

FLP<sup>®</sup>

## BUSINESS MODEL

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## PRINTED CIRCUIT BOARD MANUFACTURING

EXECUTIVE SUMMARY



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

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## PRINTED CIRCUIT BOARD MANUFACTURING EXECUTIVE SUMMARY

### **FACTORY IN CHINA AND BACKOFFICE IN HONG KONG**

The challenge today for most of the businessman with manufacturing processes in China and back office plus sales functions performed in Hong Kong is to respond to business needs while also reducing costs to meet the rigorous, just-in-time manufacturing requirements to stay competitive in the marketplace..

### **SHORTEN COORDINATION TIME**

The business owners should look for a highly reputable messaging and collaboration solution. With FLP, it improves the information technology manageability and flexibility to reduce time required to coordinate the manufacture of inventory and the shift of inventory among warehouse and the final delivery to the customers. Also FLP enables staff to contact store managers and production lines instantly, virtually eliminating unplanned non-productive time in establishing a helpful communication.

### **ELIMINATE SPREADSHEET-BASE**

The inefficient phone calls, time-consuming paper-based faxes seriously hampered timely movement of production cycle. Frequent update procedures of fragmented entry-level spreadsheet-based management system prevented staff from focusing on more important aspects of work processes. Manual communication method is costly in terms of consuming valuable time.



### **SPEED UP SUPPLY CHAIN**

FLP provides around-the-clock availability, and allows staff to contact coworkers without border restrictions immediately about factory production chain, sales order progress and administration operations. Companies in today's intensely competitive trading market face thin profit margins, volatile customer loyalty and high employee turnover. FLP can address these business challenges by applying next-generation technologies into your business by giving you tools to more effectively mould your supply-chain and react to changing customer demands.

### **MARKET EXPANSION**

FLP help you focus on formulating an aggressive growth strategy to extend the market share by uplifting the turnover and expanding geographically, along with high quality customer service. With FLP, you company can push product to the truck or delivery agents as soon as it comes off the production line. This requires quick, reliable communication across all corporate locations. FLP is an integrated system making the disseminating information reach every staff.

### **EFFICIENT ORDER PROCESSING**

FLP provides your sales executives with anywhere, anytime access to information and streamline the quotation and sales contract so that work orders could be easily generated and communicated to factories and suppliers. FLP provides your backoffice with real-time customer data and

transaction history so that you can respond to inquiries fast, thereby increasing customer satisfaction and loyalty. With FLP, sales contracts can be submitted online and backoffice can verify the data and analyze sales data from a remote location.

### **AUTOMATION REDUCING COSTS**

Automating internal processes would help reduce costs and enable frontline officers to spend more time with customers and less time on paperwork. FLP helps you accelerate the accumulation of customer information and enriched statistical data that help shape successful marketing strategies for increased sales and consolidate customer relationship management and supply chain management.

### **SUPPLY CHAIN PERFORMANCE MANAGEMENT**

FLP allows you to select and monitor key performance, giving you a comprehensive view of the supply chain. Equipped with the power of surveillance of key performance measurements, you can fine-tune and best-mix business processes and ensure you maximize the returns from your investment in supply chain activities, equipment, and people.

### **SUPPLIER RELATIONSHIP MANAGEMENT**

Squeezing suppliers for lower price is a shortsighted approach. In the long term, building sustainable, workable relationships across the entire supply

base is far more profitable than pushing suppliers for individual cost reduction. FLP gives you an overall picture of your procurement analysis. You are able to track company wide spending by supplier, category, or product across locations. In addition you can establish your company standard benchmarks to evaluate supplier performance and prices so that you can streamline supplier relationship management avoiding inefficient management of too many suppliers

#### **PROCUREMENT AUTOMATION**

FLP removes the inefficient tedious steps of data search and cut-and-paste works before coming up with an accurate purchase order. With FLP, procurement execution is fast and efficient through online approval. Efficiency in placing an order means reducing process costs and quicker acknowledgment and response from suppliers. Precise and error-free purchase orders lower inventory-carrying costs. FLP simplifies backoffice functions, such as invoice approval and warehouse functions such as merchandise receipt authentication, finance functions such as payment and accounting function such as double entries automation.

#### **PRODUCT CONTENT MANAGEMENT**

FLP Product Manager consolidates product and supplier information across different categories, suppliers, buy history to increase visibility and facilitate collaborative processes. Product costing sheet, specification and change of specification are also the underlying contents of a product/material. FLP



harmonizes the product contents and identify duplicates, redundant suppliers, and inconsistent data. With FLP, you can empower your employees with real-time collaboration companywide without running the inefficient spreadsheet based of isolated islands of data being restricted for few users.

#### 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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