

FLP<sup>®</sup>

## BUSINESS MODEL

FLP<sup>®</sup>

## PLASTIC MATERIALS DISTRIBUTION

EXECUTIVE SUMMARY



Successful Business Selects FLP<sup>®</sup>

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**PLASTIC MATERIALS  
DISTRIBUTION  
EXECUTIVE SUMMARY**

**CUSTOMERS WHO RULE**

In today's fast moving retail and distribution business environment, customers lead the market. If they could not be satisfied at one supplier, they will find another supplier. These consumers are diverse and picky. This complex consumer demand drive a successful business to invest in the customer management system.

**SUPPLY CHAIN MANAGEMENT**

On the other hand and at the same time, the supply chain management is of equal importance in meeting consumer needs To meet these challenges, successful businesses are aware of the significance in building their own supply chain business models that are fast enough to respond to disperse customer demands.

**CONSUMER-DRIVEN SUPPLY CHAIN**

To remain competitive, enterprises need to advance themselves in meeting the needs of consumers. Outdated CRM or SCM alone can hardly satisfy the thriving demands. FLP<sup>®</sup> helps you build consumer-driven supply chains that will enable you to depict consumer demands and respond to them in realtime. The FLP<sup>®</sup> Plastic Materials Distribution business model is an advanced consumer-driven supply chain model designed to be flexible and responsive and more importantly at low cost.



## **RESPOND TO CUSTOMERS**

This superior supply chains model let you sense changes in customer demand, coordinate purchase planning, place order on time, replenish stock, distribute merchandise, lower cost of inventory storage, optimize stock level and reduce operational costs.

## **MODERN DISTRIBUTION AND LOGISTICS**

The FLP® Plastic Materials Distribution business model avail you a variety of high-speed distribution and logistics facilities. Without installing extra middleware, FLP® is itself an all-in-one operations inclusive platform that manages all aspects of enterprise work processes associated with logistics and distribution operations. such as shipment schedules, containers details, warehouse stock, goods reserved, sales contracts for approval, container numbers, delivery plans and invoicing.

## **PRECISE DELIVERY SCHEDULES**

FLP® collaborates the critical business processes such as inventory, sales ordering, pricing, and approval. FLP® eliminates the tedious work flows and information and approvals are performed online. You frontline sales teams know exactly delivery schedule for specific products in real time. Your company can consistent and reliably deliver products as promised. Clarity and certainty is a driving force to increase customer loyalty and satisfaction.

### **COORDINATE SALES AND PURCHASES**

FLP® Plastic Materials Distribution business model helps you jointly develop purchase ordering and marketing plans to share data in realtime to identify and respond to customer demand, optimize inventories and purchase cycles, explore sales and product development opportunities, and enrich the customer base.

### **OPERATIONAL EFFICIENCY**

FLP® Plastic Materials Distribution business model lets you redesign your business model to streamline business procedures, minimize immaterial activities and achieve cost saving and improve service quality. Your company will immediately increases in operational scope and benefit from economy of scales. The per unit overhead cost is lower than your competitors. The continuous operational improvement will quickly isolate unnecessary products and services and you can focus on profitable products and improve the customer activities cycle from bargaining, end-to-end product delivery, to customer services.

### **ACCURATE STOCK LEVEL**

With FLP®, you accurately access your supply chain information to optimize requisitions and inventories relative to the forecast customer demands. By removing uncertainty with warehouse stock, you reduce unnecessary inventory level across the supply chain and generate costs savings in storage and improve liquidity.

## **MARKET LEADERSHIP**

In the plastic material market where the products are homogeneous, profit margin is thin. FLP® Plastic Materials Distribution business model gives you a powerful unrivaled coordination tool to surpass your competitor through elimination of inefficient paper works, accurate information, precise shipment and warehouse information and better container information management. Your company will quickly attract strong banker support and be able to double your sales turnover without increasing headcounts. Gradually your company will emerge as one of the market leaders in the industry

## **CONTRACT MANAGEMENT**

Contract is the core business process by which companies derive revenue. FLP® lets you have a proper management over the agreements you have with suppliers and customers to oversee individual contracts and control contract life cycle. Using FLP® your company will not miss out on business opportunities for not adhering to or forcing commercial terms., including unnecessary discounts, noncompliance with shipping documents, erroneous settlements and lengthy negotiation cycles.

## IMPROVE BANKING FACILITIES

FLP® Plastic Materials Distribution business model is extremely helpful in securing and doubling your banking facilities. Bankers are always concerned on your profitability, liquidity and manageability. Once you have implemented FLP® Plastic Materials Distribution business model, you immediately benefit from higher turnover and efficiency. Also you always control over the accounts receivables. All accounting entries are tidily up to date. You can always provide updated financial statements to your banker to prove your manageability. As a result, your company will be highly rated by your bankers and you will certainly enjoy advantageous banking facilities terms.

## USING FLP®

You truly have used next generation technology in achieving today's business success.





## **FLP® BUSINESS MODEL:**

### **A FOUNDATION FOR YOU TO BUILD YOUR OWN BUSINESS MODEL**

No two companies are the same even conducting the same business in the same industry. Why should you choose a standard software package.

No other software solutions provide more feature and functions than FLP® does costeffectively. No other software solutions provide such an all-in-one interface integrating with your company wide company business processes. FLP® provides a market leading collaboration platform for all your company staff to work on anytime, anywhere with unlimited scalability without physical country border barriers over the Internet.

What's more, FLP® shares our experience with you to customize the software applications to suit your business and prepare for the future.

**FLP® is empowered by IBM® Lotus® Domino®/Notes® technology.**

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#### ULTRA ACTIVE TECHNOLOGY LIMITED

Room 1903  
Office Tower, Convention Plaza  
1 Harbour Road  
Wanchai  
Hong Kong  
Hong Kong SAR

Tel: (852) 3111 9600

Fax: (852) 2357 5328

FLP Hotline: (852) 3111 9696

FLP Customer Services: (852) 3111 9686

FLP Website: [www.flpe.com](http://www.flpe.com)

Email: [info@flpe.com](mailto:info@flpe.com)

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