



Hualing Holdings  
Guangzhou, China  
www.hualing.com

#### Industry:

Consumer Products

#### Annual Revenue:

\$375 million

#### Employees:

4,500

#### Oracle Products & Services:

Oracle Database  
Oracle Financials  
Oracle Assets  
Oracle Order Management  
Oracle Procurement  
Oracle Inventory Management  
Oracle Discrete Manufacturing

#### Implementor:

SIE Consulting  
www.chinasie.com

**“Oracle E-Business Suite helped us better coordinate our sales, procurement, manufacturing, and logistics processes. Efficiency and productivity improved as a result of better business management.”**

– Shu Xianggang, General Manager

## Hualing Holdings Improves Production Planning

Hualing Holdings manufactures and sells a range of household appliances, including refrigerators, air conditioning units, heaters, and humidifiers. The company produces around 2 million refrigerators and 1.2 million air conditioners a year, many for export. It was the first Chinese household appliance company to list on the Hong Kong Stock Exchange.

### Challenges

- Install an integrated business management platform to oversee financial, production, and distribution processes
- Streamline manufacturing processes to improve productivity
- Establish an inventory management system to lower stock costs
- Increase production capacity while keeping control of costs

### Solution

- Selected Oracle Partner SIE Consulting to design and implement enterprise resource planning system developed on Oracle E-Business Suite
- Strengthened business management through better supply chain coordination and more thorough overview of sales, production, purchasing, and logistics processes
- Optimized financial management by providing staff with accurate, up-to-date information on procurement, inventory, and production costs, sales figures, cash flow, and budgets
- Increased efficiency and improved ability to make changes to manufacturing plans by installing a flexible production system based on Oracle Discrete Manufacturing
- Reduced supply times by consolidating procurement processes
- Cut inventory costs through enhanced insight into stock levels
- Improved ability to meet customer deadlines by streamlining distribution management