



Eastop ERP System – Industry Overview

- Frozen Meat Wholesale/Online Store/Retail Sale

Industry: Frozen Meat Processing/Sales

Background: Frozen Meat Processing, Make use of Wholesales, Online Store and Retail Distribution to enhance sales

Benefits After Implementation:

- Automating and optimizing business process management through sales, purchase, inventory, production, accounting functions of EastopERP system and our professional implementation services
- More efficient and effective in daily operations through EastopERP system's guidance and functionality for the delivery process of sourcing, processing, wholesale, online sales, and retail promotions, making employee work more efficient and effective.
- Dashboard and alert functions: Proactively notify users based on preset conditions to avoid work errors and financial losses.

1. Industry-Specific Requirements

Product Features:

- Frozen meat wholesale requires cold storage. Production processing includes repackaging back into the original boxes (wholesale sales) and packaging for online/retail sales.
- The cost of purchasing frozen meat must be calculated by **pound**, while wholesale and online sales prices need to be calculated by **kilogram/gram**.

產品資料管理系統

Key: 產品編號 REBFJPA3RE1 部門 停用日期 此乃倉存產品

OC產品ID 1040 OC類別編號 2034 產品類別 Wagyu Beef

供應商編號 產品子類 物料清單

廠商產品編號 批次 1

English Chinese Language1 Language2

Name 日本A3和牛肉眼扒

Description

Packing

Remark

系統價值 0

售價及成本資料

基本單位 PCS

單位售價 238 HKD

單位成本 57.8798 HKD

價格算法

成本算法

最近/平均 57.8798 57.8798

總存貨 22

環貨量 0

外借量 0

未送量 Click>

未收量 Click>

上/下限 0 0

停產日期

分析碼1

人氣產品

最新推介

分析碼4

分析碼5

分析碼6

分析碼7

分析碼8

常用單位

單位比率 1

常用價錢 238.00

輔助單位

產品編號="[ALL]": 此輔助單位適用於所有產品。
改變單價: 單位價格會隨著比率而改變。
除以比率: 產品的價格及成本將會是除以比率而不是乘以

產品編號	輔助單位	單位比率	改變單價?	除以比率?
[ALL]	g	0.001	True	False
[ALL]	kg	1	True	False
[ALL]	lb	2.2046	True	True
[ALL]	PCS	1	True	False

主功能表 | 產品資料管理系統 | Browsing LOT BIN DETAIL(ITEM) X

產品編號	批次編號	貨倉編號	櫃號	有效期	收貨單編號	日期	預留量	收貨單入貨量	現存批量	單位	比率	存貨量	成本
REBFJPA3RE1	LN21000477	1 0		2022/09/17	IA2111-305	2021/10/19		84	16	PCS	1	16	146.0
REBFJPA3RE1	LN21000477	888 0		2022/09/17	IA2111-305	2021/10/19		84	0	PCS	1	0	146.0
REBFJPA3RE1	LN68003	1 0		2022/09/17	IA2111-305	2021/10/19		34	6	PCS	1	6	146.0
REBFJPA3RE1	LN68003	888 0		2022/09/17	IA2111-305	2021/10/19		34	0	PCS	1	0	146.0

2. Business Operations

a. Goods Received

- The cost of purchasing frozen meat must be calculated by 'pound'. When receiving goods, the delivery note feature should record different weights, costs, batch numbers, and expiration dates for the same product.

b. Production Processing

- Upon receiving wholesale orders, the production department creates a production plan based on customer requirements. Workers will repackage frozen meat back into original boxes, allowing the system to use existing batch numbers and expiration dates for easier management.
- Based on the marketing plans from the sales department, production plans are created for online and retail frozen meat products, again using existing batch numbers and expiration dates for easier management.

生產計劃管理系統

生產計劃編號 WO2110-001 日期 2021/10/20 發出者 ADMIN2 扣料日期 2021/10/20

合同編號 全部 部門 批核者 完成日期

工廠 香港聯絡人 備註(1)

工程編號 工廠聯絡人 備註(2)

備註 隱藏半成品及半成品物料 狀態 E C 備註(3)

備註(4)

備註(5)

重新分配可用量半成品與物料互相生產需添購材料的採 製造包裝單 Reload SC Reload BOM

產品	物料清單	總物料清單	其他
產品編號	#	產品類別	倉 批次 數量 加倉 轉倉
RESFYZZKPF15	1	Seafood	888 LN21000752 18 18 0 PCS

收貨倉 888 扣料倉 1 其他費用 0 總金額 0

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備註(5)

☒ 重新分配可用量 半成品與物料互相抵生需添購材料的採 ☐ 製造包裝單

產品 物料清單 總物料清單 其他

物料編號	描述	分類	#	數量	單位	可用量	請購	APF WH	AP WH1	AP WH2	AP WH
PP-ST-Product	Packaging - Sticker - MAIN	Packaging					庫存=> 27227				
PP-ST-Product			1	18		24155	18				
UGSFXYZKKF1	Cooked Tako Wasabi Octopus	Seafood					庫存=>				
UGSFXYZKKF1			2	18		0	18				

c. Wholesale Sales:

- After the production department completes the production plan, sales staff will use the batch number of the frozen meat to record sales costs, create sales invoices and reducing inventory levels.
- Warehouse staff need to use 'vehicle delivery records' to arrange transportation, verifying successful deliveries through 'signed delivery invoice registration records'.

車輛送貨記錄

檔案號 2024/09/09 地區

司機 CHRISL 跟車1 跟車2 調整

發票號	#	地區	客戶號	付款條款	金額
NVR2111-0002	12	元朗區: 元朗 - Yuen Long		PayDollar Payment Service	
NVR2111-0003	13	荃灣區: 荃灣 - Tsuen Wan		PayMe	
NVR2111-0004	14	沙田區: 馬鞍山 - Ma On Shan		COD	
NVR2111-0005	15	西貢區: 清水灣 - Clear Water Bay		PayDollar Payment Service	
NVR2111-0006	16	深水埗區: 荔枝角 - Lai Chi Kok		PayDollar Payment Service	
NVR2111-0007	17	深水埗區: 荔枝角 - Lai Chi Kok		PayDollar Payment Service	
NVR2111-0008	18	深水埗區: 長沙灣 - Cheung Sha Wan		PayDollar Payment Service	
NVR2111-0009	19	元朗區: 元朗 - Yuen Long	MIU	FPS	
NVR2111-0010	20	葵青區: 青衣 - Tsing Yi		PayDollar Payment Service	
NVR2111-0011	21	沙田區: 沙田 - Sha Tin		PayDollar Payment Service	
NVR2111-0012	22	觀塘區: 油塘 - Yau Tong		PayDollar Payment Service	
NVR2111-0013	23	黃大仙區: 慈雲山 - Tsz Wan Shan		PayDollar Payment Service	
NVR2111-0014	24	觀塘區: 九龍灣 - Kowloon Bay		COD	
NVR2111-0015	25	深水埗區: 荔枝角 - Lai Chi Kok	Pauline	PayPal	
NVR2111-0016	26	荃灣區: 荃灣 - Tsuen Wan		PayDollar Payment Service	
NVR2111-0017	27	深水埗區: 荔枝角 - Lai Chi Kok		PayDollar Payment Service	
NVR2111-0018	28	深水埗區: 荔枝角 - Lai Chi Kok		PayDollar Payment Service	
NVR2111-0019	29	深水埗區: 荔枝角 - Lai Chi Kok		PayDollar Payment Service	
NVR2111-0020	30	深水埗區: 荔枝角 - Lai Chi Kok		PayDollar Payment Service	

d. Online Sales:

- Sales staff only need to set up the frozen meat products for online sales in the ERP system's 'Product Data Management'. The online store will display detailed product information, up to 8 images, sale prices, and promotional offers.
- When members place orders on the online store, the ERP system will prompt responsible staff in the Dashboard's order browser to create invoices and arrange delivery.

e. Retail Sales:

- The ERP system is centrally managed, allowing stores to operate the retail system

'offline/online'. The store's broadband disconnection will not affect retail system operations.

- Scan product barcodes, and the system automatically calculates promotional discounts, processes payments, and prints retail invoices—streamlined operation, fast and accurate.
- Headquarters can update product details, pricing, promotion rules, and sales analysis anytime.
- Integrated with marketing campaigns and membership management for more effective customer engagement.
- Promotional marketing: The retail industry requires diverse promotions to attract customers, with flexible promotion rule configurations.
- Payment method setup: Retail systems must support multiple payment options, including voucher redemption.

The frozen meat processing/sales industry poses significant challenges for operators. From product procurement and processing to sales and delivery, every step requires meticulous tracking of batch numbers and varying product units—with zero room for error. **This is why a tailored ERP system that aligns with their operational workflow is absolutely critical.**

貿易生產ERP系統業務流程

