

# DTTN助紡織業界體驗 高增值低成本的貿易運輸網絡 加強供應鏈管理

## DTTN Provides Garment Manufacturers with a Cost-Effective Platform to Strengthen Supply Chain Management

**在** 在全球紡織品一體化下，紡織業界正面對重重挑戰及競爭。要在這營商環境下突圍而出，提升利潤，廠商必須加強內部管理及改善營運效率，實為致勝之道。CLH集團 (CLH Group) 是本港數一數二的成衣製造商，成立逾10年，產品出口至海外歐美等市場，並在內地自設廠房，是本港紡織製造商的典型例子。

CLH Group向來採取電子貿易化，早於數年前，該公司便已利用EDI (電子數據互換)工具，經電子傳送文件至貿易伙伴，包括訂購單、出貨通知(ASN)、裝箱單、提單及發票等。然而，業務不斷擴展，為應付日益增加的需求，CLH Group決定採用DTTN及歷派系統的

企業資源規劃系統(「MAE ERP」)，加快文件傳送及改善整體的工作流程。

### 劃一收費方案 公平可靠

CLH Group的唐志衡表示：「之前，我們並沒有ERP系統。原本系統只是組合系統，不會發出報告。其發展潛力有限，我們只能透過FTP伺服器上載及下載資料。此外，雖然系統容許多個用戶登入，但有時亦會出現問題。如多個用戶登入時，傳送速度便會明顯減慢。要是其中一名用戶不小心登出，便不能再次登入，系統因而需要重新啟動，影響其他人的工作，帶來問題。最令人煩惱的是我們並不能傳送任何超過10MB檔案給客戶，故往往要利用其他方法傳

**W**ith globalisation of the garment trade, the industry now faces keen competition and significant challenges. To gain a leading position in this competitive environment and increase profit margins, manufacturers must enhance their internal operational management and improve operational efficiency. The CLH Group (CLH), a leading Hong Kong garment manufacturer, was founded more than 10 years. CLH is a typical Hong Kong garment manufacturer, exporting to overseas markets including the USA and Europe and operating a number of factories in Mainland China.

CLH has adopted paperless trading practices, and a few years ago the company employed EDI (Electronic Data Interchange) tools for transferring essential data electronically, including purchase orders, ASNs (Advanced Shipping Notices), packing lists, bills of lading, and invoices. However, to meet soaring demand for business expansion, CLH has decided to employ DTTN and Parellax MAE (Millenar Apparel Enterprise) ERP System to accelerate the transfer of documents and optimise their entire work flow.



歷派系統的溥瑞開 (左) 及 CLH Group 的唐志衡 (右)  
Michael Friedman from Parellax (left) and Astrakhan Arancon from CLH group (right)

# “DTTN 提供低成本電子文件互換平台，其收費方案亦公平可靠。 DTTN provides a low-cost electronic document exchange platform for us with a standard pricing plan which is fair and reliable.”

送，包括壓縮檔案，費時失事。以上種種問題均限制公司的未來發展，令日常運作變得複雜，內外工作難以協調。」

「此外，從前系統並不設劃一收費，故我們有時需要額外付款，收費方法並不合理。我們要預先付款，但有時部分必需服務並沒有提供，而要額外付款。」為了解決此等問題，CLH採用了DTTN及歷派系統的MAE ERP。唐志衡說：「歷派系統為本港綜合資訊科技方案供應商，專門為成衣及紡織企業度身訂造ERP方案，而DTTN則為我們提供低成本電子文件互換平台，其收費方案亦公平可靠。」

歷派的溥瑞聞解釋道：「由於MAE ERP已接通DTTN，CLH無須安裝額外應用軟件。傳送文件方面，當CLH Group收到其客戶的電子文件，如訂貨單，DTTN便會轉換為MAE ERP可閱讀的格式。然後，CLH Group批出訂單並經DTTN傳送確認通知給客戶。當交易完畢後，落貨單及發票包括裝箱單等，便會經DTTN傳送給其客戶。」

## 即時體驗 DTTN 帶來的好處

唐志衡說：「在採用MAE方案後，我們的營運效率大大提高。我們經DTTN與貿易夥伴交換商業文件後如訂購單、確認通知及發票，節省時間及人力。儘管安裝過程需要一定的時間才能完成，我們亦需調配資源，但仍然是值得的，因在DTTN與買家建立連結後，我們便能連繫貿易夥伴，快捷簡易，且在短時間內取得更佳的效果。」

在這瞬息萬變的商業社會裡，DTTN可為紡織企業提供更有效率及系統化的方案，讓他們無須為處理大堆文件而憂慮，當然亦可推動電子商貿發展，與先進國家歐美同步。■

## Standardised Pricing Package: Fair and Reliable

Astrakhan Arancon from CLH says, "We didn't have an ERP system before. Our former system was simply a packing system which could not generate reports. Its potential for development was so limited that we could only upload and download information via FTP server. Besides, although the system enabled multiple users to log on, there were still problems. Running speed was obviously slower with multiple users. If one of our users logged out by default, he then could not log in again. The whole system had to restart again. This interrupted the work of others, and created problems. And the most annoying problem was that we could not transfer any file larger than 10 MB to clients. So, if we had such a file, we had to find other ways to send it, compressing it for example. This was rather time-consuming. These problems really limited our development prospects and made our operation too complex. It was also difficult to coordinate our internal and external work."

"Apart from that, there was no standard charge for employing the former system. In this way, we sometimes incurred additional costs even though we had paid in advance." To solve these problems, CLH uses both DTTN and the MAE system from Parellax. As Mr. Arancon explains, "Parellax is a Hong Kong based integrated solution provider offering tailor-made ERP solutions for garment and textile enterprises, and DTTN provides a low-cost electronic document exchange platform for us with a standard pricing plan which is fair and reliable."

Michael Friedman from Parellax elaborates, "As MAE ERP is already DTTN-enabled, it was not necessary for CLH to install any additional applications. For transferring documents, when the customer receives an electronic document such as a sales order, DTTN then converts it into our MAE compatible format. CLH then approves the order and makes the acknowledgement. In this way, shipping orders and invoices including packing lists then can be sent via DTTN to CLH's customer."

## Immediate Benefits from DTTN

Arancon asserts, "After implementing the MAE solution, there was a significant improvement in operational efficiency. We can now exchange business documents like purchase orders, acknowledgements and invoices via DTTN to our trading partners, saving time and effort. Although the installation process took time and we had to deploy resources initially, it's been worthwhile because once the initial link with DTTN to one buyer is built, it is quick and easy for us to reach others. Therefore, we have achieved better results in a short period of time."

In this fast-changing business environment, DTTN can provide a much more responsive and systematic solution for garment enterprises, alleviating any worries over handling a substantial number of documents. Undoubtedly, it can assist e-commerce development to be in line with advanced countries like US and Europe. ■