



Eastop ERP Customer Success Story



Company name:

Dragon Technology Distribution Co., Ltd

Company website:

http://www.dragonhk.com/

Industry:

Electronics Industry

Date of purchase:

December, 2000

Date of adoption:

March, 2001

Date of interview:

September, 2001

Key benefit:

- 1) Fast searching and sorting functions.
- 2) Easily calculate the actual material requirement daily.
- 3) Instant information exchange and message sharing from all the regions.
- 4) Got the report base on different requirements.

Dragon Technology Distribution Co., Ltd (hereafter, Dragon) is an international company specializing in electronic trading. They have established branches in Asia, and several big cities in China, such as Beijing, Shanghai, Chengdu, Nanjing, and Wuhan. Being a typical electronic trading company, the focus of Dragon are resource management, speed of information interchangeability, and message sharing. Following is extracted from the customer survey we had on Dragon six months after they adopted EOA

Increased efficiency with EOA System Management

Before using EOA System, most of our employees were busy entering, updating or searching product information from those Excel worksheets. You had seen the exact situation and the messy desks when you came to our office. Every time they needed to look for an unfamiliar product, it would just be a nightmare. This was not the working environment we wanted. We wanted our employees to have a complete solution and get rid of those complicated and repeating torture. We wanted our staffs concentrating on the managerial tasks; put more efforts on expanding the market and increasing the working efficiency. We had a difficult time three months before the





implementation of EOA system since we had to enter the basic data into the system. However, all these paid back eventually because we felt much comfortable and convenient in material management. The speed was also improved.

Furthermore, since all the data would be updated immediately in all modules after we had entered the data once, we could edit record browser anytime we want. Finally, the code of our electronic products would be as long as 20 characters as they were coded in international coding. EOA system could support fast searching and sorting functions for these products and we could find the data we need by inputting 1 to 3 related strings.

Flexible and Accurate Material Requirement Management

As we all know, the product types of electronic business are almost unlimited. Also, the inventory and supply / demand levels are varied among products, so a good control of material is very important. We have to deliver goods to customer on time as requested on one hand, and we have to control the material stock on the other hand as to minimize the tiding up of current capital, speed up the cash turnover and reduce the product costs.

EOA has tailor-made new functions related to Material Requirement Management for us. The system will base on the Estimate Delivery Date (ETD), Delivery Date and Purchase module Estimate Arrival Date (ETA) to calculate Required Quantity, Stock Quantity, On hold Quantity, Net Required Quantity, Estimated Received Quantity, Estimated Delivery Quantity, Minimum Stock Quantity, Minimum Order Quantity and Minimum Packing Quantity, and finally figure out the actual required quantities of material by loading the data from the unfinished production plans, sales orders, purchase orders, existing stock quantities. A series of Purchase orders can then be auto-generated and the inventory will be assigned to different warehouses.

System will give users suggestions on delay PO, new PO; cancel PO in material requirement planning according to the priority of the orders. After we implement this function, we can easily calculate the actual material requirement daily, weekly, monthly, quarterly or yearly. Moreover, based on different unpredictable events, we can even rearrange the plans, schedules, and orders. Being senior managerial staffs, we can

Item No.	SC/PP/MS	N/S	SEQ	S Type	SC/PP/MS	ETD	SC/PP/MS	SQTY	MSO	MOQ	MPO	LEADTI	PO LT	PO/STK/PH	P SEC	
AB3-CEMFAB2	G3/P036-P1	9	1	2004/01/0	2003/12/19	20.00	20.00	0	0	0	0	0	30	0	A40108006	1
AB3-CEMFAB2	G3/P039-P1	17	1	2003/12/2	2004/02/05	160.00	160.00	0	0	0	0	30	0	0	A40108006	1
AB3-CEMFAB2	04/5003-P1	9	1	2004/01/01	2004/02/23	10,000.00	10,000.00	0	0	0	0	30	0	0	A40108006	1
AB3-CEMFAB2	04/5003-P1	9	1	2004/01/01	2004/02/23	10,000.00	10,000.00	0	0	0	0	30	0	0	A40113005	6
AB3-CEMFAB2	04/5004-P1	17	1	2004/01/01	2004/02/23	10,000.00	10,000.00	0	0	0	0	30	0	0	A40113005	6
AB3-CEMFAB2	G3/P037-P1	9	1	2004/01/0	2004/12/22	160.00	160.00	0	0	0	0	30	0	0	A40113005	7
AB3-CEMFAB2	G3/P037-P1	9	1	2004/01/0	2004/12/22	160.00	140.00	0	0	0	0	30	0	0	0	0
AB3-CEMFAB2	G3/P039-P1	18	1	2003/12/2	2004/02/05	160.00	160.00	0	0	0	0	30	0	0	A40113005	7
AB3-CEMFAB2	04/5004-P1	18	1	2004/01/01	2004/02/23	10,000.00	10,000.00	0	0	0	0	30	0	0	A40113005	7

Item No.	LEADTIM	PO	STK/PP	N P	S P	Date	ETA	PO/STK/PP	POTY	QTY	TODATE	New PO Date	INLT	Action	#	AL
AB3-CEMFAB2	30	0	A40113009	6	1	2004/01/13	2004/02/02	10,200.00	20.00	20.00	2004/12/22	2004/11/22	False		3	97
AB3-CEMFAB2	30	0	0	0	0	0	0.00	0.00	140.00	2004/12/22	2004/11/22	False		1	98	
AB3-CEMFAB2	30	0	A40113009	7	1	2004/01/13	2004/02/02	10,200.00	10,200.00	160.00	2004/02/05	2004/01/27	True		3	99
AB3-CEMFAB2	30	0	A40113009	7	1	2004/01/13	2004/02/02	10,200.00	10,040.00	0,000.00	2004/02/23	2004/01/27	True		3	00



now monitor the status of sales, purchase, inventory and finance at anytime we want to. These helps us improve our decision making process, and enhance our competitive advantages.

Remote control management, instant security

Since our branches are in different locations or cities in Asia and China, our products need to be allocated freely from time to time. Therefore, we needed to grab the information on sales, purchase, inventory, and finance at almost anytime. After buying EOA system, we adopted the solution suggested by Eastop consultants on remote location management. All data were inputted directly into the main server. When accidents, such as electricity or internet access problems, occur on the client side, no data would be lost. We were pleased with this feature since we could see

Part No.	ETD-HK	#	Description	MOQ	MI?	CRD	ScDate	RMB	Lot#	Qty	Unit	Price
SRV05-4.TC	2005/06/10	DX300317				2005/06/10	2005/06/06	2.9		777	PCS	0.2200
SRV05-4.TC								0				
SRV05-4.TC								0				
SLVU2.8.TC	2005/07/11	DX300357	3000	3000		2005/07/11	2005/06/17	1.23		3000	PCS	0.2600
SLVU2.8.TC	2005/07/28	DX300357	3000	3000		2005/07/28	2005/06/20	1.98		3000	PCS	0.2600
M4A3-19206-10	2005/07/27	DX3077100	60/tray(192MC, 60			2005/07/27	2005/06/26	45.23	052346	224	PCS	7.9400
LC4384V-75F25	2005/06/28	DX3070030	384MC, 192 LC			2005/06/28	2005/06/17	23.78	052346	270	PCS	8.9000

exactly the same screen again despite we disconnected the internet access when we were using EOA. Moreover, we could now see all the message information from all the regions. This achieved our goal of instant information exchange and message sharing. Furthermore, it could print out different kinds of forms and reports, based on our requirements. We might even export the data conveniently to Excel, dbase, RTF, HTML, SQL and PDF formats for later editing or sorting.

In short, we believe that suitable ERP software does help us improve our efficiency, save our time, and provide a well-planned operation workflow. On top of that, managing the corporation via ERP software has been a trend in IT. We are happy that we are on the track already.

P.S: Dragon adopted Eastop ERP system in 2001, and expand from less than 100 staffs to hundreds staffs Singapore listed company in 2008.