Golden Sector Argo-Development Ltd.
金中農業發展有限公司
Improving Efficiency and Cash Flow Using Trading Platform
商貿平台提升效率 促進現金流

About the Company 公司簡介

The Company is engaged in processing and trading of fresh fruit and vegetables. It is a wholly-owned subsidiary of Heng Tai Consumables Group Limited. It is a one of the key suppliers to one of a large chained fast food restaurants in Hong Kong to provide fresh fruits and vegetables on daily basis.

公司專營新鮮及加工蔬菜供應和冷凍鏈配送服務，是亨泰消費品集團有限公司全資擁有之附屬公司。它是本港一大飲食連鎖集團的主要蔬果供應商，為其每日提供新鮮蔬果。

Background 背景

Found in 2006, Golden Sector Agro-Development (Golden Sector) is specialised in trading and processing fruits and vegetables, as well as cold chain distribution services, with an ISO9001 and HACCP-certified vegetable processing centre in Mainland China. As the key agricultural produce supplier for a range of restaurant groups, as well as catering firms, retail chains, schools and hospitals, the company handles more than 4,000 orders every month, or 200 tonnes of food, which translate into huge manpower demand to manage customers' orders, delivery and invoicing processes.

The company used to require 5 staff and several hours to handle some 150 orders every day in general, with each order containing more than 20 food items. The manual processes were sometimes prone to error, causing inconsistency when the team crosschecked the orders, delivery notes and invoices. This posed great issues to the payment procedures and schedule between Golden Sector and its many clients.

金中農業成立於2006年，專營新鮮及加工蔬菜供應和冷凍鏈配送服務，並於國內自設蔬菜加工中心(已獲ISO9001及HACCP認証)，為本港各餐廳、零售連鎖店、學校及醫院等提供最優質的新鮮蔬果。作為各大飲食集團的主要蔬果供應商，公司每月需處理多達4,000張訂單、即超過二百噸貨量，對處理客戶訂單、編制送貨單及銷售發票等工序，需求的人力資源龐大。

普遍來說，公司需要每天安排5名員工，花數小時來處理多達150張以上的客戶訂單，而每張訂單往往多達20款產品以上。由於程序需人手處理，有機會出現人為錯誤，引致造成訂單、送貨單及銷售發票在對數時出現不符狀況，影響金中農業及客戶於付款時花費更多時間處理。

"ezTRADE™ has greatly improved the efficiency and reliability of our administrative work, and streamlined the information exchange between trading partners. The platform also helps us provide better customer service with improved cash flow, supporting our business continuity and growth to embrace the future technology development."

「『通商易』大幅提升我們行政工作的效率和可靠性，精簡了交易夥伴間的資訊交流。平台亦有助我們提供更好的客戶服務、更促進現金流，全面支援業務持續增長，迎合未來科技時代發展。」

Mr. Smith Chan,
Business Manager
業務經理 陳嘉豪先生

GS1 standards used or solution (s) / service (s) applied

- ezTRADE™
- EANCOM
- Global Location Number (GLN)

應用的GS1標準或方案/服務

- 通商易
- EANCOM
- 全球位置編碼

Solutions

Golden Sector started using ezTRADE™ web-based version to handle B2B order transactions in 2016. Noticing the significant increase of transaction volume, the company decided to deploy ezTRADE™ Gateway solution and integrate to its ERP system, to meet the needs for its escalating business deals. ezTRADE™ Gateway solution is a B2B e-commerce platform based on GS1 EANCOM/EDIFACT standard, which enables electronic information exchange - like purchasing order, delivery note, invoice - between the company and its trading partners every step along the supply chain.

Upon connecting the Gateway solution and the ERP, Golden Sector can issue an Advance Shipment Notice (ASN) via the backend system to clients once an order is received, preparing clients to accept the shipment in an organised manner. The solution drastically reduces the average order and invoice handling time from a few hours to 60 minutes, boosting staff efficiency and accuracy.

By supporting the exchange of orders, delivery notes and invoices for transacting parties, the client side can easily validate the items quantity and amount between the ASN and the goods receipt record, and promptly receive invoice matching results. In case of deviation, both parties can take remedial actions swiftly and clearly that ensure transparency of the transaction.

Benefits

ezTRADE™ equips Golden Sector with heightened efficiency:

1. Saving time for handling transaction documents
2. Enhancing invoice accuracy for better customers' satisfaction
3. Speeding up clients' payment and increasing company cash flow
4. Increasing efficiency for handling invoice and dealing with problematic documents

解決方案

公司在2016年開始採用「通商易」（ezTRADE™）的網絡版方案，其後由於與客戶的交易量大增，於2018年中旬起決定部署「通商易」的增值電子商務解決方案（Gateway），配合公司原有企業資源管理系統（ERP），滿足頻繁訂單往來的需要。「通商易」Gateway是一套建基於GS1 EANCOM / EDIFACT標準的B2B電子商貿平台，可供企業與其貿易夥伴在供應鏈每一個階段交換電子信息，如採購單、出貨單、發票等。

當通商易方案接入公司ERP後，金中農業在收到採購單時，會透過公司的ERP向客戶發送出貨單（ASN），讓客戶得悉食品運送時間、數量及托運特點等，客戶得以更妥善安排接收貨品。方案將平均處理訂單和付款單的時間大幅減省，由數小時減至約60分鐘，大幅提升員工效率及準確度。

平台同時會為交易雙方交換訂單、出貨單及發票，客戶便能根據ASN驗證貨品的數量和金額，及時準確地向平台提供收貨記錄，從而在平台上快速得到發票配對結果。若有任何偏差，雙方都能清楚知悉及迅速糾正，增加整個交易的透明度。

效益

通商易讓金中農業更有效率：

1. 節省處理訂單等交易文件的時間
2. 將訂單準確度提升，令客戶的滿意度有所提升
3. 客戶能更快支付貨款，加快公司現金流
4. 提升核對賬項的效率，更快處理有問題的單據