

客戶成功案例分享

Case Study of Kintone



全球IT服務供應商 Global IT Service Provider

將顧客資訊與銷售資料連結至Kintone以集中管理，從而清楚掌握銷售進度。當所有報價和會議紀錄都實時顯示在同一平台，就可以迅速作出更準確的決策。銷售案例亦在短時間內增加了15%。

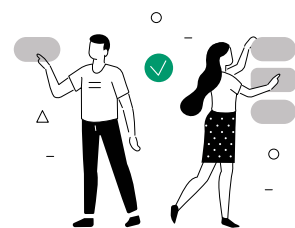
Link customer information and sales data to Kintone for centralized management, gaining a clear overview of sales progress. When all quotations and meeting records are displayed in real-time on the same platform, more accurate decisions can be made quickly. Sales cases also increased by 15% within a short period.



市場研究及諮詢服務供應商 Market Research & Consultancy Service Provider

不但價錢合理，而且很容易就建立了一個屬於公司的系統。Kintone可以無限新增多個「應用程式」及「交流空間」。無需編碼，非常簡單快捷，給我們更大的自由度去修改程序，從而降低運作成本。

Not only is the price reasonable, but it is also easy to establish a system tailored to the company. Kintone allows unlimited addition of "applications" and "spaces". No coding is required, making it very simple and quick, providing us with greater flexibility to modify processes and reduce operational costs.



Kintone助你提高團隊合作效率，並建構更緊密的客戶關係

Kintone helps you improve team collaboration efficiency and build closer customer relationships

專屬的客戶關係管理方案滿足你所需。

全球超過30,000間企業都已經使用Kintone協助管理業務。

A dedicated CRM solution meets your needs. Over 30,000 companies worldwide have already been using Kintone to assist with business management.

行業包括 Widely utilized in diverse industries



跨國企業
MNC



製造業
Manufacturing



零售
Retail



食品
Grocery



物流
Logistics

FUJIFILM

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Kintone

簡化管理流程的明智方法

Streamlining Your Workflow the Smart Way



你在日常營運中，是否遇到這些問題？
Are you facing these issues in your daily operations?

報銷支出管理 Expense Claim Management



依賴紙張和人手操作
Paper-based processes and manual work



難以找到相關報銷紀錄
Difficulty in locating claim records



難以追蹤每項報銷狀況
Difficulty in tracking claim status

出缺勤、請假紀錄管理 Leave and Absence Management



雜亂的請假紀錄
Messy leave records



批假流程缺乏效率
Slow leave approval process



計算假期餘額耗時
Considerable time required for calculating leave balance



統計出席率費時
Significant time consumed in computing attendance statistics



需要整合多個資料來源
Need for merging data from multiple data sources



難以準確核對員工出勤紀錄
Difficulty in cross-checking employee attendance records

Kintone令工作變得更輕鬆！

Kintone Makes Your Work Easier!

報銷支出管理 Expense Claim Management



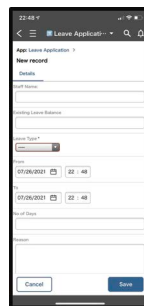
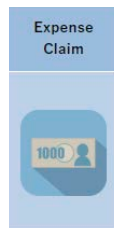
透過雲端平台隨時隨地提交報銷收據，毋須依賴實體表格
Submit claims via a cloud-based platform anytime, anywhere instead of filling out a paper form



可經電郵向相關員工或部門通知和提示報銷審批進度
Send notifications and reminders to relevant employees and departments regarding the claim approval status



可在手機應用程式上完成審批和追蹤
Complete approving and tracking with a mobile app



好處 Benefits



即使沒有編程知識，也可透過Kintone拖放功能來建立表單
Require no programming knowledge to use Kintone for creating forms with its drag-and-drop interface



透過自動化審批流程，提升效率
Facilitate efficiency with automated approval workflows



管理層可輕鬆檢視報銷費用，無需費時分析數據
Check expense details while reducing time for statistical analysis

出勤、請假紀錄管理 Leave and Absence Management

請假或病假申請統一在同一平台處理

Process all leave and sick leave applications via a single platform

設置不同的審批流程，以防遺漏任何申請

Set up different approval processes to ensure every application is processed

所有出勤及請假紀錄集中在同一平台

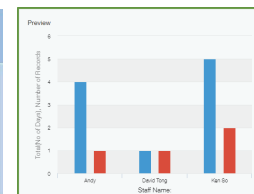
Store all attendance and leave records in one place

使用手機應用程式，輕鬆報告出勤紀錄

Generate attendance report easily using a mobile app

自動記錄員工上班及下班時間

Record employees' clock-in and clock-out time automatically



好處 Benefits

減少人為錯誤，確保數據準確

Reduce the risk of human error and ensure data accuracy

請假紀錄以圖表顯示，方便查看

Present leave records in charts for easy viewing

數據可傳送到人事管理系統，方便計算薪金

Send data to the human resources management system for salary calculation

可於線上即時更新出勤紀錄，簡化管理

Update attendance records online in real-time to streamline the workflow

管理層可實時了解員工整體出勤情況

Have a real-time overview of employee attendance

出勤數據有助管理層作出人力資源規劃

Make better human resources planning with attendance data

