

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

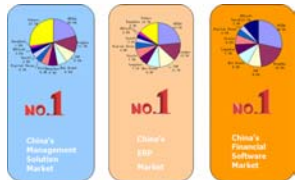
- 用友软件的国际化战略目标
- 国际化发展和支持
 - 市场
 - 产品
 - 服务
- 客户案例



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

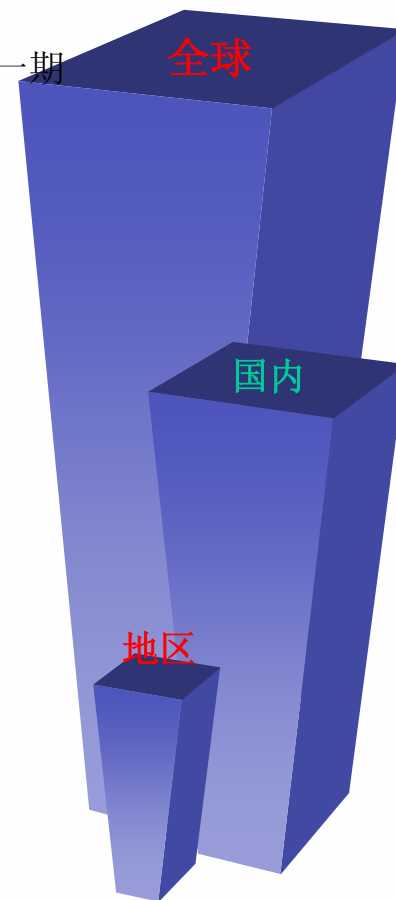
1997：用友大厦落成

- 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

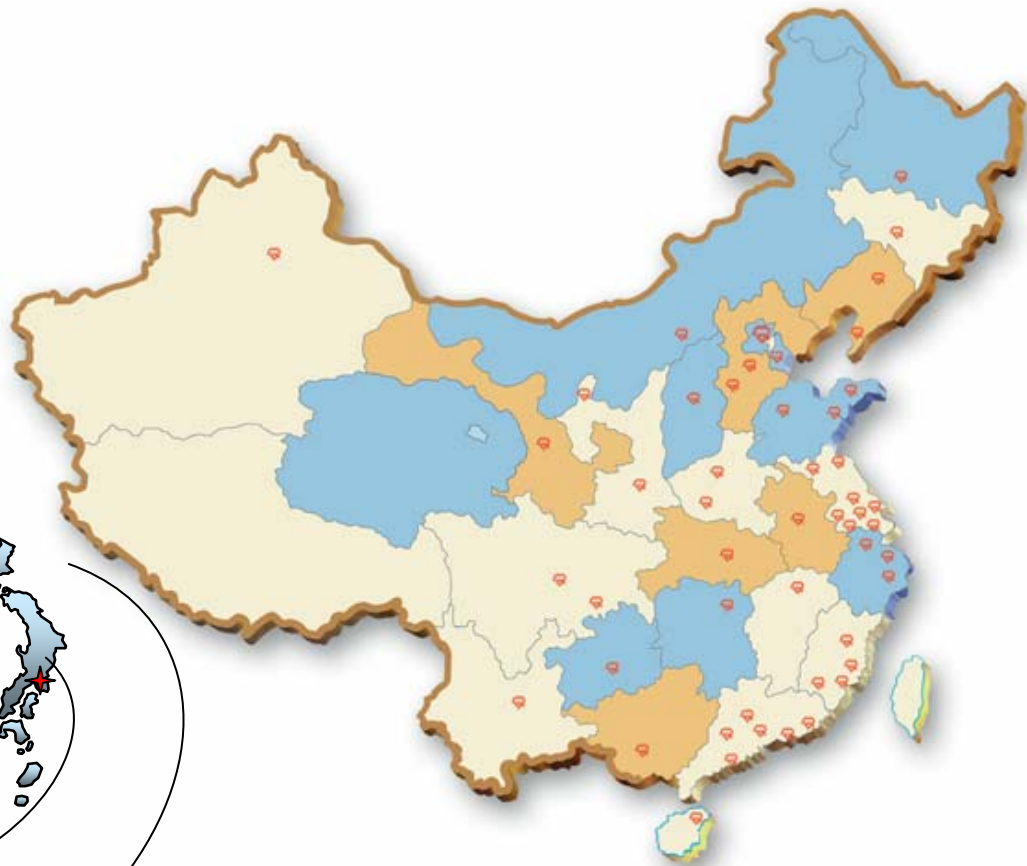
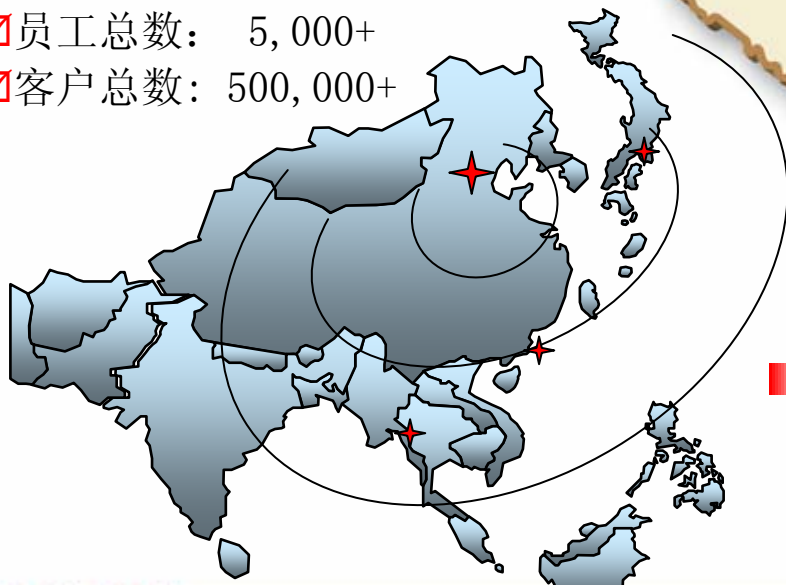


今日用友

■ 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+

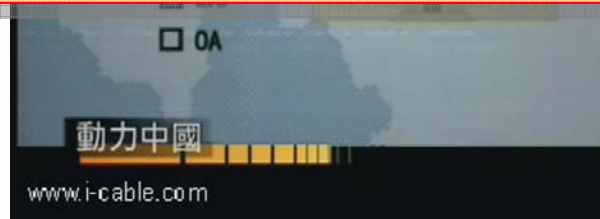
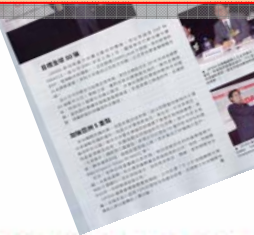
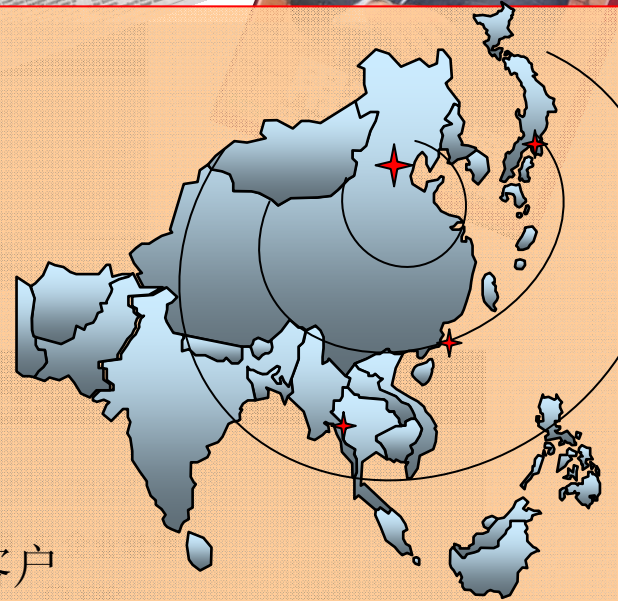


■ 国际业务：
北京 - 香港 - 日本 - 泰国

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

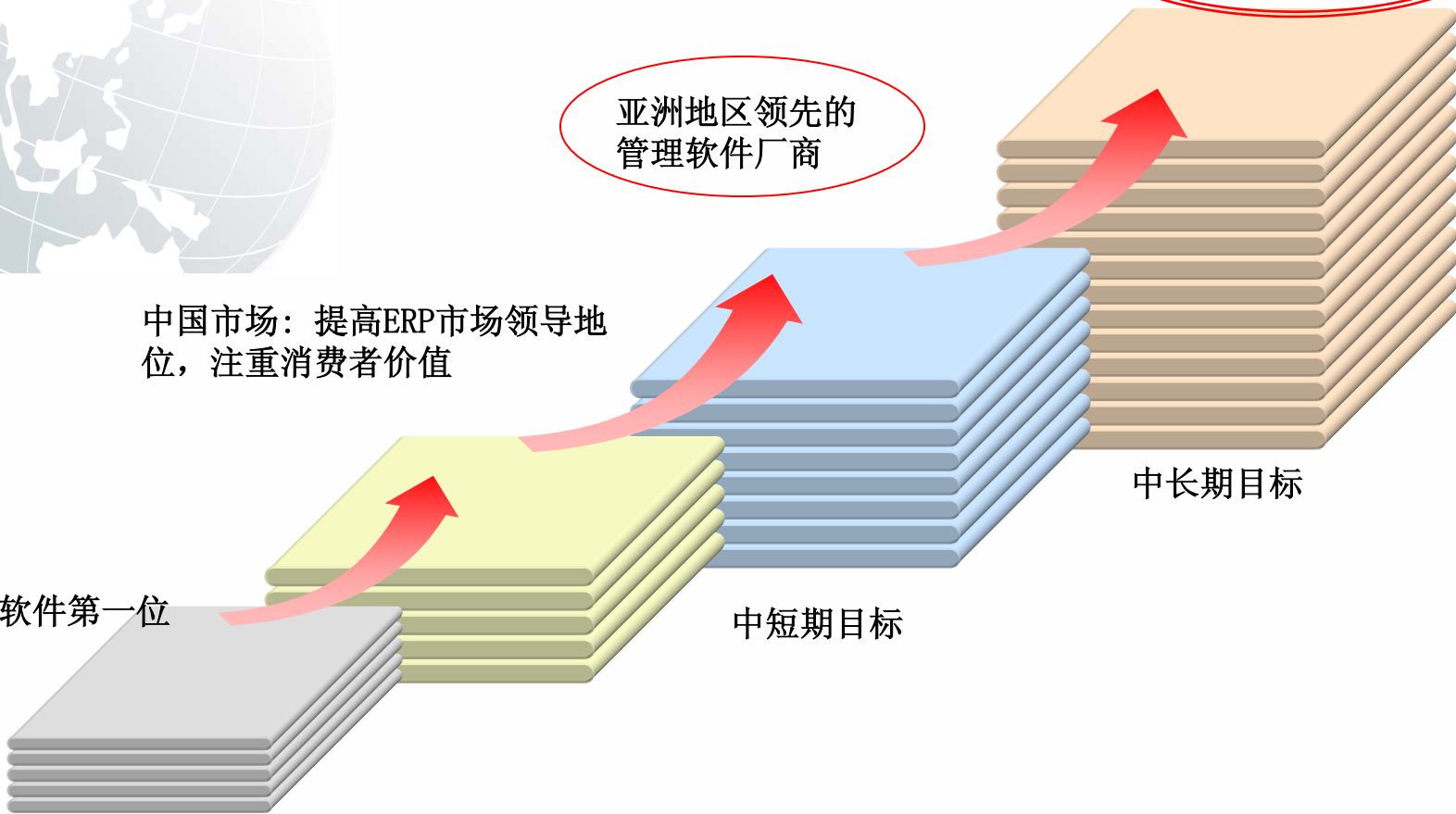
亚洲地区领先的
管理软件厂商

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]

UFIDA 用友軟件

標準 · 行業 · 個性

首頁 · 聯繫我們 · ENGLISH

香港

用友全球

關於用友

產品及方案

成功案例

客戶支援

合作夥伴

下載中心

市場活動

新聞中心

聯絡我們

- 用友全球
- 用友在中國 (英文站點)
- 用友在中國 (簡體中文站點)
- 用友在日本 (日文站點)
- 東南亞及其他地區

UFIDA 用友軟件

我們的方案100%符合中國財務規範與實踐，是您拓展中港業務的首選！

中小企業解決方案

- ▶ 財務管理方案
- ▶ 供應鏈管理方案
- ▶ 生產管理方案
- ▶ U8 ERP功能亮點

集團企業

- ▶ 集團財務
- ▶ 垂直行業方案
- ▶ NC ERP功能亮點

用友產品與技術

- ▶ 用友 ERP U8
- ▶ 用友 ERP NC
- ▶ 用友 E-HR
- ▶ 用友 UAP

新聞中心

- ▶ yahoo: 用友企業管理軟件躍居亞太本土第一 [媒體關注] 2006-06-17
- ▶ 用友軟件技術大會全面展示UAP平台 [公司新聞] 2006-06-03
- ▶ 工商銀行攜手用友軟件 [公司新聞] 2006-04-21

更多

捷徑：您想了解的信息

請選擇

銷售/諮詢

(852)2122 9886

info@ufida.com.hk

客戶支援專線
現已啓用

(852) 3104 6724

(86) 4006 600 588

ERP專欄

ERP

(財務管理/供應鏈管理/生產管理)
沙盤推演

IDC ERM vendor ranking 2005

版權聲明 | 網站地圖 | 公司年報 © 2005 用友軟件 (香港) 有限公司.

Done

start



Inbox - Microsoft Out...

用友軟件 (香港) ...

Presentation3

EN

100%



6:17

Done

start



Inbox - Microsoft Out...

Welcome to UFIDA (H...

Presentation3

EN

100%

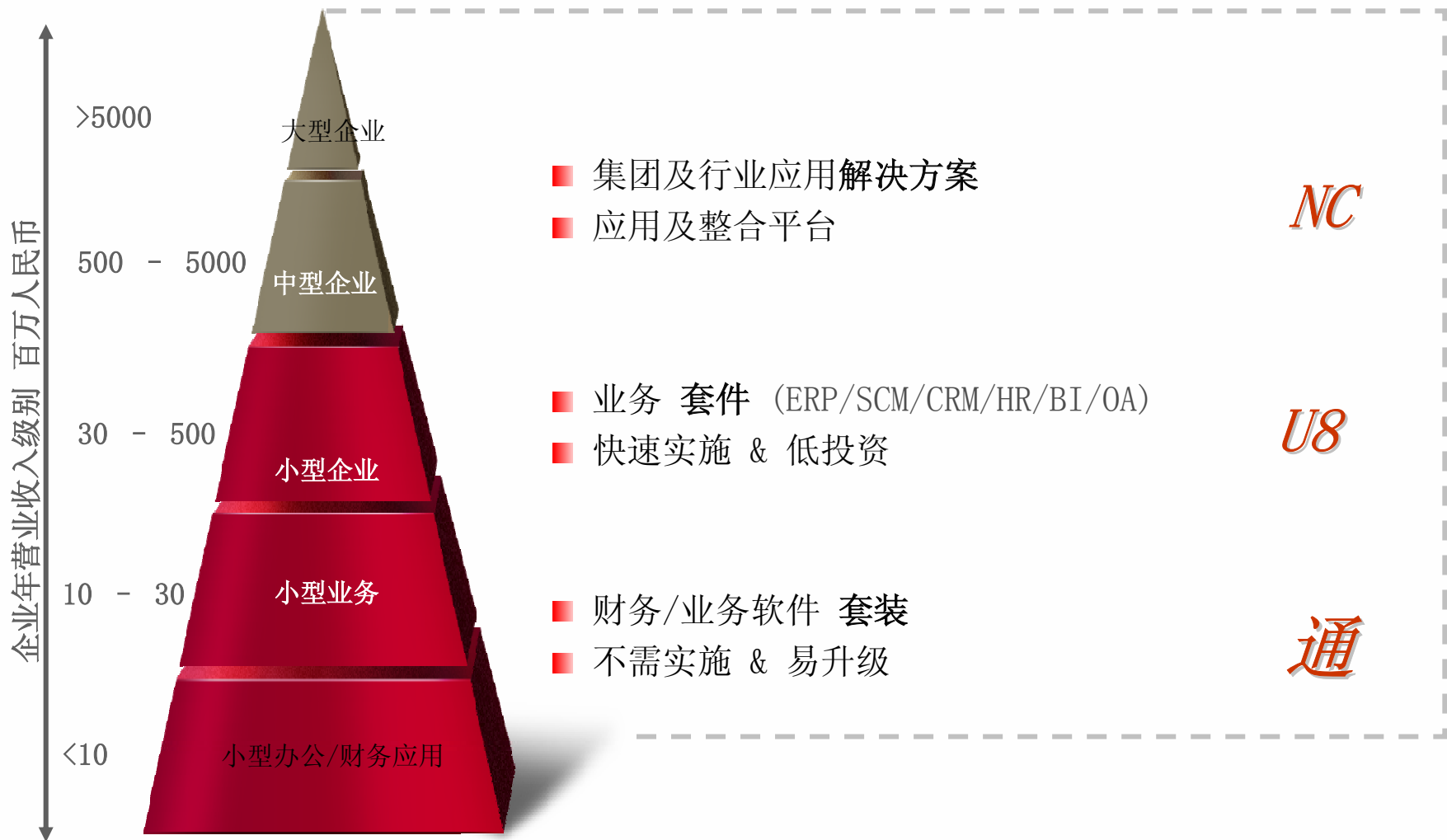


6:16 PM

Internet

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 the UFIDA ERP-NC software interface, featuring a sidebar menu with categories like '客户化' (Customerization), '基础' (Basic), '工程' (Engineering), '模板' (Templates), '流程' (Processes), '会计' (Accounting), '预警' (Warnings), '权限' (Permissions), '单据' (Forms), '系统' (Systems), '外部' (External), '二次' (Secondary), '自定义' (Custom), '总账' (General Ledger), '现金' (Cash), '应收' (Accounts Receivable), '应付' (Accounts Payable), '固定' (Fixed Assets), '存货' (Inventory), '管理' (Management), '资金' (Finance), '供应链' (Supply Chain), and '基础' (Basic). The main window shows a '消息中心' (Message Center) and 'UFIDA ERP-NC Collaborative Commerce Centralized Management'.

Overlaid on the interface is a circular diagram with a central 'HQ' logo and a clockwise cycle of arrows. The segments of the diagram represent various business modules:

- 财务管理 (Financial Management)
- 成本管理 (Cost Management)
- 报表 (Reports)
- 人力资源 (Human Resources)
- 供应链 (Supply Chain)
- 生产系统 (Production System)
- 绩效管理 (Performance Management)
- 财务/会计 (Finance/Accounting)
- 财务分析 (Financial Analysis)

Additional text elements include:

- 集中管理 商业协同 (Centralized Management, Collaborative Commerce)
- English Supported
- UFIDA ERP-NC

NC: 集团管理解决方案

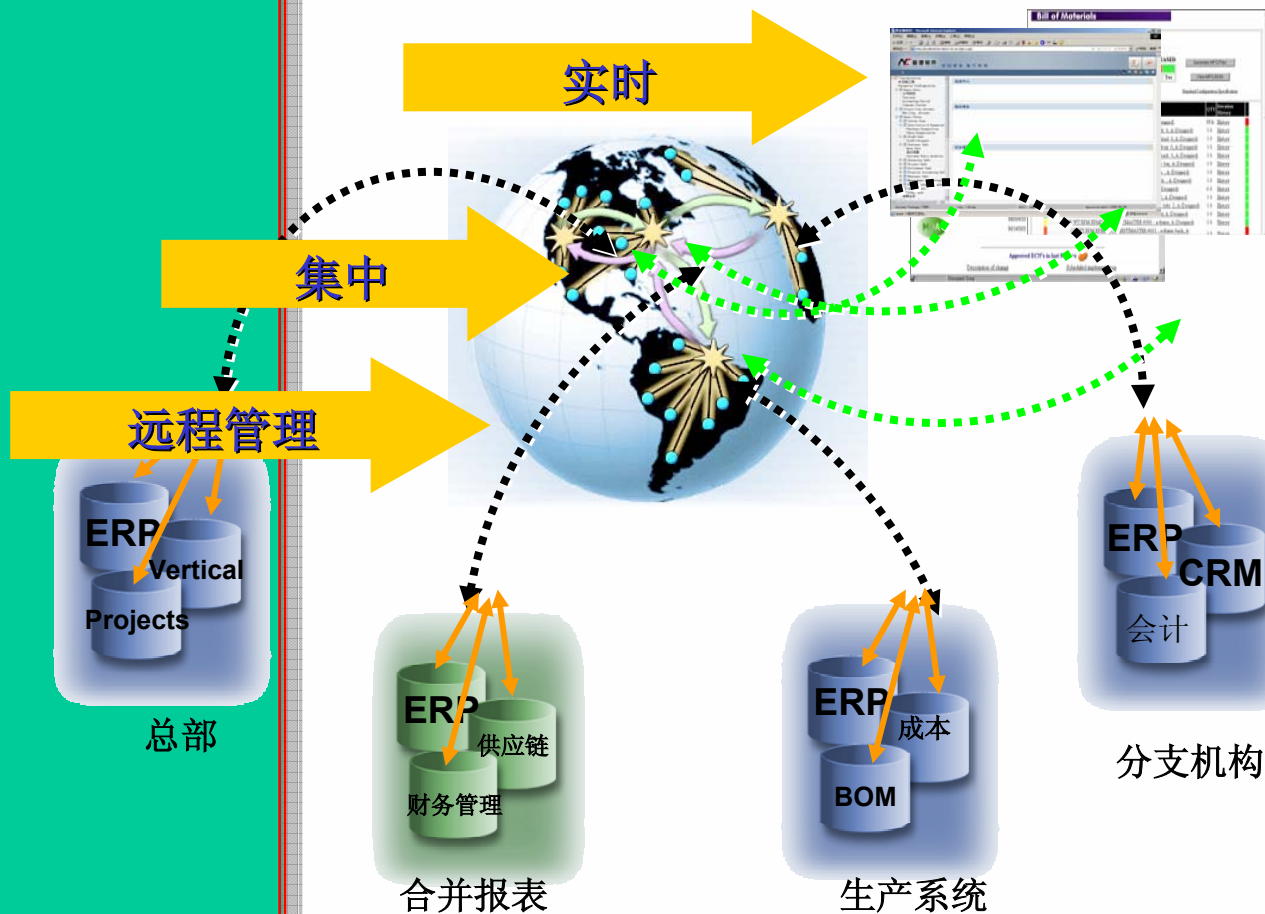
Web方式

- ▶ Java开发
- ▶ 无需客户端

集中管理

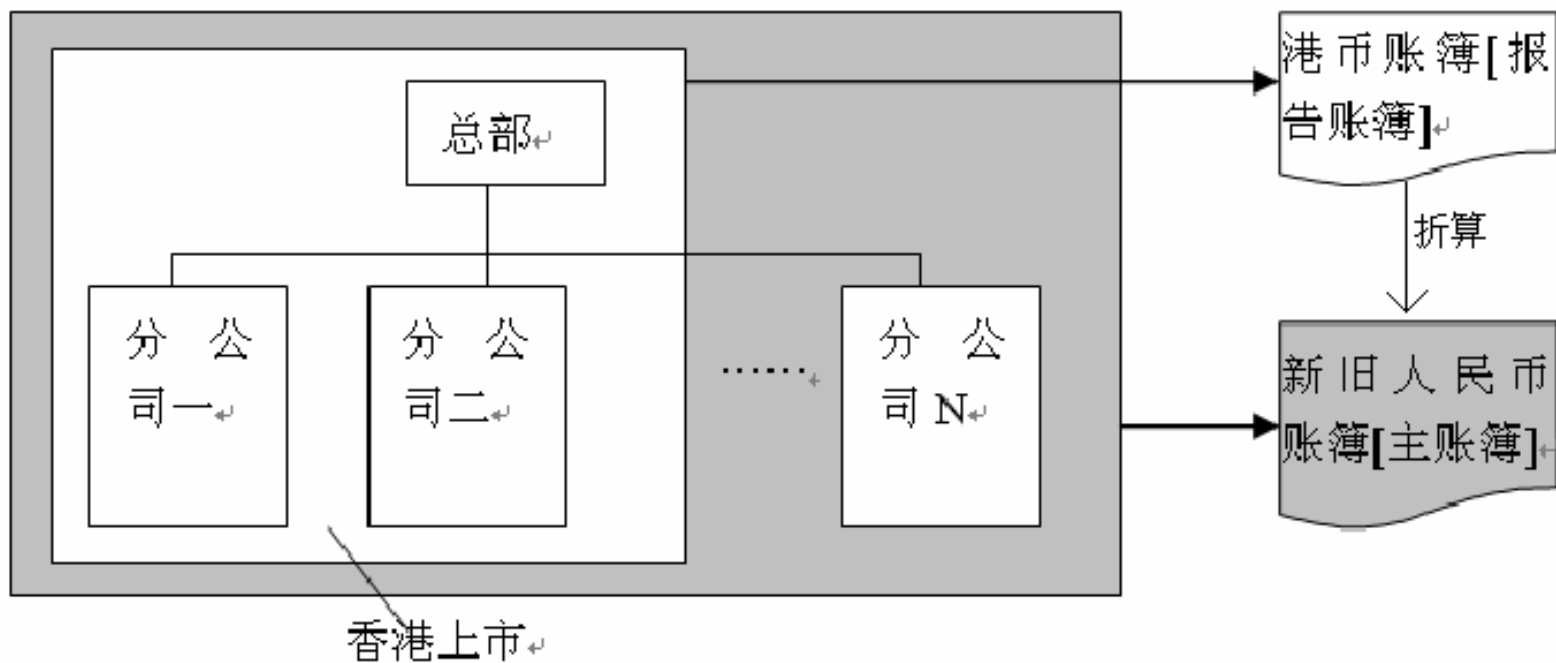
国际化支持

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



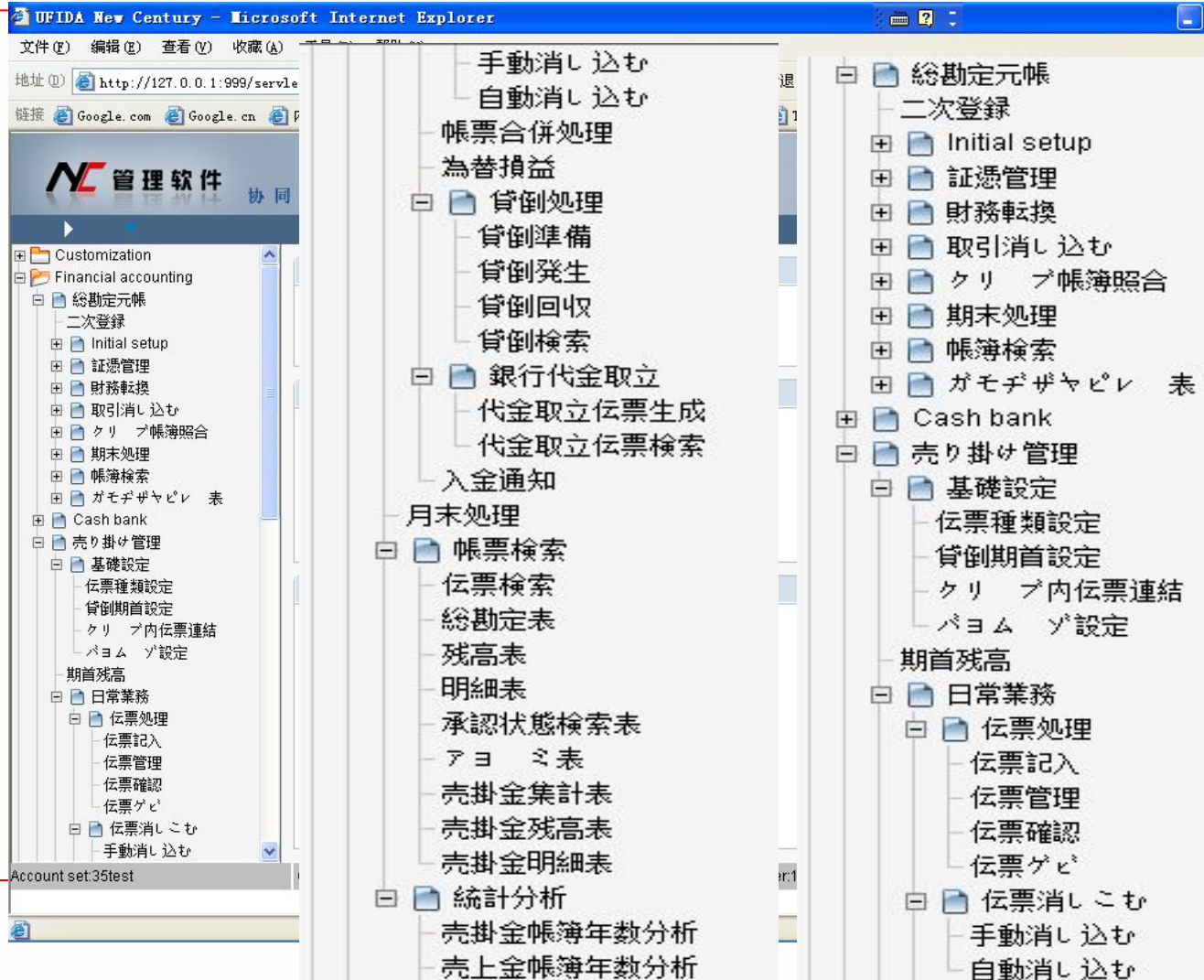
NC多帐簿应用价值—国际化应用

- 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）

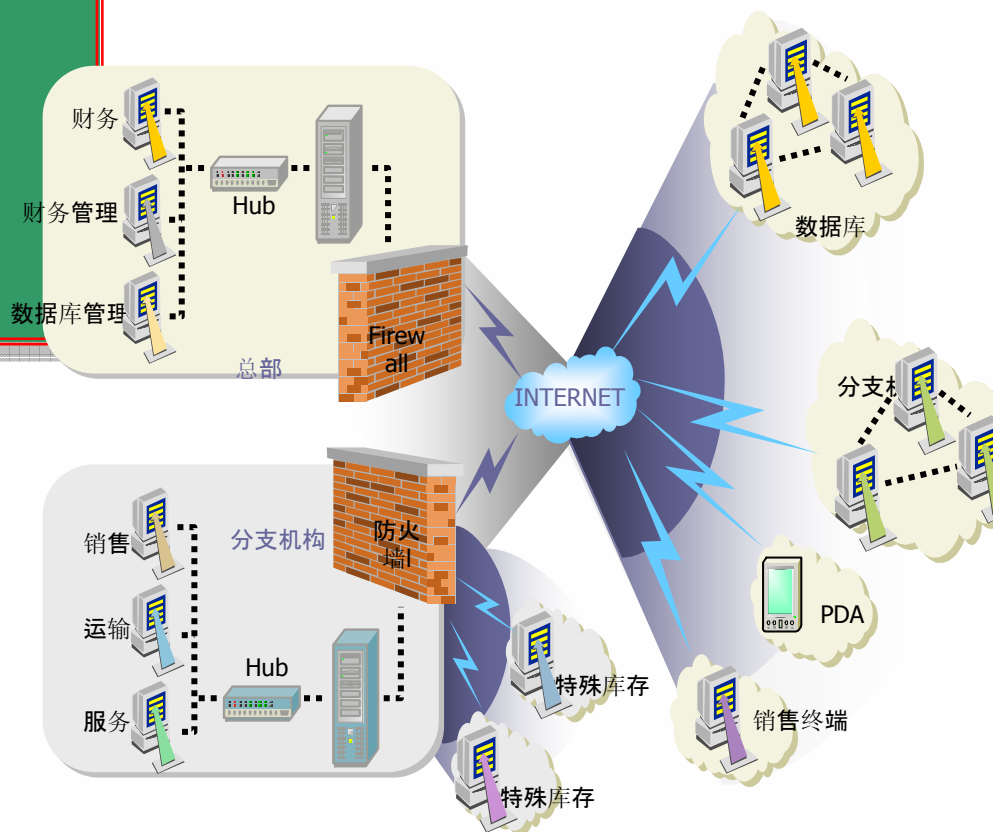
- NC 5.0
- 财务模块



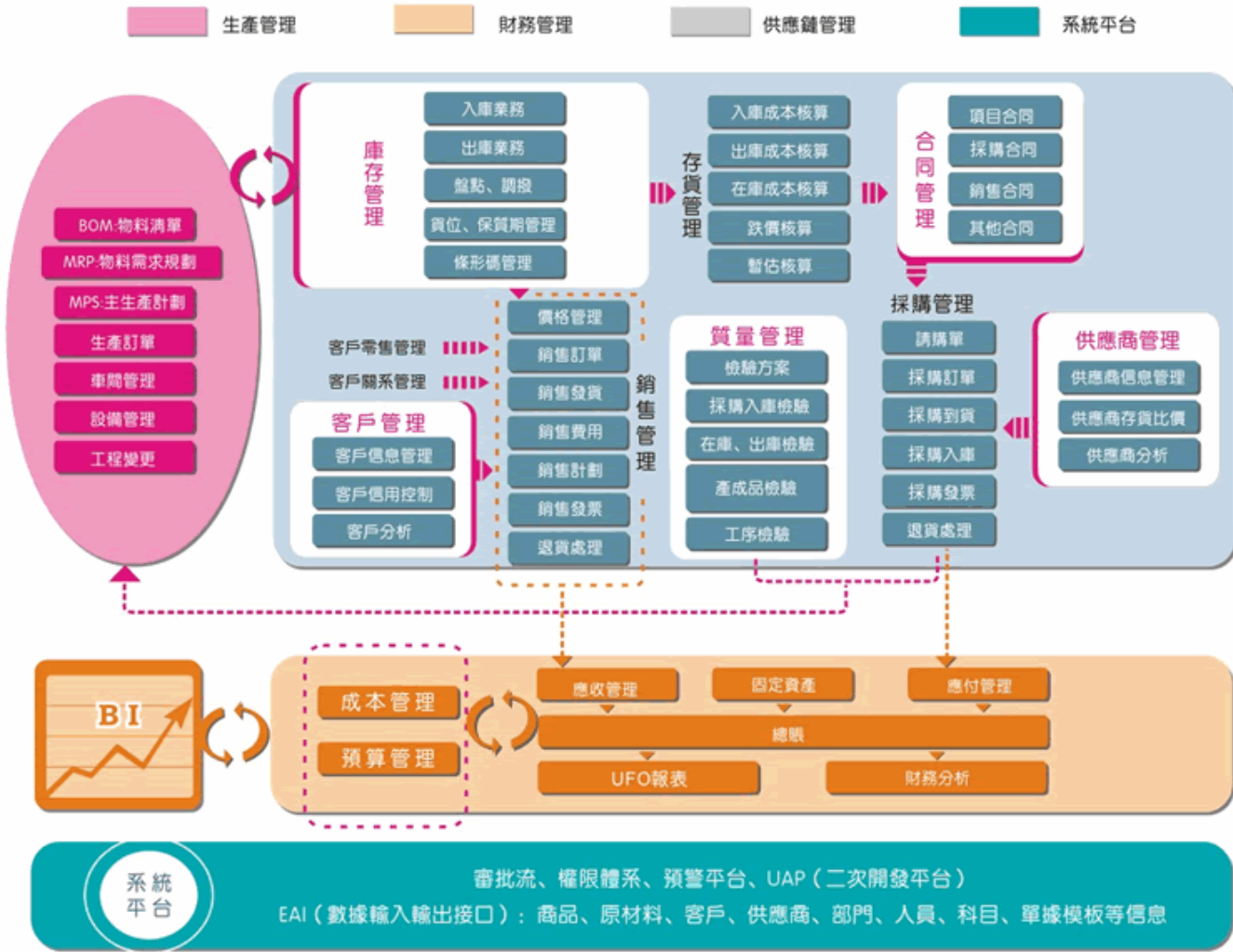
用友U8——国际化支持

- ✓ 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-US

Version: 861

Login

Login: UFLH

User: Anthony

Password: [Masked] Modify

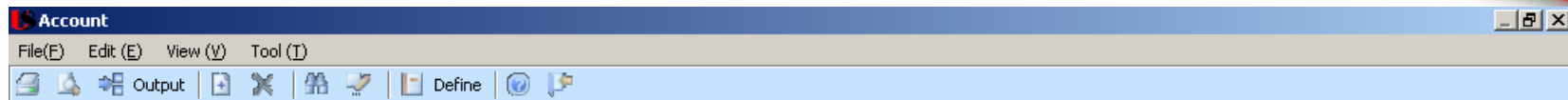
Account: [728]LHFranklin Electric

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	Journal
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

The screenshot shows the 'UFida ERP-U8 - [depreciation method]' application window. The left-hand tree view is expanded to 'Fixed Assets[Demo]' > 'Setup' > 'Depreciation Method'. The main window displays a list of depreciation methods:

- 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)

The configuration details for the selected method 'Average Year Limit Method(I)' are shown in the right pane:

- 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)

A blue callout bubble contains the text: **多种可选的折旧模式**

财务年度年结

The screenshot shows the UFIDA ERP-U8 interface with a focus on the 'Account reconciliation' dialog box. The dialog box has a title bar with 'Account reconciliation' and several icons. Below the title bar, there are options like 'Select', 'Error', 'Trial balance', and a search icon. A section titled 'Select content to check' contains several checked checkboxes for different ledger types. A table shows reconciliation data for the year 2006, with columns for Month, Reconciliation date, Reconciliation results, Closing or not, and Select. The 'Month' column is highlighted in blue, and a blue speech bubble points to the '2006.05' row.

Account reconciliation dialog box details:

- Options: Select, Error, Trial balance, [icon]
- Select content to check:
 - General ledger and subsidiary ledger
 - General ledger and department ledger
 - General ledger and customer transaction ledger
 - General ledger and suppliers transaction ledger
 - General ledger and individual transaction ledger
 - General ledger and project ledger

Table data:

Month	Reconciliation date	Reconciliation results	Closing or not	Select
2006.01			Y	
2006.02			Y	
2006.03			Y	
2006.04			Y	
2006.05			Y	
2006.06			Y	
2006.07				
2006.08				
2006.09				
2006.10				
2006.11				
2006.12				

年度结账检查

EAI 数据集成功能

The screenshot displays the UFIDA ERP - [Working center] interface. The main window is titled "UFIDA ERP - [Working center]" and contains a menu bar with "System(S)", "View(V)", "Windows(W)", "Tools(T)", and "Help(H)". Below the menu bar is a toolbar with icons for "Relogin", "Enterprise Flow", "Personality Flow", "Working Center", "Quick Usage Guide", and "Help".

The left sidebar shows a tree view of the system's modules, including "Business Working", "Financial Accounting", "Management Accounting", "Supply Chain", "Human Resource", and "Enterprise Application Integration". Under "Enterprise Application Integration", the "Data Exchange" sub-menu is expanded, showing options like "System Register", "Data Exchange", "Data Exchange Plan", and "Log of Data Exchange".

The main workspace is divided into several sections:

- TaskCenter:** A table with columns for "Sender", "Status", "Source", "Title", "Content", "Time", and "Days sent".
- Work Calendar:** A calendar view for the year 2006, showing the month of August.
- My Link:** A section for managing links, with a "Link URL" field.
- EAI Configuration:** A central area with "Available items" and "Items selected" lists. The "Available items" list includes "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", and "Production". The "Items selected" list currently contains "voucher" and "Internal settlement doc.".
- Option:** A panel on the right with a "Register code" dropdown set to "128", and radio buttons for "Export U8 data to XML files" (selected), "Export mail sending", "Convert according to data map", and "Import data from external XML files".

A blue callout bubble on the right side of the interface contains the text: **与外部系统的数据集成** (Data integration with external systems).

At the bottom of the window, there are buttons for "Execute (E)", "Setup(S)", and "Exit(X)".

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.

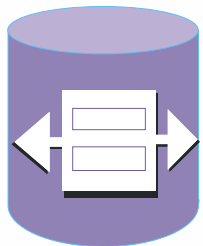
SOX—409

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.

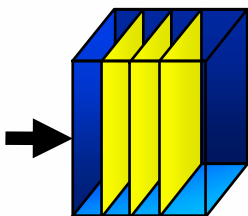
U8-UFO 报表

中国与国际会计报表的转换

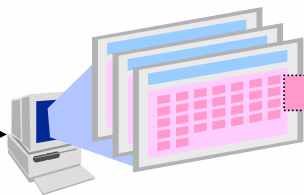
U8



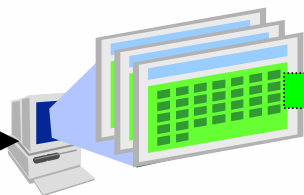
数据库



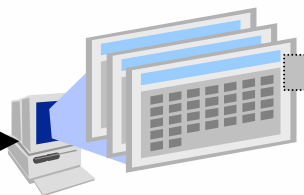
UFO



Statement for public



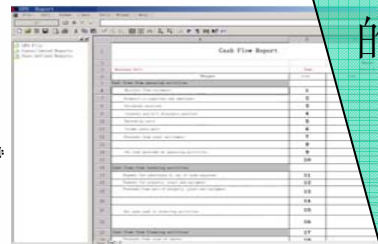
Report for inner control



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 shows 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'. The 'Record level' tab is selected, showing a list of business objects with checkboxes to indicate whether control should be enabled or disabled. The 'Business object' column lists various system components, and the 'Control or not?' column contains checkboxes. A 'Comment' field is also present at the bottom of the dialog. The background shows the main application window with a tree view on the left and a task center table on the right.

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

Comment :

Buttons: OK, Cancel, Select all, All cancelled

Callout 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 with columns for 'Operator' and 'Server':

Operator	Server
Operator[admin]	Server[UFLH]

A yellow callout bubble contains the text: 根据安全限制可以自动或手动备份

系统日志

Operation log

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

Date: 2006-07-01 To 2006-07-30

set of book code: All

Operator: All

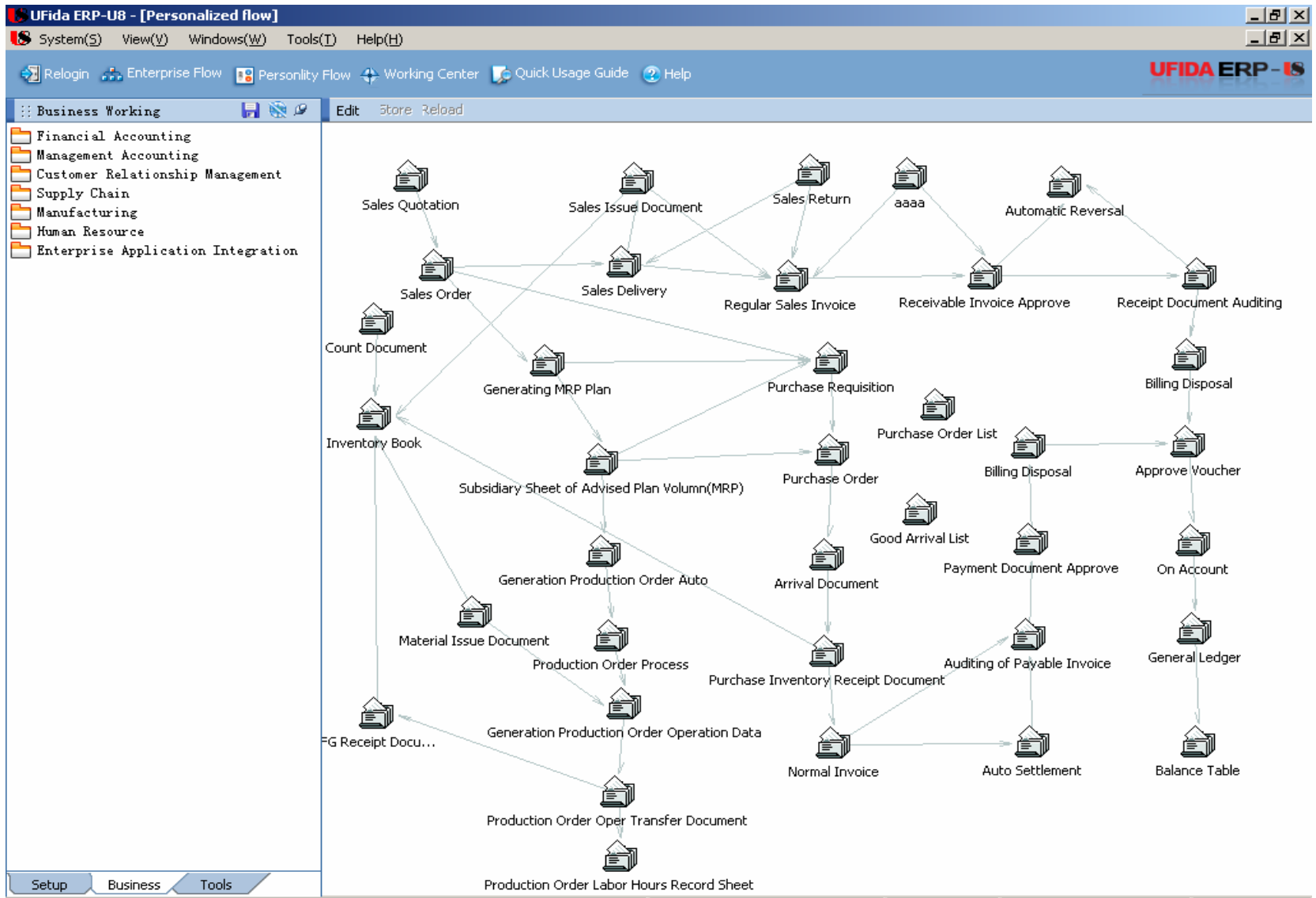
Execute function: All

Subsystem: All Site: All

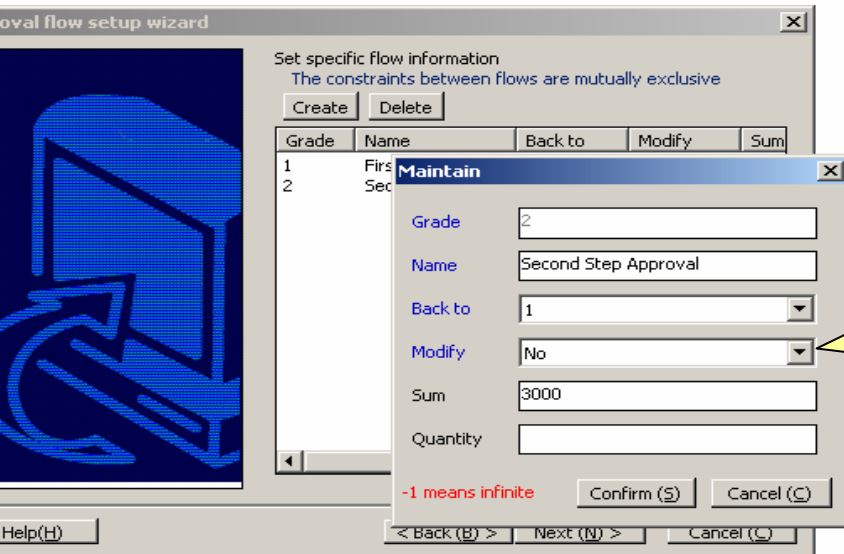
Confirm (C) Cancel (E) Help (H)

完善的系统日志和管理

系统业务流程定义

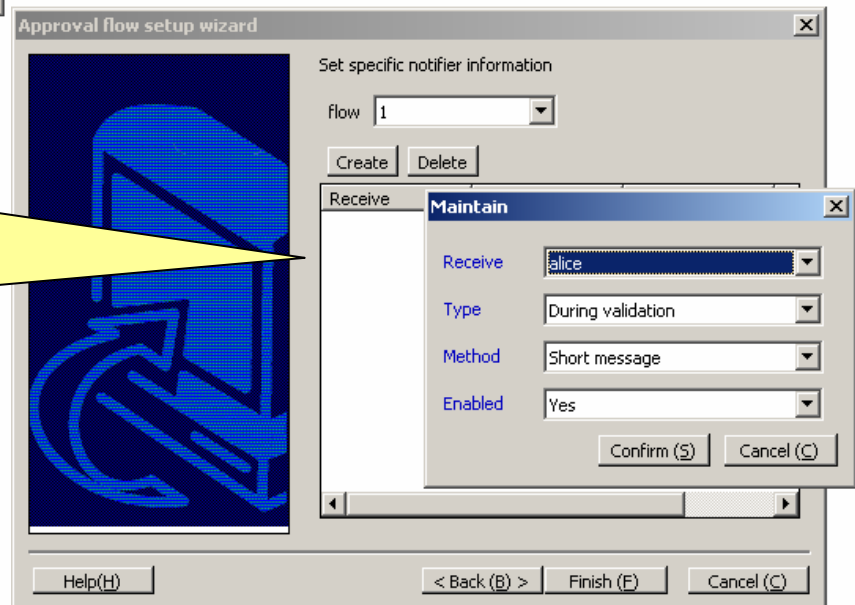


审批流的设定



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.

Line	Year	Cash
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		

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] application. 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 options for data import and export, such as 'Voucher import', 'Copy of customer', 'Copy of project category', and 'Copy of shipment'. The dialog also includes a 'Data source' section with 'File data' and 'SQL SERVER' options, and an 'Object data' section with fields for 'Ledger set number' (728), 'Accounting year' (2006), 'Operator' (demo), and 'Operation time' (2006-07-02). Checkboxes for 'Renumbering when voucher is imported' and 'Balance check when voucher is introduced' are checked. An 'Export' button is visible at the bottom right of the dialog.

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.



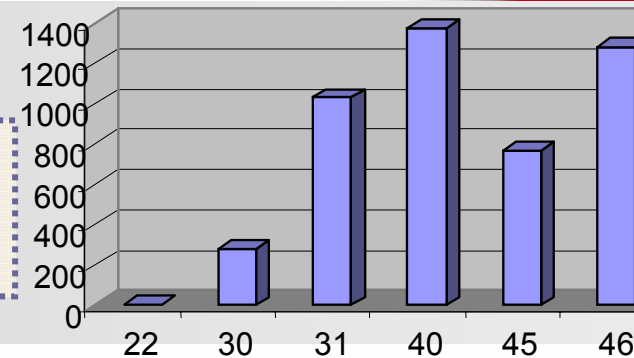
SOX—409

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

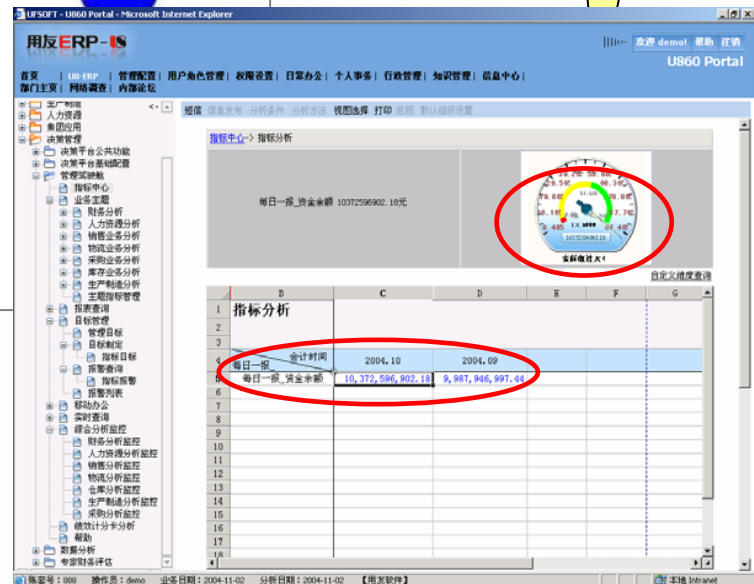
Customer: All

Serial Number	Customer	Balance	1-30 Days		31-60 Days		Balance
			Balance	%	Balance	%	
01001	China Mobile Co., Ltd.	317,198,740.00	3,225,200.00	1.02	313,973,540.00	98.98	
02001	China Future Co., Ltd.	1,201,020.00	1,201,020.00	100.00			
03001	Aeroflex(Beijing) Co., Ltd.	8,000.00	8,000.00	100.00			
03004	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	Huangtian 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	1.80	313,973,540.00	98.20	
01003	Legend Co., Ltd.	-30,707,700.00	-400,500.00	1.30	-30,307,200.00	98.70	
01004	Shanghai Postal Co., Ltd.	-798,220.00	-798,220.00	100.00			
03002	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	-30,387,200.00	96.04	

U8 - 分析图表



资金状态



HR 状态分析

销售分析

用友的国际支持: 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

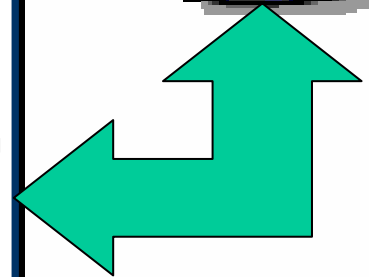
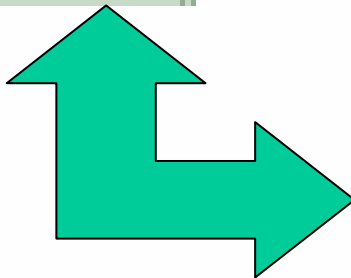
用友能做到什么？

- ❑ 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

Quarter	Competitor	Other	Self
Q1	15	10	5
Q2	25	18	6
Q3	20	15	6
Q4	30	18	6

Suspects vs Leads Target and Actual

Market Share by Vertical

Budget vs Actual

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

- 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

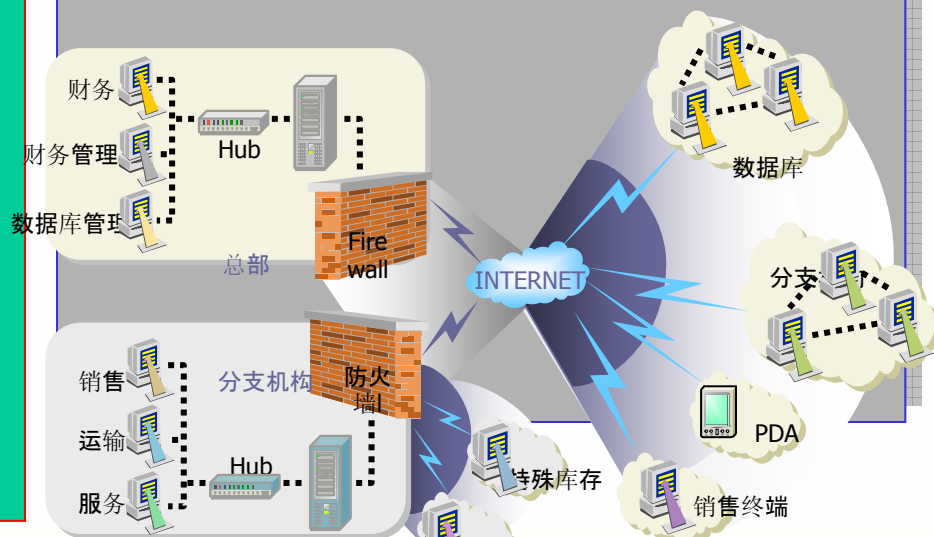
- 在香港和东莞均有业务的日资企业
- 生产系统 TPICS来自日本
- 香港以销售为主VS东莞以生产为主

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 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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谢谢!

Thanks!

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UFIDA