

Reference Customers 典型客户

机械

- 上海松远亿机械设备有限公司
- 昆山旭东机械工业公司
- 北京特瑞斯能源装备公司
- 佛山德昌誉机械制造有限公司
- 广东万源精密仪器公司
- 镭射谷科技(深圳)有限公司
- 深圳光大激光技术有限公司
- 重庆神驰机电集团
- 顺德金泰德胜电机有限公司
- 石家庄宏冶冶金设备阀门厂
- 湖南崇德工业科技有限公司

化工

- 东莞兴邦材料科技有限公司
- 长兴(广州)精细涂公司
- 湖南松井新材料有限公司
- 北京生泰尔生物科技集团

家电

- 广东格美淇电器有限公司
- 中山东菱威力电器有限公司
- 广东芬尼克兹节能设备有限公司
- 广州泰菱科技研发有限公司

装备制造

- 湖南中大机械制造有限公司
- 格兰达技术(深圳)公司
- 深圳科瑞自动化技术有限公司

交通工具及汽配

- 广州文冲船厂有限责任公司
- 南方汇通股份有限公司
- 沈阳金杯车辆制造有限公司
- 广东福田汽车有限公司
- 广东建成机械设备有限公司
- 郑州宏达汽车工业有限公司
- 浙江万里扬变速器公司
- 浙江万超电器有限公司
- 广东亚新汽车传动有限公司
- 中山飞博橡胶制品有限公司

五金

- 广东希恩卫浴实业有限公司
- 广州贝泰卫浴用品有限公司
- 广州现代五金制品有限公司
- 深圳山源电器股份有限公司
- 广州运豪五金塑料有限公司
- 惠州西顿工业发展有限公司

Machinery Industry

- Shanghai Soontrue Machinery Equipment Co., Ltd.
- Shuz Tung Machinery (Kunshan) Co., Ltd.
- Terrence Enterprise (Beijing) Co., Ltd.
- Foshan Nanhai Dechangyu Paper Machinery Manufacture Co., Ltd.
- Guangdong Rational Precision Instrument Co., Ltd.
- INTELUME Laser Systems Co., Ltd.
- Shenzhen Lightstar Laser Technology Co., Ltd.
- Chongqing SENCi Electrical Co., Ltd.
- KINETEK DE SHENG Motor Co., Ltd (KDS)
- Shijiazhuang Changhong Metallurgical Equipment Valves Factory
- Hunan Sund Industrial and Technological Co., Ltd.

Chemical Industry

- U-BOND Material Technology Co., Ltd.
- ESCO Specialty Coatings (Guangzhou) Co., Ltd.
- SOKAN New Material Co., Ltd.
- Beijing Centre Biology Co., Ltd.

Household Appliance Industry

- Guangdong Gemake Electric Appliance Co., Ltd.
- Zhongshan Donlim Weili Electrical Appliances Co., Ltd.
- Guangdong PHINIX Eco-Energy Solution LTD
- TILI Science Technic Co., Ltd.

Equipment Manufacturing Industry

- Hunan Zhongda Machinery Manufacture Co., Ltd.
- Grand Technologies (Shenzhen) Co., Ltd.
- Colibri Automation (Shenzhen) Co., Ltd.

Vehicles and Auto Parts Industry

- Guangzhou Wenchong Shipyard Co., Ltd.
- South Huton Co., Ltd.
- Shenyang Jinbei Vehicle Manufacturing Co., Ltd.
- Guangdong FODAY Automobile Co., Ltd.
- Guangdong JianCheng Mechanical Equipment Co., Ltd.
- Zhengzhou Hongda Automobile Industry Co., Ltd.
- Zhejiang Wanier Transmission Co., Ltd.
- Zhejiang Wanchao Electric Appliance Co., Ltd.
- ACCEL Auto-Transmission Systems Co., Ltd.
- Fibet Rubber Product Co., Ltd.

Hardware Industry

- CAE Sanitary Fittings Industry Co. Ltd.
- Bravat (GUANGZHOU) Plumbing Industrial Co., Ltd.
- Guangzhou Modern Hardware Co., Ltd.
- Shenzhen Shanyuan Electronic Holdings Co., Ltd.
- Wan Ho Holdings Inc.
- Huizhou Cdn Industrial Development Co., Ltd.

电子

- 深圳共进电子有限公司
- 惠州德赛视听科技有限公司
- 深圳研祥智能科技有限公司
- 北京索德电气工业有限公司
- 长沙威胜集团有限公司
- 深圳思达仪表有限公司
- 广州诺信数字测控设备有限公司
- 汕尾信利半导体有限公司
- 深圳宇顺电子股份有限公司
- 昂纳信息技术有限公司(深圳)公司
- 深圳恒之源电器有限公司
- 深圳华达微波科技有限公司
- 深圳宝安高科电子有限公司
- 金三立视频科技(深圳)公司
- 广东蓝演演出器材公司
- 广东易事特电源公司
- 江苏山亿新能源公司
- 深圳无线开锋科技有限公司

医疗器械

- 徐州凯信电子设备有限公司
- 广州三瑞医疗器械有限公司

其他

- 广东华帝集团有限公司
- 珠海天成飞马打印耗材公司
- 广州科密集团有限公司
- 扬明精密塑胶五金电子有限公司
- 重庆博森电气集团有限公司
- 广东天乐通信设备有限公司
- 成都新欣神风电子科技有限公司
- 深圳红门智能科技有限公司
- 上海三问国际贸易有限公司
- 佛山健博通讯实业公司
- 中山日荣塑科电子制品有限公司
- 浙江兰普电器有限公司
- 大行贝业(深圳)有限公司
- 宁波贝佳家具有限公司
- 裕富宝厨具设备(深圳)公司
- 南海奔达模具有限公司
- 西安环宇机械制造有限公司
- 保来得集团
- 安徽皖仪科技股份有限公司
- 深圳豪鹏科技有限公司
- 中国核工业二三建设公司
- 重庆同舟建筑设计有限公司

Electronics Industry

- Shenzhen Gongjin Electronics Co. Ltd.
- Desay Audio & Video Division
- EVOC Hi-tech Holdings Group
- Beijing SWORD Electric Industrial Co., Ltd.
- Changsha Weide Group
- Shenzhen Star Instrument Co., Ltd.
- Guangzhou Lokshun CNC Equipment Ltd.
- Truly Semiconductors Limited (Shanwei)
- Shenzhen Success Electronic Co., Ltd.
- O-Net Communications (Shenzhen) Limited
- Shijiazhuang Hengyuan Electric Appliance Co., Ltd.
- Shenzhen Huada Microwave Science And Technology Co., Ltd.
- Shenzhen Bao'an Gaoko Electronics Co., Ltd.
- Santachi Video Technology (Shenzhen) Co., Ltd.
- Shenzhen Longhorn Safety Technology Co., Ltd.
- Guangdong Sae Co., Ltd.
- Guangdong East Power Co., Ltd.
- Jiangsu Saml Power Co., Ltd.
- Shenzhen K-Phone Technology Co., Ltd.

Medical Apparatus Industry

- Xuzhou Kaixin Electronic Instrument Co., Ltd.
- Guangzhou Sunray Medical Apparatus Co., Ltd.

Other Industries

- Zhongshan Vatti Gas Appliance Stock Co., Ltd.
- Zuhai Tianwei Feima Printing Materials Co., Ltd.
- Guangzhou Comet Group Co., Ltd.
- Yang Ming Precision Of Plastic Metal Electronic Co., Ltd.
- Chongqing Bosen Electric (Group) Co., Ltd.
- Guangdong Tianle Communication Equipment Co., Ltd.
- Chengdu Xinxin Shenfeng Electronics Technology Co., Ltd.
- Shenzhen Horn Audio Co., Ltd.
- Shenzhen Hongmen Machinery & Electrical Equipment Co., Ltd.
- Shanghai Sunwin Industry Co., Ltd.
- Foshan Kenbotong Telecommunication Industrial Co., Ltd.
- Zhejiang Wanchao Electric Appliance Co., Ltd.
- Wenzhou LANP Electrical Co., Ltd.
- DAHON Technologies (Shenzhen) Co., Ltd.
- Ningbo P.J. Furniture Co., Ltd.
- Yu Fu Bao Kitchenware Equipment (Shenzhen) Co., Ltd.
- Foshan Nanhai Superband Mould Co., Ltd.
- Xi'an Huanyu Machinery Manufacturing Co., Ltd.
- Porite Corporation
- Hefei Wanyi Science and Technology Co., Ltd.
- Shenzhen Hao Peng Technology Co., Ltd.
- China Nuclear Industry 23 Construction Co., Ltd.
- Chongqing Tongzhou Construction Design Co., Ltd.

About Kingdee 关于金蝶



金蝶国际软件集团有限公司 (www.kingdee.com) 是香港联交所主板上市公司 (股票代码: 0268), 中国软件产业领导厂商, 亚太地区管理软件龙头企业, 全球领先的中间件软件、在线管理及全程电子商务服务商。金蝶以帮助顾客成功, 让中国管理模式在全球崛起为使命, 为世界范围内超过80万家企业和政府组织成功提供了管理咨询和信息化服务。金蝶连续6年被IDC评为中国中小企业ERP市场占有率第一名、连续4年被《福布斯亚洲》评为亚洲最佳中小企业。

金蝶国际软件集团有限公司总部位于中国深圳, 始创于1993年8月8日, 于2001年2月15日在香港联合交易所创业板上市, 2005年7月20日转香港联合交易所主板上市, 股票代码为0268。金蝶国际附属公司有专注于中国大陆企业管理软件市场的金蝶软件(中国)有限公司, 专注于中间件业务的深圳市金蝶中间件有限公司, 专注于为小企业提供一站式管理软件及电子商务服务(友商网www.youshang.com)的金蝶友商电子商务服务公司, 为政府及公共部门提供公共管理和服务平台软件及服务的北京金蝶政务软件有限公司, 以及专注于除中国大陆以外的亚太地区及海外市场的金蝶国际软件集团(香港)有限公司等。目前集团拥有员工9000多人。

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Kingdee
金蝶, 企业管理专家

Kingdee

金蝶, 企业管理专家

Forge an Efficient R&D Management Platform Impel Product Innovation

打造高效研发管理平台 推动企业产品创新

Kingdee K/3 WISE Innovation Management Platform
Product Lifecycle Management (PLM) Solution
金蝶K/3 WISE创新管理平台 产品全生命周期管理 (PLM) 解决方案



Powerful Functionality 强大功能

- Structures improves project team member collaboration
- Encourages compliance with project schedule and quality requirements
- Improves electronic data collection, archiving, query, and exchange
- Integrates 2-dimension/3-dimension CADs/EDAs
- Extracts BOM details from the drawing automatically
- Handles one material with multiple codes effectively and efficiently
- Manages change workflows and versions and ensures synchronization of associated data
- 项目管理有效协调项目成员工作确保项目按时保质完成
- 高效管理电子数据收集、归档、查询、借用
- 与各种二维/三维CAD/EDA深度集成
- 从图纸自动提取BOM
- 有效控制一物多码
- 控制变更流程和版本, 确保关联数据同步

金蝶 K/3
中国智造 K/3 创造

The Innovation Challenge 企业的困扰

Manufacturing enterprises in China are growing and changing faster than ever before. With transformation from manufacturing to innovation, product research and development is making a greater contribution to commercial success by designing and producing better products in line with customer demand. Enterprises that once manufactured to order are now being "pulled" closer to the customer. As a result, enterprises have gained valuable insight to innovate. However, these enterprises have increasingly struggled to harness the information that this innovation has required. The demand for closer, quicker communication is difficult to master, and becomes harder with increases in information, shorter "go to market" deadlines, and an increase in partners.

In traditional manufacturing environments, it was difficult for companies to collaborate across departmental lines and share product information efficiently. For example, corrections to a minor design error, if communicated throughout the organization early might affect contract delivery. However, if not communicated effectively, this error might cause severe manufacturing problems, delivery delay and great financial losses. While markets have demanded greater responsiveness, it has been hard to control R&D projects; and often, ineffective controls have led to project delays or failure. This is why many successful organizations are turning to Product Lifecycle Management solutions, such as K/3 PLM, to "bind together" their R&D efforts. K/3 PLM can assist your organization by streamlining how your organization develops products, structures communication processes and collaborates in critical design activities.

Addressing the Innovation Challenge

Over the last two decades through its portfolio of ERP products, Kingdee has assisted manufacturing companies in handling rapid growth and managing their supply chain efficiently and with reduced effort. Correspondingly, Kingdee has accumulated vital expertise related to the local product life cycle management. Resulting from this experience, Kingdee has developed K/3 PLM to assist enterprises to function efficiently and accurately by addressing manufacturing requirements through:

中国企业从制造到创造转型, 产品研发日益举足轻重, 研发的问题轻则影响合同交付, 重则造成严重损失。

- 研发项目难以管控, 经常脱期
- 相关部门很难协同开发, 企业数据难以共享
- 拿错图纸版本, 造成材料浪费, 交货期拖延
- 资料查找很费时, 影响开发效率
- 物料管理混乱, 一物多码, 仓库明明有库存领不了, 却又重复采购
- 编制BOM费时费力, BOM容易出错, 造成时间和资金的损失
- 产品变更常常漏改(有多处借用的时候), 导致损失
- 产品研发流程没有积累, 因人而异, 难以优化和固化
- 研发人员绩效没有客观指标, 难以考核, 不利于团队激励和人才培养
- 电子数据安全没有保障, 流失、丢失或被非法修改难以控制
- ISO体系虽已认证, 但无法真正实现价值
- 如果能实现模块化产品开发, 将在成本、质量、交期等方面更好应对市场

Extraordinary Features 不同凡响

- Outstanding project management while handling Product Lifecycle
- Integrates collaborative R&D business workflow with marketing, purchase, manufacturing, and maintenance
- B/S application architecture supports inter-region development collaboration
- Constraint configuration management supports modular design
- Integrates leading management solutions: ISO, IPD, TS16949, baseline management, and requirement management
- Integrated with ERP at the maximum depth
- 业界最出色类拔萃的项目管理
- 支持研发与营销、采购、制造、维修协同的业务流程
- B/S架构体系, 实现跨地区的开发协同
- 约束配置管理, 支持模块化设计
- 融合了ISO/IPD/TS16949/基线管理/需求管理等最新的管理方法
- 与ERP的最深度集成

How K/3 PLM Can Address R&D Collaboration Issues?

Increase Personnel Productivity: Within an organization it is often difficult to assess performance of the R&D personnel accurately. Not only is it difficult, it can also alienate team members by applying impersonal indexes, lower team motivation and reduce talent cultivation. K/3 PLM supports users to be more responsive by strengthening your organizations collaboration in and across departments.

Streamline R&D Information Management: When striving to meet corporate deadlines, engineers and managers often spend needless time searching through a huge pile of redundant information that could be better applied to designing the product or planning production requirements. On the other hand, when modifying products, personnel frequently fail to propagate documentation changes that result in rework and losses. K/3 PLM supply workflow automation is specifically tailored for R&D communities to keep your people productive and development flowing.

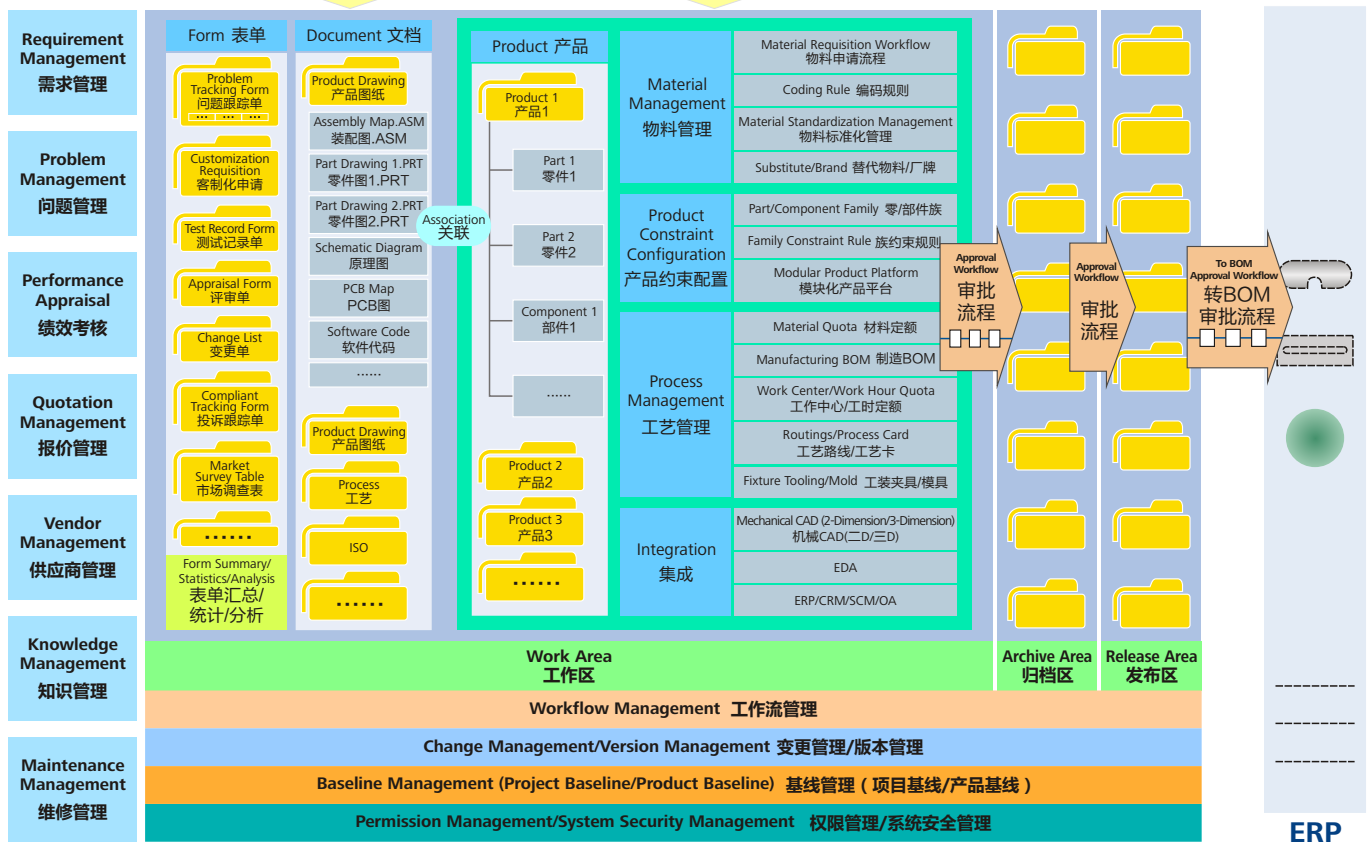
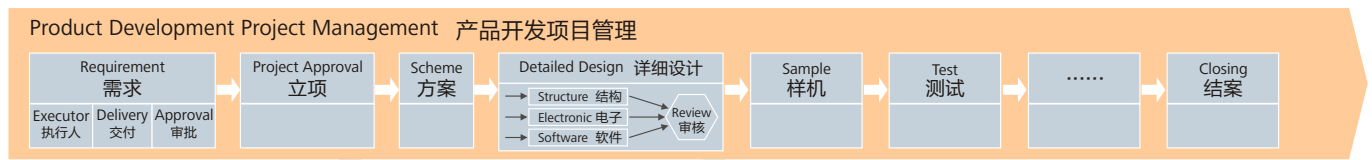
Harmonize R&D Information Standards: Multiple parties often represent documents and materials in different ways. Yet those differences can create confusion when conflicting material management information is left unaddressed. If

errors in documentation occur during the product design, these issues can be carried through out the product lifecycle incurring a snowballing effect. For example, errors in BOM preparation translate into real losses in time and in capital that implies further investment of time and effort to correct these. K/3 PLM coordinates and harmonizes data so your organization can focus on value-added work.

Extend and Coordinate Interdepartmental R&D Communication: When systems and departments are divided, experience does not accumulate, solutions cannot be effectively optimized and workflows remain disconnected. K/3 PLM captures, structures, manages and propagates R&D based experience, so your business can learn more efficiently.

Document Control and Security: It is not easy to prevent loss or illegal tampering of electronic data. Even though a solution is ISO certified, it cannot guarantee complete security. If modular products can be developed, the enterprise can better rein the market in various aspects such as cost, quality, and delivery period. K/3 PLM provides a repository for managing your sensitive R&D data.

Kingdee K/3 PLM Flowchart 金蝶K/3 PLM系统总示意图



Main Functionality 主要功能

R&D Project Management 管理研发项目

K/3 PLM supports organization-wide R&D workflow. The system encourages result-oriented behavior through resource management issues related to manpower, material, and time. For each task, task owners are prompted to work according to a schedule, and task output is delivered to the appropriate approval workflow. In addition, K/3 PLM equips managers with tools to monitor project progress, activate alarms and notices against a schedule, and prompt issues through escalation and exception handling to management for prompt resolution. K/3 PLM assists R&D organization to compress delays and reduce response time according to the applied business rules.

K/3 PLM项目管理对整个产品研发流程中的人力、物力和时间等资源进行协调管理，高效实现矩阵式组织管理。系统以结果为导向进行管理，每项任务除了提醒任务负责人按时间进度工作以外，还能确保工程师交付任务输出文件并提交审批流程，保证工作内容保质保量的完成。

K/3 PLM为企业各级领导提供强大的监控工具。系统通过图表自动反映项目的进展情况，对延误自动发出警告并通知执行人及其监督人，监控人员甚至可以直接打开查阅任务交付文件以检查任务的完成情况并分析异常的原因，因此项目异常将得到及时处理。

Workflow Management and Control 控制审核流程及数据状态

K/3 PLM offers comprehensive, flexible workflow throughout the organization while maintaining data integrity. During R&D projects, personnel often submit engineering documents for review, comments or approval. K/3 PLM allows workflow routing throughout the organization through predefined or ad-hoc review chains. Electronic comments, signatures, and approvals are fully maintained and archived to record development history. This ensures that only relevant, valid versions of engineering documents are propagated throughout the workflow. As a result, only those "up to date" documents are presented as active documents and only those are released to the business for action.

项目研发过程中，工程师在完成任务交付文件的时候可以直接将交付文件提交电子审批流程，交给相关人员审核批准，审核批准可以交给非项目成员甚至是交给异地的相关人员进行签审，全局的项目流程与每个节点上的审批流程的有机结合确保项目交付文件的及时收集，并确保交付文件的质量。

电子数据通过电子签审流程审核批准，将不再需要纸质签名流程，实现电子的意见记录和签名，数据一旦被批准归档将受控只读，需要修改时必须走变更流程并留下完整的变更记录和版本记录。系统将确保只有最新的有效版本数据才能发放给业务执行部门，以前容易用错版本资料的情况将不再发生。

Diagram and Document Management 管理图纸及文件

K/3 PLM enables efficient management of engineering diagrams and documents. Enterprises often struggle with the issues of version control when sharing complex documents, such as electronic drawings, technical specification, and change controls. K/3 PLM ensures the data integrity of documents across departments throughout the whole product lifecycle by maintaining status for documents. Activities like document creation, approval, archiving and publishing are all recorded and managed through version control. As a result, R&D personnel can be confident that

diagrams and drawings are current and management can be assured that proper controls and release mechanisms are protecting corporate information based assets.

解决企业中复杂的电子图纸、软件、文件、技术资料、相关标准、更改记录等数据的归档、查询、共用、换版等控制问题，对图纸的创建、审批、归档、发布、回收、报废等生命周期状态进行高效的管控，各种状态之间的转换通过审批流程的控制，自动保存审批记录、变更记录以及旧版资料并实现自动关联，以保证资料的完整一致性，确保图纸资料的正确使用。

Form Data Management 管理表单数据

K/3 PLM offers a unique form management function to manage structured data. Its uniqueness lies in that the form format can be customized and saved as template while data inputs are automatically stored in a database in a structured way. Multiple levels of permission can be set for different data units in a single form, and approval workflow can be embedded with the e-forms. In this way, departments like market research, R&D and finance could collaborate in data sharing in a more organized way than using traditional forms.

为了管理结构化数据，K/3 PLM系统提供表单管理功能，可以自定义电子表单格式填写收集结构化数据，表单可以自动抓取系统中的数据信息，可以嵌套审核流程，控制流程节点在表单栏位的权限。表单的数据存放在数据库表进行管理，当有需要的时候就可以对这些数据进行汇总、统计和分析。

Engineering Design Tools Integration 与设计工具的集成

K/3 PLM allows tight integration with engineering design tools that is needed in the R&D process. The K/3 PLM system offers interfaces for common packages to support two-dimension/three-dimension mechanical design CAD, circuit design EDA, analysis software CAE, and processing software CAM. Engineers can search and invoke drawings in the K/3 PLM library directly through the interface of the design system. For example: when a drawing is imported, the system automatically extracts the new material information (such as the material name, No., specification, composition, installation location, and quantity) from the drawing, and generates a BOM and a material record. Subsequently, when an engineer edits a drawing, the system automatically assesses the affected drawing (and the related material record) in the PLM library for modifications. When modifications are identified, K/3 PLM edits the drawing and material record synchronously to ensure data consistency.

K/3 PLM为所有市面上常见的二维/三维机械设计CAD、电路设计EDA、分析软件CAE、加工软件CAM等配置了深度集成应用接口，工程师可以在设计系统的界面直接查找PLM库中的图纸并调用；导入图纸时系统自动抓取图上的新物料信息（如物料名称、编号、规格、材料、安装位置、数量、…等等），自动生成BOM及其物料记录；当工程师修改图纸时系统自动判断受影响的图纸以及PLM库中相关物料的记录并自动同步修改，避免修改图纸时漏改装配图纸或漏改PLM记录的情况，避免失误。

Engineering Master Data Association Management 管理物料与相关图纸及数据的关联

K/3 PLM assists organization to better manage associations between different engineering design data. The K/3 PLM system equips users with better control of

engineering documents by implementing and managing material-centered data associations. For example, by managing associations for drawings, processes, specifications and other documents such as tooling molds, K/3 PLM can establish material BOMs for products and can easily render product holograms so engineers can rapidly, conveniently and accurately identify required product data.

K/3 PLM以物料为核心管理所有的相关数据（如图纸、工艺、规格承认书及其它相关文档、工装模具等），实现以物料为中心的数据关联集成，并理清物料、图纸、工艺之间的版本关系。在此基础上建立产品的物料组成关系（BOM）并构成产品全息图，用户能够快速、方便、准确的查找与产品相关的所有资料。

Product Structure Management 管理产品结构

K/3 PLM rapidly develops product structures through importing engineering diagram data. K/3 PLM can extract material and BOM information directly from the mechanical CAD drawings and electronic EDA drawings to generate the product structure rapidly. In addition, application views of a BOM can be generated automatically based on requirements of different users. These "user specific" details can be generated to fulfill a wide variety of uses such as: product summary details, BOM hierarchy, purchase details, subcontract details, or processing details. For example, when editing a BOM manually, an engineer can use the query search tool to locate a material (component) in the PLM library directly on the CAD interface. When a material is borrowed from one system to another, the full set of data related to it will be borrowed together.

K/3 PLM可以从机械CAD图纸和电子EDA图纸直接提取出物料信息和BOM信息，快速生成产品结构，当图纸发生变更时，产品结构自动随之更新。

当手工编辑BOM时，系统配备强大的查询搜索器，甚至可以在CAD界面直接查找PLM库中的物料（器件），快速便捷地找到物料（器件）并引用，物料被借用时与其相关的全套资料将一起借用。

BOM的应用视图可以按照不同用户的需要自动产生，包括BOM层次明细表、汇总明细表、采购明细表、外协（委外）加工明细表、生产加工明细表等等；BOM表的编制和使用变得简单而不容易出错。

Development Process Management 管理工艺开发

K/3 PLM assists with process design. Process developers can use K/3 PLM to design the manufacturing process by referencing the product data model (such as the design BOM and drawing) designed by the product development department. With this reference, the process data is automatically associated with the product design BOM. K/3 PLM can also handle process information and process cards on the routing. In addition, K/3 PLM generates the manufacturing BOM that meets the production management requirements. Once validated, K/3 PLM can reduce manual entry requirements by transferring the process information to an integrated ERP system.

K/3 PLM按照工艺设计的特点，为工艺设计创建一个与产品设计数据既独立又关联的开发环境，工艺开发人员很方便地引用和参考产品开发部门设计的产品数据模型（设计BOM、图纸等）进行加工工艺的设计，工艺数据自动与产品设计BOM关联。

工艺开发管理涵盖工艺路线上所有的工艺信息和工艺卡，生成真正符合生产管理需要的制造BOM，并可以通过接口直接转入ERP，避免人工重复录入并减少失误。

Quotation Management 报价管理

K/3 PLM seamlessly supports quotation management under the supervision of predefined organizational workflow. The quotation management module can set up a quotation BOM rapidly based on the customer's requirement. For existing materials, K/3 PLM automatically retrieves relevant product cost data from the integrated ERP system. Next, the engineer inputs product and cost data for new materials and submits these for workflow approval. K/3 PLM supports developing customized formulas to assist with calculating costs for custom materials. Formula development may account for issues such as: unit price, usage, and shrinkage of material. K/3 PLM quotation management is also able to account for costs such as die, transportation and labor expenses.

报价管理模块可以根据客户的需求，快速建立报价BOM，已有物料自动抓取ERP中的成本，新物料成本通过流程控制由相关人员填写，新的自制件可以自定义公式，依据材料单价、用量、损耗等等计算单价，再加上模具费用、运输费用、人工费用等，形成产品报价；产品报价绑定相关流程，控制数据的填写和审核。

Product Code Management 控制一物多码

K/3 PLM encourages product data integrity and consistency through product code control. K/3 PLM can manage the creation of materials to implement effective control over one material with multiple codes while preserving material creation rights and approval workflow. When a material is represented in different departments in different product codes, K/3 PLM can effectively manage workflow and material product properties. In addition, K/3 PLM can enforce the standardization of input properties through values maintained in the data dictionary, thus preventing different operators from entering contradictory property descriptions for the same material.

为了有效控制一物多码，K/3 PLM可以对物料新增做严格控制。

控制物料新增和审核流程，物料的不同属性可以由流程中不同部门人员填写和审核；

控制物料属性的填写规范，属性的填写可以通过枚举选择、字典等方式控制属性的标准化填写，避免相同的物料因人而异编写出不同的属性描述；

智能编码器确保物料编码符合编码规则并且唯一。

Product Constraint Configuration Management 管理产品约束配置

K/3 PLM assists to manage product configuration constraints. K/3 PLM supports management on the complicated constraint such as 1) products and parts, 2) parts with mutual dependence, 3) parts with mutual exclusion, 4) custom formulations, and 5) relations between constraints and custom features. Based on these configuration rules, engineers can set up product constraint configurations to better support business representative quick configure solutions to meet customer's requirement. As a result, the enterprise can well manage and develop platform-based and modular product series through this platform, and rapidly configure and deliver customized products.

K/3 PLM的产品约束配置管理支持复杂的产品与零部件之间、零部件与零部件之间的相互依存、排斥、自定义公式等约束关系的管理，还可以支持它们的自

定义特征之间的约束关系管理，开发人员据此可以建立带约束配置关系的产品平台，业务人员在产品平台基础上即可以根据客户的需求快速配置产品；因此企业在这个平台上可以很好地管理开发平台模块化化的产品系列，快速配置交付客户化的产品。

Baseline Management 基线管理

K/3 PLM offers baseline management for complex R&D projects. K/3 PLM allows viewing phase results of a project at each milestone during project development. This provides users with the opportunity to obtain "point-to-point" status of the projects for better visibility, and to control each object in a project. Subsequently, K/3 PLM records the project status (project baseline) or product development status (product baseline). In the event that R&D progress deviates from a requirement, the engineer can return to the baseline point and proceed with the R&D process easily, thus reducing error correction costs and saving considerable time. In addition, a new project can use a baseline point as the starting point of project development. This significantly benefits the development cycle, development quality, and development cost. Finally, K/3 PLM enables better management decision making by allowing managers analyze, report and compare different baselines.

K/3 PLM可以在项目开发的某一个里程碑点，对项目的阶段成果建立基线，把项目的状态（项目基线）或者产品开发状态（产品基线）记录保存下来；

当后续研发偏离需求，可以简便地返回基线点继续研发进程，降低纠错成本；

新项目开发可以将某一基线点作为项目开发始点，这对开发周期、开发质量和开发成本都有很大的好处。K/3 PLM可以对不同的基线进行对比分析和报告，以便决策者对研发阶段成果进行分析并作出选择。

Design Change and Version Management 管理设计变更和版本

With K/3 PLM, version management can be implemented to ensure tight control of design changes. For example, changes to data, such as drawings and BOMs, are controlled according to the engineering design change workflow. The K/3 PLM system automatically evaluates the affected object based on the requested change and submits this change to the appropriate approval control. Subsequently, when necessary, duplicate documents can be used to track and record the evolution history of every change for the drawing in working status.

K/3 PLM is able to manage synchronous changes and it supports major and minor version management. After the version of the drawing is confirmed, the evolution process of the drawing can be tracked. For example, each phase can be tracked through major version management and each drawing change can be tracked through minor version management. K/3 PLM also supports management of die version upgrades, old material processing mode, release of new version data, and recycling of old version data.

图纸、BOM等受控资料的更改，按照规范的工程设计变更流程进行控制，系统根据变更对象自动评估变更的影响对象，控制变更方案的审批、模具及其他相关资料的同步更改升级、旧物料的处理方式、新版资料的发放以及旧版资料的回收处理等等。

系统支持大小版本管理，图纸改版后可以用大版本管理跟踪图纸阶段性演变过程，小版本跟踪图纸每次变更的升级记录，如果有需要，还可以通过文件副本跟踪记录工作状态的图纸每次检出修改的演变历史。

Data Security Management 管理数据安全

The K/3 PLM security structure ensures that only users with the appropriate permissions can read, write, view or modify data. All modifications are record and can be accessed during auditing. The entire product data in the K/3 PLM system is managed, controlled, and backed up in a centralized way. Therefore, data will not be lost due to equipment failure or employee resignation.

K/3 PLM的安全机制可以确保数据库中的数据只有相应权限的人在特定的时间范围内才能看到，有更高权限的人才能对其进行修改，并且任何对系统的操作都有记录，以备审计。企业的产品数据全部集中管理，集中控制和集中备份，不会因为设备故障或人员离职造成资料损失。

Requirement Management 需求管理

K/3 PLM supports effective requirement management. K/3 PLM can organize records, analyzes, and tracks market/customer requirements to balance development with regulation, quality, cost, and capacity. In addition, K/3 PLM assists in assessing the degree to which an R&D product can adapt at various nodal stages in the product lifecycle to meet market requirements.

K/3 PLM需求管理对客户（市场）需求进行组织、记录、分析和跟踪，一方面管理需求的确认过程以平衡法规、质量、成本和能力等，另一方面在项目生命周期内各个关键节点跟踪审核产品研发与需求的配合度，使研发更符合需求。

Issue Management 问题管理

Issue management ensures timely recording, delegation and management of identified issues. K/3 PLM supports issues assignment and provides an organization with the automation to record, track, and query issues. The system creates an issue library for the user to query issues and solutions by category. The issue library can assist an organization to draw lessons through issue management, so it can complete R&D activities more quickly with fewer issues.

问题管理机制使发现问题能及时提交、能安排人员处理，责任人、有记录、有跟踪、可查询、可预警，从而使问题得到及时处理。通过建立典型问题库，可以分类查询问题及其解决方法，使新员工能够通过问题管理，吸取教训，减少错误，更快更好成长。

ERP Integration 与ERP集成

K/3 PLM can easily integrate with a number of ERP solutions. K/3 PLM exposes application interfaces to provide tight integration with popular ERP solutions such as SAP, ORACLE, QAD, DigiWin ERP, UFIDA ERP, Taiwan Attention ERP, and Taiwan DSC ERP. K/3 PLM is also seamlessly integrated with Kingdee's K/3 ERP and EAS.

金蝶K/3 PLM与K/3 ERP和EAS无缝集成，与市面上常见的ERP可以双向应用深度集成，包括SAP、ORACLE、QAD、鼎捷ERP、用友ERP、台湾天心ERP、台湾鼎新ERP等等。