

用友
yonyou

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企业数智化
用友BIP



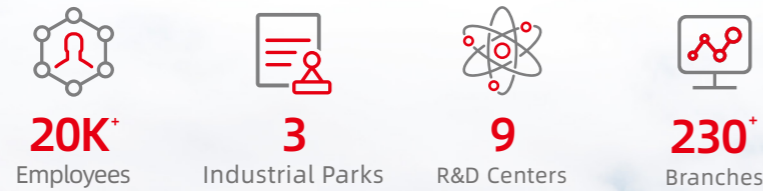
用友网络科技股份有限公司
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COMPANY INTRODUCTION

公司介绍



A World-leading Provider of Enterprise Software and Intelligent Services



37 Years of Expertise and Dedication

Continuous Innovation:

From Informatization to Digitalization; from ERP to BIP

Become A World-leading Provider of Enterprise Software and Intelligent Services

3.0

Target: Top 3 in the World Empower 10M+ Enterprises Digitalization

2017 ~ | Society-level BIP

Currently No. 1 in APAC and No. 8 in the global ERP SaaS market
(Source : Gartner)

2.0

No.1 in APAC (Global Top 10)ERP Software Provider

1999 ~ 2016 | Enterprise-level ERP

Empower 2M+ enterprises informatization
(Source: CCID)

1.0

No.1 in China Financial Software Provider

1988 ~ 1998 | Department-level; Financial Software

Empower 400K+ enterprises with computerized accounting system
(Source: CCID)

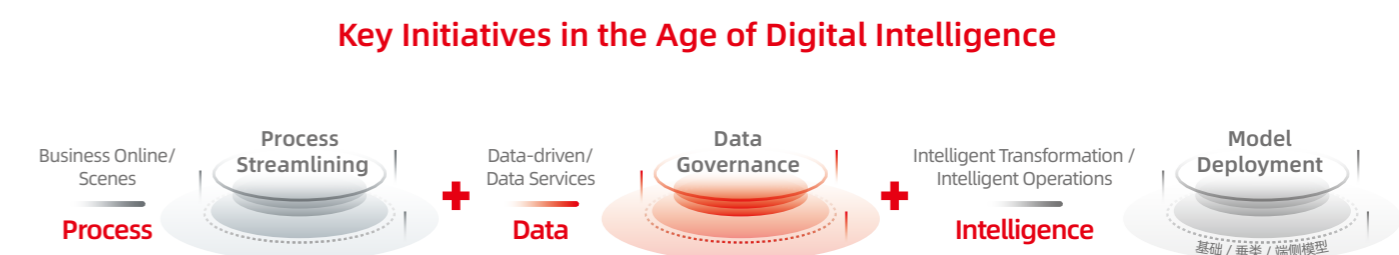
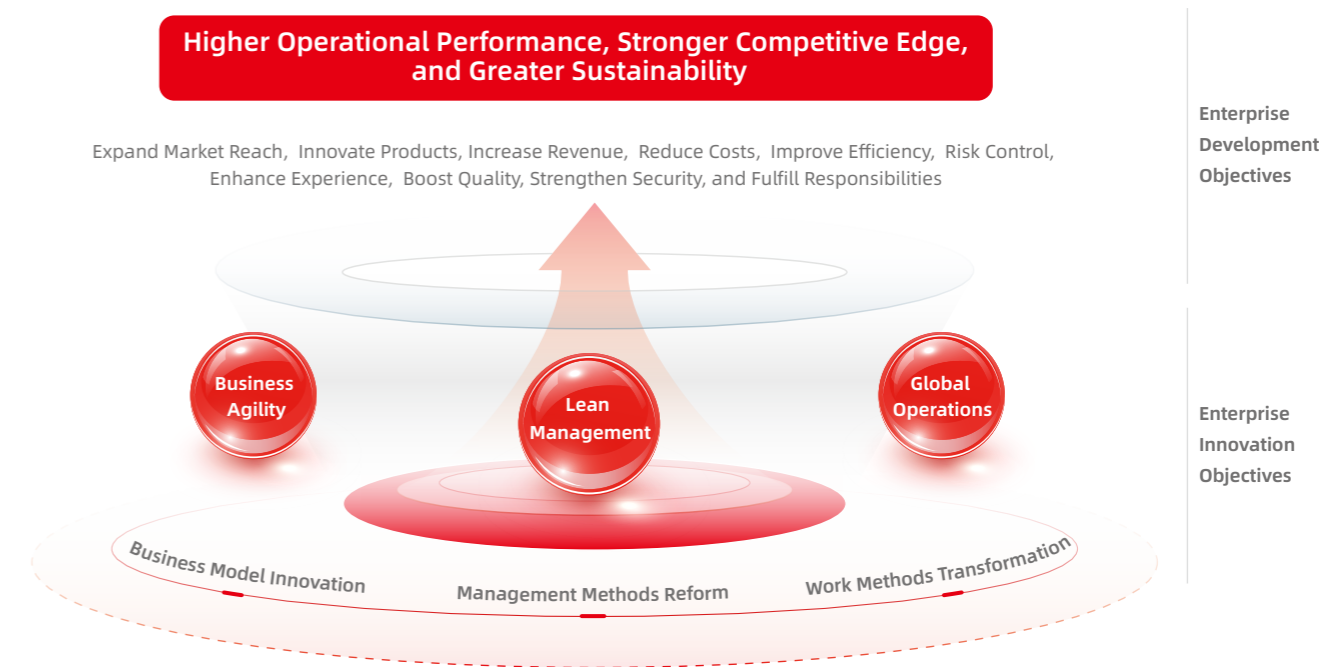
Enterprise Digital Intelligence 1-2-3

(The Enterprise Digital Transformation Advanced Model)

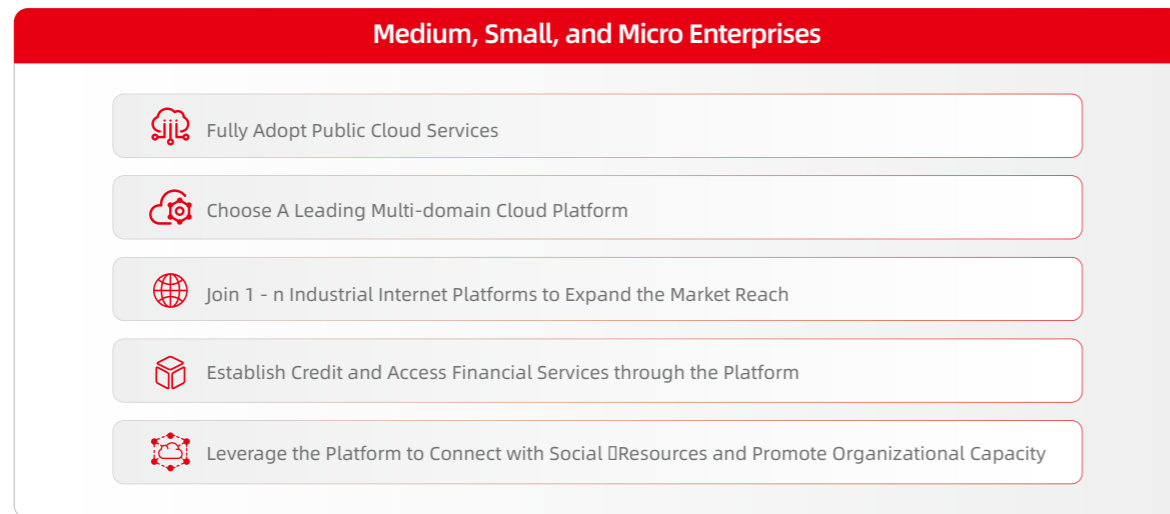
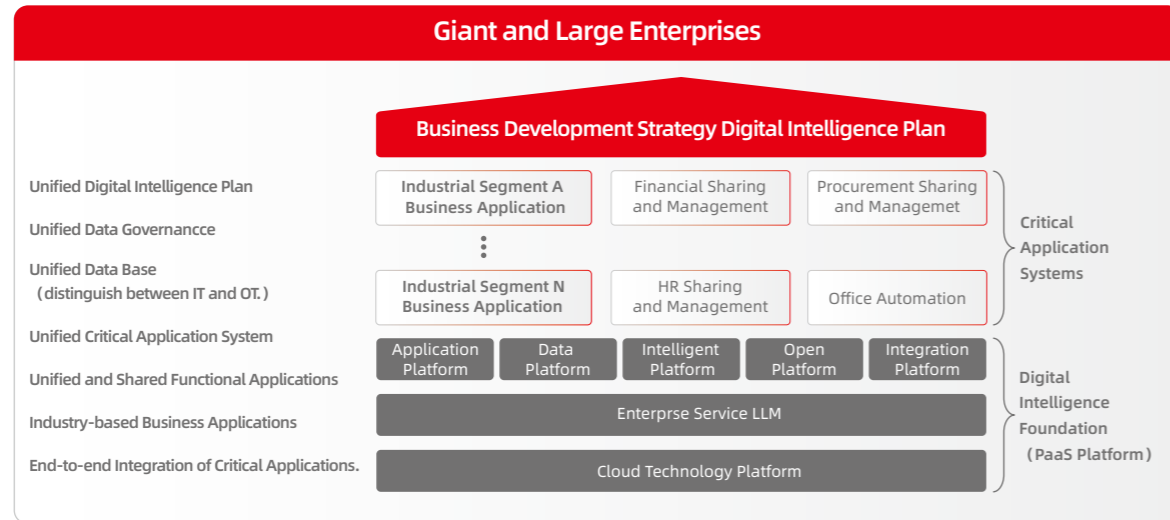
	Application	Data Service	Intelligence	Foundation	Technology
L3 Intelligent Operation (Empower Intelligence) Intelligent Business Operation Natural Human-Machine Interaction Knowledge and Application Generation	Intelligent Agile Application -IntelligentReview -Intelligent Scheduling -AI Interview -Intelligent Assistant -Digital Intelligence Interaction	Data Service : Innovation e.g. Product Optimization Data Management Quantitative Management Level; Optimized Level Data Resources Social-Level Data	Cognitive Intelligence Layer -Enterprise Service Large Model -Intelligent Entity	GAI Enhances Intelligent Foundation	AI Native
L2 Data-driven (Utilize Data) Comprehensive Data Services Unified Data Governance Unified Digital Intelligence Foundation	Thematic Fusion Application -Integration of Business and Finance -Collaboration of Production and Sales -Smart Manufacturing -Talent Development	Data Service : Controlling / Decision Making e.g. Risk Warning / Intelligent Pricing Data Management Managed Level / Stable Level Data Resources Global Data	Cognitive Layer -NLP -VPA -Digital Intelligence Employee -Intelligent Search -Knowledge Graph -Machine Learning Platform	Upgrade and Unify Digital Intelligence Foundation	IT Application Innovation
L1 Business Online (Cloud Deployment) Online Business and Management Real-time Perception and Instant Communication Cloud Deployment and Connection	Scenario Specific Local Application -Expense Reimbursement & Control -Collaboration Cloud -Procurement Cloud -MES -Recruitment Cloud	Data Service : Presentation / Analysis e.g. Reports / Dashboards / Business Analysis Data Management Initial Level Data Resources Dispersed Data	Perception Layer -RPA -OCR -Speech Recognition -Image Recognition -Rule engine -Basic Search	Build Partial Foundation Capabilities	Cloud Native

Note: Data Services are based on Yonyou's "Data Services Value Hierarchy Model"; Data Management is based on "Data Management Capability Maturity Model (DCMM)"
 GAI - Generative Artificial Intelligence; NLP - Natural Language Processing; VPA - Visual Personal Assistant; RPA - Robotic Process Automation; OCR - Optical Character Recognition;
 MES - Manufacturing Execution System

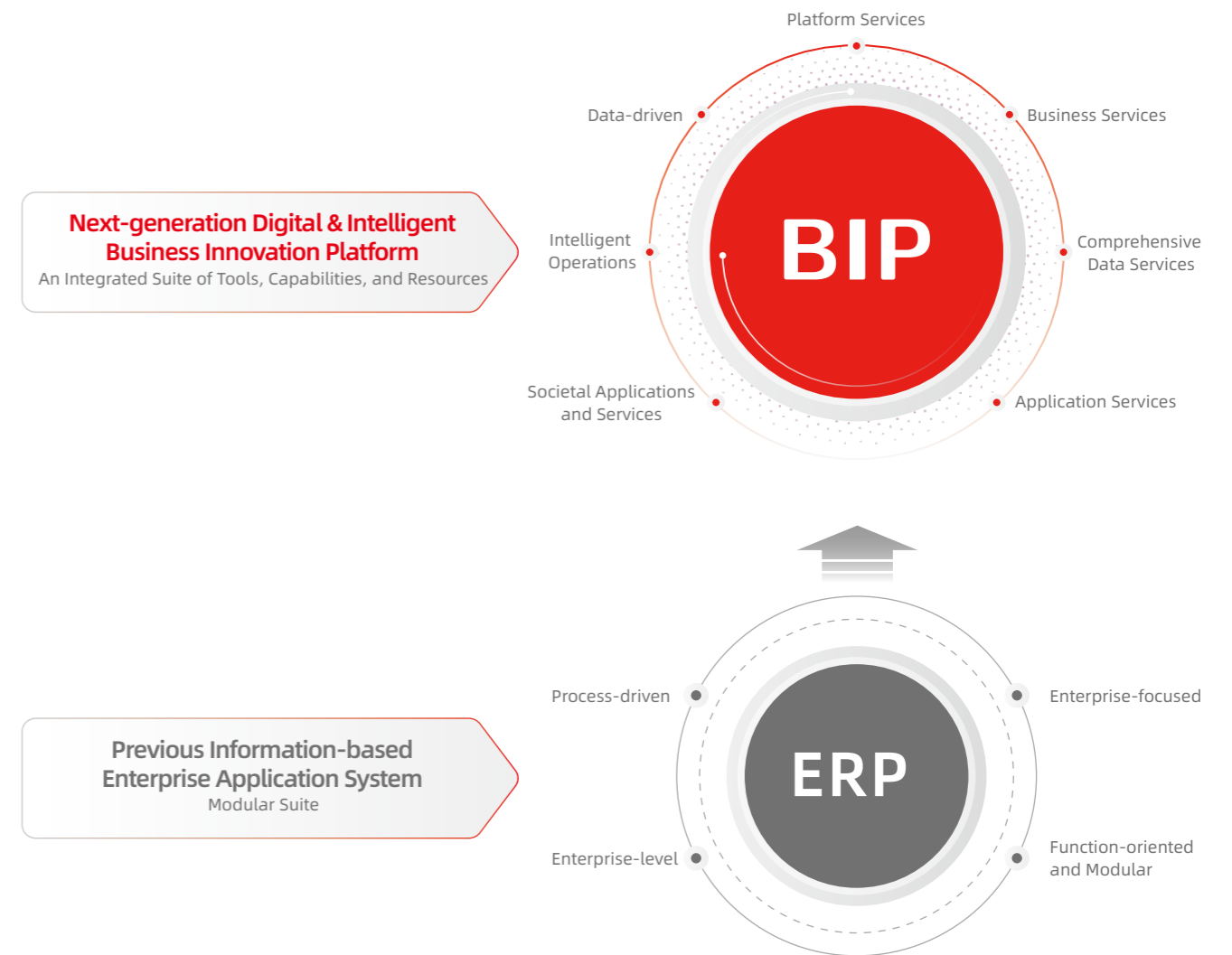
The Objective System for Digital & Intelligent Enterprises



❖ The Path to Digital Intelligence for Giant, Large, Medium, Small and Micro Enterprises



❖ Yonyou's New Concept of Enterprise Service: BIP (Business Innovation Platform)

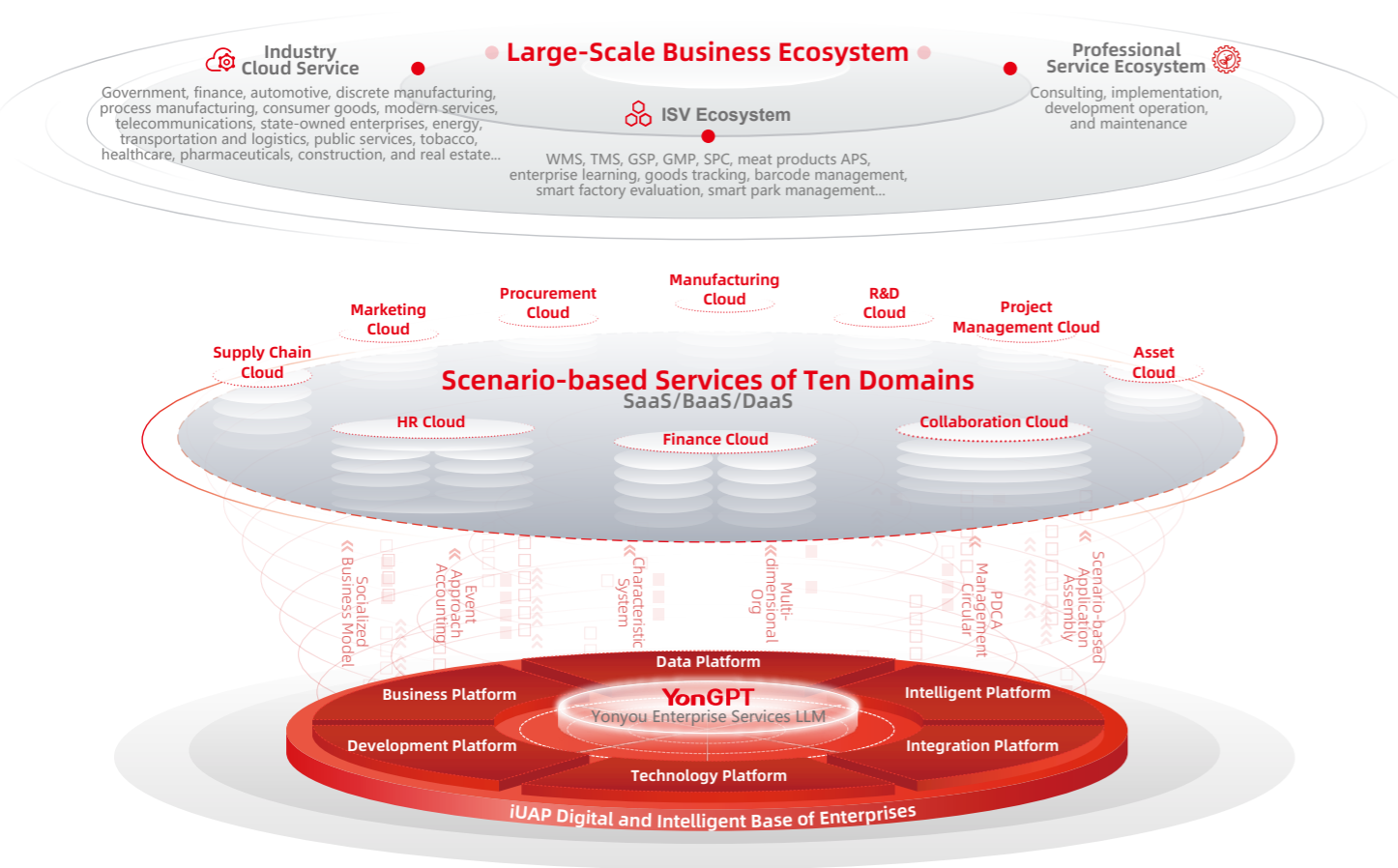


Business Innovation Platform

— A World-leading Provider of Enterprise Software and Intelligent Services

用友BIP Built for Enterprises Digital Intelligence

YonBIP1 (2017) → YonBIP2 (2020) → YonBIP3 (2022)

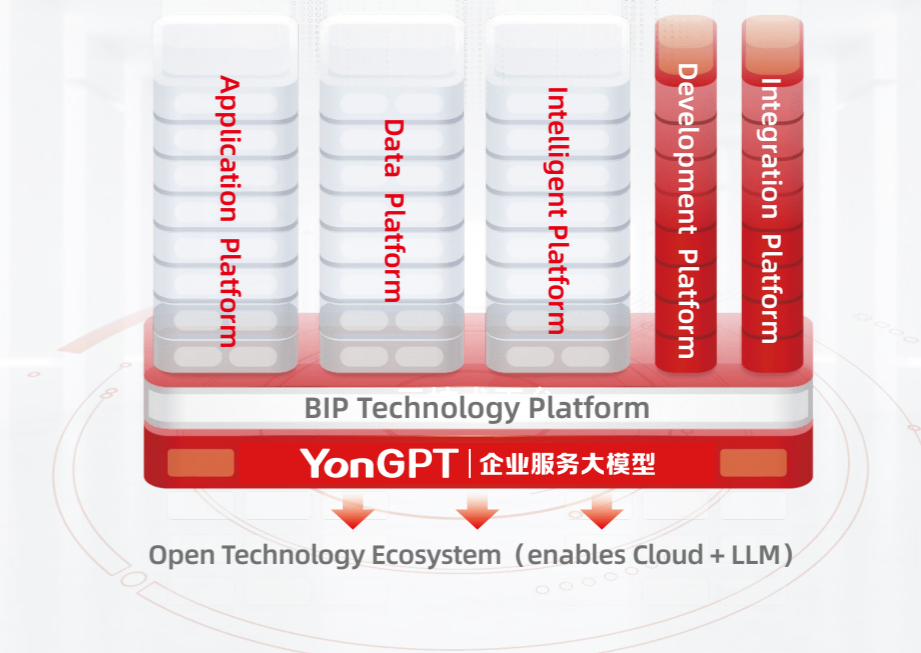


YonBIP | iuap, A Business-Savvy Digital Intelligence Foundation for Enterprises

Top 10 globally and the only Asia-pacific vendor in the high-productivity aPaas market (Source from Gartner)

No.1 Chinese aPaas market share for 4 consecutive years (Source from IDC)

Enable enterprises to build and operate a robust and unified digital intelligence foundation



From public cloud to private cloud, reduced from one month to 3 days	Improved efficiency of repeated operations in Privatization by 100%	Operational maintenance labor cost savings of 90%	Autonomous, Secure, and Controllable 80%
Reduction in resource consumption of 80%	Improvement in Security Deployment Efficiency of 50%	Capable of running 1000k Calculation rules per minute	Supports Rapid Merging of Multi-Criteria, Multi-Currency, and Main-Sub Tables at a Scale of Hundreds of Billions of Data.

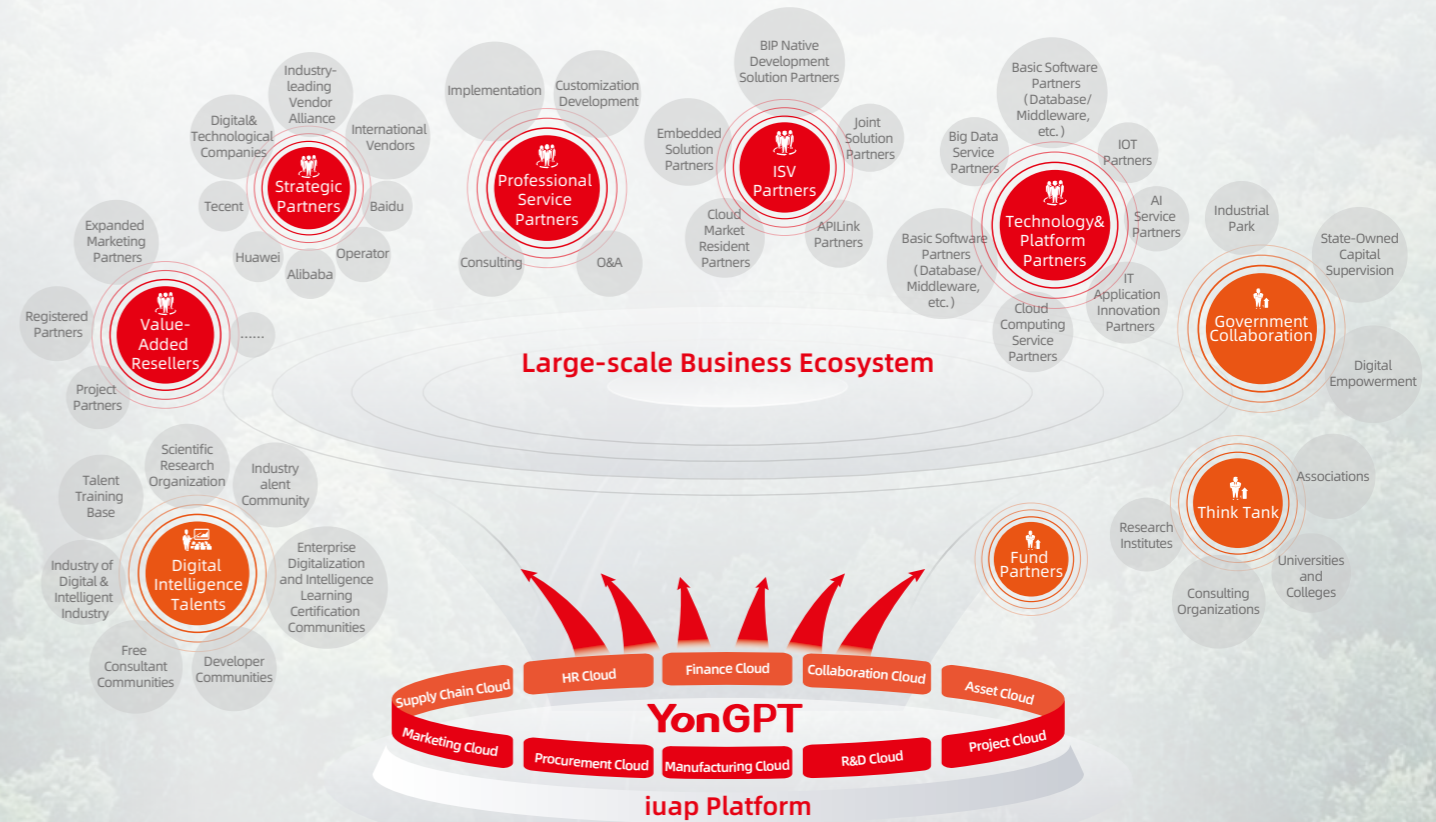
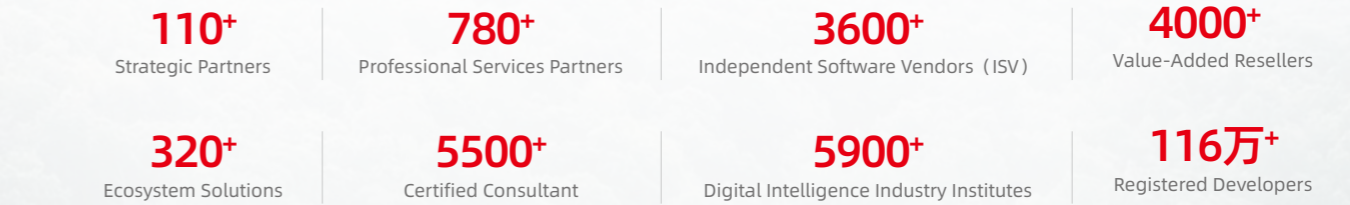
The multi-dimensional engine database achieves domestic chip testing, handling **hundreds of billions** of data volumes and **tens of thousands** of concurrent searches with **millisecond** response times.

YonBIP Application Services in Ten Fields

The enterprise cloud service suite provides the most comprehensive global coverage, fulfilling clients' requirements for integrated applications.

 <p>Finance Cloud Digital Intelligence Integration, Value-driven Finance</p>	 <p>HR Cloud Employee Empowerment, Organization Activation</p>
 <p>Supply Chain Cloud Agile Operations, High-efficiency Collaboration</p>	 <p>Marketing Cloud Omni-channel Marketing, Digital Intelligence Operation</p>
 <p>Manufacturing Cloud Agile Manufacturing, Production-Sales Collaboration</p>	 <p>Procurement Cloud Global Sourcing, Resilient Supplying</p>
 <p>R&D Cloud Digital Intelligence-driven, R&D Innovation</p>	 <p>Project Cloud Integrated Project Management, Intelligent Accounting</p>
 <p>Asset Cloud Lean Operations, Intelligent Maintenance</p>	 <p>Collaboration Cloud Digital Intelligence YonZone, Highly Converged Collaboration</p>

Massive Ecosystem of Integration and Coexistence



YonBIP: The Choice for World-Leading Enterprises' Digital Intelligence

58,000+

large and medium enterprises have chosen YonBIP

740,000+

small and micro enterprises have chosen Chanjet Service



Yonyou Globalization 2.0 : Rooted in Asia-Pacific, Serving Enterprises Globally

12 Overseas Branches, 1300+ Large/Middle-sized Overseas Clients;
Delivery Experience in 40+ Countries/Regions;

Serving 60% local clients and 40% Chinese enterprises for going global,
we are the leading Chinese enterprise software vendor with the strongest international operations and team.

 中国移动国际 YonBIP HR Cloud	 中国交建 YonBIP HR Management	 万华化学 YonBIP Digital Intelligence Platform	 日丰 YonBIP Business and Finance Integration
 印尼 J&T 极兔速递 YonBIP Finance, Supply Chain, Funds	 新加坡 STAMFORD Tyres 添福轮胎 YonBIP Finance, Marketing, Data Management	 日本 TOMAS 东京贸易控股 YonBIP Scrap Steel AI Grading System	 越南 VSUN YonBIP Finance, Supply Chain, MES Integration

❖ Honed for Years, Yonyou Delivers Highly Cost-effective Globalization Solutions



❖ With 22 Years of Experience in Hong Kong, Yonyou's Operations Team Continues to Expand



About Yonyou Hong Kong

Yonyou Hong Kong is committed to accelerating the digitization process of Hong Kong enterprises by leveraging Hong Kong's two-way status.

Yonyou Hong Kong serves as Yonyou Network's **headquarter for overseas clients**, providing software and cloud services to enterprises in Hong Kong, Macao and Taiwan, the 10 ASEAN countries, as well as Australia, New Zealand and other Asia-Pacific countries.

• 2003

Yonyou Hong Kong serves as Yonyou Network's **headquarter for overseas clients** and is its first overseas business branch.

• 2013

Establishing Shenzhen R&D Centre to promote product localization in Hong Kong

• 2020

Yonyou promote business mobility, digitalization and intelligence

• 2023

Launched Globalization 2.0 strategy and helping Hong Kong enterprises to go overseas

• 2024

200+ employees in Hong Kong and Shenzhen, serving thousands of Hong Kong local enterprises, committed to serving the digital transformation of Asia-Pacific enterprises.