



ON THE
ROAD



ON THE
ROAD

Infor SunSystems
打造灵活的财务管理系统



最新CFO财务动态

CFO热点话题

内部

- 企业维持盈利的能力
- 企业可预测的收入能力
- 企业费用管控
- 吸引和保留高品质员工
- 资金管理
- 系统的维护和对接
- 供应链风险
- 报表分析的加强
- 资料安全性

外部

- 经济发展趋势
- 客户的需求
- 政府政策变化
- 财税法规制度的变化
- 全球最新财务发展
- 信贷风险
- 货币和利率风险
- 能源和商品价格
- 竞争对手发展

不断改变中的CFO角色....



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CFO关心的重点领域



绩效

>70% 有着企业的长期战略规划、全面的预算分析、完善的绩效考核机制

-Accenture



风险

80%的成功企业有着严格的风险管控机智

-IBM CFO Study



执行

70% 的时间在查找资料
30% 的时间在分析资料

-IBM CFO Study



效率

48% 的CFO认为It系统的不完善或缺失已经影响到公司的效率

-KPMG International.



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CFO的业务需求

灵活的科目构架并能满足多公司合并的需求



多货币, 多语言 · 多准则 (IFRS · 了 Local · US GAAP) 满足各方需求



及时、准确、灵活的报表工具加速业务分析



关键业务需求



内部资讯的互通 · 保证业务资料和财务资料的整合

减少重复劳动 · 加快业务速度 · 高速高效的运作



内部流程管控以及系统资料许可权的安全



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Infor SunSystems 财务解决方案



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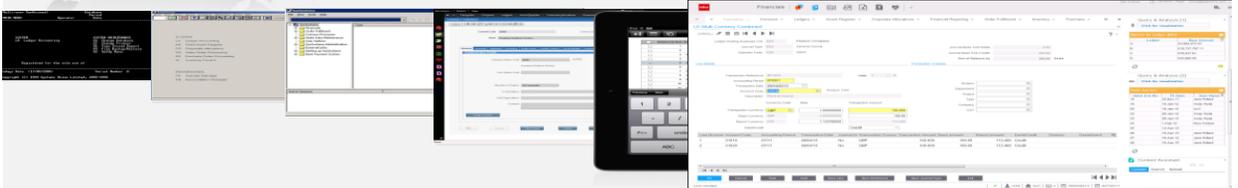
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Infor SunSystems



在全世界150多个国家超过9000个客户

- SunSystems拥有30年的历史
 - 1980s – SunSystems 3 (全球化产品)
 - 1991 - SunSystems 4 (支持Windows作业系统, SQL, Oracle资料库)
 - 2001 - SunSystems 5 (客户化介面, 扩展新功能)
 - 2011 - Infor10 SunSystems (网页版、审批流程、全新使用者体验)



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来自行业专家的声音 – Infor SunSystems

“Infor SunSystems是完全满足国际财务报告准则(IFRS)的标准并以专业化的设计使公司能够坚持或转变满足这些复杂的准则标准的要求……该方案帮助企业实现战略合规性努力，减轻由于全球化运营而带来

BDO-跨国会计师事务所连锁机构



“对于那些拥有更现代化财务管理技术，例如当一个中型公司决定是升级一个已使用5年的产品还是从一个新厂商选择更具竞争力的产品时，Infor SunSystems当然是其中最重要的竞争者之一”

Ovum-国际知名分析机构

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Infor SunSystems 财务解决方案



- 全球化要素
- 统一的账务
- 多纬度视野
- 管理分析效率
- 新方法新方式



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Infor SunSystems – 全球化要素

全球要素	大部分	少部分	Infor10
多公司	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
多会计期间	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
多语言	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
多货币	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
多税务准则处理	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
并行的多套会计科目	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
并行的多准则账务处理	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
灵活的交易分析	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
全球部署	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>



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Infor SunSystems - 全球化要素

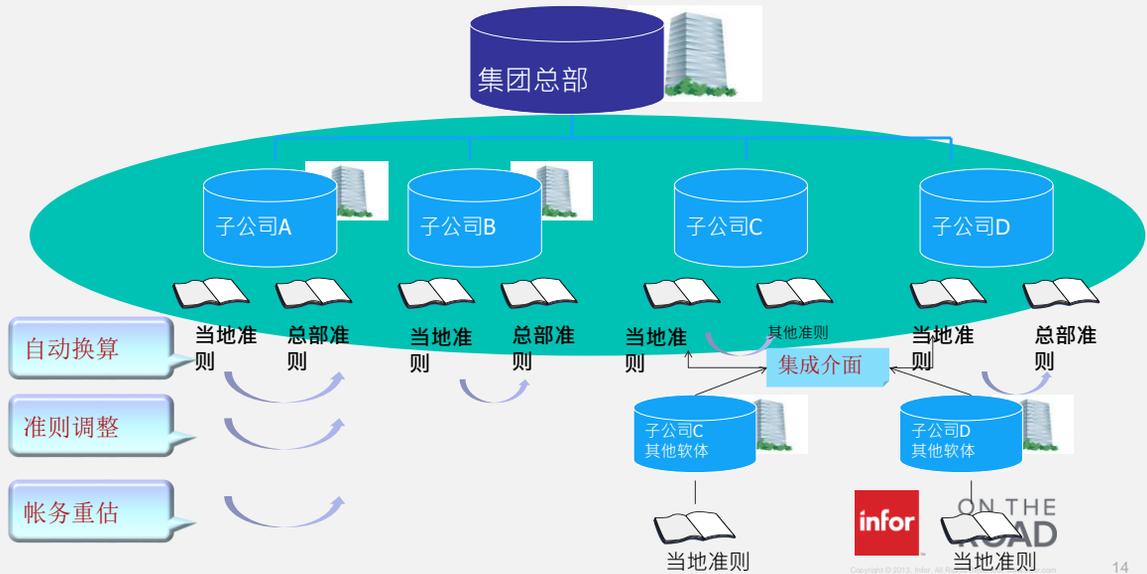
Profit and Loss			
	Actual USD	Budget USD	Current Period Variance USD
Sales			
Product Sales	55,002,922	29,328,056	55,674,866
Service Sales	372,499	122,414	250,085
Maintenance Fees	1,108		1,108
Other income	68,355	20,846	47,509
Returns and Discounts	-322		-322
Total Sales	55,444,591	29,471,317	55,375,275
Cost of Goods Sold			
Product Cost of Sales	44,856,175	14,962,226	29,893,950
Services Cost of Sales			
Maintenance Cost of Sales			
Product Costs			
Packaging and Shipping			
Other Costs			
Total Cost of Goods Sold	44,856,175	14,962,226	29,893,950
Trading Profit(Loss)	10,588,416	14,509,091	25,481,325
Expenses			
Payroll			
Cost Related			
Utilities and General	31,367	10,031	21,336
Depreciation	105		105
Financial Charges			
Disposal of Assets			
Other	4,305	1,567	2,737
Total Expenses	35,777	11,598	24,179
Net Profit(Loss)	45,522,638	14,497,492	29,825,146

损益表			
	实际 RMB	预算 RMB	本期差异 RMB
销售			
产品销售	591,244,256	197,046,000	394,198,256
服务收入	1,325,907	437,000	888,907
维护费收入	5,518		5,518
其他收入	256,372	79,000	176,372
退货及折扣	-1,353		-1,353
销售总额	592,829,701	197,562,000	395,267,701
销售成本			
产品销售成本	225,547,494	75,163,000	150,384,494
服务成本			
产品成本			
包装和运输			
其他成本			
销售成本总额	225,547,494	75,163,000	150,384,494
营业利润(亏损)	367,282,207	122,399,000	244,883,207
费用			
工资			
成本相关			
公用事业	199,020	64,000	135,020
折旧	673		673
财务费用			
资产处置			
其他	27,710	10,000	17,710
费用总额	227,403	74,000	153,403
净利润(亏损)	367,054,803	122,325,000	244,729,803



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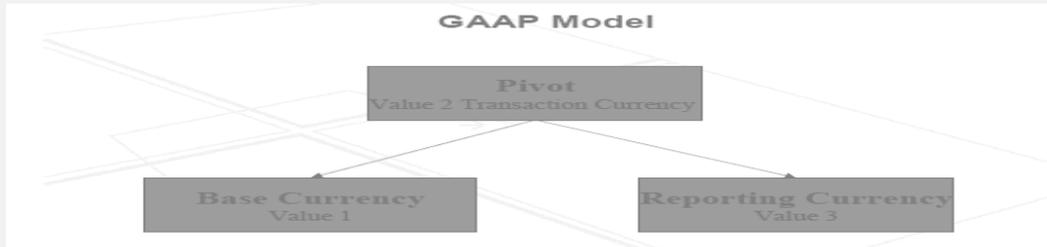
Infor SunSystems - 多机构



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Infor SunSystems - 多货币

- 业务货币、本位币、报表货币
- 不限制的货币数量
- 支持月汇率、日汇率、浮动汇率
- 月末自动计算外币汇兑损益
- 支持双本位币



Infor SunSystems - 多会计科目

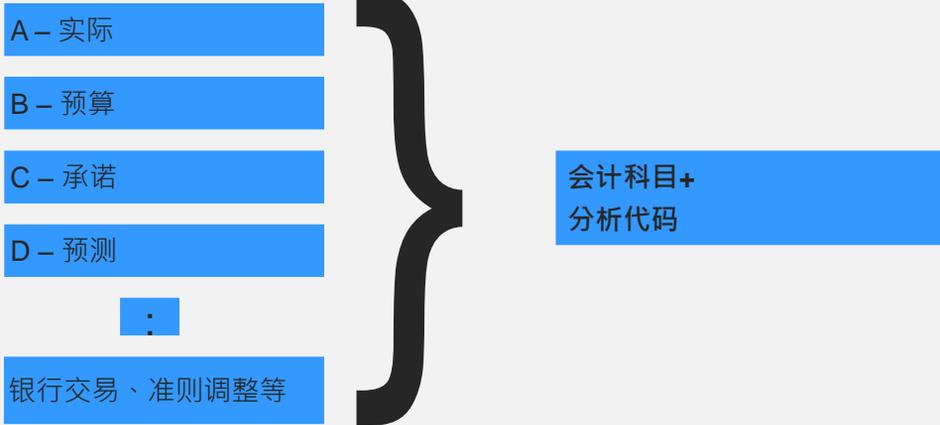
会计科目	余额	IFRS	中国科目
21000	6,000	20000	4105000000
22000	14,500	20000	4105000000
23000	23,500	20000	4105000000
23600	4,005	21000	4105000000
31000	9,445	21000	4105000000
31100	34,000	21000	4105000000
31120	10,060	21000	4105000000
41000	20,500	40000	4226000000
41150	45,000	40000	4226000000
42000	66,000	50000	4226000000
50500	17,500	50000	4226000000
51000	4,222	50000	4226000000
51200	58,000	40000	4226000000
51300	160,995	40000	4226000000
51400	56,700	50000	4226000000
51500	5,000	50000	4226000000



IFRS 报告	
会计科目	余额 20000
44,000	
21000	57,510
40000	284,495
50000	149,422

中国报告	
会计科目	余额
4105000000	101,510
4226000000	433,917

Infor SunSystems - 多帐务



Infor SunSystems - 统一的账务



- ▶ 即时存帐及查账
- ▶ 可人工/自动销账
- ▶ 客户/供应商对帐单
- ▶ 灵活自定账龄分析
- ▶ 付款预测/资金回笼预测
- ▶ 可随时阅览应收/应付总数余额
- ▶ 无需月结处理到总账

Infor SunSystems - 多维度视野



- ▶ 结构支持独立编码
 - ▶ 简易配置
 - ▶ 简易更改
- ▶ 更加适应业务变化
- ▶ 分析和报告的资料储存于资料来源头
- ▶ 获得所需的所有细节
- ▶ 按照所需的方式进行合并和汇总
- ▶ 将分析建立在财务系统之中
- ▶ 即时生效



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Infor SunSystems - 多维度视野

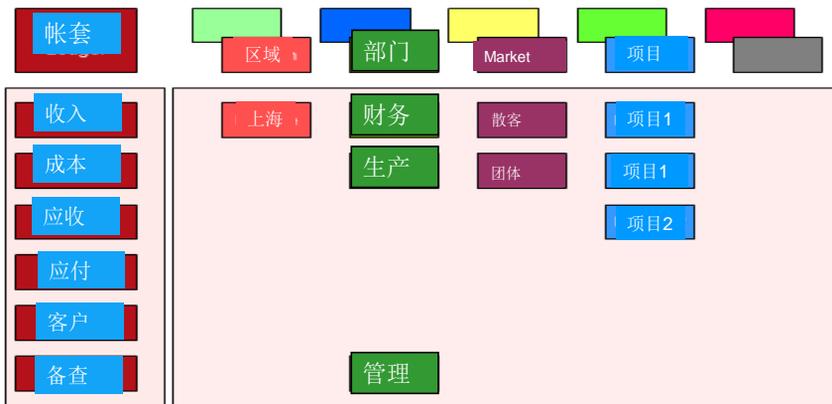
静态分析

多达10个的使用者自订科目级静态分析栏位



- 科目;
- 固定资产;
- 供应商;
- 客户;

多达10个的使用者自订交易分析栏位元元元元元元



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扩展的分析内容(Infor SunSystems 6.2)

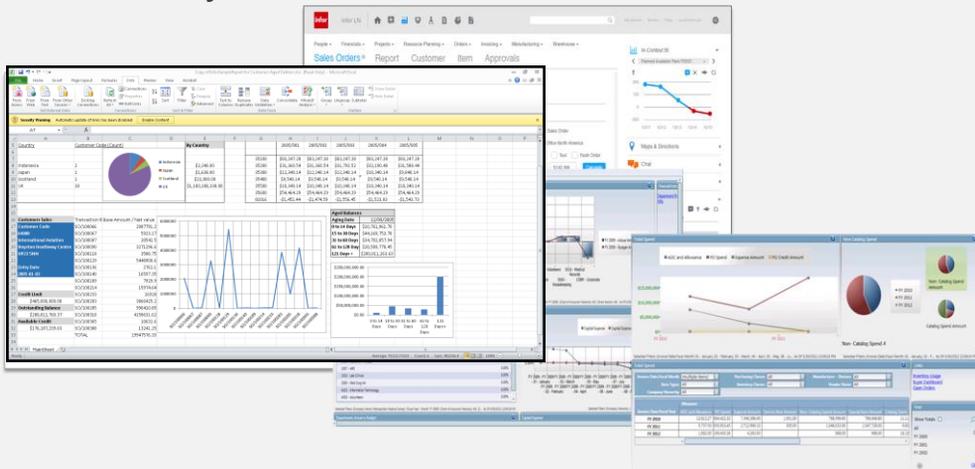
- 每一个分析代码都可以扩展自定义字段
- 扩展每一个分析角度成为一个小的管理中心
- 例如
 - 项目管理(项目内容, 管理人员, 开始结束时间等)
 - 物业管理(物业所在地·租用时间·收入·合同金额等)
 - 人力管理(员工信息·部门·入职日期·经理等)

Field Type	Number of Fields	Field Length	Usage
Text	1	255	Long description
	15	50	Descriptive information, time, analysis on analysis, reference to other SunSystems Static Data
Fixed List	5	15	Descriptive information, time, analysis on analysis, reference to other SunSystems Static Data
	5	2	Reference SunSystems value list, for example Yes/No flag
Date	5	26	Date
Numeric(13.5 digits)	5	18	Numeric Value



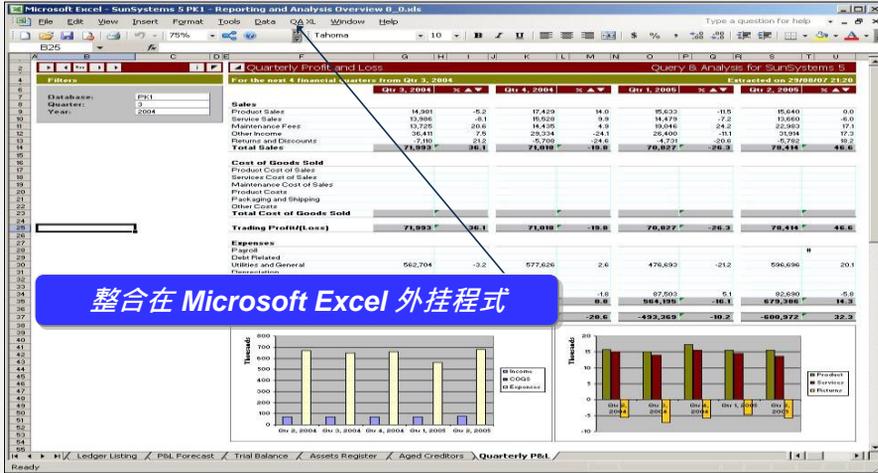
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Infor SunSystems – 管理分析效率



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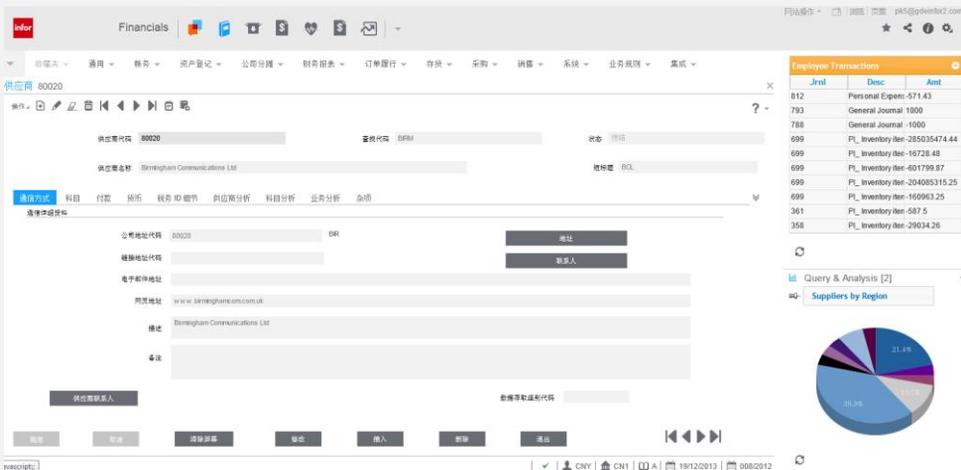
Infor SunSystems – 管理分析效率



直接抓取财务管理资料到 EXCEL 形成财务报表和分析。

整合在 Microsoft Excel 外挂程式

Infor SunSystems – 管理分析效率



Infor SunSystems – 管理分析效率

The screenshot shows the Infor SunSystems Financials interface. A table lists inventory items with columns for '凭证编号' (Voucher Number), '凭证行编号' (Voucher Line Number), '描述' (Description), '凭证日期' (Voucher Date), '凭证类型' (Voucher Type), '科目代码' (Account Code), '通知币金额' (Notified Amount), and '操作' (Action). A sharing dialog box is open over the table, displaying a URL: '#InforSourcesystemjournalentry699查看由此平衡'. The interface includes a top navigation bar with 'Financials' and various icons, and a right sidebar with '通知' (Notifications), 'Calendar', and '共享文档' (Shared Documents).

Infor SunSystems - 新方法新方式

The screenshot displays the Infor SunSystems Workspace dashboard. At the top, there are navigation icons for Home, Dashboard, Reports, and Activity Feed. The main content area is divided into several sections:

- Sales Results:** A donut chart and summary for July, August, and September. August shows 460 units in the East, 821 in the Central region, and 2040 in the West. Units are in thousands USD.
- Top Performers (September):** Lists Jeremy Little (San Francisco, CA), Dale McConnell (Oakland, CA), and Jarrod Pough (Sacramento, CA).
- Tasks:** Lists three tasks related to 'Expense Report - ER00067134' and 'Purchase Order - ER00067134', with PDF attachments and status indicators.
- Alerts:** Shows three alerts: 'Critical Production Shortfall', 'Sales Order Exception Action', and 'Order Return Notification', each with a timestamp and a brief description.
- Activity Feed:** Displays a stream of updates, including 'Global Sales Team' meeting changes, 'News Wire' about Ford Focus, and a note from 'Joe Darby' regarding a presentation slot.

Infor SunSystems-新方法新方式

Post Something

Fantastic – I will let the customer know! Thanks for the incredibly fast response from all of you

Colleagues: Dale McConnell, Jarrod Pough, Norman Richardson

Groups: Production(4), Maintenance (12), Sales (5), Engineering (3)

Following People: Norman Richardson

Following Objects: None

Raj Dodd (Production Manager) @maintenance: @normanrichardson Thanks Jeremy. I will create a production order for the item Ford needs Today 11:22AM

Jeremy Little (Maintenance Mgr) @normanrichardson @production @maintenance I've pushed the maintenance schedule back a few days. Plant's production line now available for a run Today 11:20AM

Raj Dodd (Production Manager) @maintenance: Maintenance team. I am guessing we must have some maintenance planned at this plant and that is why production drops off. Any ideas? Today 11:16AM

Norman Richardson (Customer Service Rep) @production: working on a critical order for Ford -- just noticed this drop off in production on #11000123524 What can we do? Today 11:14AM

Angie Mejia (Plant Engineer) @customerservice: did you know our new models start production today? Today 10:46AM



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Infor SunSystems – 新方法新方式

Facility Viewer | Warehouse 21

Inbound

- Appointments
- ASN
- ASN Lines
- Pallets
- Total Cube

Inventory

- Physical Inventory: 89%
- Supervisor Cycle Counts: 84
- Cycle Count Accuracy: 76%
- Facility Area A Empty Locations
- Damaged Inventory

Locations

- Picking Heat Map LOC 121
- Empty Racks LOC 121
- Picking Heat Map LOC 121
- Picking Heat Map LOC 131
- Empty Racks LOC 131

Outbound

- Appointments
- ASN
- ASN Lines
- Pallets
- Total Cube



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Infor SunSystems– 您的最佳选择

- 专为成长型、中型规模企业而构建的世界级的财务管理解决方案
- 值得信赖的全球化产品说明客户的业务扩展到全球各地
- 灵活的功能应用，易更改的部署实施
- 创新技术与成熟方案的完美结合
- 成绩斐然的、战略性的解决方案



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