



## Empowering Your Competitiveness With Better ROI (In Apparel Industry)



Microsoft Manufacturing Solutions Day

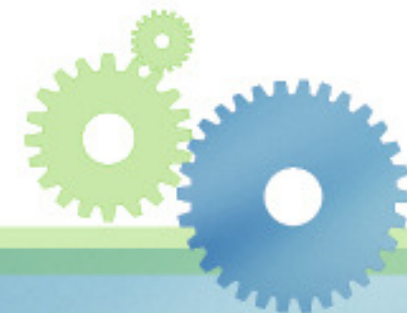
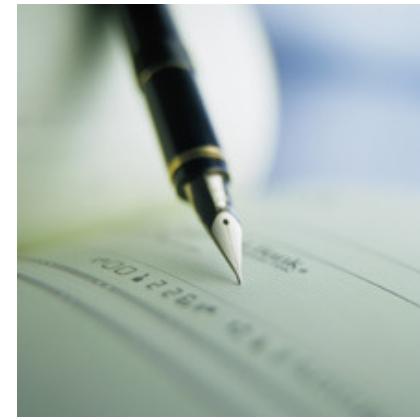
Simon Lum  
Chief Operating Officer  
MSC Limited  
October 29<sup>th</sup>, 2004



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### Agenda

- **Industry Highlight**
- **Simon's Observations**
- **Case Study – Empowering Your Competitiveness With Better ROI**
- **Future Trend**
- **Q & A**





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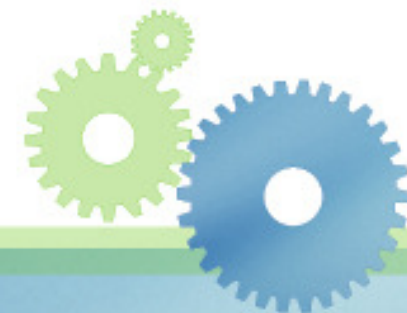
## Industry Highlight



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### Industry Highlight

- Major manufacturing sectors in Hong Kong  
(Total export in the first half of 2004 reached HK\$82.8 billion, a 6% increase)
- High quality apparel
- Short lead time.
- Moved to higher value-added activities
- Develop own brand locally and internationally
- Set up sales offices in the States and EU
- Establish mega production plants in mainland China and other low cost regions

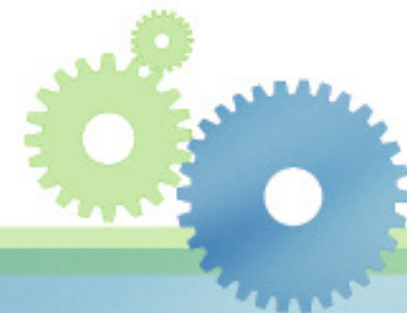
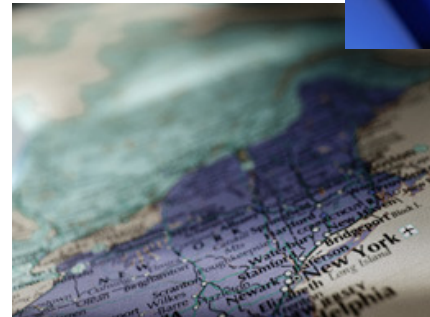


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## Competition Post 2005

### Macro Factors

- No-quota environment
- Off-shore competition
- China factory competition



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### Competition Post 2005

#### Micro Factors

- Volume Orders Shifting Offshore
- JIT Replenishment System
- Fabric Liabilities Transferring
- Strict Compliance
- High Transparency
- Lower Margin





## Garment becomes a highly competitive industry





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### Quality

- Effective sample management
- Improved process in merchandising and production planning
- Improved shop floor management
- Tightened QC procedure

### Pricing

- Fabric cost (50-70%)
- CM cost (15-20%)
- Overhead cost (20%)
- Logistic cost (5%)

### Service

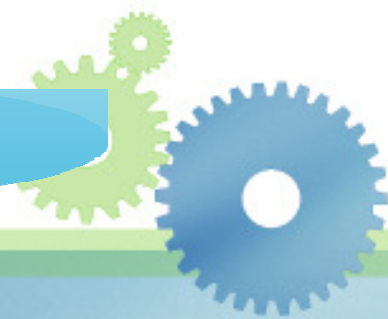
- Sample and Fabrication development
- Meeting delivery schedule
- Close monitoring of order status
- Response time to customers

### Efficiency

- Production efficiency in workshop
- Operation efficiency on workflow
- Management efficiency on reporting

### Compliance

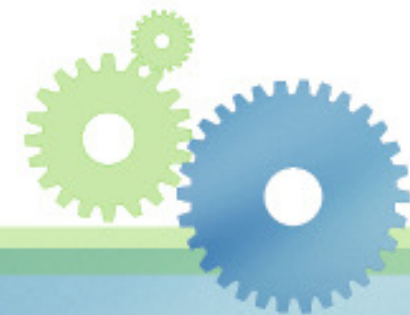
- No excessive overtime
- Minimum wage
- Maintenance of records (esp. tickets, payroll records)
- Condition in workshop







## Simon's Observations



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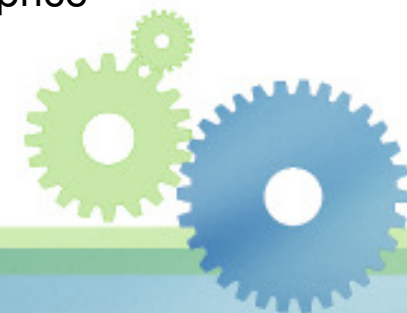
### Common dialog in your office

#### Sales office

- Can I still take order for November ?
- What gauge of machine is still available ?



- The buyer wants the quotation tomorrow, I don't have an updated costing information
- The buyer is crazy, they cut the price by 20% from last year



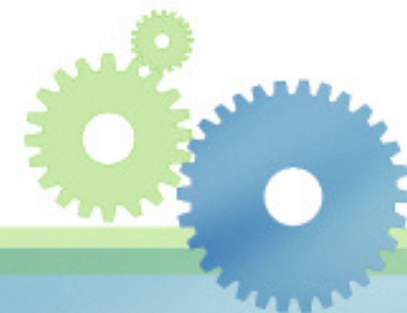
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### Merchandising office



- Boss, production has never informed me that we need to air the garments tomorrow.
- Please call production now, my customer is asking me the cut quantity and the date for inspection... he is on the line..

- Two of my team have left, I don't know what has to be followed up.....
- The tight schedule won't allow for one day delay.



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### Production office



- Sorry, we are never informed of the change in size assortment. Everything is cut.
- For this complicated style, I cannot control the embroidery factory nor the washing factory.
- One colour out of ten is missing, I cannot start knitting.
- All materials are ready except the thread, the whole production line will stop if we don't have it this morning ....
- Who has changed the packing instruction ? They have to be inspected tomorrow !



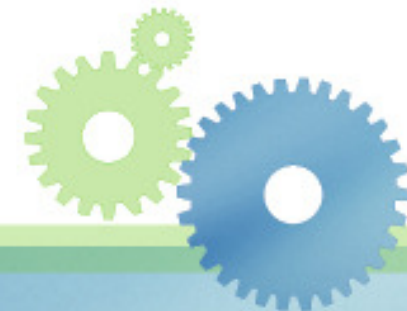
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### Finance Department

- How can I consolidate 10 costing worksheets into one spreadsheet ? My boss needs this tomorrow.
- Just take the order first then we calculate the costing... we have no reference on hand.



- You have forgotten to charge them the samples, they are from last season.
- We can't draw the LC, the prices are different on the customer contract ....





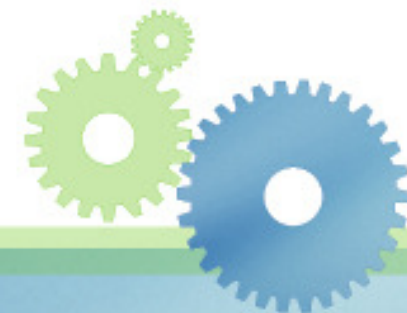
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### Management office

- Is this customer having a high GP ? Are we going to have Japanese tonight or just coffee?
- I am working on next season budget but I don't even have actual figures from last season.



- Today is October 29, my report is still showing me July figures.



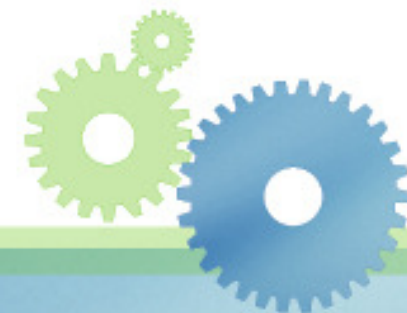


**All apparel companies have the same problems  
but only in different language and expression !**

古語有云：見微知著

Einstein : “I have no particular talent, I am merely  
extremely inquisitive”

Simon : “Disassembling and Re-assembling give a  
different view”



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### Summarizing everything into 3 Buckets

#### ERP can address these points

##### External Uncontrollable Factor

- Small Order and Complicated Style
- Short Lead Time
- Strict compliance Requirement

##### Internal Operation Problem

- Lack of Costing information
- Duplicate Data Entry
- High Inventory Cost
- Inefficient Control in Remote Office
- No standardized Procedure
- Human Error
- Lack of Reporting for Analysis

##### HR Problem

- Staff Overloaded
- Working Without Best Practice
- Time Consuming for Order T&A
- Paralyzed With Staff Turnover





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### **Case Study – Empowering Your Competitiveness with Better ROI**

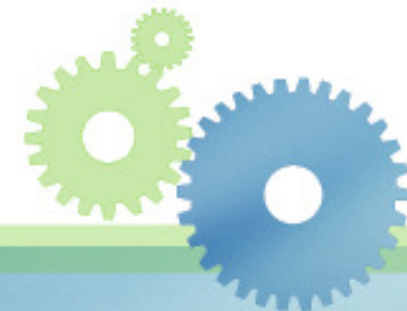


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### Case Study – Empowering Your Competitiveness with Better ROI

Reviewing a successful case :

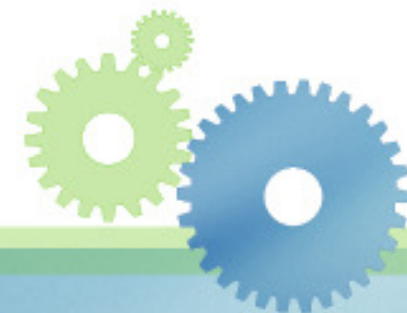
A Listed Garment Company in Hong Kong



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### Background

- 1 billion turnover with 5 factories in Pearl River Delta and 1 in Cambodia employing 750 staff and 6,500 workers worldwide
- Making wide range of products in woven tops and bottoms, fine knits and sweaters
- Steady business with annual profit (4 ~ 7% bottom line)



**After installed MSC system in 2002, the group achieves the following improvements**

**1. Hong Kong Overhead Reduction**

**Pre MSC**

- 160 Headcounts in Hong Kong



**Post MSC**

- 60 Headcounts in Hong Kong
- 100 Headcounts in PRC
- Saving of \$20 million in overhead every year

**Benefited From**

- Workflow Reengineering
- High System Connectivity





## 2. Production Planning and Control

### Pre MSC

- 3% of order suffered delivery problem

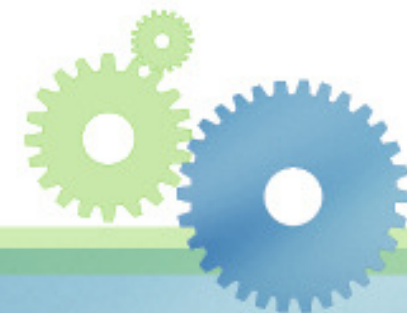


### Post MSC

- Rarely bears air freight or penalty

#### Benefited From

- Early awareness through ERP monitoring system
- Production planning module
- More responsive work force in PRC
- Helping suppliers and subcontractors to prioritize deliveries



### 3. Order Processing Efficiency

#### Pre MSC

- Overloading
- Lot of human errors
- Delay in information flow

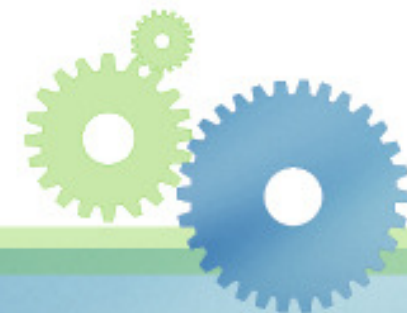


#### Post MSC

- Can handle 40% more workload
- High accuracy
- Tight coordination amongst departments

#### Benefited From

- Elimination of duplicate input
- Share of information on ERP
- Less effort spent in reporting
- Forward planning
- Elimination of human errors (30% - 40% time saved)



## 4. Productivity Gain

### Pre MSC

- Low productivity
- High unit overhead cost



### Post MSC

- Productivity increased by 25% with same factory layout and work force

#### Benefited From

- Close monitoring of material delivery against production planning
- Payroll analysis reflects worker performance
- Reduction of idle machine time especially for OPA & 8AB operation
- More responsive merchandising team in PRC



## 5. Inventory Cost Reduction

### Pre MSC

- Outdated inventory records
- Over purchase
- High inventory level

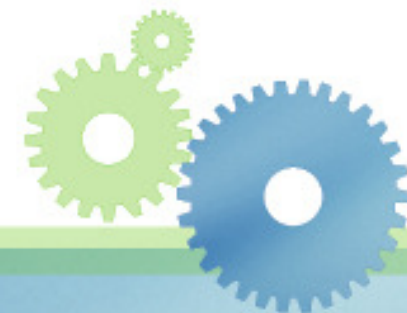


### Post MSC

- Material seldom stays in warehouse over 2 days
- Less stock return from workshop
- Stock items easily identified for repeat order

### Benefited From

- Close monitoring of material delivery
- Updated records indicate inventory items, qty & location
- Accurate calculation of material usage & purchase
- Bulk purchase discount after consolidation



## 6. Management Control Improvement

### Pre MSC

- Outdated costing information
- Inefficient capacity planning in factory
- Lack of analysis

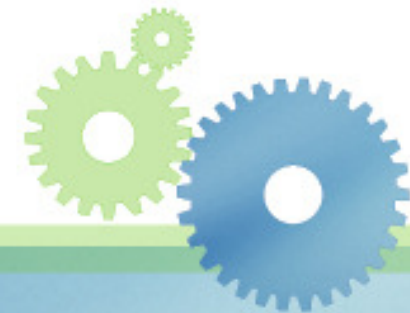


### Post MSC

- Updated costing to offer best quotation
- Forward capacity planning
- Higher visibility to company performance
- Updated market situation

Benefited From

- Powerful reporting engine



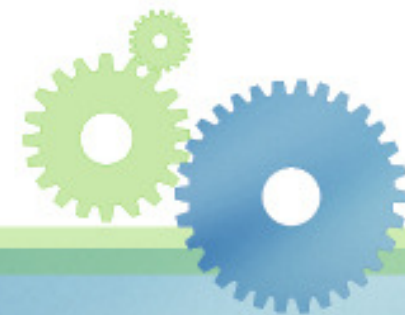


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### 7. And no more .....



13 9 2004





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No more handwritten, messy forms...

00090033 批 樣 辦 生 產 單

批號	P00-0207 I (1)	客戶	LOREY PS (ADEN-B)	日期	2000年6月7日
衣號	AB 1207	面料/皮料/大料/生皮料	數量	4件	
款式	女式 7針 長袖 開襟衫, 全身4色, 4袖口 2x2 貼布, 胸貼及帽邊	國家			
原料	2/28 55%人造毛 45%棉	完成時量		日期	2000年6月14日
顏色	黑色	用毛			
尺寸	M	件數	4件		
備註	* 衣服足需直着以袖, 洗水 及出廠後裁領				
	* 帽底為元門 3/4 衣服以 及胸貼				
	PRE-PROD SHPL				
	* 200-7針 P00-0207 I				
	* 帽頂之長度為 1" (看附圖)				
	* 衣服長度為 36" 胸 X 55 1/2 長				
	* 衣服長度為 36" 胸 X 55 1/2 長				
	* 衣服長度為 36" 胸 X 55 1/2 長				

尺碼 (21CM)	M	完成尺碼	月	日	圖
A 衣長	22	前胸長 (領口下 5")	13 1/2		
B 袖長	18 1/2	後胸長 ( )	13 1/4		
C 袖長	25 1/4	袖長 (夾底度)	19		
D 袖口	4 1/4				
E 腰圍	15 1/2	腰圍	14 1/2		
F 腰圍	7 1/4	腰圍 (腰圍)	1 1/2		
G 腰圍	20 1/2	腰圍 (腰圍)	1 1/2		
H 腰圍	7 1/2				
I 腰圍	3 1/4	腰圍 (腰圍)	26 1/2		
J 腰圍	1 1/2	腰圍 (腰圍)	22		
K 腰圍	3/8	腰圍 (腰圍)	1		
L 腰圍	1 1/4	腰圍 (腰圍)	1 1/4		
M 腰圍	3/2				
N 腰圍	3/8				
O 腰圍	3/8				
P 腰圍	3/8				
Q 腰圍	1				
R 腰圍	16 1/4				

圖 樣

配 料 備 註

主料		布	
成份		標	
附帶		標	
附帶		標	



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## With MSC Production Orders

  
**生產單**

第 1 頁 (共 3 頁)

買 家 : NORTH MINGHARTIN  
廠 家 : YKK CO LTD  
本廠號碼 : MSCST00001  
客戶號碼 : NNNST0121

生產單編號 : MSCPOST001  
發行人 : Mission System Consultant  
審單日期 : 2004 年 06 月 28 日  
起貨日期 : 2004 年 11 月 28 日

---

**款 式**  
MSCST00001 女裝上衫

**製備注意事項**  
車縫指示圖樣 : 衫身, 單面單線 1/4" 縫線,  
下底單面全線, 肩帶 1/4" 縫線, 前  
胸 1/4" 縫線  
車縫指示圖樣 : 頸口, 單面單線 1/4" 縫線, 前  
胸 1/4" 縫線  
車縫指示圖樣 : 頸口, 單面單線 1/4" 縫線, 前  
胸 1/4" 縫線

**顏色及款別分配表**

顏色/款別	8	10	12	14	16	TOTAL
黑色	100	100	100	100	100	500
天藍色	100	100	100	100	100	500
						1,000 (PCS)

**特別重要事項**  
WASHING LABEL : MACHINE WASH COLD, GENTLE CYCLE WITH SIMILAR COLOURS;  
洗水標 : USE ONLY NON-CHLORINE BLEACH WHEN NEEDED,  
LINE DRY IRON ON LOWEST SETTING AS NEEDED

  
16/F China Aerospace Centre, 143 Hui Bun Road, Hsiao Tung, Kowloon, Hong Kong  
Tel: (852) 2588 1148 Fax: (852) 25 83 8625  
Email: info@msc.com.hk Website: www.msc.com.hk

  
**生產單**

第 2 頁 (共 3 頁)

生產單編號 : MSCPOST001  
本廠號碼 : MSCST00001  
發行人 : Mission System Consultant

---

**尺寸表 (CM)**

名稱 / 號碼	8	10	12	14	16
胸圍(最窄處)	34.50	36.50	38.50	40.50	42.50
胸圍	40.50	41.00	42.00	43.00	44.00
坐圍(腋下)	40.50	41.50	42.50	43.50	44.50
肩寬	14.50	15.50	16.50	17.50	18.50
背寬	13.50	14.50	15.50	16.50	17.50
袖中長	22.00	23.00	24.00	25.00	26.00
袖中長(袖口處)	22.50	23.50	24.50	25.50	26.50
袖口	20.50	21.50	22.50	23.50	24.50
袖口圍	6.50	7.50	8.50	9.50	10.50
袖口(腋下)	13.50	14.50	15.50	16.50	17.50
主袋圍	19.50	20.50	21.50	22.50	23.50
腰圍	41.50	42.50	43.50	44.50	45.50
腰長	13.00	14.00	15.00	16.00	17.00
主袋長	14.50	15.50	16.50	17.50	18.50

**製備事項**  
袖口圍 : 1/4" TOP 袖口圍 (1/4" SEAMS 處不計入肩寬)  
袖口圍 : 1/4" TOP 袖口圍  
袖口圍 : 1/4" TOP 袖口圍

**包裝資料**  
包裝 : 每件入一個裝在塑膠袋內, 每個袋內裝有吊牌及紙卡。  
包裝 : 每件入一個裝在塑膠袋內, 每個袋內裝有吊牌及紙卡。  
包裝 : 每件入一個裝在塑膠袋內, 每個袋內裝有吊牌及紙卡。

**長度**  
V-NECK : 1/4" TOP 袖口圍 (1/4" SEAMS 處不計入肩寬)  
袖口圍 : 1/4" TOP 袖口圍 (1/4" SEAMS 處不計入肩寬)  
袖口圍 : 1/4" TOP 袖口圍 (1/4" SEAMS 處不計入肩寬)

**款式事項**  
特別注意 : 2 下單後 "MADE IN CHINA"  
特別注意 : 1 下單後 "MADE IN CHINA"

  
16/F China Aerospace Centre, 143 Hui Bun Road, Hsiao Tung, Kowloon, Hong Kong  
Tel: (852) 2588 1148 Fax: (852) 25 83 8625  
Email: info@msc.com.hk Website: www.msc.com.hk

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## With MSC Costing Printouts

# COSTING ANALYSIS

COSTING SHEET NO.: COJA0001

CUSTOMER : MSC LTD

STYLE NO. : MSCJA001

CUST. STYLE : C123

STYLE GROUP :

DESCRIPTION : JACKET

PROGRAM :

ISSUED BY : MSC

DATE : 18-JUN-2004

COST UNIT : PCS

REF QTY :

DEPT NO :

DIV NO :

SEASON :

## Material

Type	Material No.	Material Name	Usage	Unit Cost	Wastage	Actual Consumption	Amount
Main							
	FAB001	100% Polyester	12 YD	10.0000 HKD / YD	.00	12.00	120.00
	FAB002	100% Polyester	12 YD	10.0000 HKD / YD	.00	12.00	120.00
						Total :	240.00

Acc							
	INT001	Interlining	6 YD	6.0000 HKD / YD	.00	6.00	36.00
	BUT001	Button	5 PCS	5.0000 HKD / PCS	.00	5.00	25.00
						Total :	61.00

TOTAL MATERIAL COST : 301.00

## Lab/Misc

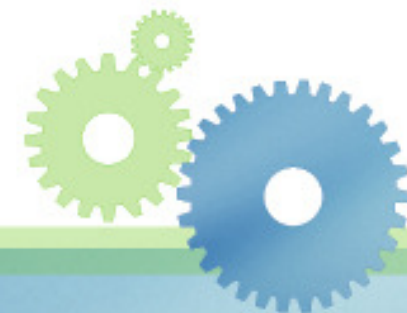
Type	Description	Usage	Unit Cost	Marked Up Base	Base Cost
CMT					
	TRIMMING		10.0000 HKD	10.00	10.00
				Total Lab/Misc :	10.00

non-CMT					
	普洗		9.5000 HKD	9.50	9.50
				Total Lab/Misc :	9.50

Overhead					
	加工費		3.3000 HKD	3.30	3.30
				Total Lab/Misc :	3.30

## TOTAL COST

Item	Base Cost	Marked Up Cost
Acc	61.00	61.00
Main	240.00	240.00
CMT	10.00	10.00
non-CMT	9.50	9.50
Overhead	3.30	3.30
<b>Total</b>	<b>323.80</b>	<b>323.80</b>





## Microsoft Manufacturing Solutions Day

## With MSC Sales Contract Listing

Print Date : 06/27/2004 15:27

Print by : MSC

## Sales Contract Listing

Page 1 of 1

Search By SC Date From : 27-Mar-2004

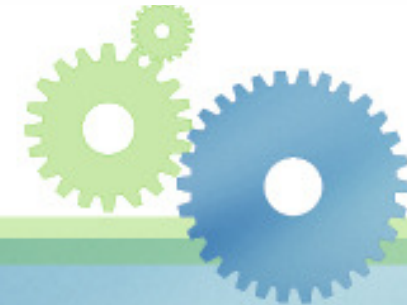
SC Date To : 27-Jun-2004

Status : New

Sort By Customer ASC, SC No. ASC

Customer	SC No	SC Date	Cust PO	In Charge	Style	Customer Style	Description	Ship Date	Quota Cat.	Qty	Unit Price	Amount
APOLLA LTD	SCKN0001	18-Jun-2004		MSC	MSCKN001		LADIES KNITWEAR	24-Dec-2004		1,170 PCS USD	12.0000 / PCS	14,040.00
	SCKN0001	18-Jun-2004			MSCKN001		LADIES KNITWEAR	15-Jul-2004		PCS USD	12.0000 / PCS	
MSC COMPANY LTD	SCKN0002	24-Jun-2004		MSC	GC-9087	GC-9087	GC-9087 Description	01-Jul-2004		52 PCS USD	70.4500 / PCS	3,663.40
	SCKN0002	24-Jun-2004			GC-9087	GC-9087	GC-9087 Description	10-Jul-2004		25 PCS USD	70.4500 / PCS	1,761.25
MSC LTD	SCBR0001	18-Jun-2004		MSC	MSCBR001		BRA	30-Jan-2005		2,240 PCS USD	12.0000 / PCS	26,880.00
	SCBR0001	18-Jun-2004			MSCBR001		BRA	24-Dec-2004		1,120 PCS USD	12.0000 / PCS	13,440.00
	SCHA0001	18-Jun-2004			MSCHA001		HANDBAG	24-Dec-2004		2,400 PCS USD	12.0000 / PCS	28,800.00
	SCHA0001	18-Jun-2004			MSCHA001		HANDBAG	30-Jan-2005		0 PCS USD	12.0000 / PCS	0.00
	SCJA0001	18-Jun-2004			MSCJA001		JACKET	30-Jan-2005		2,240 PCS USD	12.0000 / PCS	26,880.00
	SCJA0001	18-Jun-2004			MSCJA001		JACKET	24-Dec-2004		1,120 PCS USD	12.0000 / PCS	13,440.00
	SCTR0001	18-Jun-2004			MSCTR001		JACKET	24-Dec-2004		1,120 PCS USD	12.0000 / PCS	13,440.00
	SCTR0001	18-Jun-2004			MSCTR001		JACKET	30-Jan-2005		2,240 PCS USD	12.0000 / PCS	26,880.00
	SCWO0001	18-Jun-2004			MSCWO001		LADIES DRESS	24-Dec-2004		1,200 PCS USD	12.0000 / PCS	14,400.00
Total Qty(PCS):										14,927	Total (HKD):	1,428,599.78

Total: 13 Row(s)







## Microsoft Manufacturing Solutions Day

### With the MSC Order Status Reminder

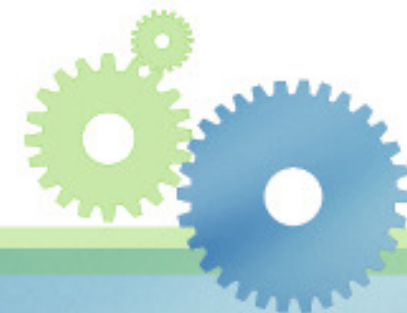
Calendar-- v20030805

Search Calendar All Month Week Day Tasks

Year: 2004 Month: 9 Display Style

W	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	29	30	31	1 MSCCAP001 MSCBAG0001	2	3 MSCBL00001	4
2	5	6 MSCCAP001	7 MSCCAP001	8 MSCBL00001 MSCBAG0001	9 MSCBAG0001	10 63-4588-100 MSCCAP001	11
3	12	13 MSCCAP001 63-4588-100	14 MSCCAP001	15	16 MSCCAP001	17	18 63-4588-100
4	19 MSCCAP001	20	21 More..... MSCCAP001 63-4588-100 MSCCAP001 MSCCAP001	22 MSCCAP001	23 MSCCAP001 MSCCAP001	24 MSCCAP001 MSCCAP001 MSCCAP001	25
5	26 MSCCAP001 MSCCAP001	27 More..... 63-4588-100 MSCCAP001 MSCCAP001 MSCCAP001	28	29 MSCCAP001 MSCCAP001	30	1	2
6	3	4	5	6	7	8	9

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## Microsoft Manufacturing Solutions Day

## With MSC Material Request

**MATERIAL REQUEST**

ATTN 致 : Kevin Chu

## REQUEST ORDER

物料需求通知單 : MRPF002

PAGE 頁數 : 1 OF 1

DATE 日期 : 07-AUG-2004

ORDER NO. 製單 : PDPF002

ORDER SHIP DATE 貨期 : 16-NOV-2004

PORT 站埠 : HONG KONG

STYLE 款號 : M3CK001

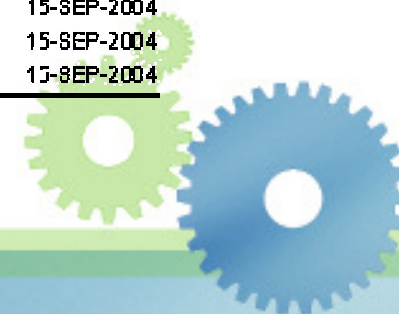
QTY 數量 : 6,634 PC

MATERIAL NO. 物料編號	DESC / COLOUR 摘要 / 顏色	SIZE 呎碼	CONFIRM QTY 數量	UNIT PRICE 單價	AMOUNT (HKD)金額	SUPPLIER 供應商	EXPECTED DEL 預計物料貨期
*001 1/5.5 50% 么略 50% 人選者							
	BLAC<		4,352.26 LB	HKD 12.0000/LB	52,227.12 MF		15-SEP-2004
	orange		2,177.44 LB	HKD 12.0000/LB	23,129.20 MF		15-OCT-2004
	white		2,177.44 LB	HKD 12.0000/LB	23,129.28 MF		15-SEP-2004
*002 1/4 50% 么略 50% 人選者							
	BLAC<		3,771.95 LB	HKD 12.0000/LB	45,263.40 MF		15-SEP-2004
	orange		1,887.11 LB	HKD 12.0000/LB	22,645.32 MF		15-SEP-2004
	white		1,887.11 LB	HKD 12.0000/LB	22,645.32 MF		15-SEP-2004
*GC-49 495 拉繩							
	BLAC<	10	227.72 PC	HKD 1.2000/PC	273.26	CHICHEON	15-SEP-2004
	BLAC<	11	56.91 PC	HKD 1.2000/PC	68.29	CHICHEON	15-SEP-2004
	orange	10	113.90 PC	HKD 1.2000/PC	136.68	CHICHEON	15-SEP-2004
	orange	11	28.50 PC	HKD 1.2000/PC	34.20	CHICHEON	15-SEP-2004
	WHITE	10	113.90 PC	HKD 1.2000/PC	136.68	CHICHEON	15-SEP-2004
	WHITE	11	28.50 PC	HKD 1.2000/PC	34.20	CHICHEON	15-SEP-2004

TOTAL AMOUNT 總金額 (HKD): 195,723.03

REQUESTED BY 登單人 : Mission System Consultant

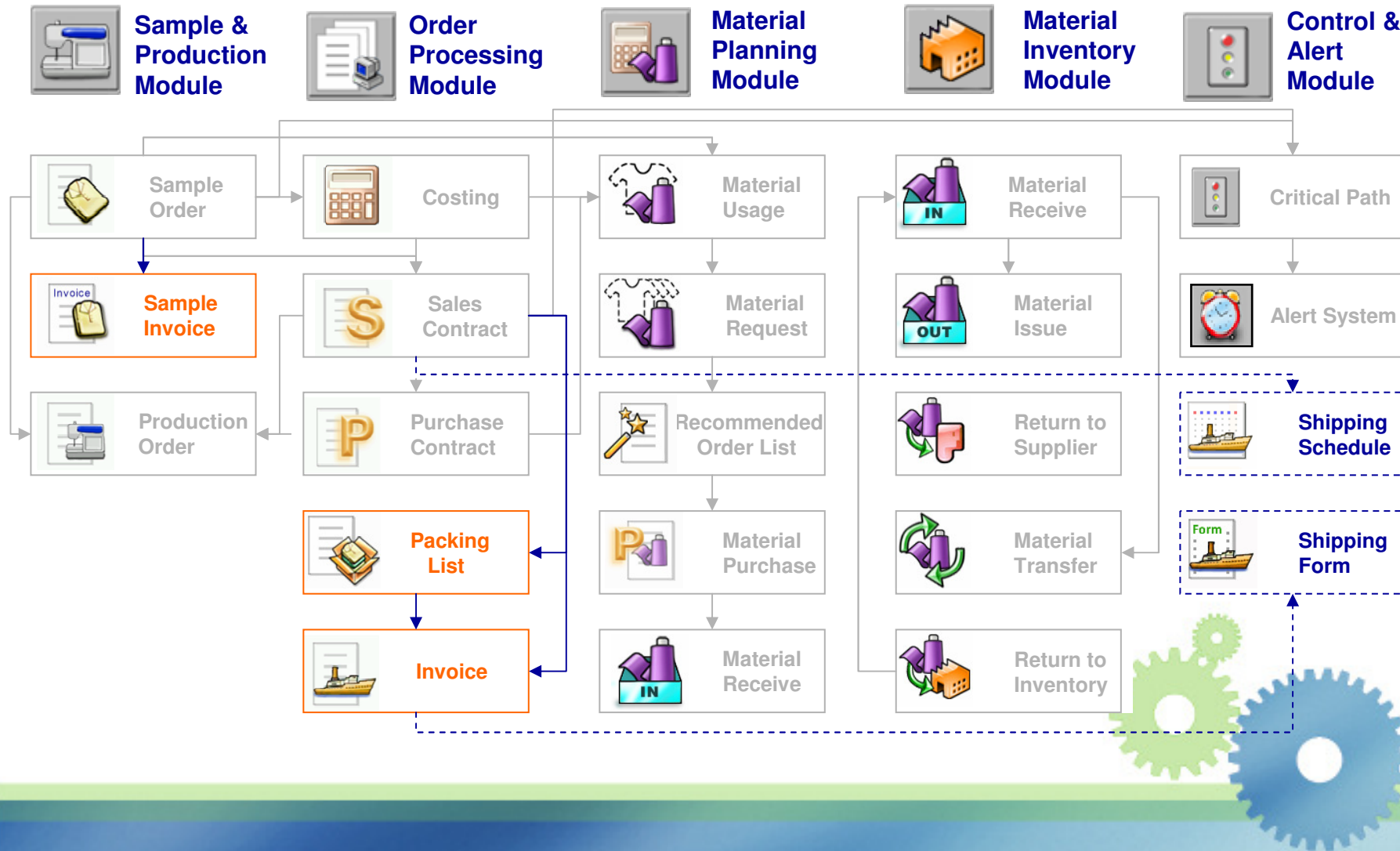
REMARKS 備註 :



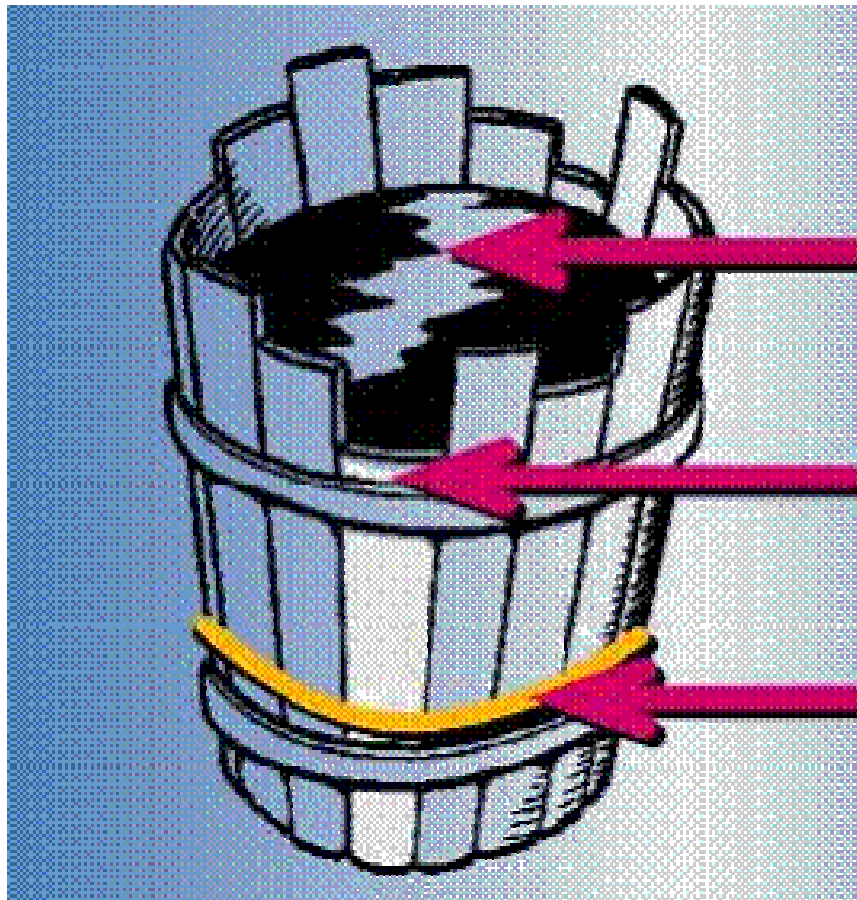


# Microsoft Manufacturing Solutions Day

## MSC Application Flow



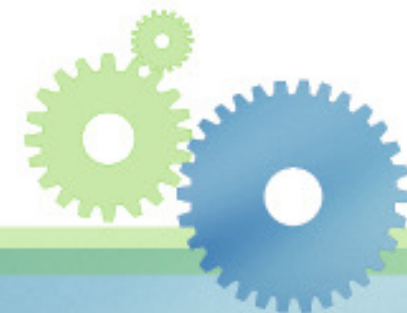
## See how the 'Bucket' theory applies



The success depends on:

The shortest piece of wood

How tight every piece of wood is adhering to each other

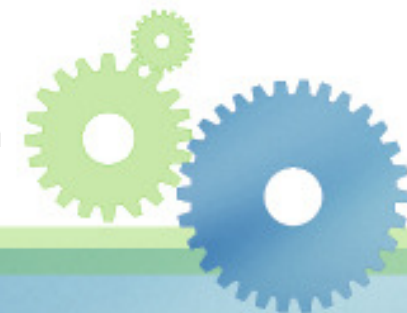
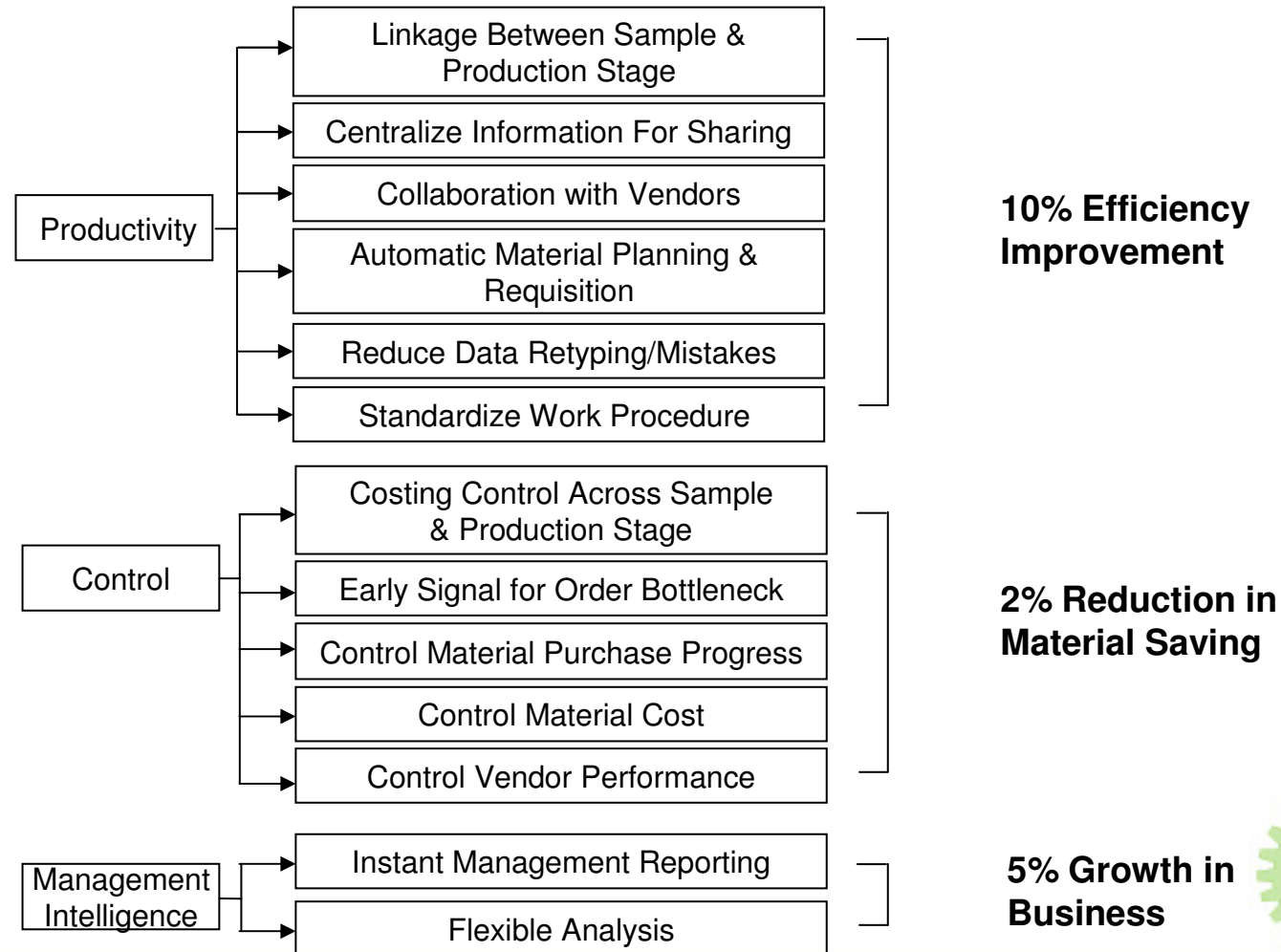


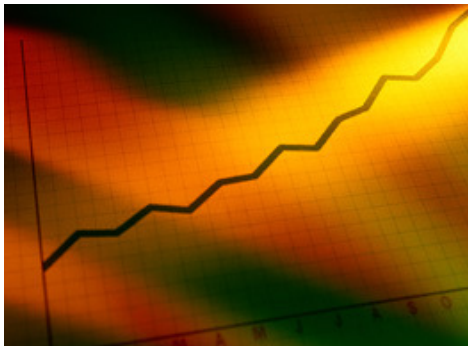
# Microsoft Manufacturing Solutions Day

## Main Benefits

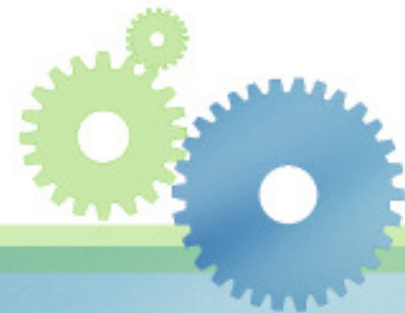
## Reasons for Benefit

## Survey Results





## Future Trend

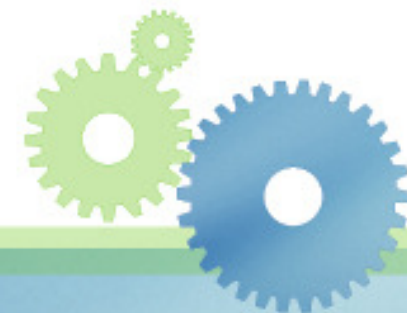


## Microsoft Manufacturing Solutions Day

### We cooperate with other B2B players in the e-Supply Chain



- Collaboration of different business entities
- ERP talking to ERP
- Website or Portal for information sharing with customers and vendors





Microsoft

## Microsoft Manufacturing Solutions Day

### Recent development by MSC for US buyers

- Request For Quote (RFQ) Module
- Production Progress Module
- Share Point Web Portal Module



Download and Upload Via Email!







Microsoft

## Microsoft Manufacturing Solutions Day

**MSC Garment System - MSC (ADMIN) - [Request For Quote - Edit]**

File Master Library Order Processing Control Manufacturing Production Mgt. Material Job Ticket Reports System Table Help Record

RFQ No. A00138 Rev 0 Status New Date 10/27/2004 Quote Currency HKD  
In Charge MSC User Status Customer MSCCUST025

Main Style Log Remark Amendment

Item View List View Attachment Image

Active ☒ Sample ☐ Quote ☐ Re-Quote ☐ Quota Cat 26  
ID 1 Style No. 03-0001 Country of Origin CHINA  
Cust Style 32 Sample Type APPROVAL SAM  
Description LADIES V/N M/S SO Ship Date 11/12/2004  
C/D Sample Qty 2 PCS  
Colour Group Dark Delivery A  
Colour Port HONG KONG  
Vendor MSCSUP007 MSCSUP007

Image: .image\Ladies' Knitted Sweater.bmp

Material Misc. Item Quote Detail Sample Log Quote Log

Type	Component	Material No.	Description	Supplier	SC
MAIN	MAJOR MATERIAL 主				
ACC	THREAD 配色線				
ACC	BUTTON 鈕				

- Buyers generate InfoPath template and send to factories via internet



# Microsoft Manufacturing Solutions Day

RFQ00019-03-0001-0-0[1].xml - Microsoft Office InfoPath 2003

File Edit View Insert Format Tools Table Help Type a question for help

**Request For Quote**

Style: 03-0001 Expire Date: 12/12/2004

Description: LADIES W/N M/S C/D

Vendor: ACTO



Colour Group		Dark				
Colour						
Quota Cat.		434				
Country of Origin		CHINA				
Garment Weight						

**Material**

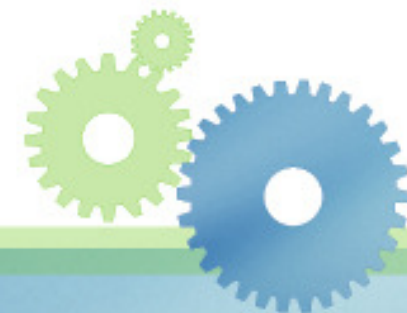
MAIN

Material	97% 伸縮尼龍 3 % SPANDEX					
Supplier	WINWAVE TEXTILE SUPPLIES LTD					
Price	AUD	0.0000				
Yield	YD	0.0000				

Material	FM00M057 66%棉 34%尼龍					
Supplier	WINWAVE TEXTILE SUPPLIES LTD					

Form template's location: c:\RFQService\RFQ.xsn

► **Factories fill up quotation and costing information**





## Microsoft Manufacturing Solutions Day

RFQ00019-03-0001-0-0[1].xml - Microsoft Office InfoPath 2003

File Edit View Insert Format Tools Table Help Type a question for help

Price HKD 8.0000

Yield YD 2.0000

**Misc. Item**

**CMT**

LABOUR	HKD	3.0000				
PACKING	HKD	1.5000				
WASHING	HKD	2.6000				
TRIMMING	HKD	2.0000				

**non-CMT**

TRANSPORT...	HKD	2.0000				
ACCESSORIES	HKD	1.7000				

**Projection Info.**

Projection Qty						
Proj. Ship Date						

**Comment**

Dak

**Special Treatment**

Dak

Send E-mail Submit

Form template's location: c:\RFQService\RFQ.xsn

► **Factories submit InfoPath back to Buyer through email**





Microsoft

## Microsoft Manufacturing Solutions Day

MSN Hotmail - Today - Microsoft Internet Explorer

檔案(F) 編輯(E) 檢視(V) 我的最愛(A) 工具(T) 說明(H)

連結 Request for Quote Login Page RQReceiveForm Web 服務 Localhost MSDN

網址(D) http://by22fd.bay22.hotmail.msn.com/cgi-bin/funhome?&curmbox=P000000001&a=d3b5413cbd1dd18fcaa20066afb67167 移至

### Request For Quote

Sign-In Summary Form Change Password Forget Password | Help

SIGN-IN COMPANY : NAM KWON COTTON INT. LTM. Last Generated Date : 2004 OCT 01 19:35:18

#### FORM STATUS SUMMARY

All Form Status  
Total 29 forms on web

All Form (29)  
New (9)  
Downloaded (20)  
Submitted (13)  
Not Submitted (7)

Form Status Summary  
Summary figure of all available forms stauts on web

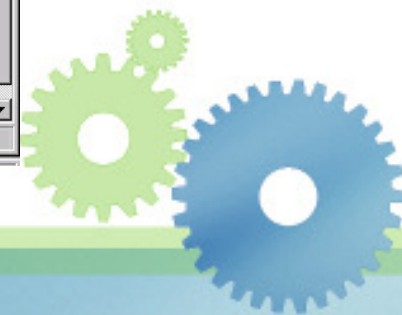
Form \ Period	Today	One Week	Two Weeks	Three Weeks	ALL
<b>Total Form</b>	<b>3</b>	<b>16</b>	<b>22</b>	<b>25</b>	<b>29</b>
New	2	5	7	8	9
Downloaded	1	11	15	17	20
Submitted	0	9	9	12	13
Not Submitted	1	3	6	5	7

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網際網路

► Factories download "Request For Quote" via internet







Microsoft

# Microsoft Manufacturing Solutions Day

MSN Hotmail - Today - Microsoft Internet Explorer

檔案(F) 編輯(E) 檢視(V) 我的最愛(A) 工具(T) 說明(H)

Request for Quote Login Page RPOreceiveForm Web 服務 Localhost MSDN

網址(D) http://by22fd.bay22.hotmail.msn.com/cgi-bin/funhome?&cumbox=F000000001&a=d3b5413cbd1dd8fcaa20066afb67167

## Request For Quote

Sign-In Summary Form Change Password Forget Password | Help

SIGN-IN COMPANY : NAM KWON COTTON INT. LTM. Last Generated Date : 2004 OCT 01 19:35:18

### FORM STATUS SUMMARY

Today | One Week | Two Weeks | Three Weeks | Show All | Select all | Clear all

**All Form Status**  
Total 29 forms on web

**All Form (29)**  
New (9)  
Downloaded (20)  
Submitted (13)  
Not Submitted (7)

**Download Forms**  
Select forms from the left and press "Download" button to download  
[Download](#)

Form	Post Date	Size	Last Download User / Date	Submit Date / Times
<input type="checkbox"/> M00132-ABC-0-0.xml	Oct 7	6KB		
<input type="checkbox"/> M00122-HA-0-0.xml	Oct 6	3KB	general@securityspac... Oct 6	
<input type="checkbox"/> M00122-HA-0-0.xml	Oct 6	32KB	sales@ssl.com Oct 6	
<input type="checkbox"/> M00132-ABC-0-0.xml	Oct 6	3KB	Docs Oct 6	
<input type="checkbox"/> M00130-KVN001-0-1.xr	Sep 28	5KB	Yiu Wing Louie Erik Sep 28	Sep 28 5
<input type="checkbox"/> M00132-ABC-0-0.xml	Sep 27	15KB	Citibank Sep 27	
<input type="checkbox"/> M00132-ABC-0-0.xml	Sep 15	9KB	Skype Sep 15	
<input type="checkbox"/> M00132-ABC-0-0.xml	Sep 9	2KB	LifeSaverD.ailyDirec... Sep 9	
<input type="checkbox"/> M00122-HA-0-0.xml	Aug 20	6KB	Yiu Wing Louie Erik Aug 20	Aug 20 6
<input type="checkbox"/> M00130-KVN001-0-1.xr	Aug 17	2KB	Yiu Wing Louie Erik Aug 17	Aug 17 2
<input type="checkbox"/> M00130-KVN001-0-1.xr	Aug 17	3KB	Yiu Wing Louie Erik Aug 17	Aug 17 3
<input type="checkbox"/> M00130-KVN001-0-1.xr	Aug 10	4KB	Yiu Wing Louie Erik Aug 10	Aug 10 4
<input type="checkbox"/> M00130-KVN001-0-1.xr	Aug 10	4KB	Yiu Wing Louie Erik Aug 10	Aug 10 4
<input type="checkbox"/> M00122-HA-0-0.xml	Aug 10	3KB	Yiu Wing Louie Erik Aug 10	Aug 10 3
<input type="checkbox"/> M00130-KVN001-0-1.xr	Aug 10	6KB	Yiu Wing Louie Erik Aug 10	Aug 10 6

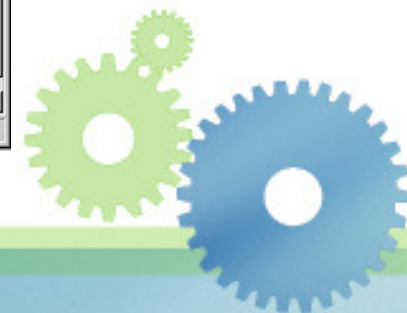
1 2 3

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網際網路

► System helping factories to keep track of information





## Microsoft Manufacturing Solutions Day

MSC Garment System ~ MSC (ADMIN) - [Costing Analysis - Edit ( Approved ) ]

File Master Library Order Processing Control Manufacturing Production Management Material Job Ticket Reports System Table Help Record

Costing No. CO000019 Rev 0 Status New Date 09/13/2004 Customer OXFORD PRO  
In Charge MSC User Status Cost Unit PCS Manufacturer ACTO LTD

Main Cost Markup Other Charge What If Remark Attachment Amendment

Material Material No Markup Currency Material Misc Charge

Type	Component	Material No	Description	Fty. Usage	Usage	Unit	Wa
MAIN	FABRIC 主布1	MSCFAB002	97% 伸縮尼龍 3 % SPAN	.0000	2.0000	YD	
MAIN	FABRIC 主布2	MSCMAT0020	FMD0M057 66%棉 34%尼龍	.0000	3.0000	YD	
ACC	BUTTON 鈕	MSCZIP001	五號膠牙拉鍊	.0000	.0000	PCS	
ACC	THREAD 配色線	MSCMAT0116	#9074A 配色線	.0000	.0000	YD	

Total Base Cost Marked Up Cost

Labour/Misc Charge

Major	Minor	Description	Currency	Rate	Unit Cost	Base Cost	Original Cost	Mark Up
CMT	LABOUR	LABOUR	HKD	1.0000	3.0000	3.0000	3.0000	
CMT	PACKING	PACKING	HKD	1.0000	23.0000	23.0000	23.0000	
CMT	WASHING	WASHING	HKD	1.0000	.0000	0.0000	0.0000	
CMT	TRIMMING	TRIMMING	HKD	1.0000	.0000	0.0000	0.0000	
non-CMT	TRANSPOR	TRANSPORTATION	HKD	1.0000	.0000	0.0000	0.0000	

- System integrates all Costing Records for analysis







Microsoft

## Microsoft Manufacturing Solutions Day

MSC Garment System ~ MSC (ADMIN) - [Costing Listing Report]

File Master Order Processing Control Manufacturing Material Job Ticket Reports System Table Help Zoom

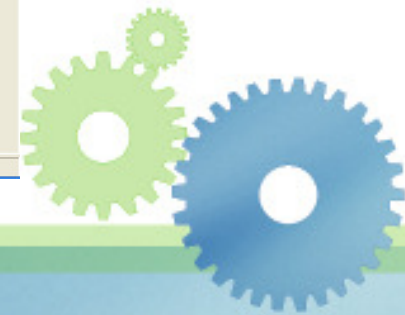
Print Date : 16-Sep-2004  
Print by : MSC

Search By Status: New Costing Date To: 16-Sep-2004  
Sort By Style ASC, Supplier ASC

Costing Listing Page 1 of 3

Customer Manufacturer	Costing No.	Date	In Charge	Style	Cust. Style	Cost Unit	Main.	Acc.	CMT	Non-CMT	Over-head	Total Cost	Mark Up%	Price	GP	Order Qty	Expect Profit
NKD GMBH	COBC001	08-Apr-2003	MSC	0899-11		PCS	8.19	2.09	6.30	2.50	0.00	19.08	6.00	30.00	10.92	4,600 PCS	50,232.00
BRAS																	
NKD GMBH	COC001	05-May-2003	MSC	0899-11		10P	74.46	295.60	14.00	0.00	0.00	384.06	10.00	426.73	42.60	10,000 PCS	42,600.00
BRAS																	
Sub-total Order Qty (PCS): 14,600 Sub-total Profit (HKD) 92,832.00																	
BEA	COLS001	22-Mar-2003	MSC	63-4588-100	63-4588-100	PCS	14.92	2.92	17.10	0.00	0.00	34.94	6.00	38.00	3.06	4,500 PCS	13,770.00
HUNG WAI G																	
BEA	COSHT0001	28-Apr-2003	MSC	63-4588-100	63-4588-100	PCS	14.92	2.92	17.10	0.00	0.00	34.94	6.00	40.93	5.99	4,500 PCS	26,955.00
HUNG WAI G																	
Sub-total Order Qty (PCS): 9,000 Sub-total Profit (HKD) 40,725.00																	
NEWTIMES F	NTC0001	21-May-2003	MSC	C3T11P63		PCS	41.10	5.89	1.30	0.00	0.00	48.09	10.00	53.43	5.34	5,000 PCS	26,700.00
NOVEL FACT																	
NEWTIMES F	CON0001	06-Jun-2003	MSC	C3T11P63		PCS	44.22	5.95	19.00	0.00	0.00	69.16	12.00	78.58	9.41	10,000 PCS	94,138.00
NOVEL FACT																	
Sub-total Order Qty (PCS): 15,000 Sub-total Profit (HKD) 120,838.00																	
ENYCE	NDC0001	21-May-2003	MSC	ED7838		PCS	28.85	5.53	0.00	0.00	0.00	34.18	10.00	40.00	5.82	5,000 PCS	29,100.00
NOVEL FACT																	
Sub-total Order Qty (PCS): 5,000 Sub-total Profit (HKD) 29,100.00																	
ENYCE	CONOM001	07-Jun-2003	MSC	ED8219		PCS	42.71	3.39	32.00	6.00	0.00	84.10	15.00	98.00	13.90	8,000 PCS	111,200.00
NOVEL FACT																	
Sub-total Order Qty (PCS): 8,000 Sub-total Profit (HKD) 111,200.00																	
ROY	COBAG0001	18-Feb-2003	MSC	MSCBAG0001	CQB212-STOUT	PCS	61.80	10.30	9.00	2.00	0.00	83.10	10.00	100.00	16.90	2 PCS	33.80
LAUREN	COTGA0001	10-Aug-2003	MSC	MSCBAG0001	CQB212-STOUT	PCS	32.90	4.10	25.70	22.30	0.00	85.00	0.00	103.50	-1.60	0 PCS	0.00
CARTO LEAT																	

Buyer reviews Factories' Quotation by styles, by vendors ....



# Microsoft Manufacturing Solutions Day

Microsoft Excel - Report.xls



File Edit View Insert Format Tools Data Window Help MSC

Type a question for help

100%

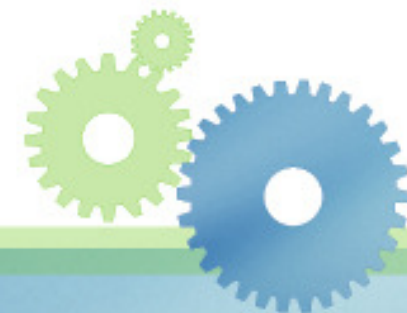
Reply with Changes... End Review...

Arial 10 B I U

	A	B	C	D	E	F
	Garment Style / Model No.		Garment Factory	Mill / Fabrication		Colour
203	MSCKNT0001			CHUNGS		
204	MSCYN001			70% 人造絲 30% 尼龍		
205	LADIES ROUND NECK					
206	PULLOVER 女裝圓領過頭笠					
207						
208						
209						
210						
211						
212						
213						
214						
215						
216						
217						
218						
219						
220						
221						
222						
223						
224						
225	MSCKNT0002			GD-HVT		
226	MSCMAT071			2/30 100% MERINO WOOL		
227	男裝元領三點入夾長袖過頭笠					
228	，全件織6X6坑，領貼織6X6單					
229						
230						
231						
232						
233						
234						
235						
236						

Ready NUM

Buyers consolidate all costing information in Excel Chart for better presentation



## Microsoft Manufacturing Solutions Day

### MSC – Company Background

- Founded in 1989
- 1<sup>ST</sup> Apparel Application in 1995
- Over 200 corporate clients; approx. 5,000 users
- Experienced in both computer and soft goods industries
- Technology solutions provider in the textile and apparel industry for ODM, OEM, Traders and Buying offices
- With 'Zoom' technology, the solution allows high speed communication in remote locations





Microsoft

## Microsoft Manufacturing Solutions Day

### MSC Client Reference

ANN TAYLOR

 Arcadia Group Limited

DONNA KARAN  
NEW YORK



SUN HING KNITTING  
FACTORY LTD

TRINITY TEXTILES LTD.



WING TAI

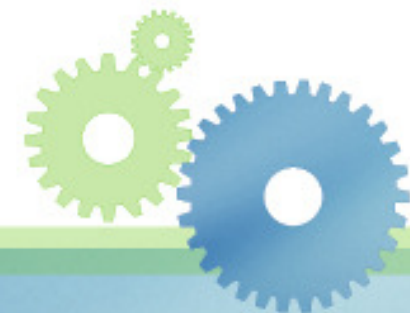
UNITED COLORS  
OF BENETTON.

ProCam-Fis®

MOISELLE



## Question & Answer





For more information  
please contact

[simon.lum@msc.com.hk](mailto:simon.lum@msc.com.hk)

Thank You !!

