

ORACLE



云丁



鹿客

# 云丁科技 创新加速 超越成长

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财务副总裁

云丁科技

## Safe harbor statement

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The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.

Statements in this presentation relating to Oracle's future plans, expectations, beliefs, intentions and prospects are "forward-looking statements" and are subject to material risks and uncertainties. A detailed discussion of these factors and other risks that affect our business is contained in Oracle's Securities and Exchange Commission (SEC) filings, including our most recent reports on Form 10-K and Form 10-Q under the heading "Risk Factors." These filings are available on the SEC's website or on Oracle's website at <http://www.oracle.com/investor>. All information in this presentation is current as of September 2019 and Oracle undertakes no duty to update any statement in light of new information or future events.

# 业务模式

To B:  
公寓品牌



To C:  
家用品牌



LOCKIN



40+ 经销渠道/模式

多品牌  
供应链

## 家居智能安全

全渠道  
优服务



3 大电商平台, 11 总仓; 140+ 代理商; 40+ 城市仓;  
2 个自有工厂+外协工厂



300+城市  
2600+区县



3500+安装工程师

# 管理挑战



家用

- 渠道多
- 强安装
- 供应链长
- 业务增长迅速

信息孤岛

业财不符

订单履约

物流管控



公寓

- 客户多、规模差异大
- 业务模式多
- 重服务
- SaaS平台

# ERP 项目

## 项目目标

- ✓ 梳理云丁业务流程，建立流程管理体系；
- ✓ 打破信息孤岛，以业务逻辑组织起之前散落在不同业务系统里的孤立信息
- ✓ 业财统一；
- ✓ 提供实时、及时的财务、业务分析数据

## 实施组织

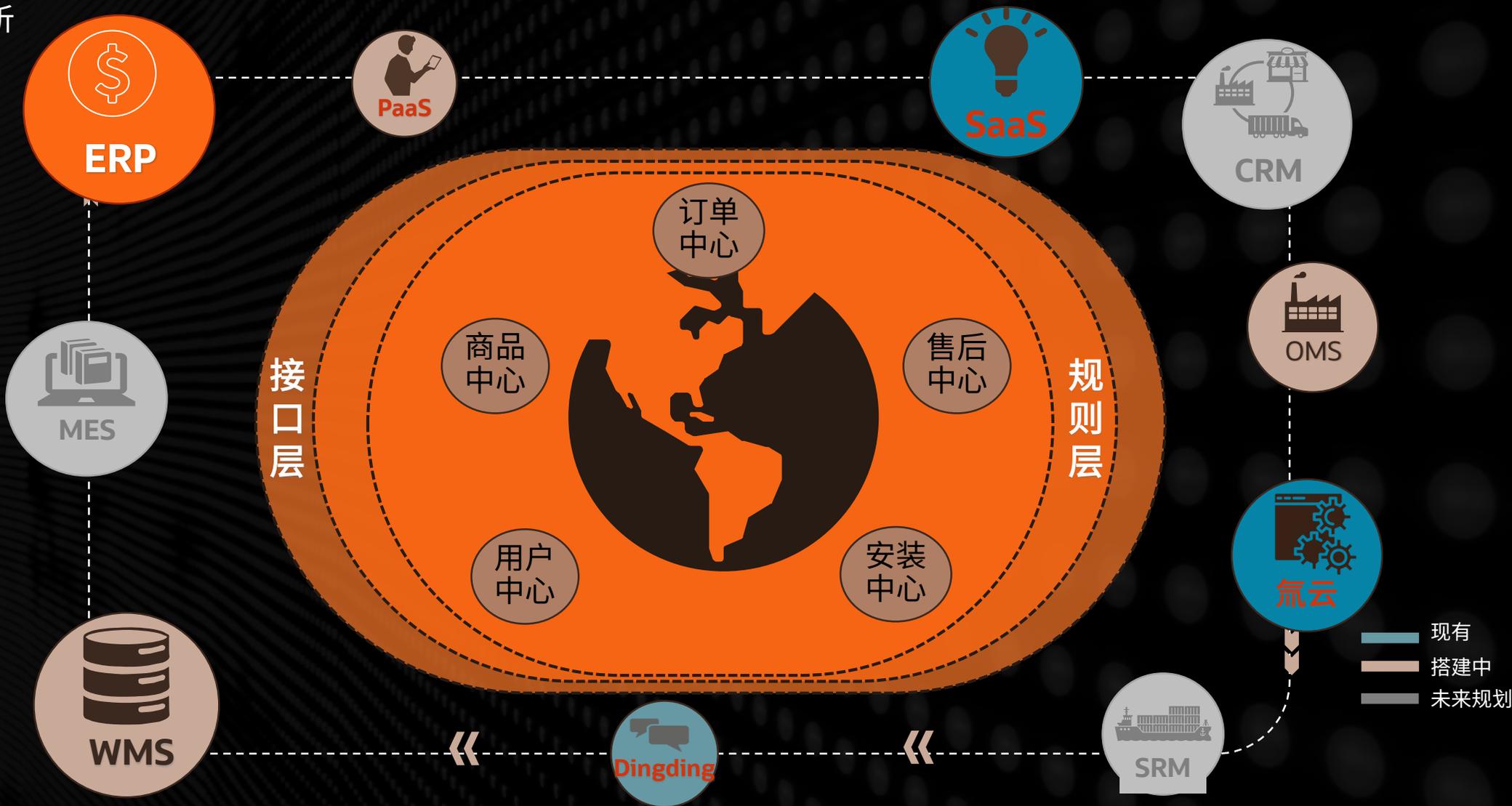
- ✓ 总部，负责公司总体运营、软件研发、以及销售和计划等；
- ✓ 销售公司，负责B端用户以及C端用户产品销售；
- ✓ 工厂，负责产品的大规模生产及新产品导入；
- ✓ 供应链，生产及采购计划、采购等业务；

## 实施模块

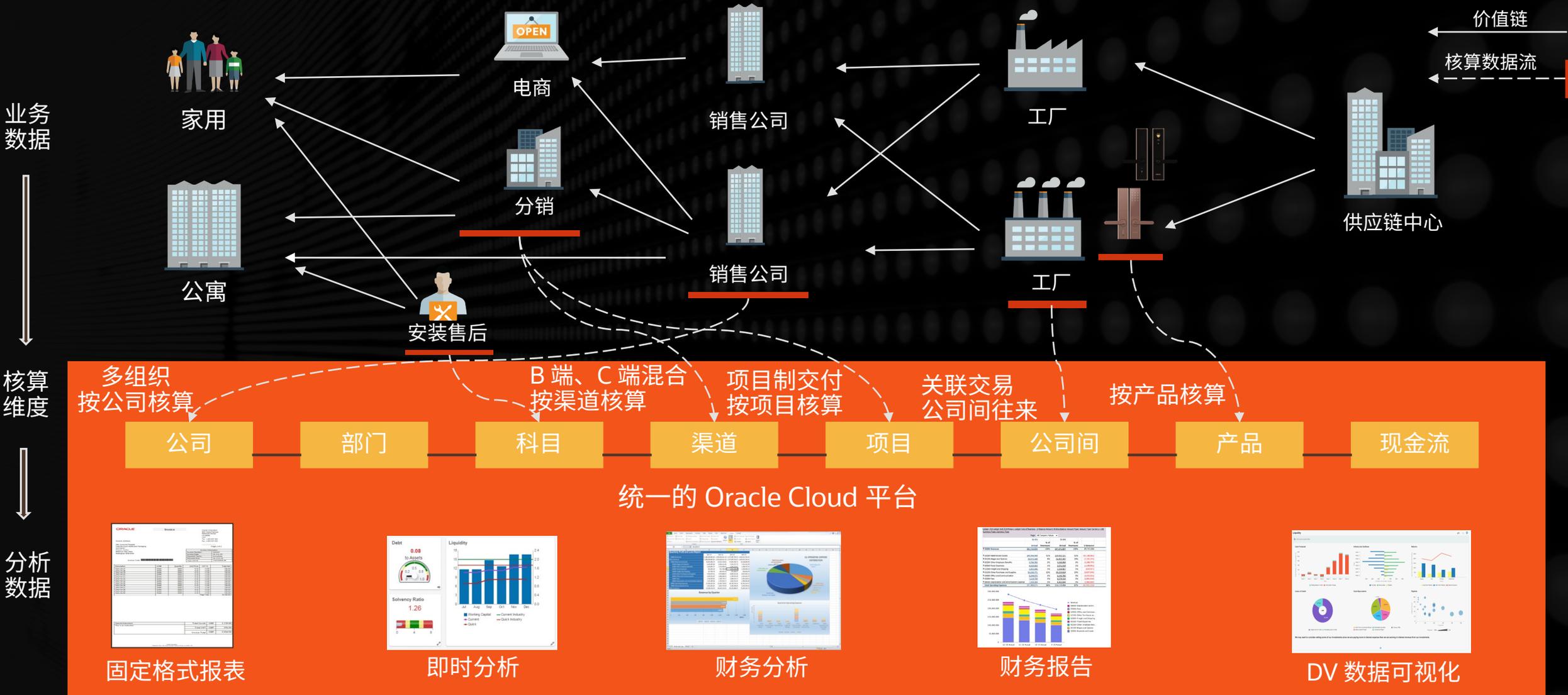
- ✓ Oracle 财务云；
- ✓ Oracle 计划中心云
- ✓ Oracle 供应计划云
- ✓ Oracle 制造云
- ✓ Oracle 库存云
- ✓ Oracle 采购云
- ✓ Oracle 订单管理云

# 搭建中台

以中台为信息化中心组织者，ERP为后台支撑，卫星系统为能力延展，全面打破信息孤岛，强化云丁业务管控及分析



# 企业价值链与财务统一，全面支撑云丁复杂业务模式



# 预期收益



业务梳理，建立规范、标准、统一的流程体系，支持企业拓展，规避业务风险；



围绕云丁价值链，实现从订单、安装、物流、交付、收款、售后全流程的业务贯通；

# 100%

搭建高效、共享、统一的信息化平台，实现订单流，物流，财务流数据实时分析；

A man in a dark coat is carrying a young child on his shoulders. The child is wearing a bright yellow top. They are in a home environment, with a doorway and a white cabinet visible in the background. The scene is dimly lit, creating a warm and intimate atmosphere.

# 让居住更安全、更美好

通过科技创新，成为每一个家信赖的伙伴



ORACLE