



处在新一轮全球化的潮头,出海成为中国企业的一堂必修课。

如何利用国内产业链优势、深度融入全球产业链,进而推动中国在全球价值链的攀 升,是所有中国企业面临的共同挑战。

在时代发展的潮流中发展,在数字化引擎的驱动下前行。

这是一份给全球隐形冠军的数字化实践指南。

In the new era of globalization, going global has become a compulsory course for Chinese enterprises.

It presents a challenge for Chinese enterprises to effectively leverage China's industrial strengths, deeply integrate into industrial and supply chains, and then contribute to China's rise in global value chains.

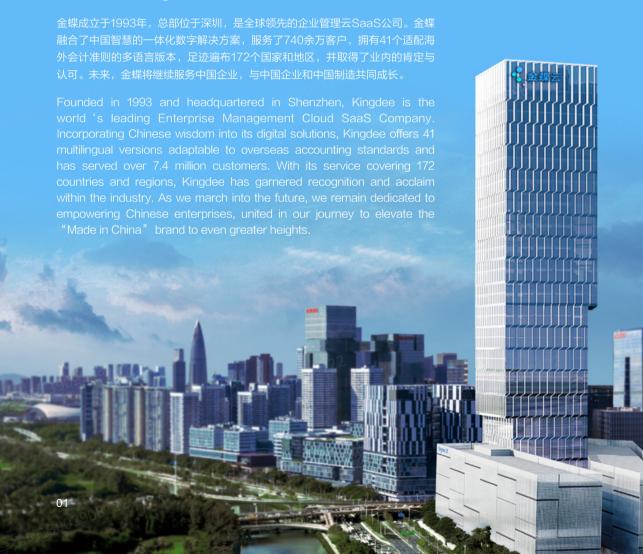
Develop by riding the tide of development of our times, and move forward under the drive of the digital engine.

This brochure serves as a digital practice guide for global hidden champions.

自中国改革开放以来,工业实力空前增强,产品竞争力显著提升,中国成为名副其实的全球制造大国。作为"中国制造"的主力军,中国企业见证了中国制造的奇迹;而陪伴了中国企业三十余年的金蝶,也见证了每一个中国企业创造属于自己的奇迹。

Since China's reform and opening up, its industrial strength has unprecedentedly enhanced, and its product competitiveness has significantly improved. China has truly become a global manufacturing powerhouse. As the main force behind "Made in China," Chinese enterprises have witnessed the miracle of Chinese manufacturing; and Kingdee, who has accompanied Chinese enterprises for over thirty years, has also witnessed each Chinese enterprise creating their own miracle.

关于金蝶 About Kingdee





TOP1

连续18年稳居IDC中国成长型企业应用软件市场占有率第一

Holding the top spot in IDC China's growth-oriented enterprise application software market share for 18 consecutive years

IDC: PRC Semiannual Enterprise Application (EA) Tracker ,China

IDC中国企业应用SaaS ERM市场占有率第一

No.1 in IDC China's enterprise application SaaS ERM market share

IDC: China Semiannual Enterprise Application Tracker

ERP SaaS 客户满意度排名第一

Identified as the most customer-satisfied vendor of financial SaaS on a global scale

IDC: SaaS and Cloud CSAT Awards for 2022

唯一入选IDC亚太区制造ERP SaaS竞争力象限的中国厂商

The only Chinese vendor included in Asia-pacific Manufacturing Cloud ERP SaaS Competitiveness Quadrant

IDC: Market Scape: Asia-Pacific Manufacturing Cloud Enterprise Resource Planning 2021 Vendor Assessment

出海! Go Global!

为世界提供更多更好的中国制造和中国创造 Let's provide the world with more and better products Made and Created in China.

自2001年加入WTO以来,中国积极嵌入全球价值链产业分工,快速推动了自身的经济增长和工业化进程,成为世界上唯一拥有全部工业门类41个工业大类、207个工业中类、666个工业小类的国家,同时对世界经济增长做出了巨大贡献。

巨大的人口规模塑造了劳动力成本优势,与经济全球化背景下的劳动力密集型产业转移浪潮相遇,使中国收获了主导性的人口红利,从而缔造了举世瞩目的中国经济增长奇迹;持续涌入的资本、先进的技术与管理经验,提升了中国制造的品质与生产率,形成无可比拟的竞争力;精心规划和投资的制造业产业链造就了无可匹敌的产业集群,如5G通信技术、人工智能、新能源汽车等。

然而,国际形势、技术发展、生产要素成本变化、突发事件等多重因素作用下,制造业全球产业格局正在发生巨大转变,影响着无数中国制造企业。

Since joining the WTO in 2001, China has actively engaged in the global value chain and division of labor, rapidly driving its economic growth and industrialization—China boasts 41 major industrial categories, 207 intermediate industrial categories, and 666 small industrial categories, being the only country in the world that has all the industrial categories. At the same time, China has made significant contributions to global economic growth.

The advantage of low labor cost, accompanied by the transfer of labor-intensive industry enables China to reap a dominant demographic dividend and thus create a world-renowned miracle of China's economic growth. The continuous influx of capital, advanced technology, and management experience has improved the quality and productivity of Chinese manufacturing, forming an unparalleled competitive edge. Additionally, carefully planned and invested manufacturing industry chains have created unrivaled industrial clusters, such as 5G, artificial intelligence, and new energy vehicles.

However, the global industrial landscape is undergoing significant changes due to multiple factors, including international situations, technological development, changes in the cost of production, and unforeseen events, affecting countless Chinese manufacturing enterprises.

▶ 国际形势 International Situations

贸易保护主义、逆全球化思潮崛起,使全球产业链和供应链向区域化、本土化等方向调整。世界各国利用各种贸易和非贸易壁垒加强对本国产业的保护,并采取对产业发展进行补贴等政策,使要素价格、供给、需求发生改变,从而影响企业生产区位选择和全球产业格局。

The rising trade protectionism and de-globalization trends have led to adjustments in global industrial and supply chains towards regionalization and localization. Various countries in the world strengthen the protection of their industries by using tariffs and non-tariff measures and adopting policies such as subsidies for industrial development, which change the price of factors, supply, and demand, thus affecting the choice of production location for enterprises as well as the global industrial structure.

他国对华贸易管制政策示例 Examples of Other Countries' Trade Policies Towards China

	时间 Year	国家 Country/Region	相关政策 Relevant Policy	主要内容 Main Content	
	2023	美国 USA	《先进计算集成电路、超算新规》 Implementation of Additional Export Controls: Certain Advanced Computing Items; Supercomputer and Semiconductor End Use; Updates and Correction	缩紧对中国半导体行业的出口管制 Further tightens export controls and restricts China's access to advanced semiconductor and chip technology	
	2023	美国 USA	《半导体制造物项新规》 "Export Controls on Semiconductor Manufacturing Items" (SME IFR)		
	2023	美国 USA	《 通胀削减法 》电动汽车补贴政策实施细则 Proposed guidance on new clean vehicle provisions of the "Inflation Reduction Act"	若美国产电动车包含中国等国家制造或 组装的电池组件,将不能享有税收抵免 Vehicles are not eligible for the clean vehicle credit if the battery contains battery components manufactured or assembled or applicable critical minerals extracted, processed, or recycled by a foreign entity of concern (FEOC).	

▶ 技术发展 Technological Development

以人工智能、移动通信、物联网、区块链为代表的新一代信息技术加速突破应用,融合机器人、数字化的先进制造技术,正在加速推进制造业向智能化、服务化、绿色化转型;以清洁高效可持续为目标的能源技术加速发展,将引发全球能源变革。

The accelerated breakthrough and application of the new generation of information technologies, represented by artificial intelligence, mobile communications, the Internet of Things, and blockchain, are integrating with advanced manufacturing technologies such as robotics and digitalization, speeding up the transformation of manufacturing towards intelligence, service orientation, and green development. The rapid development of energy technologies aimed at clean, efficient, and sustainable goals will trigger a global energy revolution.

● 生产要素成本变化 Changes in Production Costs

中国传统制造业中劳动力、基础设施资源等成本优势的逐渐减弱,使劳动力密集型产业向其他国家和地区迁移,如纺织品与服装近年来向东盟国家转移。

The gradual diminishing of cost advantages in traditional Chinese manufacturing, such as labor and infrastructure resources, has led to the migration of labor-intensive industries to other countries and regions, e.g., textiles and apparel moving to ASEAN countries in recent years.

中国与东南亚各国生产要素成本对比

Comparison of Production Costs Between China and Southeast Asian Countries

国家 Country/Region	劳动力成本(美元/时) Labor Cost (USD/hour)	电费(美元/干瓦时) Electricity (USD/kWh)	水费(美元/立方米) Water (USD/cubic meter)		
中国 China	6.83	0.10	0.57		
马来西亚 Malaysia	3.87	0.09	0.48		
泰国 Thailand	2.99	0.11	0.56		
越南 Vietnam	1.86	0.08	0.37		

^{*}数据来源:劳动力成本来源于CEIC数据,根据汇率换算得出;电费与税费来源于《对外投资合作国别(地区)指南》,不包含污水处理等费用。
*Data source: Labor costs are from CEIC data, converted according to the exchange rate; electricity and water costs are from the "
Foreign Investment and Cooperation Country (Region) Guide" excluding sewage treatment and other fees.

○ 突发事件 Unexpected Events

战争、瘟疫等外部冲击具有不可预测性,会剧烈改变短期供给和需求。例如,俄乌战争引发全球能源价格持续上涨,也导致全球海陆空运输业均面临较大风险,并进一步恶化了全球企业半导体短缺问题。

Unpredictable external shocks such as wars and pandemics can convert short-term supply and demand. For example, the Russia-Ukraine war has led to a continuous rise in global energy prices, exposing significant risks to global transportation industries (both sea, land, and air), and further exacerbating the global semiconductor shortage.

复杂的全球经济形势、产业链的外迁推动中国制造迈向新的发展阶段。实力不断增强的中国企业在依靠高质量内循环的同时,需走出去融入世界产业链中、融入中国制造新的发展阶段中,为世界提供更多更好的中国制造和中国创造。

The complex global economic situation and the outward migration of industrial chains are pushing Chinese manufacturing towards a new stage of development. While relying on high-quality internal circulation, the Chinese enterprises—with their growing strength—need to go out and integrate into the world 's industrial chain, entering a new stage of intelligent manufacturing, providing the world with more and better products made and created in China.

出海航程中 机遇与挑战并存

Globalization presents both opportunities and challenges for Chinese enterprises

然而,中国企业此番出海航程不乏浪潮汹涌。全面合规要求、与全球价值链体系的融合、与全球各利益相关 者的协同等,都是中国企业出海亟需解决的问题。

Despite the opportunities, Chinese enterprises face multiple challenges related to compliance, integration with the global value chain system, and coordination with global stakeholders.

全面合规性要求高 High Requirements in Compliance

当前,安全合规是中国企业出海第一要务。

- 1. 隐私保护与数据安全: 各国正在加紧完善国内立法,积极参与双、多边数据跨境规则的制定。这使企业在 出海时面临的数据合规场景变的异常复杂,各国家间的数据跨境传输需要考虑的复杂性也被成倍放大。
- 2. 财务合规:会计政策的统一性、会计科目的梳理与匹配,和财务及管理报告,是企业在财务合规方面重点 关注的三个方面。
- 3. 税务合规:企业进入海外市场,考虑税务申报、税务会计等因素。

Currently, compliance is the top priority for Chinese enterprises going global.

- 1. Data security and privacy protection: Various countries are working to improve domestic legislation and actively participate in the formulation of cross-border data policy principles. This makes the data compliance scenario extremely complex for enterprises going global, and the complexity of cross-border data transmission between countries is also greatly magnified.
- Financial compliance: Enterprises focus on the alignment of accounting policies, the sorting and matching of account titles, and financial and management reporting in terms of financial compliance.
- 3. Tax compliance: Enterprises entering overseas markets need to consider factors such as tax filing and tax accounting.

◆ 全球价值链体系融入难 Difficulty in Integrating Into Global Value Chains

在保证合规的前提下,如何克服语言障碍、地域文化差异,成功破冰并参与到当地产业链体系中,也是许多 出海的中国企业面临的一大难题。在这一基础之上,连接上下游产业链、锚定高质量发展,不断提升价值创 造能力实现价值链攀升,更是一大挑战。

Under the premise of ensuring compliance, overcoming language barriers and cultural differences to successfully break the ice and participate in the local industrial chain system is a big challenge many Chinese enterprises face when going global. What's more, connecting upstream and downstream industrial chains, pursuing high-quality development, continuously improving value creation capabilities, and achieving the upgrading in the global value chains pose an even greater challenge for them.

全球协同难度高 High Global Collaboration Difficulties

融入当地后,企业的供应链网络将更加复杂。如何实现企业内部业务协同、产业链上下游协同以及产业链生态协同,从而保障保障供应链的安全性与灵活性,快速识别供应链风险、提升整体供应链效率,将成为企业 出海后的一大挑战。

After integrating into local markets, the enterprise will have a more complex supply chain network. Enterprises struggling to achieve efficient collaboration (including internal business coordination, upstream and downstream industrial chain coordination, and industrial chain ecosystem collaboration) will possess an inflexible and high-risk supply chain, which poses a significant hindrance to their growth.

如上述问题尚未解决,中国企业的海外经营将面临巨大的压力、增大企业跨境管理难度。每一个计划出海的中国企业,都必须学会转危为安,从而真正地走出去、走进去、走上去。

If the above issues have not been resolved, Chinese enterprises' overseas operations will face tremendous pressure and greater difficulty in cross-border management. Every Chinese enterprise planning to go global must learn to turn crises into opportunities to truly go out, go in, and go up.

金蝶云·星空 中国企业出海的可靠伙伴

Kingdee Galaxy A Reliable Partner for Chinese Enterprises Going Global

金蝶云•星空是新一代高成长型企业SaaS管理云,基于先进的微服务云原生苍穹PaaS平台,以领先的产品、覆盖全球的强大服务网络以及针对目标市场的合规与本地化能力,为企业量身定制一体化SaaS解决方案,帮助企业构筑全球化能力,使企业实现"全球化思考、本地化运营"。

Kingdee Galaxy is a new-generation SaaS management cloud product for higher-growth enterprises and is developed based on the Kingdee Cosmic PaaS platform - the enterprise-level cloud-native architecture. With leading products, an extensive global service network, and compliance and localization capabilities for target regions, Kingdee Galaxy offers tailored integrated SaaS solutions for enterprises, enabling them to think globally and act locally.



战略目标 Strategic Goals

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全球化思考,本地化运营 Think Globally, Act Locally

合规与本地化能力 Compliance and Localization Capabilities

> 数据合规 Data Compliance

经营合规 Business Compliance

财务合规 Financial Compliance

税务合规 Tax Compliance 产品能力 Product Capabilities

全球研发与创新管理 Global Research & Development (R&D) Management 全球营销与 销售管理 Global Marketing and Sales Management

全球采购与供应链管理 Global Procurement and Supply Chain Management

管理 ment nain nt

全球生产 运营管理 Global Production & Operations Management

全球质量管理 Global Quality Management

全球协同办公 Global Communication and Collaboration

全球财务及税务管理 Global Finance and Tax Management 服务能力 Service Capabilities

交付 / 运维 Delivery / Operations and Maintenance

> 生态伙伴 Ecosystem Partners

全球社区 Global Community

技术底座 Technological Base

技术能力平台 Technology Platform 应用能力平台 Application Platform 数据能力平台 Data Platform 开放能力平台 Open Platform

合规与本地化能力

Compliance and Localization Capabilities

金蝶云·星空预置特定国家地区的本地包,既涵盖本地化合规内容,又符合当地使用习惯与偏好,使企业开箱即用,满足不同企业的全球化业务需求,使本地化运营更简单、可扩展性更高。金蝶云·星空的全球化基础能力帮助了许多刚刚出海的企业打通海内外业务流与数据流,安全度过"出海探索期"。

Kingdee Galaxy presets local packages for specific countries and regions, covering local compliance content while meeting local users' preferences. As an out-of-the-box product, Kingdee Galaxy enables enterprises to run business globally and sustainably. With Kingdee Galaxy's global basic capabilities, many enterprises establish connections between domestic and international business flows and data streams in their initial stage of going global, ensuring a safe transition through the "Exploration Phase".



越南包、新加坡包、马来西亚包、泰国包、印尼包于2024年全面上市,2025年更有日本包与墨西哥包上市。更多本地包发布规划,请查看金蝶官网。

Vietnam, Singapore, Malaysia, Thailand, and Indonesia packages are to be launched in 2024, with Japan and Mexico packages coming in 2025. For more local package release plans, please visit Kingdee.com.



| 数据安全与隐私保护 | Data Security and Privacy Protection

金蝶云、星空已具备支持法律合规相关的技术能力和强大的安全可信保障体系。

Kingdee Galaxy possesses the technical capability to support legal compliance and a robust security and trust assurance system.

基础架构安全 数据安全 SaaS应用安全 Infrastructure Security Data Security SaaS Application Security 身份与认证管理 私有网络 数据备份 Identity and Authentication Virtual Private Cloud Data Backup Management 安全组 用户数据隔离 应用访问控制 Security Grou User Data Isolation Application Access Control Web Application Firewall (WAF) API接口安全 数据传输加密 Data Transmission Encryption **API** Security

安全合规 Security Compliance

金蝶云·星空获得多项合规认证 Compliance certifications obtained:

- ISO 27701 (GPDR相关) ISO27701 (GDPR related)
- CSA-STAR 云安全国际认证 CSA-STAR
- SOC1/2 Type II 审计鉴证报告 SOC1/2 Type II report
- 公安部等保三级 MLPS 2.0



ISO 27001



CSA STAR



SOC 1



SOC 2



*金蝶云·星空基于金蝶云苍穹PaaS平台

*Kingdee Galaxy is developed based on the Kingdee Cosmic PaaS platform

海外数据中心 Overseas Data Center

布局金蝶新加坡数据中心,辐射新加坡及东 南亚市场客户,不仅可为东南亚地区企业提 供更快快速的访问体验,更帮助企业符合东 南亚地区的数据存储和处理规定。

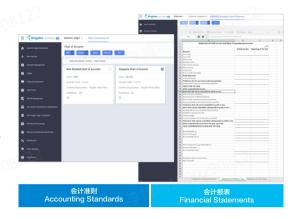
Kingdee Singapore Data Center provides excellent access experiences for enterprises in Southeast Asia and helps businesses comply with local data storage and processing regulations.



财务合规 **Financial Compliance**

不同国家/地区本地包预置了该国家/地区的会计 科目、会计期间、会计报表模板等,符合当地会 计准则。

Local packages for different countries/ regions are pre-set with the local chart of accounts, accounting periods, financial statement templates, etc., in accordance with local accounting standards.



税务合规 **Tax Compliance**

全税种计税引擎遵守多个国家/地区的税务政策要 求, 灵活应对多税制下的计税与报税的需求。

The all-tax-type engine complies with the tax policy requirements of multiple countries/regions, flexibly addressing the needs for tax calculation and filing under multiple tax systems.



全球化基础能力 **Globalization Fundamentals**

为迎合各国家/地区用户的使用习惯,金蝶云: 星空提供了多语言、多时区、多币种、多汇率、 多种数据格式等全球化基础能力,助力企业克服 沟通障碍, 快速融入当地。

To cater to the usage habits of users in various countries/regions, Kingdee Galaxy provides globalization fundamentals such as multilingual, multi-timezone, multicurrency, multi-exchange rate, and various data formats, helping enterprises overcome communication barriers and quickly integrate locally.



多语言支持 Multilingual Support

简体、英文和繁体 Simplified Chinese, English, and Traditional Chinese

多语言框架 Multilingual framework 多语言宝段 Multilingual fields

翻译平台 Translation platform



国际化基础 Globalization Fundamentals

多时区 Multiple time zones 多组织 Multi-organizations 多币种 Multiple currencies

处币汇率 Foreign exchange rates 隐私声明 Privacy statement 计量单位 Units of measurement 术语重命名 Terminology renaming

国家地区 Countries and regions 行政区划 Administrative divisions 区域格式 Regional Formatting



本地化内容 Localization Content

地址管理 Address management 姓名格式 Name format 手机号码格式 Mobile phone number format 个人证件号码格式 Mobile phone number format 工作日历 Work calendar 公共假期 Public holidays

海外合规 Overseas compliance

我们的产品 Our Products

金蝶云·星空基于苍穹PaaS平台,通过GPT大模型为企业带来多维度智能化场景应用,助力企业扬帆远航。

Kingdee Galaxy, developed based on the Cosmic PaaS platform and enhanced by the GPT, brings multi-dimensional intelligent scenario applications to enterprises, helping them to go global.

	全球研发与创新管理 Global Research & Dvelopment (R&D) Management	全球营销与销售管理 Global Marketing and Sales Management	全球采购与供应链管理 Global Procurement and Supply Chain Management		全球生产运营管理 Global Production & Operations Management			
	需求管理 Demand Management	, 电商与分销管理 E−commerce and Distribution Management	需求计划 Demand Planning	采购管理 Procurement Management	生产管理 Production Management			
	项目管理 Project Management	全渠道BBC Omnichannel BBC	主生产计划 Master Production Schedule	寻源管理 Sourcing	车间管理 Workshop Management			
902908	产品数据管理 Product Data Management	销售管理 Sales Management	物料需求计划 Material Requiremen Planning	询比价 ts RFx Management	委外管理 Subcontractor Management			
	设计变更管理 Design Change Management	信用管理 Credit Management	库存管理 Inventory Management	供应商管理 Supplier Management	设备管理 Equipment Management			
核心能力	知识管理 Knowledge Management	合同管理 Contract Management	条码管理 Barcode Manageme	采购协同 Procurement Collaboration	备品备件管理 Spare Parts Management			
Core Capabilities	软件集成管理 Software Integration Management	内部交易 Internal Transactions	物流管理 Logistics Management	关务管理 Customs Management	工程数据管理 Engineering Data Management			
	全球质量管理 Global Quality Management							
90290	检验标准建立 Establishing Inspection Standards	检验特性 Inspection Characteristics	检验业务 Inspection Operations	质量追溯 Quality Traceability	质量统计分析 Quality Statistical Analysis			
		and Collaboration						
		员工服务 Employee Services		协同办公 Work Collaboration				
	全球财务及税务管理 Global Finance and Tax Management							
-0°	财务会计 Financial Accounting	资产管理 Asset Management		成本管理 Costing 税务管理 Taxes	银企互联 Bank-Enterprise Interconnection			
合规能力 Compliance Capabilities	数据合规 Data Compliance	经营合规 Business Com		财务合规 ancial Compliance	税务合规 Tax Compliance			
数据能力 Data Capabilities	智能指标分析平台 Metrics & Benchmarks		数据分析 Data Analysis		数据智能 Data Intelligence			
平台能力 Platform Capabilities	应用架构 Application Architecture		技术架构 Technical Architectu	re e	数据架构 Data Architecture			

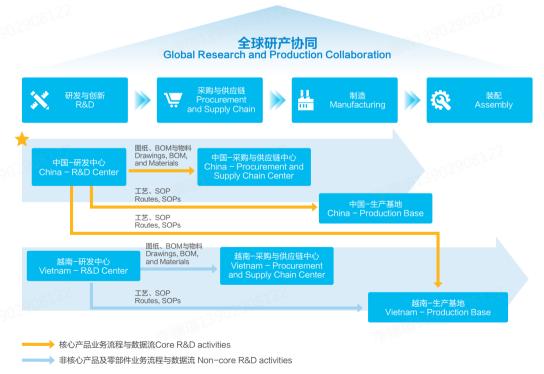
全球研发与创新管理

Global Research and Development Management

全球研产一体化 Global R&D Integration

通过连接PLM与其他系统中的数据、流程与用户,使跨国企业得以整合全球多地研发、生产资源,并根据不同国家和地区的要求生产符合相应标准的产品,助力企业塑造产品创新优势、提升竞争力。

As markets and production footprints become global, product development activities must follow. By connecting data, processes, and users in PLM and other systems, enterprises can integrate R&D and production resources globally and develop global for global and local for local, which helps enterprises shape product innovation advantages.



^{*}注:图示中仅为示例,具体业务流依据各企业不同情况而定。

^{*}Note: The diagram is for illustrative purposes only.

全球营销与销售管理

Global Marketing and Sales Management

全球销售履约 Global Order Fulfillment

打通线上线下多种渠道,支持以销定购、直运销售、委托代销、销售退货等多种销售场景,将企业的产品与服 务售往全球,打造全球化的销售履约网络。

Kingdee Galaxy allows enterprises to sell internationally by connecting multiple channels (online and offline) and supporting various sales scenarios (e.g. sale-based purchasing, dropshipping sales, consignment, sales returns, etc.).



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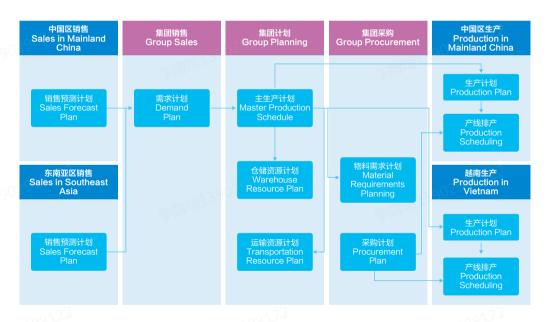
全球采购与供应链管理

Global Procurement & Supply Chain Management

全球资源配置计划 Global Resource Allocation Plan

帮助企业建立科学的全球计划管理体系,拉通集团及区域销售、计划、采购、生产等各部门,提升企业资源利用率,实现企业战略目标。

Kingdee Galaxy helps to establish an advanced planning system that enables collaboration across functions and regions, maximizes enterprises' limited resources, and makes the most of their available opportunities.



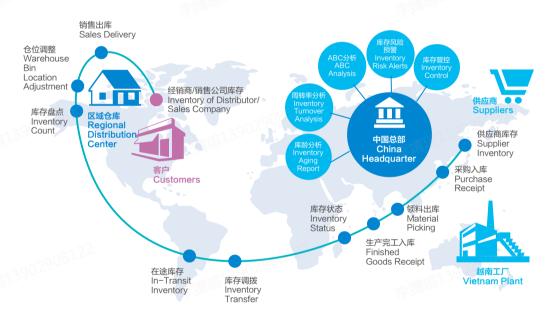
^{*}注:图示中仅为示例,具体业务流依据各企业不同情况而定。

^{*}Note: The diagram is for illustrative purposes only.

全球库存管理 Global Inventory Management

贯穿全业务的移动条码,不仅提供不同视角的全球库存可视化,更实现了全链路可追溯、可管控。此外,多维度、多角度的库存分析与库存预警,帮助企业识别供应链条中的库存风险,以便快速做出应对。

Mobile barcoding ensures real-time visibility into inventory status and enhances accuracy and reliability in inventory management practices, which enables supply chain traceability and inventory control. In addition, an inventory analytics dashboard with different inventory analysis techniques along with an inventory risk alert function helps to identify inventory risks within the supply chain and improve inventory optimization.





全球采购管理

Global Procurement Management

一体化采购平台涵盖了企业从寻源到付款(Source-to-Pay)的业务,为全球所有利益相关者(供应商、采购部门、业务部门)提供一体化数字化工作空间,保障采购流程高效运行、安全合规。

Kingdee Galaxy brings together all relevant functionality in one unified platform – sourcing, contract management, supplier management, source–to–pay, etc. – for smoother information, processes, and workflows. It helps to facilitate collaboration between procurement, suppliers, and other key stakeholders and boosts procurement compliance while improving procurement productivity.



关务管理 Customs Management

金蝶云·星空满足跨国企业境内及境外进出口数据一体化需求,可根据不同国家进出口申报合规要求、海关 AEO认证要求,解决企业通关合规风险高、效率低的问题。

Kingdee Galaxy helps prepare documents and electronic data submissions to ensure compliance with complex customs regulations and trade laws (including AEO certification requirements), driving lower risk and faster execution.



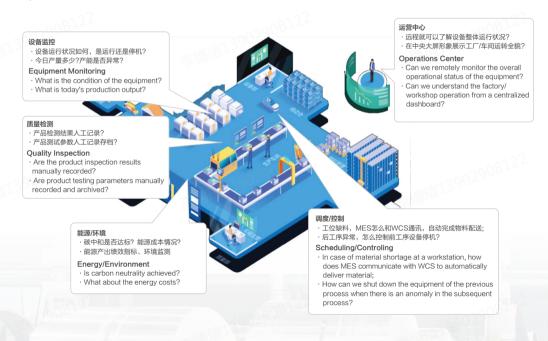
全球生产运营管理

Global Production & Operations Management

▲ 生产制造Manufacturing

将生产指令与生产物料直送至工位,借助IT与OT深度融合,从多个维度对生产执行过程进行事中监控、事后分析,帮助企业实现生产流程数字化、管理精细化、决策智能化。

IT/OT convergence allows real-time data exchange, enhancing the efficiency and effectiveness of both systems. This enables users to monitor the production processes and conduct production performance analysis once production orders and materials are delivered to workstations, boosting operational excellence.



项目制造 Project-Based Manufacturing

针对项目型制造或服务交付企业,可通过项目制造功能管理项目全生命周期中的进度、成本、质量、风险与资源,赋能不同国家、不同部门之间的业务协同。

Kingdee Galaxy enables project-based manufacturing enterprises or service providers to manage the entire lifecycle of a project - schedule, cost, quality, risk, and resources and to make collaboration across functions and regions.

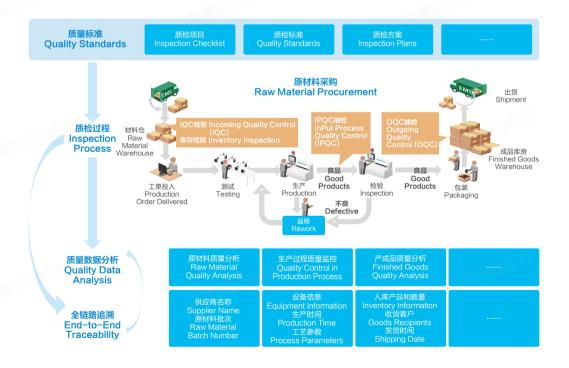


全球质量管理 Global Quality Management

| 全球质量管控 | Global Quality Control

根据各地产品检测标准与方法,金蝶云·星空对物料在全世界范围内的采购、生产、仓储、销售的全过程进行管控。无论物料在何处,金蝶云·星空都能对其进行全链路追溯,保障产品品质,维护企业品牌声誉。

Kingdee Galaxy helps enterprises get full control of the entire lifecycle of a product - from raw material to production, distribution, and customer use, ensuring that product quality meets quality standards in different countries and regions. It also established an end-to-end traceability system that helps enterprises identify and address issues like delays or recalls and demonstrate compliance by providing a complete trail of activities and data related to their products or processes.

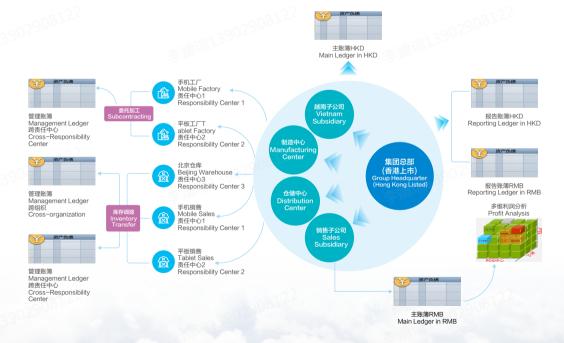


全球财务及税务管理 Global Finance and Tax Management

全球财务核算中枢 Global Financial Accounting Hub

遵循多个国家/地区的会计准则要求,帮助企业在多个账簿中同步平行记账,实现按不同会计准则、会计政策、 考核体系的记账与财务报告。 既满足当地财务合规要求,又支持企业的全球化管理的诉求。

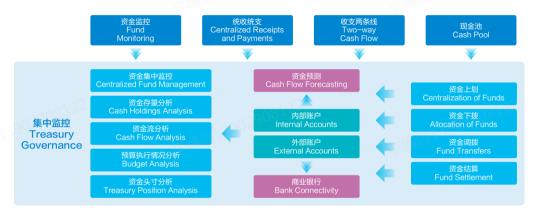
A globally run enterprise must comply with overseas legal and tax requirements while also meeting the domestic reporting and consolidation requirements of the group. Multi-accounting models in Kingdee Galaxy allow enterprises to create multiple accounting ledgers for the same organization within one system, expanding financial accounting boundaries and satisfying various requirements.



全球资金与支付管理 Global Treasury and Payment Management

金蝶云·星空实现集团企业内全球账户可视化,使集团企业可以实时查看全球各分支机构的资金使用及交易情况,对各分支机构的资金进行有效计划、管理和监控,并实现资金的有效集中和调度,赋能企业控风险、降成本。

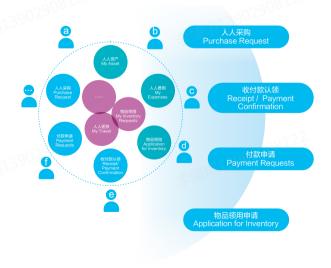
Kingdee Galaxy creates global cash visibility in real-time, helping enterprises achieve control and autonomy of financial activities on a global scale - whether it's to do with cash flow, risk, or foreign currency exchange conversion. It facilitates effective cash flow forecasting, liquidity management, and risk management across global subsidiaries and achieves financial excellence, including optimizing cash flow, managing financial risks, and reducing costs.



人人财务 All-staff Finance

为企业全员提供财务服务,通过移动端 与全员应用组的方式让每一位员工在承 担自身责任的同时,相互协作,让全员 不断提高工作质量与工作效率。

Kingdee Galaxy involves all staff in finance management through mobile access, enabling each employee to take on their responsibilities while collaborating, continuously improving work efficiency and productivity.



全球财务管控 Global Financial Control and Management

集团总部可以对财务政策统一制定,并随时查看各分支机构的财务情况,通过主数据、企业运营政策及财务核算制度三方面,赋能集团对各分支机构的财务管控。

Group headquarters can use the same financial accounting framework for preparing both separate and consolidated financial statements and overseeing the financial wellness of subsidiaries. Furthermore, group headquarters can enhance their financial control power by leveraging master data, operation policies, and financial accounting models.



数据智能应用 Data Intelligence Applications

|数据质量分析平台 |Data Quality Analysis

数据质量是数据分析与应用的基础。数据质量分析平台通过系统内日清日结率、单据处理时长等指标,帮助企业了解自身数据质量健康度,帮助企业有的放矢地提升数据质量,为数据资产化奠定基础。

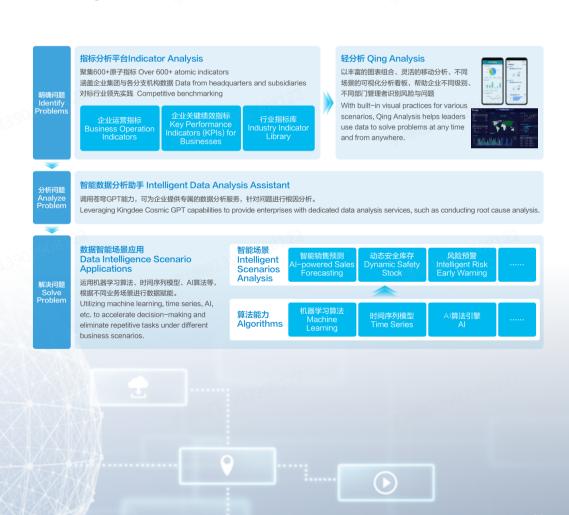
Data quality ensures trustworthy and reliable data analysis and data-driven decisions. Kingdee Quality Analysis embeds data quality indicators such as document processing duration to help enterprises understand their data maturity level, which will in turn improve data quality and harness the power of data.



大数据分析与应用平台 Data Analysis and Application

全球统一的大数据分析与应用平台,使全球不同级别、不同组织、不同部门的管理者查看同源数据,在轻分析与数据分析助手的帮助下快速识别问题、定位问题根因;此外,数据智能场景为企业装上"数据大脑",帮助企业提升运营效率、降低成本,真正实现数据智能化。

In Kingdee Galaxy Qing Analysis dashboards, leaders at different levels, departments, organizations, and regions view homogenous data. With the aid of Kingdee's intelligent data analysis assistant, they can quickly identify and pinpoint the root causes of issues. Additionally, data intelligence scenarios equip businesses with a "digital brain", enhancing operational efficiency and reducing costs.



全球协同办公

Global Communication and Collaboration

员工服务 Employee Services

金蝶云·星空使企业的每一位员工都连接到数字世界中,从而使部分需全员参与的业务(如差旅报销、个人资产管理等)开展更顺畅、成本更低、员工体验更好。

The digital management window, provided for all employees of the enterprise to participate in the business, allows each employee to cooperate just with mobiles and all-staff applications (e.g., My Travel, My Expenses, My Assets, etc.), making business operations streamlined and cost-effective and with great employee experience.



全球沟通与协作 Global Work Collaboration

业务协同一体化云平台,实现业务单据、流程与协同能力的融合,助力企业全球研发、生产、销售、业务、财务高效协同运营。

Kingdee Galaxy's all-in-one business collaboration platform connects business processes, documents, and people, empowering cross-border and cross-functional collaboration.



我们的技术

About Kingdee Cosmic PaaS

金蝶云·星空基于金蝶云·苍穹PaaS平台——领先的云原生技术和中台架构平台。基于企业级云原生架构打造的数字战斗力引擎,结合ABCDI相关创新科技以及金蝶多年的企业级技术服务沉淀,为企业提供多场景、多层次的数字化支撑,帮助企业快速构建强大的业务创新能力和中台架构,是一系列能力平台的组合。

Kingdee Galaxy is developed based on the Kingdee Cosmic PaaS platform - the advanced cloudnative and middleware architecture platform. Combined with innovations on ABCDI (AI, Blockchain, Cloud Computing, Big Data, and Internet) domains and years of technical experience of Kingdee, and with best practices of more than 30,000 customers, Kingdee Galaxy provides mature, modular, and extensive business process capabilities, helping enterprises build strong innovation capabilities and a data middle platform.



技术能力平台 Technology Platform

技术能力平台以云原生、分布式为核心技术,提供高可靠数字化底座,针对企业级服务场景进行优化和创新。

The Technical Platform takes cloud-native and distributed technologies, and provides a highly reliable digital foundation optimized and innovated for enterprise-level service scenarios.



应用能力平台 Application Platform

应用能力平台以动态领域模型为核心技术,支持应用能力构建与组装,支持敏捷创新。

The Application Platform takes dynamic domain models as the core technology, supporting the construction and assembly of application capabilities and agile innovation.



数据能力平台 Data and Intelligence Platform

数据能力平台以数据编织、AI为核心技术,提供完整的数据链路开发、数据治理体系、数据服务体系,支持数据能力构建与组装,实现数据资产化、资产价值化。

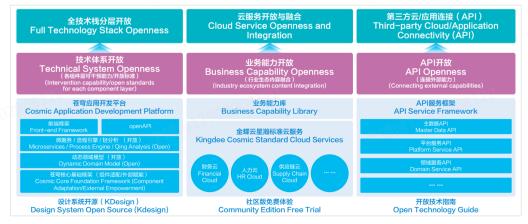
The Data and Intelligence Platform, with data weaving and Al as core technologies, provides a complete data development link, data governance system, and data service system, supporting the construction and assembly of data capabilities.



应用能力平台 Application Platform

开放能力平台以API、ISV应用市场为基础,支持技术开放,使每一个行业、软件乃至客户可以更具自己的需求 去研发自己的行业和业务的组件,构建共赢生态。

The Open Platform, based on APIs and the ISV application market, supports technology openness so that each software company and even customers can develop their components according to their needs, creating a shared and win-win ecosystem.



我们的服务

Our Services

金蝶遍布全球的强大服务网络,始终秉持以客户为中心的服务理念,通过本地团队与全球团队的配合、融合共生的生态联盟、全球交流社区的互动,为企业提供专业的服务。

With a customer-centric mindset, Kingdee built a global service network, which consists of professional services, local and global delivery & operations teams, and an interactive global community, to provide professional service to enterprises.





客户案例 Successful Stories

批发及零售

Wholesale and retail industry



- 全球协同办公: 支持中、英、泰三语,覆盖多国家/地区员工移动办公需求。
- **Global Collaboration Work:** Supports Chinese, English, and Thai, covering the mobile office needs of employees in multiple countries/regions.
- 全球资源配置计划:综合产能、产地与关税政策,充分利用各区域优势资源,降本增效。
 Global Resource Allocation Plan: Fully utilizes regional resources given production capacity, production location, and tariff policies, reducing costs and increasing efficiency.
- **财务合规、税务合规:** 遵循泰国会计准则与政策要求进行财务账务处理,并出具本地化报税报表,降低财税合规风险。 **Financial and Tax Compliance:** Follows Thai accounting standards and policy requirements for financial accounting and produces localized tax reporting, minimizing financial and tax compliance risks.
- 全球财务核算中枢: 成本精确核算既满足大客户和泰国政府审计要求,也满足集团管理诉求。 Global Financial Accounting Hub: Conducts cost accounting accurately to meet the audit requirements of major customers and the Thai government, as well as the management demands of the group.

日化用品

Personal care industry



- 生产制造: 实现全球工厂生产协同,支持按单生产(MTO)、按库存生产(MTS)双模式,并支持委外生产方式。 Manufacturing: Achieves production collaboration between global factories, supports Made-to-Order (MTO) and Made-to-Stock (MTS) production modes, and supports outsourced production methods.
- 全球资源配置计划: 赋能集团供应链中心进行全球需求计划, 并支持"集中采购一分散收货—集中结算"与"集中采购—集中收货—集中结算—内部调拨"两种模式。
- **Global Resource Allocation Plan:** Empowers global demand planning and supports "centralized purchasing—decentralized receiving—centralized settlement" and "centralized purchasing—centralized receiving—centralized settlement—internal transfer" models.

装备制造

Equipment manufacturing industry



- 库存管理:涵盖供应链内外贸全过程中的业务,赋能业务高效协同与管控,实现全球库存可视化;通过对组织业务协同及定制化代储功能,实现集团内部和外部的仓储服务管理,有力支撑了延伸业务的拓展。
- **Inventory Management:** Covers the whole process of domestic and foreign trade, to increase global inventory visibility and collaboration efficiency; manages internal and external warehousing services through business collaboration functions and customized storage functions, strongly supporting the expansion of extended businesses.
- 关务管理: 端到端出口业务管理数字化,使业务处理效率提升40%,进而拓展了贸易业务,真正实现降本增效。 Customs Management: Empowers the digitalization of end-to-end export management, which increases processing efficiency by 40%, expands trade business, and reduces cost.

装备制造

Equipment manufacturing industry



- **全球销售履约:** 全球客户的多维分析,销售报价、评审、合同、订单在同一平台流转,使订单效率和和客户体验同步提升。
- **Global Sales Fulfillment:** Improves sales order fulfillment efficiency and customer experience by conducting deep analysis on global customers and processing sales quotes, approvals, contracts, and orders on the same platform.
- 全球研产一体化: 实现研发项目全过程跟踪管理,使研发与生产信息共享,提升客制化设计研发效率。 Global Research and Production Integration: Achieves full-process tracking of R&D projects, shares information between R&D and production departments, and enhances the efficiency of customized design process.
- 全球财务管控: 建立集团化的会计核算体系、集团化的科目规划,并建立存货核算、产品成本、项目成本的自动核算。 Global Financial Control: Establishes a group-wide accounting model, and group account planning, and automates the accounting of inventory, product costs, and project costs.

批发及零售

Wholesale and retail industry



- 全球资源配置计划: 支持集团、区域运营管理区、工厂三级业务应用于管控需求,横向拉通供应链,实现海外4个国家业务的统筹统控;与集团运营平台通过统一的技术接口进行集成,提供了数据实时可视性,使公司能够更好地了解全球市场的需求,获取订单信息并进行实时计划协同。
- Global Resource Allocation Plan: Supports the business operation and management of group headquarters, regional management offices, and factories, connecting the whole supply chain of 5 countries; Integrates with the group operation platform through a unified technical interface, which provides real-time data visibility, enables better understanding of global market demand and conducts timely coordination.
- •全球财务核算中枢:通过多核算体系的落地,支撑海外公司合规经营和集团报告及时出具。
 - **Global Financial Accounting Hub:** Supports the compliance operations of overseas companies and the timely issuance of group reports through the implementation of multi-accounting models.

电子高科技

High-tech electronic industry



数据驱动价值 Data-driven value

- 400台设备联网,数据采集效率提升80%
 With 400 networking devices, data collection efficiency is improved by 80%
- 10W+成品物料情况下,发货准确度提升21% In the case of more than one hundred thousand finished materials, the delivery accuracy is improved by 21%
- 相同产值需要的生产工人而15000人缩减到2500人
 The number of production workers needed for the same output value is reduced from 15,000 to 2,500
- 大业务板块、超50个主题分析数据化、可视化
 For large business segments, analysis of more than 50 themes is digitized and visualized

装备制造

Equipment manufacturing industry

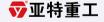


2022年IDC未来企业数字韧性大奖及中国区卓越奖 2022 IDC Future Enterprise Digital Resilience Award and China Excellence Award

- 从提供卖密封件到提供"智造服务", 营收与利润逆势增长
 From selling seals to providing "intelligent manufacturing service", its revenue and profit have bucked he trend
- 链接2500+客户, 1100+上下游伙伴
 Connect with 2500+ customers and 1100+ upstream and downstream partners
- 生产执行效率提升40%,成本核算精度提升20%
 Production execution efficiency has increased by 40%, cost accounting accuracy has increased by 20%

汽车零配件

Automobile spare parts industry



改装车智能选配, 单车利润一键可得

Intelligent selection for modified car, one-click acquirement of single car profit

- 底盘全生命周期管理/质量管理及追溯/以订单选配为中心的研产供销一体化
 Full lifecycle management of chassis/ quality management and tracing/integration of research, production, supply and sales with center of order matching
- 库存周转率提高13%
 Inventory turnover increased by 13

生命科学

Life science industry



医药智能制造

Intelligent manufacturing of medicine

- 72个利润中心1个平台,采购付款审批自动化率达到70%
 With 1 platform and 72 profit centers, automation rate of purchase payment approval has reached 70%
- 核心设备在线3000多台 More than 3.000 main devices online
- 节约人工成本3220万/年
 Save labor costs by 32.2 million yuan per year
- 质量风险节约630万
 Save quality risk by 6.3 million
- PLM+ERP+QMS智能高效,保障了产品质量
 Intelligent and efficient PLM+ERP +QMS ensures product quality



集团统一平台实现功效运作,业财一体化实现精细化管理
 Group unified platform achieves efficient operation, integration of business and finance achieves fine management

流程制造(化工新材)

Process manufacturing (new chemical material) industry



- 星空ERP+MES+WMS+云之家一体化平台,核心业务全面流程化集成化
 Galaxy ERP+MES+WMS+Cloud Hub integration platform achieves comprehensive process and integration of core business
- 流程覆盖增长率284%, 订单梳理效率提升20%, 财务核算结账周期缩短60%
 The process coverage growth rate is increased by 284%, the order processing efficiency is increased by 20%, and the financial accounting closing cycle is shortened by 60%

离散制造(新能源)

Discrete manufacturing (new energy) industry



- 星空ERP与MES、质检系统(PQC)、一卡通系统等智能互联
 Galaxy ERP is integrated with MES、PQC(Process Quality Control)、E-card system,etc
- 大宗原料优质优价结算管理、成本精细核算
 Settlement management of bulk raw materials with high quality and good price、Fine cost accounting
- 采购计划准确率提升40%、客户投诉减少15%,全产业链数字平台提升经营效率
 The accuracy of procurement planning increased by 40%, and customer complaints decreased by 15%, with the digital platform of the whole industry chain improving operation efficiency

日化用品

Personal care industry



- PLM+ERP+MES+WMS/研产供销一体化/配方管理/防伪溯源
 PLM+ERP+MES+WMS/Integration of research, production, supply and marketing/Recipe management/Anti-counterfeiting and traceability
- 数字化賦能舒蕾, 重塑国民洗护品牌
 Digitalization empowers Shulei and reshapes the national body & hair brand

批发及零售

Wholesale and retail industry



- 全业态门店、电商平台、经销商渠道、全局仓储、400售后服务的整合
 Integration of full-format stores, e-commerce platforms, dealer channels, global warehousing, and 400 aftersales services
- 销售、采购、仓储、财务、服务各业务环节的高效协同 Efficient coordination of sales, procurement, warehousing, finance, and service
- 业务线上智能化88%,库存周转率提升30%
 Business online intelligentization increased by 88%, inventory turnover increased by 30%

食品饮料

Food and beverage industry



40亿采购额,原材料库存数量降低10%、订单准确率超99.5%、物流提前期缩短20%
 In the case of 4 billion purchase volume, raw material inventory is reduced by 10%, order accuracy rate exceeds 99.5%, logistics lead time shortened by 20%

譥饮

Catering industry



智慧央厨

Smart Central Kitchen

产品标准化生产,布局130多个渠道,供应链收入超50%
 With standardized production and layout of more than 130 channels, supply chain revenue exceeded 50%

农牧

Agriculture and animal husbandry industry



- 饲料生产管理效率提升100%
 Feed production management efficiency increased by 100%
- 养殖生产效率提升60%
 Cultivation production efficiency increased by 60%
- 发货效率提升80%
 Delivery efficiency increased by 80%

行业典型客户

Typical customers of different industries

★ 国家级专精特新"小巨人" National-level "little giant" firms

整车及零部件 Automotive industry (CNJ) 南骏汽车 ▼亚特重工 **HOWNSEA ST** 圣龙集团 🚺 龙蟠科技 内江金鸿曲轴 **Arc Arc 奥特佳** 奥特佳 | 股票代码: 002239 AUYAN 奥扬科技 **UAES** South Air International 南方英特 ▲ 营者股份 **Easuland** ASHIMORI 装备制造 Equipment manufacturing industry < 方快锅炉 landsky () 重庆川仪 // 湖北力帝 BCCD 中密控股 ▲ 中科唯实 青岛锚链 葆德空压机 DINGLI 4舒华 COLOSSUS® CYG长园 Allde tota **一**日发纺机 デス富 上工申贝集团



生命科学 Life science industry (39) 汇仁药业 3) 花缸剪业 ❤️希尔安药业 🏠 东北制药 **黃海制药**® 通化東宝 1 🎉 古南白药 7/5-中挂制药 **远**聯邦制藥 張恒春 ♥ 亚宝药业 以岭药业 ↑ 仙琚制药 **新工艺》 分**浙江永宁药业 18 科瑞制药 黄山胶囊 layn莱茵生物 **AEOMED** 乐普医疗 LEPU MEDICAL 🤛 恒升医学 KOL 康德莱集团 宝莱特 BIOLIGHT WEGO耐高 北京谊安 Autobio 麦科田 MED**CAPTAIN[]** GMT **音樂賽图**RICCYTOGEO VATHIN Sansin三鑫。 安图生物 德迈特医疗 (1) 溢多利 巨鼎医疗 Jinhe 博與晶典 BO 三奇医疗 同步齿科

流程制造

Process manufacturing industry

















































离散制造

Discrete manufacturing industry

























康成特导新材













批发零售

Wholesale and retail industry

































现代农牧

Agriculture and animal husbandry industry























食品饮料

Food and beverage industry

















































餐饮

Catering industry





































日化日用

Personal care industry

























现代服务

Modern service industry











金蝶CVG-5521企业能力价值成长模型









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