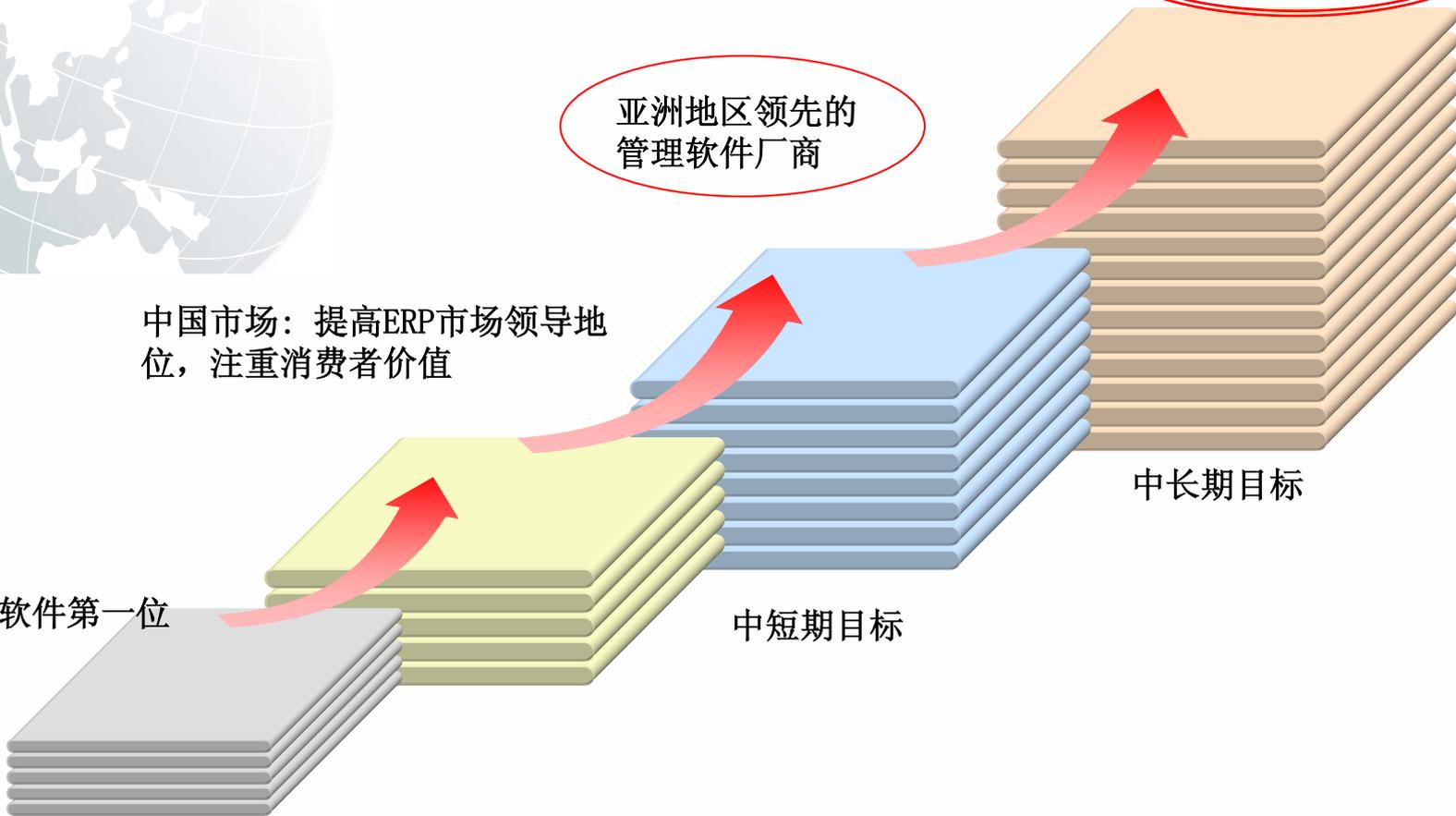
亚洲地区领先的
管理软件厂商

中国市场：提高ERP市场领导地位，注重消费者价值

中长期目标

中短期目标

国内管理软件第一位



国际化发展和支持

 市场

 产品

 服务

迈向国际的需求与挑战

- 客户设立海外机构和业务
 - 管理体制的差异和不熟悉
 - 可能的语言沟通障碍和文化理解差异
 - 财务和税务制度的差异
 - 其它…
- 对管理信息系统的需求
 - 希望继续使用已经熟悉的软件
 - 有熟悉国内外差异和解决方案的顾问服务

管理软件跨境实施的挑战与困难

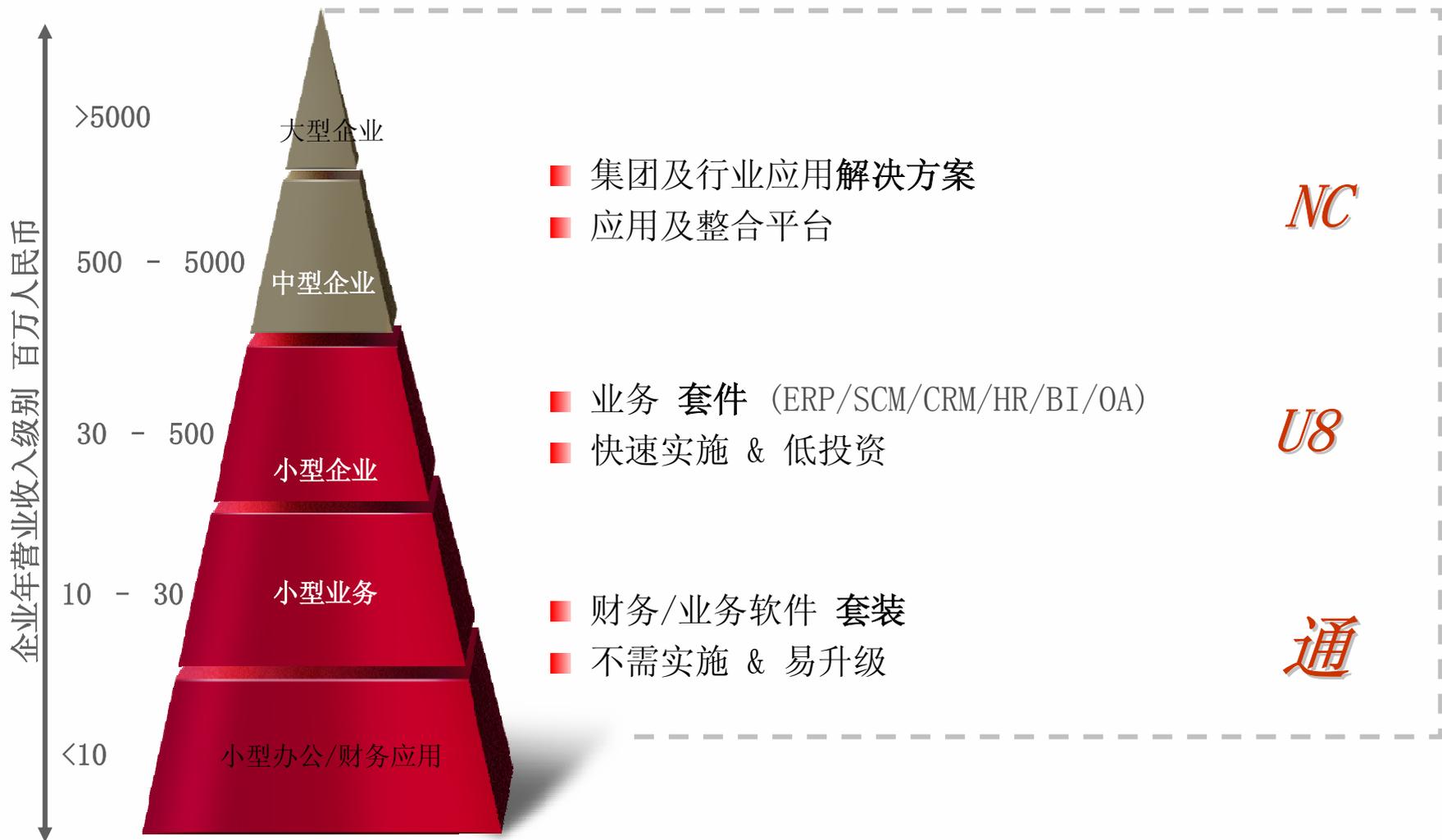
- ❑ 中国内地的财务/税务法规与海外环境要求不同
- ❑ 文化/语言问题
 - ❑ 行为与思考方式， 衡量标准
- ❑ 距离问题
 - ❑ 远距离管控， 多点控制
- ❑ 信息匮乏
 - ❑ 由于物理上的距离, 信息不能及时获得
- ❑ 资源缺乏
 - ❑ 缺乏有相关技术的有经验的员工
- ❑ 管理流程
- ❑ IT支持

用友对客户国际化支持：市场

- 国际业务部
- 多语言资料/网站
- 逐步形成的海外地区覆盖网络
 - 香港
 - 日本
 - 东南亚
 - 欧洲[未来]
 - 北美[未来]

用友的国际ization支持: 产品

产品定位



NC: 集中管理 商业协同

The image displays a screenshot of the UFIDA ERP-NC software interface. The interface includes a top navigation bar with the text "UFIDA ERP-NC 協同商務 集中管理" and a left sidebar with a tree view of modules such as "客户化", "财务/会计", "生产系统", "供应链", "人力资源", "报表", "成本管理", and "绩效管理". A central circular diagram with a red "HQ" logo and arrows connects various business functions: "财务分析", "财务管理", "成本管理", "报表", "人力资源", "供应链", "生产系统", "绩效管理", and "财务/会计".

UFIDA ERP-NC 協同商務 集中管理

UFIDA ERP-NC Collaborative Commerce Centralized Management

Message center

Appending transaction

Assigned transaction

集中管理
协同商务

UFIDA ERP-NC

& English Supported

NC: 集团管理解决方案

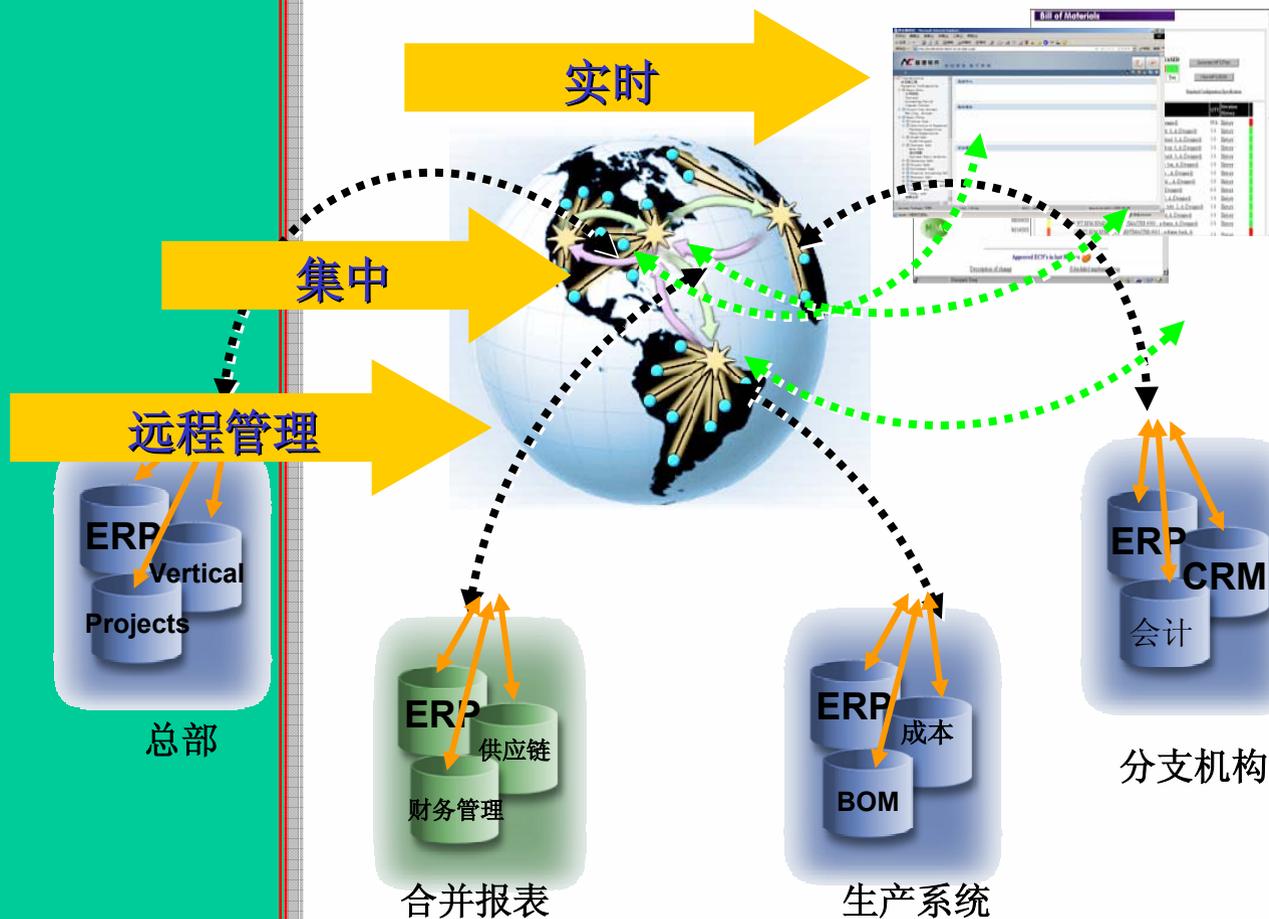
Web方式

- ▶ Java开发
- ▶ 无需客户端

集中管理

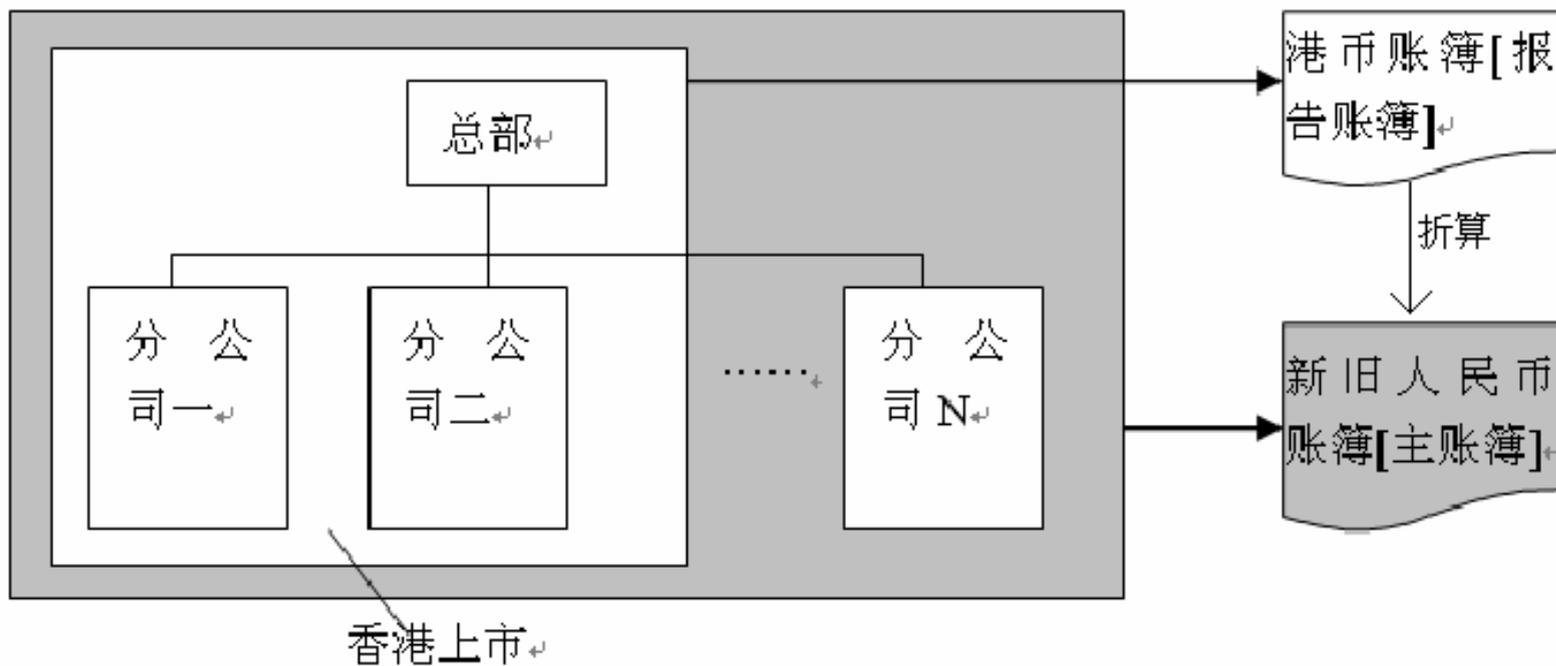
国际化支持

- ▶ 多语言
- ▶ 多货币
- ▶ 多帐簿/转换
- ▶ 国际会计准则
 - ▶ GAAP
 - ▶ SOX



NC多帐簿应用价值—国际化应用

- 多账簿：国际化集团的多会计制度（会计准则）
 - 国内集团企业境外上市
 - 国内集团企业境外设分支机构
 - 国外集团企业在国内的分支机构



NC---日语版本（开发中）

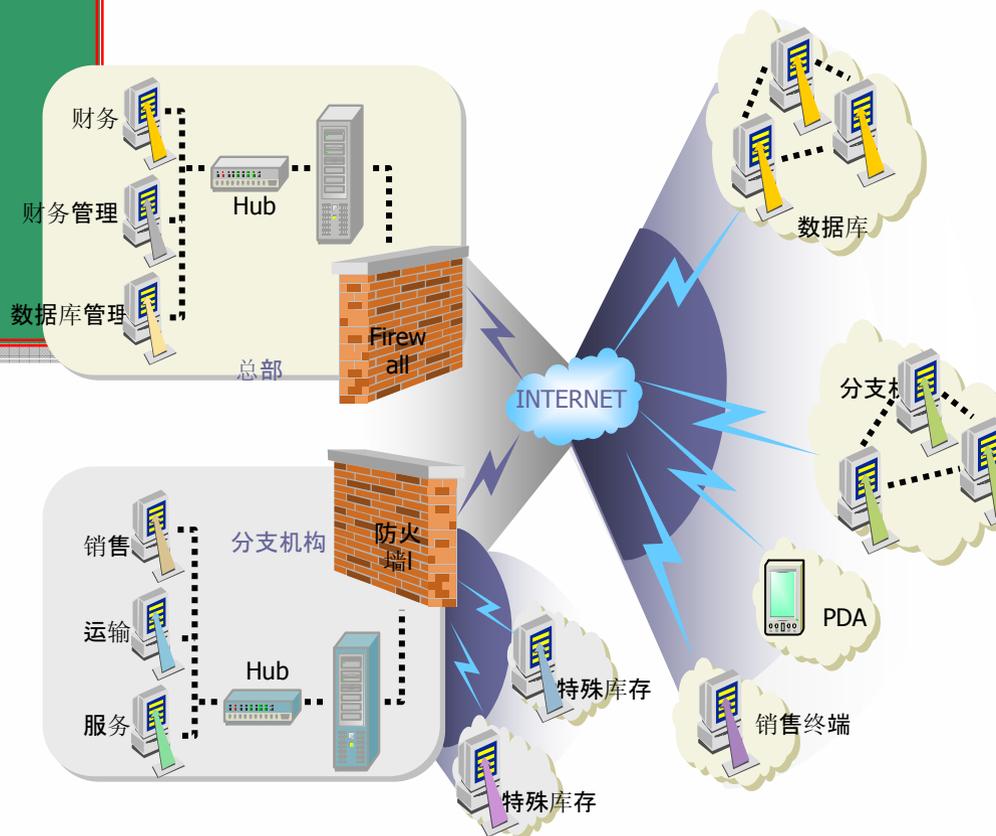
- NC 5.0
- 财务模块

The screenshot displays the 'UFIDA New Century' web application interface in Japanese. The browser window title is 'UFIDA New Century - Microsoft Internet Explorer'. The address bar shows 'http://127.0.0.1:999/servle'. The main content area features a tree view of the software's menu structure. The left sidebar shows a navigation pane with categories like 'Customization' and 'Financial accounting'. The main pane is expanded to show the 'Financial accounting' (財務会計) section, which includes various sub-modules such as 'General Ledger' (総勘定元帳), 'Cash bank' (現金), and 'Daily Business' (日常業務). The right pane shows a detailed view of the 'General Ledger' (総勘定元帳) module, listing functions like 'Manual Debit' (手動消し込む), 'Automatic Debit' (自動消し込む), 'Voucher Consolidation' (帳票合併処理), and 'Bank Debit Collection' (銀行代金取立).

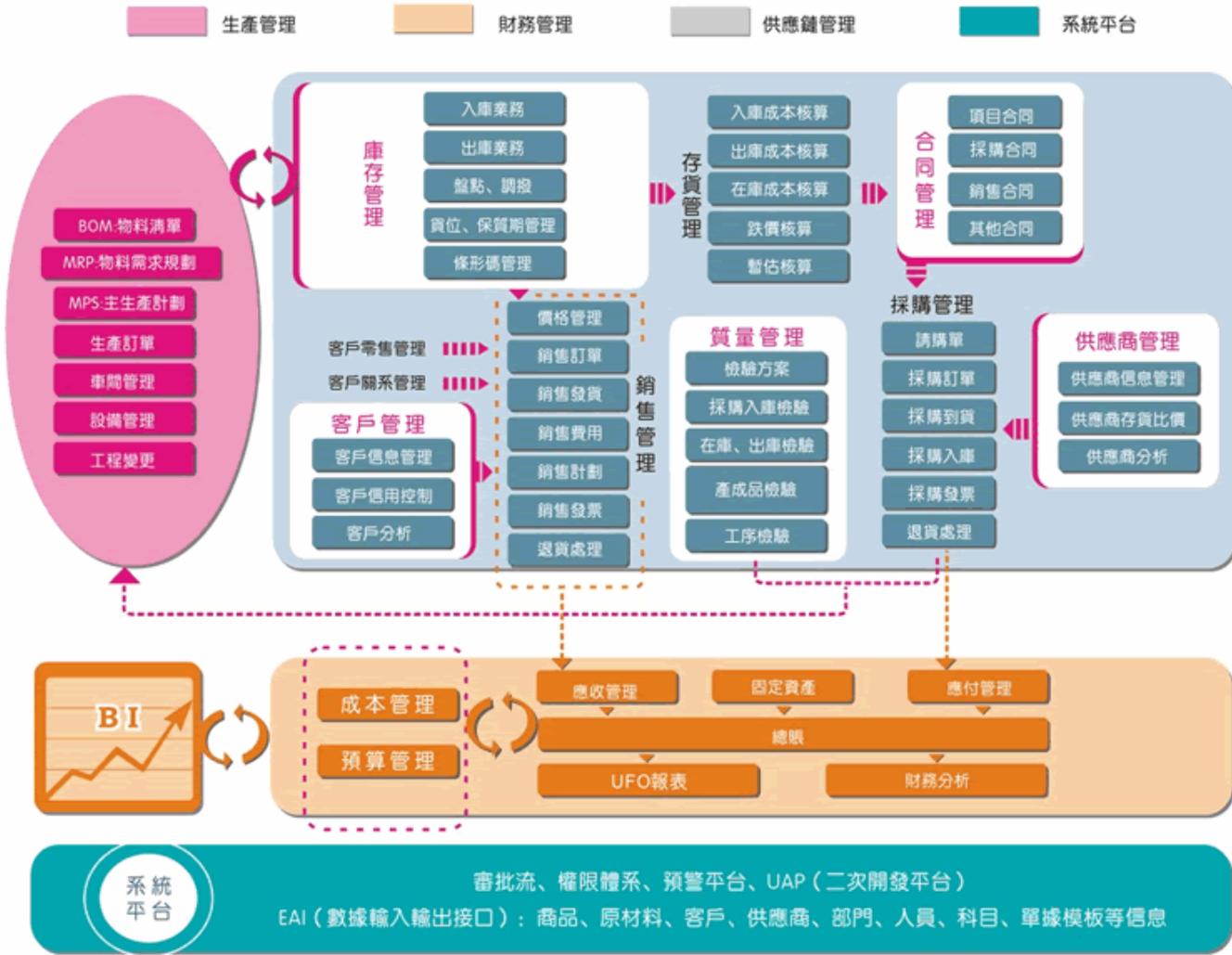
用友U8——国际化支持

- ✓ 全面覆盖管理的各个方面
- ✓ 100% 满足中国市场财务准则
- ✓ 支持国际会计标准
- ✓ 多语种，多币种
- ✓ 与第三方产品易整合

UFIDA ERP - US



用友U8—— 中小企业全面ERP解决方案



对GAAP(通用会计准则)的支持

===U8案例===

多语言支持---U8

UFIDA ERP-U8 - [工作中心]

UFIDA ERP-U8 - [Working center]

System(S) View(V) Windows(W) Tools(T) Help(H)

重注册 Relogin Enterprise Flow Personality Flow Working Center Quick Usage Guide Help

UFIDA ERP-U8

TaskCenter

| Sender | Status | Source | Title | Content | Time | Days sent |
|--------|--------|--------|-------|---------|------|-----------|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

Business Working

Financial Accounting

- General Ledger
- Account Receivable
- Account Payable
- Fixed Assets
- WEB Finance
- UFO Report

Management Accounting

- Cost Accounting

Supply Chain

- Contract Management
- Sales Management
- Purchase Management
- Subcontract Management
- Quality Management
- Inventory Management
- Inventory Accounting
- WEB Purchase, Sale and Storage

Manufacturing

- Bill of Material
- Master Production Schedule
- Capacity Requirements Planning
- Material Requirements Planning
- Production Order
- Shop Floor Control
- Equipment Management

Human Resource

- HR Basic Setup
- Personnel Management
- Payroll Management

Enterprise Application Integration

Work Calendar

| Day | 2006 |
|-----|------|
| 2 | |
| 9 | 1 |
| 16 | 1 |
| 23 | 2 |
| 30 | 3 |

My Link

| Link URL |
|----------|
| |
| |
| |

Setup Business Tools

UFIDA ERP-U8

Version: 861

Login

Login: UFLH

User: Anthony

Password: ●●●● Modify

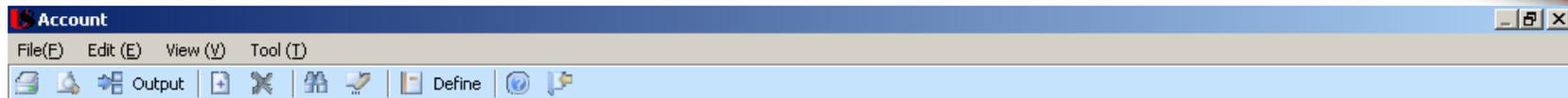
Account: [728]LHFranklin Electric

Culture: English

LoginDate: 2006-07-01

OK Cancel Help

COA Flexibility科目灵活性



COA

Length of account 4-2-2

Account quantity 66

| All | Asset | Debt | Equity | Cost | Profit and loss | | | | | | | | |
|-----|--------------|--------------|------------------|----------------------|-----------------|--------------|---------------------|-----------------------|-------------------|--------|--------------|-------|--|
| Ac | Account code | Account name | Foreign currency | Auxiliary accounting | Bank account | Cash account | Unit of measurement | Direction of balance! | Controlled system | Frozen | Bank account | Journ | |
| 1 | 1001 | 现金 | | | | | | Debit | | | | | |
| 1 | 1002 | 银行存款 | | | | | | Debit | | | | | |
| 1 | 1009 | 其他货币资金 | | | | | | Debit | | | | | |
| 2 | 100901 | 外埠存款 | | | | | | Debit | | | | | |
| 2 | 100902 | 银行本票 | | | | | | Debit | | | | | |
| 2 | 100903 | 银行汇票 | | | | | | Debit | | | | | |
| 2 | 100904 | 信用卡 | | | | | | Debit | | | | | |
| 2 | 100905 | 信用证保证金 | | | | | | Debit | | | | | |
| 2 | 100906 | 存出投资款 | | | | | | Debit | | | | | |
| 1 | 1101 | 短期投资 | | | | | | Debit | | | | | |
| 2 | 110101 | 股票 | | | | | | | | | | | |
| 2 | 110102 | 债券 | | | | | | | | | | | |
| 2 | 110103 | 基金 | | | | | | Debit | | | | | |
| 2 | 110110 | 其他 | | | | | | Debit | | | | | |
| 1 | 1102 | 短期投资跌价准备 | | | | | | Credit | | | | | |
| 1 | 1111 | 应收票据 | | | | | | Debit | | | | | |
| 1 | 1121 | 应收股利 | | | | | | Debit | | | | | |
| 1 | 1122 | 应收利息 | | | | | | Debit | | | | | |
| 1 | 1131 | 应收账款 | | Customer current | | | | Debit | Account | | | | |
| 1 | 1133 | 其他应收款 | | | | | | Debit | | | | | |
| 1 | 1141 | 坏账准备 | | | | | | Credit | | | | | |
| 1 | 1151 | 预付账款 | | | | | | Debit | | | | | |
| 1 | 1161 | 应收补贴款 | | | | | | Debit | | | | | |
| 1 | 1201 | 物资采购 | | | | | | Debit | | | | | |
| 1 | 1211 | 原材料 | | | | | | Debit | | | | | |
| 1 | 1221 | 包装物 | | | | | | Debit | | | | | |
| 1 | 1231 | 低值易耗品 | | | | | | Debit | | | | | |
| 1 | 1232 | 材料成本差异 | | | | | | Debit | | | | | |

用户自定义财务科目或选择国家/行业标准

固定资产折旧方式设定

UFida ERP-U8 - [depreciation method]

System(S) View(V) Windows(W) Tools(T) Help(H)

Relogin Enterprise Flow Personality Flow Working Center Quick Usage Guide Help

UFIDA ERP-U8

Business Working

Financial Accounting

- General Ledger
- Account Receivable
- Account Payable
- Fixed Assets[Demo]
 - Setup
 - Options
 - Department Corresponding
 - Asset Category
 - Increase/Decrease Method
 - Usage Condition
 - Depreciation Method
 - Card
 - Card Items
 - Card Style
 - Card Management
 - Enter Original Card
 - Asset Adding
 - Reduction of Asset
 - Change Order
 - Batch Change
 - Asset Appraisal
 - Asset Count
 - Process
 - Account Table
 - Maintenance
 - Print Setup
 - Data Output
 - Data Interface Management
 - Reinitialization of Books
- WEB Finance
- UFO Report
- Management Accounting
- Cost Accounting
- Supply Chain
- Contract Management

Print preview Add Modify Delete Discard Save Open Refresh Edit View Help exit

List view Single view

1 Unaccrue

2 Average Year Limit Method(I)

3 Average Year Limit Method(II)

4 Workload Method

5 Total Years Method

6 Double Declining Balance Method(I)

7 Double Declining Balance Method(II)

depreciation method Average Year Limit Method(I)

Monthly depreciation rate =

$$(1 - [\text{Net Residual Value Rate}]) / [\text{Useful Life (Months)}]$$

Monthly depreciation amount =

$$([\text{month beginningOriginal Value}] - [\text{month beginningAccumulated Depreciation Preparation Amount}] + [\text{month beginningRecovered accumulated depreciation provision amount}]) * [\text{Monthly depreciation rate}]$$

Note: Here Usage number of year means (Usage number of year*12)

多种可选的折旧模式

Setup Business Tools

EAI 数据集成功能

UFIDA-ERP - [Working center]

System(S) View(V) Windows(W) Tools(T) Help(H)

Relogin Enterprise Flow Personality Flow Working Center Quick Usage Guide Help

Business Working

TaskCenter

| Sender | Status | Source | Title | Content | Time | Days sent |
|--------|--------|--------|-------|---------|------|-----------|
| | | | | | | |

UF - Enterprise Application Integration (EAI) (Demo/teaching version) - [import and export]

System(S) Window(W) Help(H)

Available items

- EAI Management System
 - Basic archive
 - General ledger
 - voucher
 - bank reconciliation sheet
 - Beginning balance
 - Clearing center
 - Internal settlement doc.
 - Receivable management
 - Payable management
 - Cost management
 - Salary management
 - Fixed assets
 - Purchase Management
 - Sale management
 - Inventory management
 - Project management
 - Production

Items selected

- voucher
- Internal settlement doc.

Option

Register code: T28

Export U8 data to XML files

Export mail sending

Convert according to data map

Import data from external XML files

Work Calendar

2006 Aug

| Day | I |
|-----|----|
| 6 | 7 |
| 13 | 14 |
| 20 | 21 |
| 27 | 28 |

My Link

| Link URL |
|----------|
| |
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| |

Setup Business Tools

Execute (E) Setup(S) Exit(X)

与外部系统的数据集成

对SOX(塞班斯法案)的支持

===U8案例===

SOX 条款举例



SOX—302

Management responsibility for effective disclosure controls and procedures over financial reporting, operations and compliance.

SOX—401

Include in financial reports all material correction adjustments that have been identified by the external auditors.

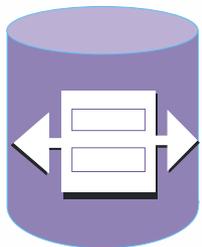
SOX—409

Rapid and current information on material changes in the financial condition or operations, including trend and qualitative information for protection of investors and in the public interest.

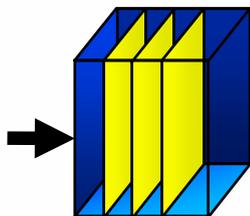
U8-UFO 报表

中国与国际会计报表的转换

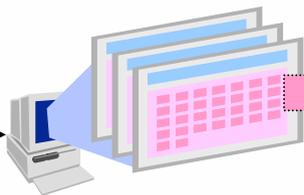
U8



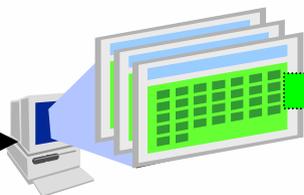
数据库



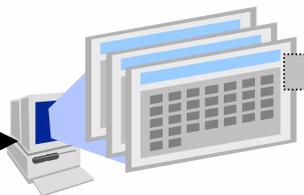
UFO



Statement for public



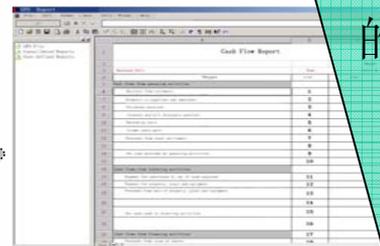
Report for inner control



Other report and statement

| 沃尔比重体系 | | | |
|---------------------|------|------|---------|
| | 标准比率 | 实际比率 | 比例 标准评价 |
| 1 流动比率 (=流动资产/流动负债) | | | 25 |
| 2 净资产/负债 | | | 25 |
| 3 资产/固定资产 | | | 15 |
| 4 销售成本/存货 | | | 10 |
| 5 销售额/应收账款 | | | 10 |
| 6 销售额/固定资产 | | | 10 |
| 7 销售额/净资产 | | | 5 |
| 合计 | | | 100 |

| 财务指标综合分析 | | | |
|---------------|------|------|----|
| 指标名称 | 实际比率 | 标准比率 | 得分 |
| 盈利能力指标 | | | |
| 1 净资产收益率 | | | |
| 2 总资产收益率 | | | |
| 3 销售利润率 | | | |
| 偿债能力 | | | |
| 4 流动比率 | | | |
| 5 资产负债率 | | | |
| 6 应收账款周转率 | | | |
| 7 存货周转率 | | | |
| 成长能力 | | | |
| 8 总资产增长率 | | | |
| 9 净资产增长率 | | | |
| 10 人均净利润增长率 | | | |
| 合计 | | | |



* Pre-loaded standard financial reports are reporting format required by the Chinese government's Ministry of Finance, and different standard(e.g.GAAP)

*UFO 提供客户自定义的报表模式工具

权限控制

The screenshot displays the UFIDA ERP-U8 interface with a 'Data privilege permission setup' dialog box open. The dialog box has two tabs: 'Record level' and 'Field level'. It contains a table with the following columns: 'Control or not?' and 'Business object'. The 'Business object' column lists various system components, and the 'Control or not?' column has checkboxes, some of which are checked.

| Control or not? | Business object |
|-------------------------------------|-------------------------------|
| <input type="checkbox"/> | contract type |
| <input checked="" type="checkbox"/> | Account |
| <input type="checkbox"/> | catalogue of group enterprise |
| <input type="checkbox"/> | Customer |
| <input type="checkbox"/> | Department |
| <input type="checkbox"/> | document templete |
| <input type="checkbox"/> | document design |
| <input type="checkbox"/> | voucher type |
| <input type="checkbox"/> | item |
| <input checked="" type="checkbox"/> | Wage Privilege |
| <input type="checkbox"/> | human resource report form |
| <input type="checkbox"/> | Person archive |
| <input type="checkbox"/> | Inventory |
| <input type="checkbox"/> | Clerk |

At the bottom of the dialog box, there is a 'Comment:' field and four buttons: 'OK', 'Cancel', 'Select all', and 'All cancelled'.

A yellow callout bubble points to the list of business objects with the text: 多级别的权限控制(系统/模块/程序/数据...)

系统备份

The screenshot shows the 'UFIDA ERP-U8 [System Management][Teach Version]' application. The 'System (S)' menu is open, and 'Setup Backup Plan (P)' is highlighted with a red box. The 'Add a backup plan' dialog box is open, showing the following fields:

- Plan No.: 001
- Plan name: Anthony Backup Plan
- Backup type: Backup Account S
- Occurrence frequency: Day
- Occurrence days: 1
- Starting time and date: 00:00:00
- Valid triqquer: 2 Hour
- Days to retain: 0

Below the fields, there is a section for selecting the backup location:

Please select the ba...

D:\{UBSOFT}

At the bottom, there is a table for selecting the ledger to backup:

| Operator | Server | Ledger name |
|--------------------------|--------|-------------------|
| admin | UFLH | 中国通股份有限公司 |
| <input type="checkbox"/> | 726 | Franklin Electric |
| <input type="checkbox"/> | 728 | Franklin Electric |

A yellow callout bubble points to the dialog box with the text: 根据安全限制可以自动或手动备份

系统日志

Operation log
X

Export ordering First Page Previous Page Next Page Last Page

| Date | Time | Operator | Execute function | Sub-system | Order No. |
|------------|---------------------|----------|---------------------------------|----------------------|-----------|
| 2006-07-01 | 2006-07-01 23:48:43 | Anthony | [A5009]Edit stock file | Public Archive Setup | 728 |
| 2006-07-01 | 2006-07-01 23:49:04 | Anthony | [A5009]Edit stock file | Public Archive Setup | 728 |
| 2006-07-01 | 2006-07-01 23:49:16 | Anthony | [A5009]Edit stock file | Public Archive Setup | 728 |
| 2006-07-02 | 2006-07-02 14:09:11 | Anthony | [reg]system register | Enterprise Portal | 728 |
| 2006-07-02 | 2006-07-02 14:10:00 | Anthony | [reg]system register | Bill of Material | 728 |
| 2006-07-02 | 2006-07-02 14:10:04 | Anthony | [BO01001Q]Query for Maintena | Bill of Material | 728 |
| 2006-07-02 | 2006-07-02 14:10:35 | Anthony | [reg]system register | Material Requirement | 728 |
| 2006-07-02 | 2006-07-02 14:10:54 | Anthony | [MP02001Q]Query for product f | Public Archive Setup | 728 |
| 2006-07-02 | 2006-07-02 14:11:03 | Anthony | [MP02001N]Add for product fore | Public Archive Setup | 728 |
| 2006-07-02 | 2006-07-02 14:12:14 | Anthony | [MQ04001]MRP generating | Material Requirement | 728 |
| | | | [MQ04002Q]Query for BRP plan | Material Requirement | 728 |
| | | | [MP04002Q]Query on Supply an | Public Archive Setup | 728 |
| | | | [MP04003Q]Query on Supply an | Public Archive Setup | 728 |
| | | | [MP05001_01]Query Subsidiary | Public Archive Setup | 728 |
| | | | [MP05001_02]Configure subsidi | Public Archive Setup | 728 |
| | | | [MP05001_03]Print Subsidiary | Public Archive Setup | 728 |
| | | | [MP05001_04]Output Subsidiary | Public Archive Setup | 728 |
| | | | [MP05002_01]Query subsidiary | Public Archive Setup | 728 |
| | | | [MP05002_02]Configure subsidi | Public Archive Setup | 728 |
| | | | [MP05002_03]Print subsidiary st | Public Archive Setup | 728 |

Log filter
X

Date: To:

set of book code:

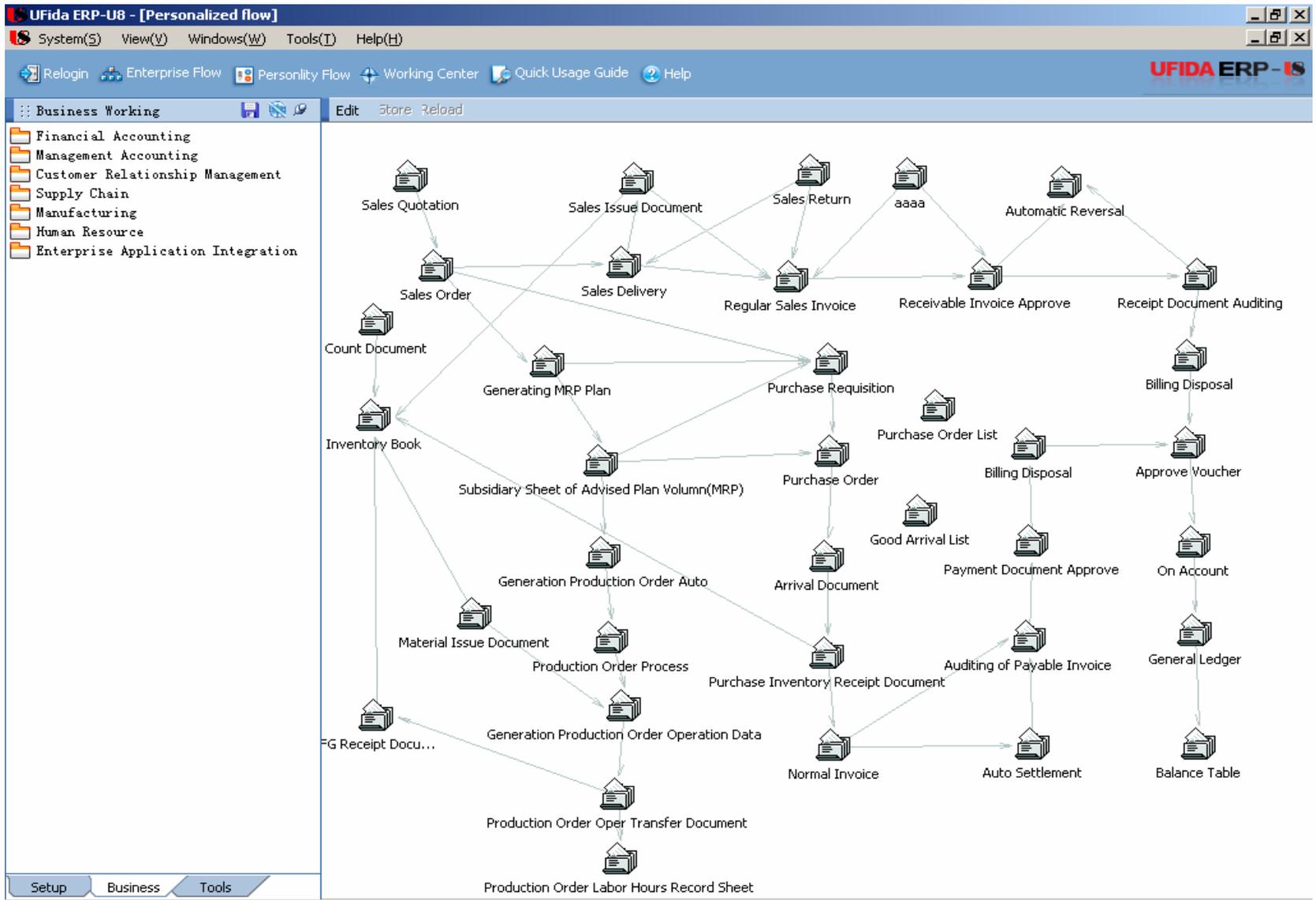
Operator:

Execute function:

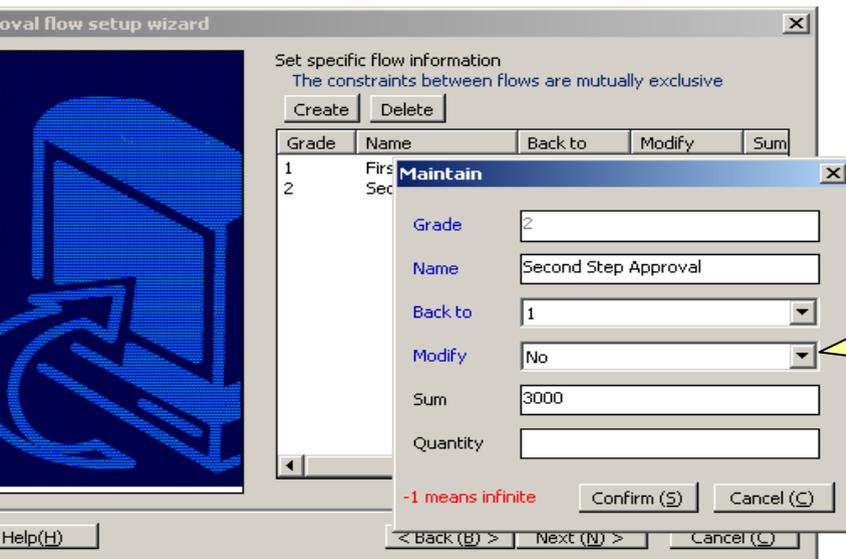
Subsystem: Site:

完善的系统日志和管理

系统业务流程定义

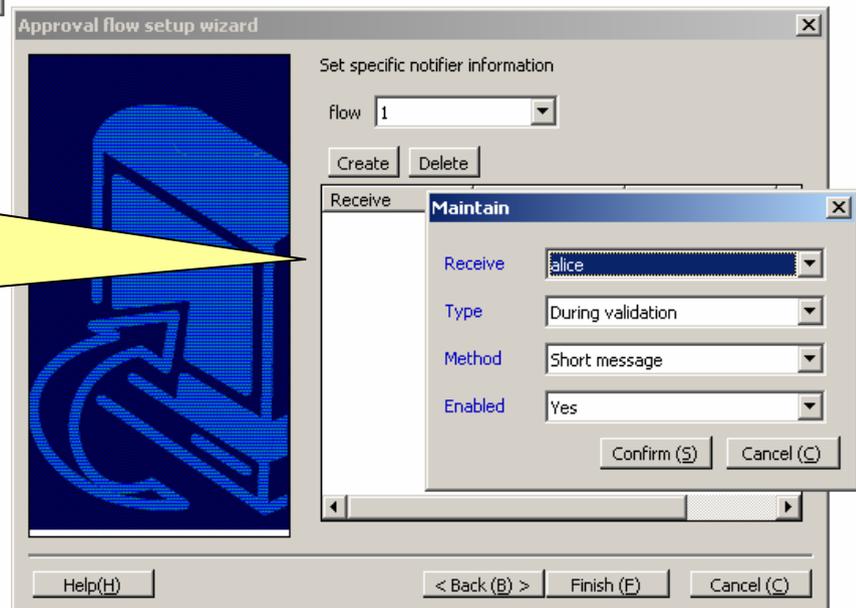


审批流的设定



Approve flow based on position, role, users, flexible to setup according enterprise business logic

Setup up detailed business flow on U8 workflow platform
Well supervise and control each process.



SOX 条款举例

SOX—302

Management responsibility for effective disclosure controls and procedures over financial reporting, operations and compliance.



SOX—401

Include in financial reports all material correction adjustments that have been identified by the external auditors.

SOX—409

Rapid and current information on material changes in the financial condition or operations, including trend and qualitative information for protection of investors and in the public interest.

报表系统工具

U8 UFO report tool is flexible report tool. You can define many types of financial, analysis or consolidated statements.

The screenshot displays the 'UFO Report' application window. The title bar reads 'UFO Report'. The menu bar includes 'File', 'Edit', 'Format', 'Data', 'Tools', 'Window', and 'Help'. The toolbar contains various icons for file operations and report generation. On the left, a tree view shows 'UFO File', 'Consolidated Reports', and 'User-defined Reports'. The main area shows a 'Cash Flow Report' with columns for 'Business Unit', 'Project', 'Year', and 'Cash'. The report content is as follows:

| Line | Business Unit | Project | Year | Cash |
|------|---------------|---------|------|------|
| 1 | | | | |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |
| 5 | | | | |
| 6 | | | | |
| 7 | | | | |
| 8 | | | | |
| 9 | | | | |
| 10 | | | | |
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| 12 | | | | |
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| 16 | | | | |
| 17 | | | | |
| 18 | | | | |
| 19 | | | | |
| 20 | | | | |
| 21 | | | | |
| 22 | | | | |
| 23 | | | | |
| 24 | | | | |
| 25 | | | | |

Selected Features

- Embedded standard reports for over 20 industries and also user-defined templates for different standard including GAAP.
- Powerful custom development features embedded in the system, enabling you to develop a reporting system specific to your needs.
- Capability to produce reports containing large data sets.
- An open-ended system allowing you to directly open and send report documents in many file formats such as text, MS Access, MS Excel, Lotus and etc.
- Rich OLE-based functions for print control that enable UFO reports to be extended and enhanced with MS Office and SQL Server.

系统自动报表生成—可审计

UFO Report - [report1]

File (F) Edit (E) Format (S) Data (D) Tool(T) Window (W) Help (H)

E1

Entity Name: xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx xxxx Year xx Month xx Day Unit: \$

| | A | B | C | D | E | F | G | H |
|----|--|------------|--------------------------|-------------------|---|------------|--------------------------|-------------------|
| 1 | Balance sheet | | | | | | | |
| 2 | | | | | | | | AI Form 01 |
| 3 | Entity Name: xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx xxxx Year xx Month xx Day | | | | | | | Unit: \$ |
| 4 | Asset | Row | Beginning of year | Period-end | Liability and owner's equity | Row | Beginning of year | Period-end |
| 5 | Current assets: | | | | Current liabilities: | | | |
| 6 | Currency fund | 1 | Formula cell | Formula cell | Short-term loan | 51 | Formula cell | Formula cell |
| 7 | Short-term investment | 2 | Formula cell | Formula cell | Bills payable | 52 | Formula cell | Formula cell |
| 8 | Bills receivable | 3 | Formula cell | Formula cell | Accounts payable | 53 | Formula cell | Formula cell |
| 9 | Accounts receivable | 4 | Formula cell | Formula cell | Accounts receivable in advance | 54 | Formula cell | Formula cell |
| 10 | Less: Bad debt reserve | 5 | Formula cell | Formula cell | Other accounts payable | 55 | Formula cell | Formula cell |
| 11 | Net accounts receivable | 6 | Formula cell | Formula cell | Wage payable | 56 | Formula cell | Formula cell |
| 12 | Prepaid accounts | 7 | Formula cell | Formula cell | Welfare benefits payable | 57 | Formula cell | Formula cell |
| 13 | Subsidy receivable | 8 | Formula cell | Formula cell | Unpaid tax | 58 | Formula cell | Formula cell |
| 14 | Other accounts receivable | 9 | Formula cell | Formula cell | Unpaid profit | 59 | Formula cell | Formula cell |
| 15 | Stock | 10 | Formula cell | Formula cell | Other unpaid accounts | 60 | Formula cell | Formula cell |
| 16 | Unamortized expenses | 11 | Formula cell | Formula cell | Accrual expense | 61 | Formula cell | Formula cell |
| 17 | Net loss of current assets in suspense | 12 | Formula cell | Formula cell | Long-term liabilities due within one year | 62 | | |
| 18 | Long-term bond investment due within one year | 13 | | | Other current liabilities | 63 | Formula cell | Formula cell |
| 19 | Other current assets | 14 | | | Total current liabilities | 70 | Formula cell | Formula cell |
| 20 | Total current assets | 20 | Formula cell | Formula cell | Long-term liabilities: | | | |
| 21 | Long-term investment: | | | | Long-term loan | 71 | Formula cell | Formula cell |
| 22 | Long-term investment | 21 | Formula cell | Formula cell | Bonds payable | 72 | Formula cell | Formula cell |
| 23 | Fixed assets: | | | | Long-term accounts payable | 73 | Formula cell | Formula cell |
| 24 | Original value of fixed assets | 24 | Formula cell | Formula cell | Other long-term liabilities | 80 | | |
| 25 | Less: Cumulative depreciation | 25 | Formula cell | Formula cell | Include: Revolving housing fund | 81 | Formula cell | Formula cell |
| 26 | Fixed assets net amount | 26 | Formula cell | Formula cell | Total long-term liabilities | 83 | Formula cell | Formula cell |

Format

数据输出/输入

The screenshot displays the UFIDA ERP-U8 [Working center] interface. The main window is titled 'TaskCenter' and shows a list of messages. A 'General ledger tool' dialog box is open, providing a grid of 20 icons for various financial data operations. The dialog also includes a 'Data source' section with 'File data' and 'SQL SERVER' options, an 'Object data' section with fields for 'Ledger set number' (728), 'Accounting year' (2006), 'Operator' (demo), and 'Operation time' (2006-07-02). There are two checked checkboxes: 'Renumbering when voucher is imported.' and 'Balance check when voucher is introduced.' An 'Export' button is located at the bottom right of the dialog.

General ledger tool options:

- Voucher import
- Copy of customer
- Copy of project category
- Copy of shipment
- Copy of account
- Copy of vendor classification
- Copy of project
- Copy of receive and
- Copy of foreign
- Copy of customer
- Copy of inventory
- Copy of the type of abnormal wastage
- Copy of voucher type
- Copy of vendor directory
- Copy of inventory directory
- Expense items classification copying
- Copy of expense item
- Copy of billing method
- Copy of department
- Account book data cleanup
- Copy of suite
- Copy of region classification
- Copy of employee directory
- Slot archive
- Copy of product
- Recalculate voucher offsetting account
- Copy of common summary
- Copy of purchase type
- Copy of sales type
- Copy of warehouse
- Unit of measure
- Payment con...

The system provides standard financial data import and export interface

SOX 条款举例

SOX—302

Management responsibility for effective disclosure controls and procedures over financial reporting, operations and compliance.

SOX—401

Include in financial reports all material correction adjustments that have been identified by the external auditors.



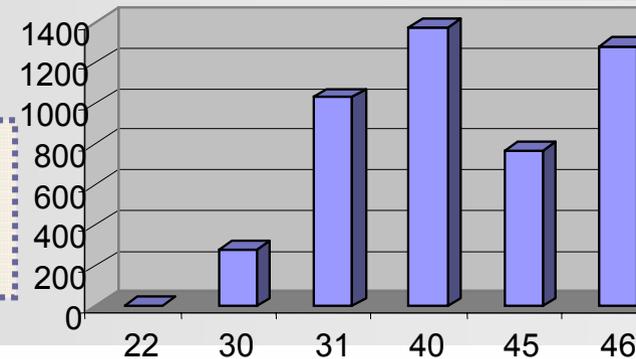
SOX—409

Rapid and current information on material changes in the financial condition or operations, including trend and qualitative information for protection of investors and in the public interest

财务分析系统

Financial Analysis

Analyze financial data, stay updated on the company's financial status or business progress, and forecast future business.



Selected Features

- Many methods for analysis such as comparison, base analysis, ratio analysis or trend analysis.
- Budget control management and budgeted vs. actual cost comparisons.
- Wealth of summary data such as factor analysis, base financial index analysis, income/expenses analysis, change in income/expenses analysis, and income/expense content.

UFIDA EAS—08—Work Center

Transaction Dunning Analysis

Time: 11/31 Accounts Receivable

Customer: All

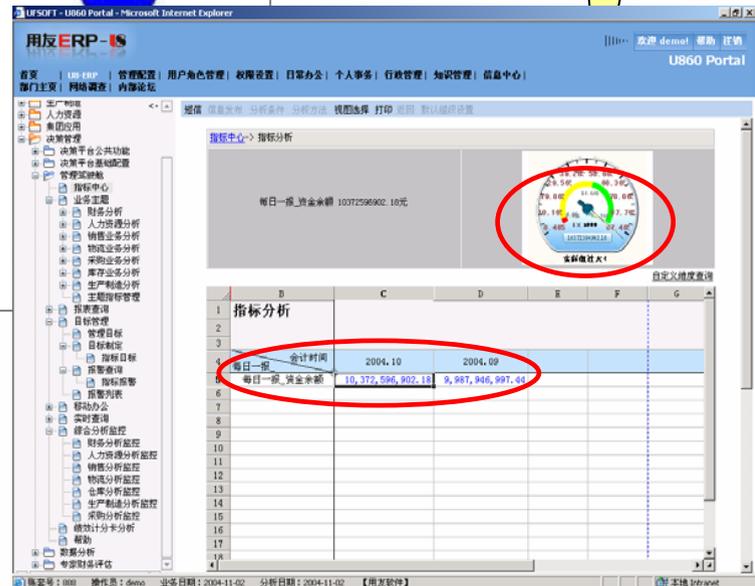
Close Date: 2004-11-22

| Serial Number | Customer | Balance | 1-30 Days | 31-60 Days | 61-90 Days |
|---------------|-----------------------------|----------------|---------------|------------|----------------|
| 01001 | China Mobile Co., Ltd. | 317,198,740.00 | 3,225,200.00 | 1.02 | 313,973,540.00 |
| 02001 | China Futun Co., Ltd. | 1,201,020.00 | 1,201,020.00 | 100.00 | 98.98 |
| 0301 | Aeroflex(Beijing) Co., Ltd. | 8,000.00 | 8,000.00 | 100.00 | |
| 0304 | Tianhui Group Co., Ltd. | 17,910.00 | 17,910.00 | 100.00 | |
| 04001 | Shijie(Beijing) Co., Ltd. | 1,587,350.00 | 1,587,350.00 | 100.00 | |
| 2010 | Huangshan Group Co., Ltd. | 50,000.00 | 50,000.00 | 100.00 | |
| Total Count | | 6 | 6 | 1 | |
| Total Balance | | 319,743,020.00 | 5,709,400.00 | 1.00 | 313,973,540.00 |
| 01003 | Legend Co., Ltd. | -30,707,700.00 | -400,500.00 | 1.30 | -30,887,200.00 |
| 01004 | Shanghai Postal Co., Ltd. | -798,220.00 | -798,220.00 | 100.00 | 98.70 |
| 0302 | Legend(Shanghai) Co., Ltd. | -54,235.00 | -54,235.00 | 100.00 | |
| Total Count | | 3 | 3 | 1 | |
| Total Balance | | -31,640,155.00 | -1,252,955.00 | 3.96 | -30,887,200.00 |

U8 - 分析图表



资金状态



HR 状态分析

销售分析

用友的国际ization支持: 服务

用友的国际服务资源

- 多语言能力的顾问服务
 - 广东话
 - 英语
 - 美国人
 - 日语
 - 日本人
 - 其它
 - 伙伴: 泰语
 - 韩语
- 多语言产品和实施手册/文档资料
 - 模板
 - 数据样例
- 海外客户呼叫 global@ufida.com
 - 香港: +852-3104-6724
 - 北京: +86-4006-600-588

海外联络:
香港/
日本/
东南亚/泰国
北京/

用友能做到什么？

☐ 熟悉中国的财务及与国际标准的异同

- ☐ 咨询/建议

- ☐ 符合国内外需要的整合系统

- ☐ 经验积累

☐ 文化/语言

- ☐ 本地化支持

- ☐ 多语言能力

☐ 规则

☐ 项目参与

用友能做到什么？

距离

-  覆盖中国及亚洲主要地区的网络

-  后续扩展到其它地区

-  快速响应

信息缺乏

-  通过管理系统易获得

-  熟悉的系统快速反馈

资源缺乏

-  提供指引

-  系统化管理

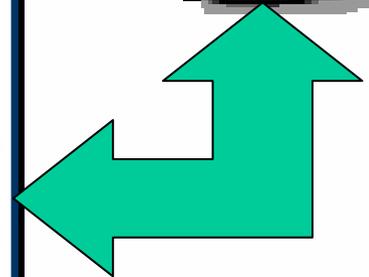
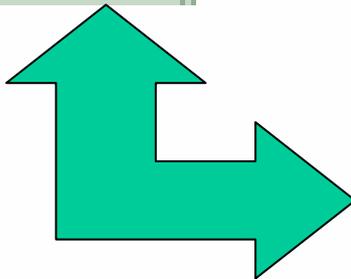
用友能做到什么？

- ❑ 管理流程
 - ❑ 标准的系统管理流程
 - ❑ 客户自定义的工作流
 - ❑ 业务流程咨询

- ❑ IT 支持
 - ❑ 顾问/咨询

客户案例

跨国企业通过用友产品 掌控海外投资风险



Financial Management

Competitor Channel

- [BOD Gains Market Share](#)
- [HSE Product Launch in China disastrous](#)
- [Brio Revolutionizes BI Solutions](#)

Marketing News

- [New Book by H. Christensen on Web Marketing](#)

Customer Satisfaction vs. Competition

Suspects vs Leads Target and Actual

Market Share by Vertical

Customer Satisfaction On Target

- Weekly Leads: 480
- Target: 426
- Market Share: +11%
- Target: +8%
- Budget: \$349K
- Target: \$366K

Marketing Goals:

1. Measure Customer Satisfactory.
2. Exceed Weekly Leads Target
3. Hit Market Share Goals
4. Keep Allocated Budget

Choose Settings:

- Total Bookings
- Total Units
- By Geography
- By Division

Customer Mix by Bookings

Product Mix by Bookings

Budget vs Actual

- 国内采用用友产品NC+U8
- 香港及美国机构均采用
 - 用友香港公司提供服务

中国外交部海外机构全面采用用友财务系统

• 客户与项目背景

- 在国内拥有超过100家分支机构的著名香港企业
- 不同的系统
- 针对中国内地无IT和财务标准

• 需求与问题

- 适用于中国内地的IT和财务管理应用标准
- 对内地所有企业进行系统重组和财务应用实施3
- 项目经理来自香港/广东话

• 用友交付

- 产品

- 所有国内分支机构的财务系统
- IT 系统,包括服务器/VPN, OS/Office等.

- 服务

- 由来自香港的项目经理进行实施
- 通过用友各地的分支机构对当地的新世界公司进行系统安装
- 应用培训与实施
- 现场支持与维护

国际客户

日本客户

客户与项目背景

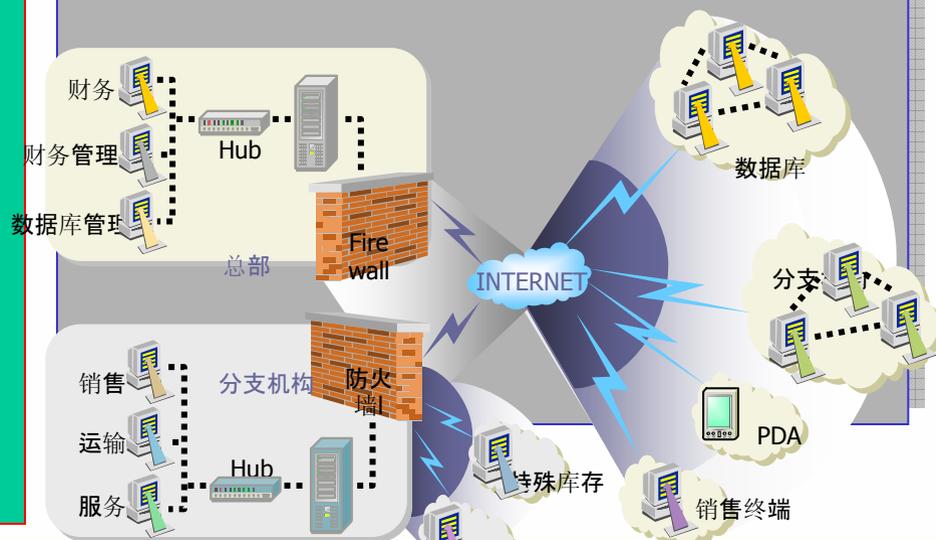
- 在香港和东莞均有业务的日资企业
- 生产系统 TPICS来自日本
- 香港以销售为主VS东莞以生产为主

需求与问题

- 咨询来自日本
- 日本项目经理
- 香港的系统自动连接到东莞的系统及 TPICS
- 支持中国内地财务准则
- 日本远程控制

用友交付

- 销售与售前均在日本完成
- 2套U8系统
- 与TPICS接口
- 项目经理精通日语
 - 文档以日语完成
- 项目人员精通广东话/普通话



泰国客户成功采用U8

- Kangwal Group: 泰国第三大零售商
 - 新店: Bathmall
 - 建材/卫生洁具零售
 - 成功使用U8系统
 - 系统管理: 基础导入。
 - 财务管理: 总账、WEB财务报表
 - 供应链: 采购与库存
 - EAI: 确定与



产品国际化/本地化

- U8
-
-
- 泰

Sales order

Export | Approve | Reject | Approval query | Disable | Change | Batch | First Sheet | Prev Sheet | Ne: >>

ใบสั่งจองสินค้า

Print template | Print template for sales c...

Sorting body:

ชื่อลูกค้า คุณ สมคิด มุ่มตระกูล เลขที่เอกสาร SO1-49060024 วันที่เอกสาร 26-06-2006
 รหัสลูกค้า 11-ส016-00-06 โครงการ พนักงานขาย ศิริภัสสร ฤทธิพันธ์
 ที่อยู่ลูกค้า 8/370/1 หมู่12 หมู่บ้านรัตนาศรีเบศร์ ซ.6 ถ.กาญจนาภิเษก โทรศัพท์ 02-921-0159 ใบสั่งซื้อลูกค้า
 ประเภทการขาย ขายปลีก ภาษี (%) 7.00 ครบกำหนด 26-06-2006
 รหัสพนักงาน BMO102020004 เงื่อนไขการขาย n/0 ขนส่งโดย Truck
 สถานที่ส่งสินค้า

| | รหัส BM | รหัสสินค้า | รายการ | คลัง | จำนวนสินค้า | หน่วยนับ | หน่วยละ | ส่วนลด (%) | ส่วนลด |
|-------|-------------------|---------------|------------------------|------|-------------|----------|----------|------------|--------|
| 1 | BM220501aaTF06... | 2205010000639 | ชุดอ่างล้างหน้าหรือ... | | 1 | ชุด | 3,430.00 | .00 | |
| 2 | AD001 | | เงินมัดจำ | | 0 | บาท | .00 | .00 | |
| 3 | AD001 | | เงินมัดจำ | | 0 | บาท | .00 | .00 | |
| 4 | | | | | | | | | |
| 5 | | | | | | | | | |
| 6 | | | | | | | | | |
| 7 | | | | | | | | | |
| 8 | | | | | | | | | |
| Total | | | | | 1 | | | | |

ส่วนลดท้ายบิล 0 เงินมัดจำ 3430 จำนวนเงินรวมทั้งสิ้น... 3430.00

หมายเหตุ

ผู้ออกเอกสาร กนการรณ ผู้อนุมัติ หนึ่งแซ ผู้ยกเลิก

| | | | | |
|----------|----------------|------------|------------------------------|------------|
| Notes | Item | Unit Price | Department | Individual |
| Custo... | ลูกค้าปลีก POS | | Business Re... ศศิธร ม่วง... | |

联系用友

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UFIDA