



# DIGITAL TRANSFORMATION JOURNEY FOR MANUFACTURING

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# Maxim's manufacturing eco-system

Sophisticated F&B end-to-end manufacturing eco-system



包裝材料  
約2,000款

40萬個  
麵包蛋糕

食材種類  
約3,500種

**Manufacturing  
Ecosystems**

**6** factories in HK, produce different product and different process.  
**1000+** Stores in HK

**Daily  
Transaction  
Volume**

**56,000+** SKUs  
Huge number of Sales, Purchase & Production transactions.

**Business  
model**

**B2B, B2B2C, B2C**

# Digital transformation journey for manufacturing

## High-yield use cases that transform Manufacturing



### Quality Assurance

What are the root causes of recurring problems?  
*(so I can redesign product, process, training)*



### Demand Forecasting

What sales or usage volume can I expect?  
*(so I can optimize my staffing and asset utilization)*



### Production Scheduling

What factories, lines, teams, machines, people...are most effective?  
*(so I can identify best practices and allocate resources)*



### Anomaly Detection

What machines are not performing properly?  
*(so I can immediately investigate)*



### Predictive Maintenance

What is the likelihood this part/machine will fail?  
*(so I can prevent it from happening)*



### Supply Chain & Inventory Optimization

What is right level and supplier for a part?  
*(so I can simplify and optimize procurement)*





OpenAI

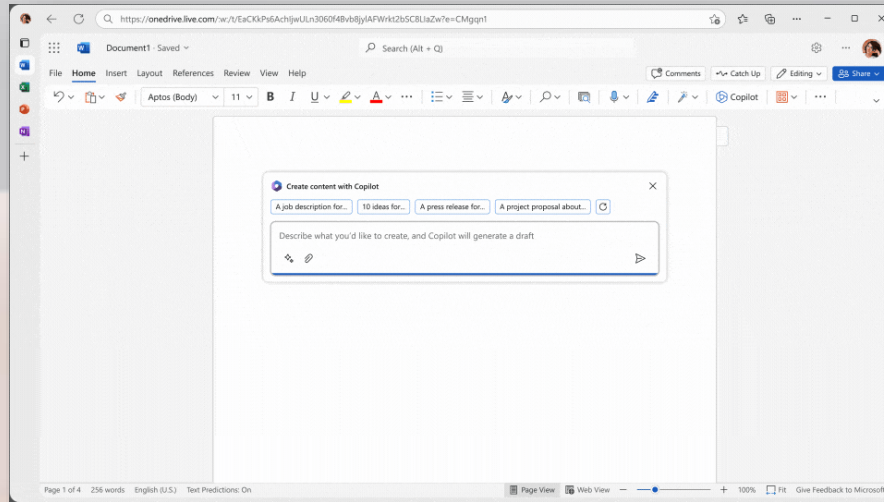


ChatGPT

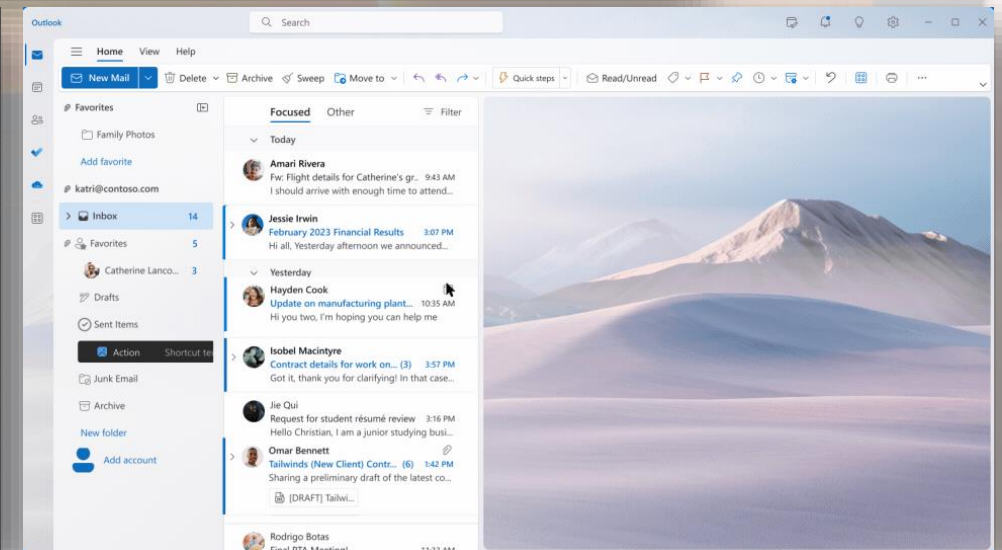
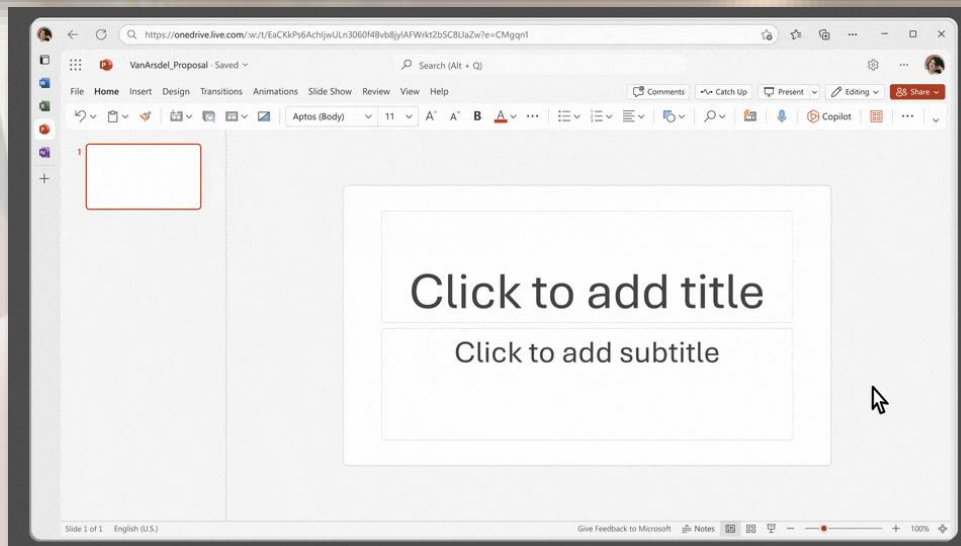


# Copilot implementation

## First enterprise in HK, 600 worldwide

A screenshot of an Excel spreadsheet titled 'Q1 Performance'. It displays a table with columns for Country, Customer, Product, Discount Band, Units Sold, Manufacturing Price, Sale Price, Gross Sales, Discounts, Sales, and COGS. The data is organized by country and product type, showing various metrics for each entry.

Country	Customer	Product	Discount Band	Units Sold	Manufacturing Price	Sale Price	Gross Sales	Discounts	Sales	COGS
France	VanArsdel	Biodegradable Cleaning Products	Low	4345	\$10	\$352	\$1,529,440	\$15,294	\$1,514,146	\$
USA	VanArsdel	Biodegradable Cleaning Products	Low	4245	\$10	\$352	\$1,494,240	\$14,942	\$1,479,298	\$
Australia	VanArsdel	Biodegradable Cleaning Products	None	4124	\$10	\$352	\$1,451,648	\$0	\$1,451,648	\$
Mexico	VanArsdel	Biodegradable Cleaning Products	Medium	3954	\$10	\$352	\$1,391,808	\$83,508	\$1,308,300	\$
France	Contoso Pharmaceuticals	Biodegradable Cleaning Products	Low	4952	\$10	\$127	\$628,904	\$6,289	\$622,615	\$
France	Contoso Pharmaceuticals	Recycled Can	Low	4903	\$5	\$127	\$622,681	\$6,227	\$616,454	\$
Canada	Proseware	Natural Personal Care Products	Low	1954	\$270	\$302	\$590,108	\$5,901	\$584,207	\$
Canada	Proseware	Biodegradable Cleaning Products	High	1990	\$220	\$302	\$600,980	\$84,137	\$516,843	\$4
USA	Proseware	Compostable Food Packaging	Low	1254	\$3	\$380	\$476,520	\$4,765	\$471,755	\$
USA	Proseware	Natural Personal Care Products	Medium	1465	\$224	\$302	\$442,430	\$26,546	\$415,884	\$
USA	Proseware	Sustainable Snack Packaging	Medium	1410	\$120	\$302	\$425,820	\$25,549	\$400,271	\$1
Australia	Proseware	Natural Personal Care Products	Medium	1369	\$224	\$302	\$413,438	\$24,806	\$388,632	\$
USA	VanArsdel	Compostable Food Packaging	Medium	1052	\$3	\$380	\$399,760	\$23,986	\$375,774	\$
Canada	Proseware	Compostable Food Packaging	Low	980	\$312	\$380	\$372,400	\$3,724	\$368,676	\$
Australia	Proseware	Sustainable Snack Packaging	Medium	1298	\$120	\$302	\$391,996	\$23,520	\$368,476	\$1
Australia	VanArsdel	Compostable Food Packaging	None	954	\$3	\$380	\$362,520	\$0	\$362,520	\$
Canada	Contoso Pharmaceuticals	Biodegradable Cleaning Products	Low	2785	\$110	\$127	\$353,695	\$3,537	\$350,158	\$



# Maxim's AI Experimentation



create replenishment order for  
warehouse001

Certainly, Create replenishment order  
for below SKU...

What is my best selling items?

Item A .....  
Item B .....

A background image showing two hands holding a large, golden-brown mooncake. The mooncake is being pulled apart, revealing a filling. The text "Thank you" is overlaid in the center in a blue font.

Thank you