

## 金蝶云 (Kingdee Cloud) :

2017年5月4日,金蝶集团创始人、董事局主席兼首席执行官徐少春先生走进北京大学,与陈春花教授、客户及公司高管一起砸掉ERP,宣告以金蝶云颠覆传统ERP模式。

金蝶云是金蝶凭借24年对中国企业管理深刻洞察和实践,基于云计算、大数据、社交、人工智能等最先进的技术研发的一款新一代战略性企业管理软件平台。

金蝶云聚焦多组织、多利润中心的大中型企业,全面支持多组织业务协同、精细管控。管理服务涵盖:财务、供应链、智能制造、阿米巴管理、全渠道营销、电商、HR、企业互联网服务,帮助企业关注用户和生态伙伴变化所带来的商业模式转变,挖掘企业潜在价值及洞察新的商业机会,助力中国企业数字化转型!

On May 4, 2017, Kingdee International Software Group founder, chairman of the board and CEO Mr. Xu shaochun came to Beijing university, together with professor Chun-hua Chen, customer and senior executives, smashed "ERP", declaring that the kingdee cloud subvert the traditional ERP mode.

Kingdee cloud is a new generation of strategic enterprise management software platform invented by kingdee after the insights and practices for 24 years of China's enterprise management. It is based on cloud computing, big data, social networking, artificial intelligence and so on.

Kingdee cloud focuses on multi-organization, multi-profit center of large and medium-sized enterprises. It fully supports multi-organizational business cooperation as well as fine control. Management services that includes finance, supply chain management, intelligent manufacturing, ameba management, channel marketing, electric business, HR and enterprise Internet service helps enterprises to focus on the user and the ecological partner's changes brought about by the business mode transformation, mining the potential value of the enterprise and the insight of new business opportunities to help realize enterprise digital transformation in China!

## 我家云 (WojiaCloud) :

我家云是真正的互联网时代物业管理云平台，更是以业主需求为核心的社区生态圈，将服务创新作为产品创新的理念。

产品包含云收费、云客服、云物业等模块，充分聚焦物业企业的管理需求和使用场景，帮助物业公司提高服务效率；业主可通过我家 APP，体验物业为业主提供的活动、通知、缴费、门禁、商圈等各项服务，真正做到让业主感受到一机在手，服务无忧；物业管家可使用管家助手 APP，实现抄表、工单抢单及处理、访客查验、设备巡检及维保等全移动化的服务，为业主提供最贴心的服务，轻松完成各项工作；通过物业传统刚性服务与用户建立连接，打造具有使用粘度和影响力的线上平台，整合第三方商业资源，增强物业企业的营收能力。

我家云产品是采用开放平台架构构建的，其天生拥有云技术的基因，可为客户提供高安全高可靠的 SaaS 服务。

“WojiaCloud” is a real Internet cloud platform of property management, is the community ecosystem about core needs of the owners, uses service innovation as the product innovation concept all along.

“WojiaCloud” includes cloud fees, cloud customer service, cloud property management and others modules, fully focus on the management needs and the usage scenario of property companies, to help them improve service efficiency. Owners through the APP, can easily experience the activities, notice, payment, entrance guard system, business district and other services provided by the property company. Truly let the owners feel the convenience of services only by using our app. Property Manager can use the housekeeper assistant app, easily to achieve meter reading, work orders, visitor identification, equipment inspection, maintenance support and other fully mobile services, providing the owners with the most thoughtfully services, complete various work easily. Through the traditional property rigid services to establish connections with users, “WojiaCloud” aiming to create a high customer stickiness and influential online platform, integrating the third party business resources, enhance the revenue capacity of property enterprises.

“WojiaCloud” is built by an open platform architecture, which naturally has cloud technology genes, can provide customers with high security, high reliable SaaS services.

## EAS:

金蝶 EAS 为集团企业提供全面集团管控方案 助力集团企业数字化转型 实现企业数据自由共享。以财务共享、数字营销、智能制造为主要领域，全面覆盖预算、管理会计、资金管理、集团供应链、销售电商、采购电商、多工厂制造等管理领域。同时，金蝶自主创新了最适合中国企业管理特质的 BOS 底层开放平台，满足了集团企业按需应变的创新及发展等深层次需求。

金蝶 EAS 财务共享 3.0 解决方案，以“全球共享、智能共享、数据共享”三大特性，正引领企业财务共享发展趋势，使得企业财务管理工作更加智慧，为企业创造更大价值。

金蝶 EAS 数字营销解决方案，借助互联网技术，支持集团企业构筑全渠道营销模式，实现企业与客户、经销商及渠道的全面连接，降低沟通成本，提升销售效率，创新销售模式。

金蝶 EAS 智能制造解决方案，围绕制造业数字化转型的深层需求，基于云计算、物联网、移动互联网、人工智能、工业大数据等先进制造技术，为制造企业打造平台化、集成化、模块化、移动化的数字化运营平台。

Provides large corporate enterprises with solutions covering financial consolidation, supply chain, human resources, sales, procurement, e-commerce and manufacturing. Connects employees, partners and users with internal business operations. EAS is an open platform for large corporate enterprises based on the Chinese enterprise management model.

Group management and controls

Internal collaboration: Develop a new working model

External connections: Facilitate the transition towards enterprise Internet

Mobile ERP for the enhanced user experiences

Open platform that changes on demand

## K/3 Cloud

金蝶 K/3 Cloud 动态构建的多核算体系与业务流程设计模型,为企业提供了适应其动态发展的开放性管理平台;其 SOA 架构,以及纯 Web 应用、跨数据库应用、多端支持、云应用等新兴特性,为企业提供了开放的信息化整合平台;K/3 Cloud 打造的开放 ERP 开发云平台,为伙伴、客户提供完整的 ERP 服务生态圈,为企业真正的一站式应用。

开放性管理平台,实现全网资源整合开放的云平台架构,支持全渠道资源的接入,实现多渠道、组织业务间协同方案的销售;云服务及移动应用,产业链的供应与生产协同平台,为客户伙伴提供完整的 ERP 服务生态圈。

随需需制,敏捷协同:基于大数据,通过精准业务分析,帮助企业设立精准营销方案、智能要补货等,敏捷响应市场需求,为消费者提供个性化的产品与服务

从业务构建、业务构架到管理模式全面标准化标准的管理模式,标准的业务架构:多会计准则、多币种、多地点、多组织、多税制应用框架;标准的业务建模:通过 90%标准配置+10%开发即可实现快速开发应用。

企业用户高效、协同的社交门户:接入金蝶企业社交软件“云之家”,为企业间员工提供高效、扁平化的社交平台;面向不同角色的用户,提供个性化应用实现移动办公;富有流程化的应用特性,大幅提高流程中各责任人办公效率。

### **An open management platform that accomplish internet resource integration**

The open cloud platform structure supports access to full-channel resources and realizes a collaborative sales solution among multiple channels and business organizations.

The cloud service and its mobile application, supply of industrial chain and production collaboration platform provide a sound ERP service eco circle for clients and partners.

### **Adjust to changing needs, swift collaboration**

Based on big data and via precise business analysis, it helps enterprise establish a precise marketing solution, a smart order and replenishment system etc., meet the market demand swiftly, and provides personalized products and service to consumers.

### **Standardize business building, business structure and management mode**

Standard management mode: best management practice of 1,000,000 clients;

Standard business structure: multi-accounting codes, multi-currency, multi-location, multi-organization, multi-tax system application frame;

Standard business modeling: with 90% standard configuration +10% development, it can realize a fast development and application.

### **An efficient and collaborative social portal for enterprise users**

With access to Cloudhub, an enterprise social software of Kingdee, you can provide an efficient and flattened social platform for company employees. It provides personalized mobile office application to different users; with a streamlining feature, it greatly enhances the working efficiency of all liable persons in the procedure.

## **k/3 WISE**

金蝶 K/3 WISE 集全面预算、内控、成本、制造、SRM、供应链、PLM、BI 等众多业务领域为一体，满足企业不断发展的业务需要，帮助企业实现智能制造与智慧管理。连续十一年占据中小企业市场第一名。

金蝶 K/3 WISE 近年来聚焦企业信息化热点，践行“工业 4.0”，推动中国制造向中国智造的转变。通过与研华科技的合作，实现智能技术和企业 ERP 融合，帮助企业向智能制造转型。通过 APS 智能化生产排程让企业实现敏捷智造；通过 K/3 WISE 移动工作平台+云之家实现移动化办公，让业务行云流水；通过成本驱动模式提升企业成本控制及分析能力。通过二维码管理系统，帮助企业全面提升供应链管理水平，实现智能仓储管理。

Integrates online and offline sales channels with O2O marketing, and implements smart manufacturing based on the smart production scheduling. Streamlines operations with mobile social networking, and improves cost control and analytical capabilities with cost-driven mode to develop “smart manufacturing” all to create continuous value and improvements.

Visualized integration platform for end-to-end smart business processing Internet-based procurement to improve supply chain cooperation between enterprises with the use of barcodes. Delaying business communication for custom mobile application. Cooperation with top hardware manufacturers to build a “smart factory” .