

Significant Events

大事回顧

2005

June

At the Third Digital China Games Day, President Guo Wei and Executive Vice President Lin Yang jointly presented a RMB420,000 check as donation for Digital China Hope School, being the fourth Hope School sponsored by Digital China since its incorporation 5 years ago.

Digital China actively participated in the Ninth International Software Expo of China 2005, a mega-scale exhibition that reviewed the accomplishments of the PRC software industry in the past 5 years, by displaying our products as well as hosting a "Summit Forum for PRC Software Industry" and a "Media Presentation on Digital China's Software Operations", courtesy of our brand-name marketing department, to highlight our superb strengths and excellent achievements in the business.

July

Digital China System Access Holding Limited ("DCSA") established by Digital China in joint venture with System Access Limited, representing the first domestic supplier of international core banking systems equipped with proprietary technology, providing international services to the PRC financial sector.

August

The Value-added Network Business Department under our Systems Business segment hosted "Summit Meetings for Senior Partners of the Value-added Network Alliance" in six Chinese cities, aiming to create mutual benefits for suppliers and channel partners to maximize our strengths in resources by forming a value-added network alliance.

September

Project Liao Yuan (燎原計劃) was launched by the Systems Business segment to enhance coverage of second-/ and third-tier regions, expand regional channel partnerships and gear up front-end support for regional partners, with a view to benefiting from emerging growth in these regional markets.

Digital China Networks (Beijing) Limited became the first and only PRC company to receive the globally recognized IPv6 Ready Phase-1 accreditation for the full range of its exchange routers. Meanwhile, DCNOS, a proprietary product of the

6月

在神州數碼第三屆綜合運動會上，總裁郭為、常務副總裁林楊代表公司為神州數碼希望小學現場捐款人民幣42萬元。該希望小學是神州數碼成立5年來捐資興建的第四所希望小學。

在檢閱中國軟件產業5年來發展成果的“2005第九屆中國國際軟件博覽會”盛會上，神州數碼以成立5年來所取得的軟件成果為主線，以參加展示及“中國軟件產業尖峰論壇”、“神州數碼軟件業務媒體報告會”等形式，展示了神州數碼在軟件領域突出的實力和卓越的成就。

7月

由神州數碼和新加坡國鋒有限公司共同投資成立的神州數碼國鋒控股有限公司（簡稱：神州數碼SA公司）正式成立。這標誌著國內第一家擁有自主技術的國際化核心銀行業務系統提供商產生。神州數碼SA公司面向中國金融行業市場，為中國金融服務界提供國際化服務。

8月

系統業務旗下的增值網絡事業部陸續在全國6個城市展開“增值網絡聯盟高級合作伙伴成長峰會”，神州數碼增值網絡事業部構建了“增值網絡聯盟”，希望在這個平台之上，與廠商、渠道合力共贏，獲得資源優勢的最大化。

9月

系統業務推出“燎原計劃”，旨在加強二、三級地市區域的覆蓋，擴展區域渠道合作伙伴，提升對區域合作伙伴在市場前端的支持，把握逐漸顯示增長勢頭的二、三級地市區域市場。

神州數碼網絡（北京）有限公司率先成為國內唯一一家全線交換路由產品通過全球公認的官方認證機構“IPv6 Ready Phase-1”認證的企業。同時，神州數碼網絡DCNOS已一次性通過了“IPv6 Ready Phase-2”的測試。此外，神州數碼網絡DCRS-7600系列IPv6萬兆路由交換機此次隆重推出，使神州數碼網絡再次在萬兆高端市場中遙遙領先於其他競爭對手。

company, has passed “IPv6 Ready Phase-2” testing, while the DCRS-7600 Series IPv6 10G router exchange unit was formally launched to underpin the company’s insurmountable leading position in the high-end market for 10G products.

October

The Display Equipment Department under the Distribution Business segment snatched up major orders in the distant learning modernization project for rural schools, bagging sales of RMB70 million for over 8,000 units. Toshiba, NEC and Sharp projectors under the dealership of Digital China, as well as projectors and intermediate control products under our proprietary brand name of Chenxing, proved to be well-trusted by users and blossomed in the distant learning project with sales across the nation in Xinjiang, Hebei, Shanxi, Henan, Hubei, Zhejiang, Guizhou and Chengdu.

The Consumer Electronics Business Department under the Distribution Business segment became the value-added distributor in China for Zebra, a global leader in professional bar code label printers, completing its coverage of the automated identification sector with dealerships for Symbol, the No. 1 brand for automated identification input equipment and various lines of bar code label printing products by Datamax, in addition to Zebra.

Digital China’s half-yearly sales reward rally was held in conjunction with the first Club Day of the Top 100 Club. Club members, or the top 100 sales of the Company, and their families were joined by the senior management to celebrate the joyous occasion. The objective of the star club was reiterated: to bring into play the reward mechanism of the Company, directly or indirectly, to motivate the sales staff of the Company and to highlight our corporate culture that emphasizes contributions to results and concerted efforts to deliver.

November

DCSA won the bid for Bank of East Asia’s new-generation core business system project (phase one), together with related software contracts amounting to RMB16 million. This project represented a significant milestone as it was DCSA’s first contract with overseas banks since incorporation, in tandem with Digital China’s strategy of providing localized services with an international vision in the financial software sector.

The Second Summit for Value-added Senior Partners was held under the tenet of “The Way to Growth” (“成長之道”), bringing together about 40 top-notch IT suppliers around the world and over 500 domestic partners and fostering closer partnerships among suppliers and core channel groups.

10月

分銷業務旗下顯示設備部捷報頻傳，接連在農村中小學現代遠程教育項目上獲得大單，兩個月來累計銷量突破8000台，銷售額達到人民幣7,000萬元。神州數碼代理的東芝、NEC、夏普投影機以及自有品牌晨星投影機、中控產品在遠程教育項目上全面開花，覆蓋新疆、河北、山西、河南、湖北、浙江、貴州、成都等十個省市，獲得了廣大用戶的信賴。

分銷業務旗下消費電子事業部簽下全球領先的專業條碼打印機第一品牌Zebra，成為Zebra在中國的增值分銷商，至此，消費電子事業部已經全面代理了自動識別領域輸入設備的第一品牌Symbol、自動識別領域輸出設備的第一品牌Zebra，以及條碼打印廠商Datamax的眾多產品線，具備了覆蓋整個自動識別領域的基本條件。

神州數碼半年銷售激勵大會暨 TOP 100 CLUB 首個 CLUB DAY隆重舉行。入選Club的近百名銷售精英及其家屬親朋，與集團領導一起親身參與、全情投入到這次歡樂的盛會。通過本次盛會，再次明確了創立明星俱樂部的宗旨，即建立一個組織，直接或間接地體現公司的激勵機制，激勵公司銷售人員，凸現公司重視業績貢獻的文化和團結協作的文化。

11月

神州數碼SA公司成功中標東亞銀行新一代核心業務系統一期項目。項目預計軟件簽約額將達到人民幣1,600萬元。這是神州數碼金融軟件在“國際視野，本土服務”發展策略指導下，在與新加坡國鋒軟件公司成立合資公司神州數碼SA後正式簽訂的第一家外資銀行服務協議，有著重要的市場開創意義。

系統業務召開了以“成長之道”為主題的神州數碼第二屆增值服務高級合作夥伴峰會，40餘家全球一流的IT廠商和全國500多家合作夥伴匯聚一起，與廠商和核心渠道陣營建立了更為緊密的合作夥伴關係。

The Value-added Service Department of the Systems Business segment entered into cooperation with Sino-Japanese Friendship Hospital. The Sino-Japanese Friendship Medical Information Center commenced feasibility study on massive revamping of the existing system and prepared for further system reengineering on the back of technical resources made available by Digital China Value-added Service, including proposed technologies for further system upgrades. While becoming a trusted partner of Sino-Japanese Friendship Hospital, Digital China Value-added Service has also gained wide exposure to the medical sector.

December

The BEA Business Department under the Systems Business segment secured a RMB5 million order from China Netcom in connection with phase-two development of an infrastructural software platform for the operational support network of China Netcom Group, Liaoning Branch. The project, which involved primarily a platform for overall service provision, a billing system, an online collection system, a settlement system, a resource management system, an exchange network management system as well as EAI platform expansion, was an essential component of the operational support network for the Liaoning Net, with informatization planning for the next five years at stake.

“Development and Improvement of National Tax Collection Management Information System,” a major project of knowledge innovation undertaken by Digital China and the first of its kind to be operated by a private company and the only one which was application-based, was delivered after passing inspection procedures. As of now, the PRC Tax Collection Management Information System has been implemented in all provinces as the largest e-government project of the nation.

Beijing Digital China SicTech Co., Ltd. secured its first consultation assignment in the financial sector for e-government by signing a multi-million RMB consultancy contract with Beijing Financial Bureau on December 10, 2005, while maintaining a leading position in informatization for the grain sector.

The BOSS1.5 system of Henan Mobile, implemented by the BOSS1.5 project team of the Telecommunications Department and involving application software worth over RMB10 million, completed online connection of 17 localities/cities in Henan after three attempts. As of now, BOSS1.5 has been under normal operation in all parts of Henan. While meeting operational requirements of Henan Mobile and regulatory requirements of China Mobile headquarters, the capacity of the new system reached 20 million users as planned following tests on system loading. On December 23, BOSS1.5 of Anhui Mobile came online in three sessions at 17 localities/cities in the province and project was highly commended by the client.

系統業務的增值服務與中日友好醫院牽手走入合作。中日友好醫信息中心著手對現有系統進行大規模改造的論證，他們把神州數碼增值服務作為下一步系統再造的技術資源，神州數碼為其提供了進一步提升系統性能的技術方案。神州數碼增值服務贏得了中日友好醫院的信任，也吸引了醫療行業對神州數碼增值服務的關注。

12月

系統業務旗下BEA業務部喜簽人民幣500萬遼寧網通二期大單。中國網通集團遼寧省通信公司運營支撐網系統基礎軟件平台項目2期，主要涉及到綜合服務提供平台、計費帳務系統、聯機採集系統、結算系統、資源管理系統、交換網網管系統6大系統和EAI平台的建設的擴容等，是整個遼寧網通營運支撐網絡的重要部分，涉及到未來5年信息化的規劃。

神州數碼承接的“中國稅收徵管信息系統的發展與完善”項目順利通過驗收，作為中國首例由企業主持、唯一面向應用領域的“知識創新工程”重大項目，中國稅收綜合徵管信息系統已經推廣到全國各個省市，目前為中國最大的電子政務工程。

2005年，北京神州數碼國信信息技術有限公司除了繼續保持在糧食行業信息化的領先地位之外，12月10日，神州數碼國信與北京財政局簽訂了數百萬元的諮詢合同，首次向電子政務的財政行業提供諮詢服務。

電信本部BOSS1.5項目團隊實施的應用軟件簽約金額過千萬的河南移動BOSS1.5系統，歷經三次割接，已完成河南全省17個地市的成功上線。截至日前，BOSS1.5系統在河南全省範圍內運行正常。在符合河南移動營運要求和移動總部規範要求的同時，系統經過壓力測試驗證，新系統支撐的用戶規模達到了規劃的2000萬用戶的要求。12月23日，安徽移動BOSS1.5項目在全省17個地市分三批上線，並獲得安徽省移動的高度評價。



2006

January

Digital China relocated its headquarters to a new office complex in Digital Technology Plaza at No.9 Shangdijiu Street, Haidian District, Beijing City, The PRC (previously the site for Digital China Software R&D Center).

Taxation Business Department under the Services Business segment won another software development contract from Liaoning's local tax authorities in connection with its phase three taxation and financial management system, with a contract amount close to RMB12 million. The project involved the development of a new management system capable of data centralization at provincial level and was set to feature the first attempt in China at interconnection between State and local taxation authorities.

February

Digital China (China) Limited entered into a letter of intent for strategic cooperation with China COSCO, a member of the COSCO Group, China's largest sea transportation operator, with a view to establishing a company that would spearhead in the area of IT for sea transportation and logistics.

Online implementation of the institute-level system in the ARP Project for Chinese Academy of Sciences was basically completed, with full coverage of the Academy's 116 units through six functional modules to facilitate data exchange among the Academy and its institutes. The system was ready for trial run and full-scale operation is scheduled for the second half of 2006.

1月

神州數碼總部正式遷入數碼科技廣場新辦公區（原神州數碼軟件研究中心項目）。地址為中國北京市海澱區上地9街9號。

服務業務旗下稅務本部再次成功簽約遼寧地稅金稅三期管理系統軟件開發項目，簽約額近人民幣1,200萬。此次簽約項目不僅要為遼寧地稅提供能實現省級數據大集成的新型管理系統，而且還將率先在國內嘗試完成國地稅互通互聯。

2月

神州數碼（中國）有限公司同中國最大的航運企業——中國遠洋運輸集團下屬中國遠洋正式簽署戰略合作意向書。此次建立戰略伙伴關係，雙方將本著“強強聯合、優勢互補、全面合作、分步推進”的原則，努力打造中國航運、物流IT的領軍企業。

中科院ARP項目覆蓋中科院全院116個單位、具備6個功能模塊、實現院所數據貫通的ARP所級系統上線實施工作已基本完成，具備測試運行條件，為在2006年下半年正式運行打下堅實基礎。

Industry Awards and Honors Received by Digital China

Digital China (China) Limited CCID

Most Valuable IT Service Brand Name Enterprise in China 2005

National Informatization Evaluation Center

25th ranking among Top 500 Enterprises in PRC Informatization; 3rd ranking among IT companies

National Informatization Evaluation Center

Best Informatization Strategy Award

National Informatization Evaluation Center

Best Synergistic Office Application Award

National Informatization Evaluation Center

ITSM Award jointly with CA China and HP China (as voted by users)

US Information Weekly (Chinese Edition)

3rd ranking among Top 100 PRC Business Technology Enterprises

CCID, China Information Weekly, China Federation of IT Promotion

PRC Signpost Enterprise in IT Management

China Information Weekly, China Federation of IT Promotion, China Computer Users Association

Informatization for China: Informatization Achievement Award 2005

Internet Weekly

1st ranking among Top 100 E-government IT, for the fourth consecutive year

eNet.com.cn

Best Project Implementation Award for Digital China's successful application of its PDM solution at Zhangqiu Haier Electromotor in the Annual Award of Exemplary PRC Informatization Projects

ChinaByte.com

Recommended ERP Brand Name 2005

Internet Society of China / IMCC

Best Service Award 2005

Internet Society of China / IMCC

Most Trusted Channel Award and Best Solution Award

CCID

Most Influential IT Distributor in China in 20 Years

CCID

1st ranking among Top 100 IT Distributors in China

Digital China (financial, government, telecommunications, manufacturing, education)

CCID

Sector User Satisfaction Award

Digital China Education Institute

IBM China Procurement

IBM Top 100 Supplier

企業獲得獎項

神州數碼（中國）有限公司 CCID

2005年中國最具價值IT服務品牌企業

國家信息化評測中心

《中國信息化500強》排名第25位居IT行業第3位

國家信息化評測中心

“最佳信息化戰略”獎

國家信息化評測中心

“最佳協同辦公（OA）應用”獎

國家信息化評測中心

與CA中國及中國惠普共同獲得用戶選擇的
“最佳IT管理服務（ITSM）”獎

美國《信息周刊（中文版）》

《中國商業科技100強》排名第3位

CCID、中國計算機報、中國信息化聯盟

《中國IT管理標杆企業》

中國計算機報、中國信息化推進聯盟、中國計算機用戶協會

《信息化影響中國——2005年度信息化成就獎》

互聯網周刊

神州數碼位列電子政務IT100強榜首，這已是神州數碼連續四年蟬聯電子政務百強第一。

矽谷動力網

神州數碼PDM解決方案由於在章丘海爾電機的成功應用，在“中國信息化樣板工程”年度總評選中，被評為“最佳項目實施獎”

天極網

2005ERP年度推薦品牌

中國互聯網協會和網絡營銷工作委員會

2005年度最佳服務獎

中國互聯網協會和網絡營銷工作委員會

用戶最信賴渠道獎和最佳解決方案獎

CCID

中國IT分銷20年影響力企業

CCID

2005中國IT分銷百大第一名

神州數碼金融、政府、電信、製造、教育

CCID

行業用戶滿意獎

神州數碼教育學院

IBM中國採購部

IBM TOP 100供應商

Segment Awards

Distribution Business

IBM

Best Channel Distribution Award 2005

各業務獲得獎項

分銷業務

國際商業機器

2005年最佳渠道拓展分銷獎

Epson

Outstanding Partner Award 2005

HP IPG Group

Best Distribution Sales Award 2005

HP PSG Group

Best Distribution Sales Award 2005

Systems Business

CISCO

FY05 Best General Distributorship Award (China)

Polycom

Top Sales – Asia Pacific and Best Partner in China

Oracle

Best Distributor – Asia Pacific

Sun Microsystems

FY05 SUN Support Service – Best Progress

FY05 SUN Best Contribution

IBM

IBM Premium Business Partner

Best Value-added Software Distributor

Storage Products – Best Progress

Global Outstanding Partner Award

Microsoft

Best Distribution Sales Award

HP

Best Channel Development – Greater China

HP Best Value-added Distributor for Itanium Servers – China

Digital China Networks (Beijing) Limited

China Computer Users

Exchange Products – Ying Hua Award

Services Business

Digital China Management Systems Limited

ChinaByte.com

Recommended ERP Brand Name 2005

Internet Society of China / IMCC

Most Trusted Channel Award and Best Solution Award

愛普生

2005年優秀合作伙伴獎

惠普IPG集團

2005年最佳分銷業績獎

惠普PSG集團

2005年最佳分銷業績獎

系統業務

思科系統

中國FY05最佳分銷總代理“大獎”

寶利通

亞太最佳銷量大獎及中國區最佳合作伙伴大獎

甲骨文

亞太區最佳分銷商

太陽電腦

FY05 SUN支持服務合作伙伴最佳進步獎

FY05 SUN最佳貢獻獎

國際商業機器

頂級業務合作伙伴獎

軟件最佳增值分銷商

存儲產品最佳進步獎

全球傑出合作伙伴獎

微軟

最佳分銷業績獎

惠普

大中國地區最佳渠道發展獎

中國惠普安騰服務器最佳增值分銷獎

神州數碼網絡（北京）有限公司

《中國計算用戶》

交換機產品英華獎

服務業務

神州數碼管理系統有限公司

天極網

2005ERP年度推薦品牌

中國互聯網協會和網絡營銷工作委員會

用戶最信賴渠道獎和最佳解決方案獎

Awards Received by Employees

Guo Wei

Central Committee, Communist Youth League CYEA

China Youth Entrepreneur Management Innovation Award

Lin Yang

CCID

Most Influential Figure of IT Distributor in China in 20 Years

Zheng Xiaowei

National Informatization Evaluation Center

Outstanding Informatization Manager in China Award

員工獲得個人獎項

郭為

共青團中央中國青年企業家協會

中國青年企業家管理創新獎

林楊

CCID

中國IT分銷20年影響力人物

鄭小維

國家信息化評測中心

中國傑出信息化主管獎



prudent business strategy
穩健的經營策略

Our prudent business strategy, which is built upon risk management, talent development and customer management, provides a solid foundation for further business development.

我們採取以信用管理為核心、有效激勵人員的管理計劃、及以客戶發展和業務創新的經營策略，確保在穩定的基礎上業務發展。