

Huajian

华坚集团

Industry

Manufacturing

Daily Use

- Remote meetings with overseas vendors
- Sales & marketing forecast and work-in-progress meetings
- Business reviews
- Collaboration for design team
- HR, production and service conferences
- Education and training
- On-demand training sessions

Solution

- A highly effective and secure telepresence network that supports open standards and enables faster design and production process to accelerate time-to-market and enhance collaboration with global teams

Results and Benefits

- Reduced operational costs, resulting in expected ROI within two years
- Increased productivity and facilitated decision-making
- Established effective global communications network
- Accelerated design process enabling swifter time-to-market
- Open standards protects existing investments, allowing for true B2B collaboration

Dongguan Huabao Shoes Establishes Global Communications Network and Accelerates Production Process for Faster-Time-to-Market with the Polycom® UC Intelligent Core™

Overview

Dongguan Huabao Shoes Co Ltd (Huabao Shoes), affiliated to Hua Jian Group, is a large foreign trade corporation engaged in branded shoe production, leather processing and shoe trade. Diversified in research and development, production, processing and trade, the Corporation maintains 48 advanced product lines.

With a production capacity of 20 million pairs of shoes, its products are exported to Europe and USA. It has three divisions, 15 plants and employs 20 thousand people. With management offices in Dongguan, Shanghai, Ganzhou, as well as Beijing and Jiangxi Province, constant communication and rapid decision-making is required daily, particularly to accommodate the nature of the fast-paced manufacturing industry. To save on time-consuming travel between the offices, and to accelerate both the design and production process and time-to-market capabilities, a customised telepresence solution from Polycom was adopted.

Saving Thousands in Operational Costs to Realise ROI in Two Years

Huabao Shoes has a significant operation spread across five sites in China in which major decision-makers are based. Productivity was impeded because management, production, R&D and design teams were dispersed across these offices and there was no way for the teams to effectively communicate with one another to accelerate the design process and improve overall efficiencies, without having to make considerable trips between the offices.

Telepresence was identified as a way to reduce operational costs, improving productivity without jeopardising the efficiency of face-to-face communication and inter-office collaboration. Through this reduction in costs alone, Huabao Shoes expects to realise ROI in less than two years. The greater benefit, however, is that Huabao Shoes now connects many people face-to-face, eye-to-eye in the highest quality, at the lowest cost, across the organisation for true business-to-business communications, through the Polycom UC Intelligent Core, the industry's most comprehensive standards-based UC platform, providing customers with a more scalable and redundant communications infrastructure that supports global collaboration objectives.

Creating Global Design Networks to Enhance Time-to-Market Capabilities

Huabao Shoes has a design team of approximately 200 people located around the various offices. For the design process, face-to-face communication is vital, but information and content sharing and collaboration is the utmost priority. Its customised telepresence solution was designed to ensure it could replace the consultative design process. With the freedom to

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“Polycom customised a solution to meet our unique requirements as a manufacturer with geographically dispersed production facilities. The flexibility and scalability of the Polycom UC Intelligent Core also means we can connect more people across the organisation in true high-definition quality, at a lower cost.”

Mr. Zhang Huarong, Chairman and President of Hua Jian Group

adapt the meeting room to suit the unique needs of the design team and satisfy organisational objectives for increased production efficiency, the Polycom ATX solution has helped Huabao Shoes design teams to ensure maximum productivity, through ease-of-use and high-definition quality for the ultimate immersive meeting experience. As a result, the design teams can now meet regularly in a custom-designed environment to share ideas, discuss and refine prototype designs, and agree on the final product ready for production.

To further accelerate the design process, clients are able to see prototypes of their products without having to travel considerable distances to various production facilities. This saves days in the pre-production stage and facilitates a swifter time-to-market.

Internally, Huabao Shoes uses its telepresence for a wide variety of applications, including large scale conferences in which up to 10 thousand people come together at once from up to five different locations. Additionally, marketing, HR, sales, production and service teams use the content-sharing capabilities to conduct monthly product development and work-in-progress meetings. At the executive level, business and operational reviews as well as strategy meetings are now all conducted over telepresence.

With so many geographically dispersed staff involved in the design, development and manufacture of its shoes, Huabao Shoes also needed the capability to record, capture and replay lectures, speeches or meetings on-demand to various team members at different times. Through the sophisticated single-touch recording system, Huabao Shoes is able to do so and store the files in a centrally located hub, making it easy to retrieve.

Building a Scalable and Open Network with the Polycom UC Intelligent Core

Paramount to Huabao Shoes' decision-making was Polycom's commitment to open standards. Through the Polycom UC Intelligent Core, Huabao Shoes benefits from an open-standards platform allowing for scalability, simplified management, reliability and redundancy at the core of its network.

“Polycom has delivered an immersive telepresence solution that is very flexible,” said Mr. Zhang Huarong, Chairman and President of Hua Jian Group. “We chose Polycom because it customised a solution to meet our unique requirements as a manufacturer with geographically dispersed plants. Polycom's solution delivers the security and redundancy we require for our needs, whilst enabling us to connect more people across the organisation in a much more effective and secure manner.”

With legacy conferencing solutions in place, Huabao Shoes wanted to protect its existing investment and integrate a new solution without having to execute a costly and timely 'rip-and-replace.' With the Polycom UC Intelligent Core, based on established standards and open interoperability allowing customers to cost-effectively migrate to advanced technologies and integrated unified communications while leveraging existing video conferencing investments, Huabao Shoes was able to create a completely open and scalable communications network to extend the range of video conferencing equipment available and improve the overall quality of its entire solution.

Learn More

To find out how Polycom solutions can help your organisation, visit us at www.polycom.asia or speak with a Polycom Account Representative.

Product Listing Telepresence and Video Conferencing

- 2 Polycom ATX™ 300 immersive telepresence solution
- 16 Polycom HDX® 8000 room telepresence solution

Infrastructure

- 6 Polycom RMX 1000™ conference platform
- 1 Polycom Converged Management Application™ (CMA™) 5000 solution
- 1 Polycom RSS2000 HD video conferencing record & replay system

Polycom Asia Pacific Headquarters

8 Shenton Way, #11-01 Singapore 068811 +65 63899200 or +IDD 800-2-7659266 www.polycom.asia	Bangkok +66 2207 2561	Delhi +91 120 309 1600	Seoul +822 6005 2401	Taiwan +886 2 8780 8000
	Beijing +86 10 8588 4800	Hong Kong +852 2861 3113	Sydney +612 9978 8000	Tokyo +81 3 5213 2501

