

「印刷傳承與創新」論壇

主題: 印刷創新

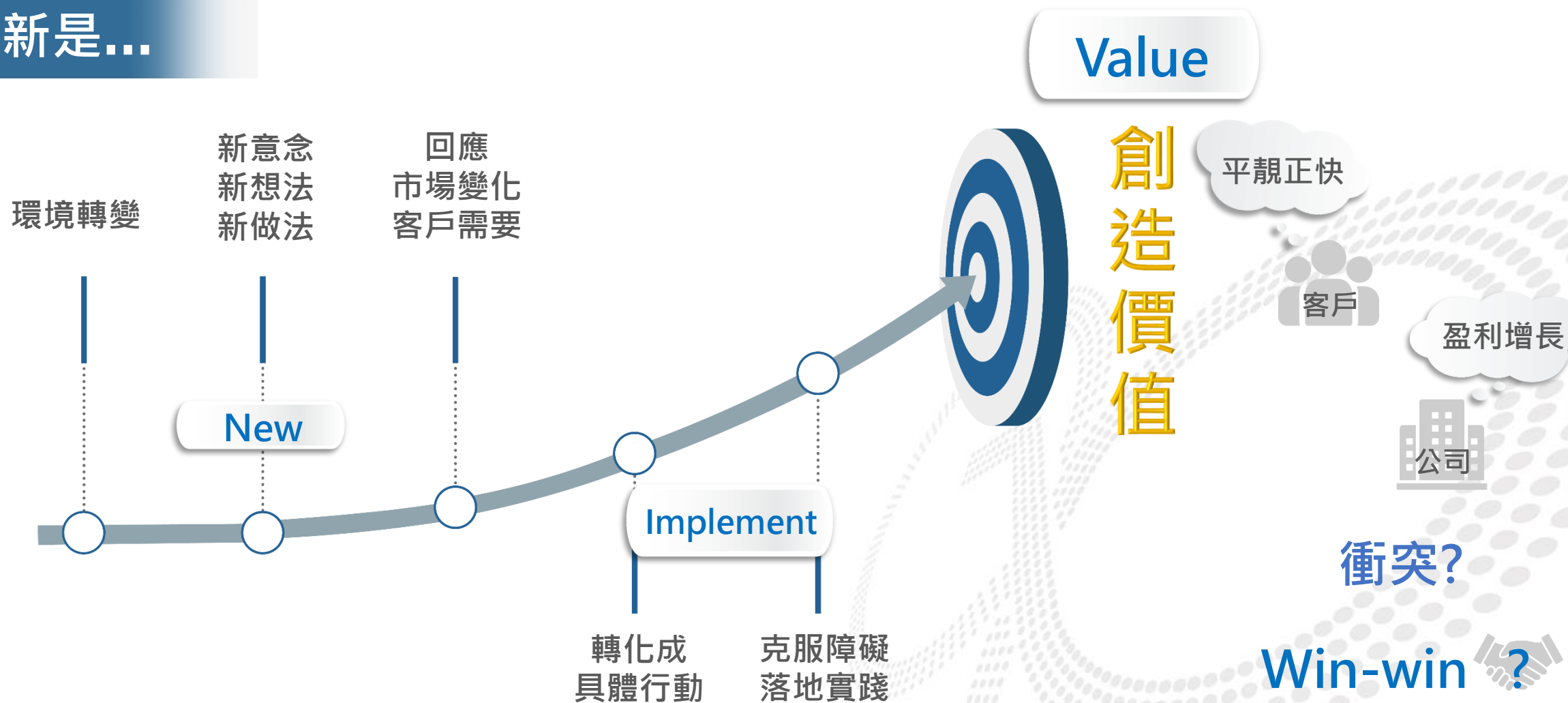
講者：鄭穩偉 Ricky Cheng
雋思集團主席及行政總裁

2022 年 9 月 28 日

- 1982 雋思製作
- 1985 雋思印刷有限公司成立
首台二手雙色印刷機
- 1990 樟木頭買地建廠
- 2000 CMS CTP 數碼化
- 2008 DPI 產品安全測試中心
- 2009 第一台數碼印刷機
- 2010 推出首個銷售網站
- 2013 精益管理
- 2017 收購鶴山工廠
- 2018 越南生產
- 2019 I4.0 1i 認證
- 2020 香港聯交所主板上市
- 2022 推出 QPMN平台B2B2C



創新是...



B2B / B2C 網上業務

網上客製化產品銷售



2010



2012



2013



2015



2021

B2B / B2C 網上業務

客製化

無MOQ

短交貨期



網上銷售流程



生產



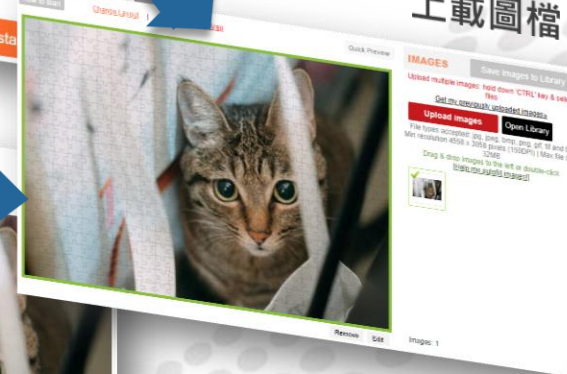
付款



3D預覽



加入文字



上載圖檔

即時報價
Custom 29.5x38.5 Inch 1008 Pieces
Giant Puzzle

Quantity	Price	Print type: View details
1	HK\$580.85	Traditional
2	HK\$484.50	
3-13	HK\$439.95	Number of pieces:
14-30	HK\$392.45	29.5" x 38.5" - 1008 pieces
31-50	HK\$353.20	Board quality: View details
51-100	HK\$321.80	Professional
101-250	HK\$274.70	Finish: View details
251-499	HK\$243.30	Gloss standard
500-999	HK\$156.95	Packaging: View
1000-1999	HK\$102.00	Poly bag (no box included)
2000-2999	HK\$86.30	Printed insert: View
3000-3999	HK\$70.60	No
4000-4999	HK\$57.70	
5000+	HK\$52.20	

選擇規格



選擇產品



Web-to-print

 Click to production

應用 Web-to-print

部分工序在客戶下單前完成

部分由客戶下單時輸入

聯繫客戶、報價
上門或網上取稿
與客戶詳細溝通細節
排版設計
跟進客戶修訂需求
最終稿確認
製作開版資料
製作BOM和工序表
開工單
組版

傳統印前流程

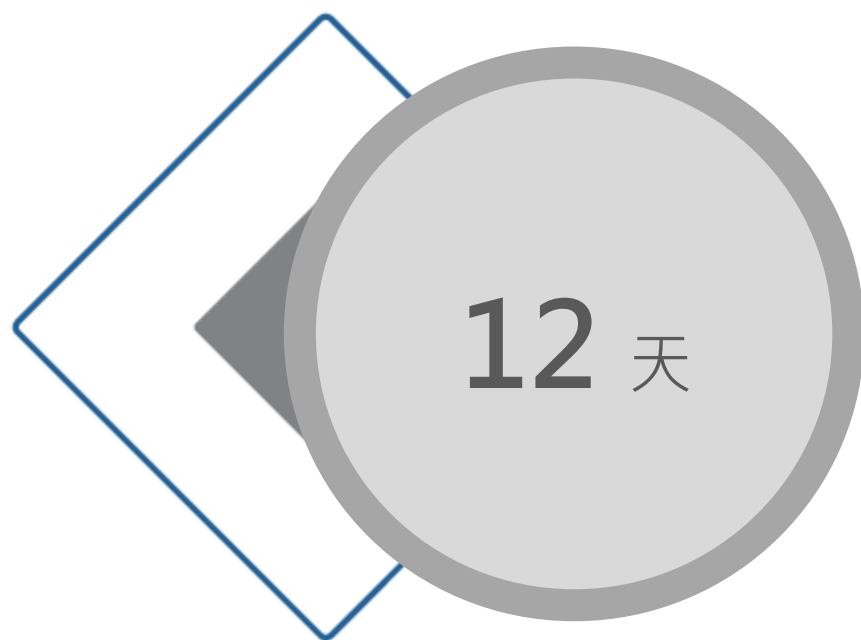


線上落單 (即時報價、選擇規格、上傳設計檔)
線上預覽產品、確認訂單
自動生成BOM/工序表/工單
自動排版

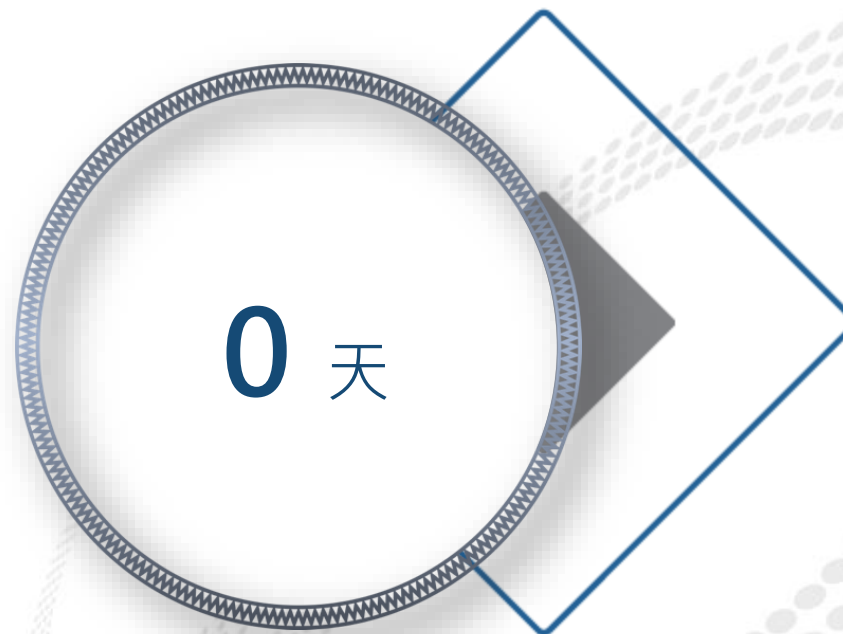
Web-to-print

Web-to-print

 Click to production



傳統印前流程



Web-to-print

Web-to-print



產品規格標準化

Create Your Own Board Game [See all components »](#)

Game Boards
Professional game board with linen or smooth finish for customization.
[Add Design](#)

Game Boxes
Many rigid game box shapes and sizes to print your design on to complete your game...
[Add Design](#)

Game Cards
Premium grade game cards, linen or smooth finish in many popular standard sizes.
[Add Design](#)

Game Pieces
Choose from a range of game pieces according to your board game requirements.
[See pieces](#)

Game Tiles
Custom tiles or chips, we have many different shapes and sizes for customization.
[Add Design](#)

Game Mats
High quality game mats customized with your design, heavy-duty rubber available.
[Add Design](#)

Spinners
If your game contains an element of luck or chance, spinners are a great addition.
[Add Design](#)

Custom Dice
Print each side of a standard shaped dice or polyhedron dice with your design.
[Add design](#)

Custom Back Standard MPC Playing Cards

See how we're going more environmentally friendly »

Quantity	Price/deck	Card stock: [see details]	Print type: [see details]	Finish: [see details]	Packaging: [view]	Card face: [see details]	Booklets: [see details]
No set-up charge		(S30) Standard Smooth	Full color print	BETA playing card finish	Shrink-wrapped	MPC standard	None
1-5	\$14.60						
6-29	\$12.10						
30-49	\$9.95						
50-99	\$8.25						
100-249	\$6.55						
250-499	\$5.00						
500-999	\$3.60						
1000-2499	\$2.70						
2500-4999	\$2.00						
5000-7499	\$1.60						
7500-9999	\$1.40						
10000-12499	\$1.25						
12500-14999	\$1.10						
15000+	\$0.99						

Need 2500+ decks with different designs or a specific customization? [Contact us for quote](#)

Applies to duplicate decks [See delivery options »](#)

[start your design](#)

[Choose another design](#)
[Choose another card size](#)

[No time or would like our help?]

Card stock: [\[see details\]](#)

- (S30) Standard Smooth
- (S27) Smooth
- (S30) Standard Smooth
- (S33) Superior Smooth
- (M31) Linen
- (M30) Linen Air Light [min.1000]
- (M32) Linen Air [min.1000]
- (P10) Plastic

Material options: [\[see details\]](#)

- S27 (FSC-certified) promotional card stock with blue core (smooth finish)
- S30 (FSC-certified) professional standard card stock with blue core (smooth finish)
- S33 superior smooth card stock with black core (smooth finish)
- M30 magic quality card stock with black core (linen air light finish) - Minimum order quantity of 1000 required for this option
- M31 casino quality card stock with black core (linen finish)
- M32 master quality card stock with black core (linen air finish) - Minimum order quantity of 1000 required for this option
- P10 100% premium white plastic card stock

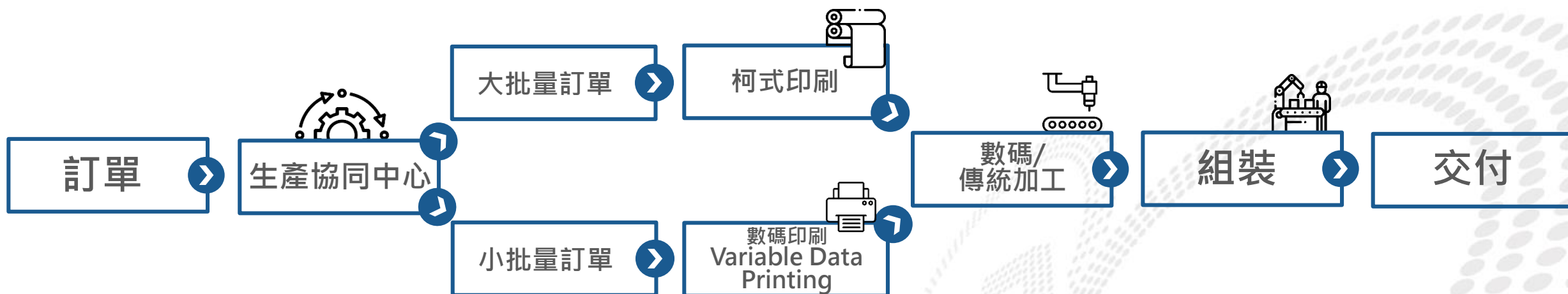
自2015年應用 W2P 在 OEM 業務

縮短OEM客戶產品開發時間

標準化產品選項

整合傳統及數碼設備的生產流程

數碼系統



由系統自動判斷及分派到生產點及生產設備

B2B2C 網上業務



Q P Market Network

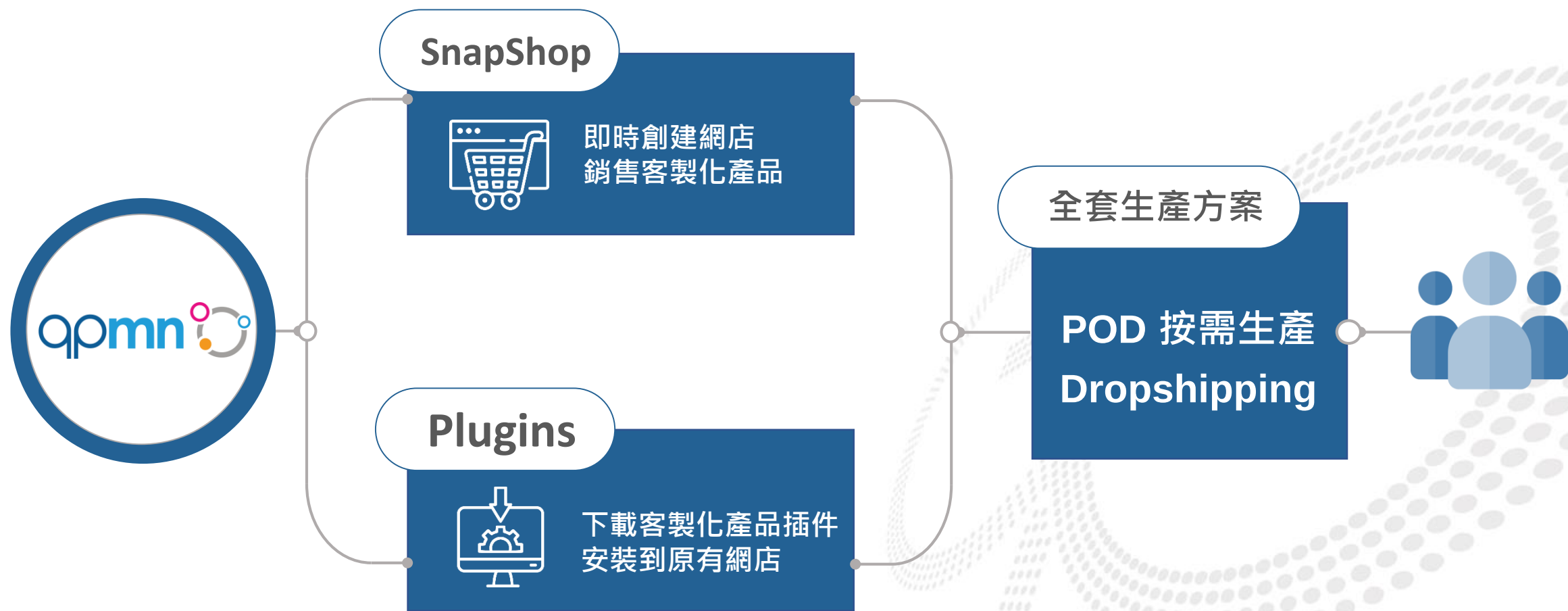
連繫全球伙伴的一站式客製化產品平台

B2B2C 網上業務

市場持份者的需求

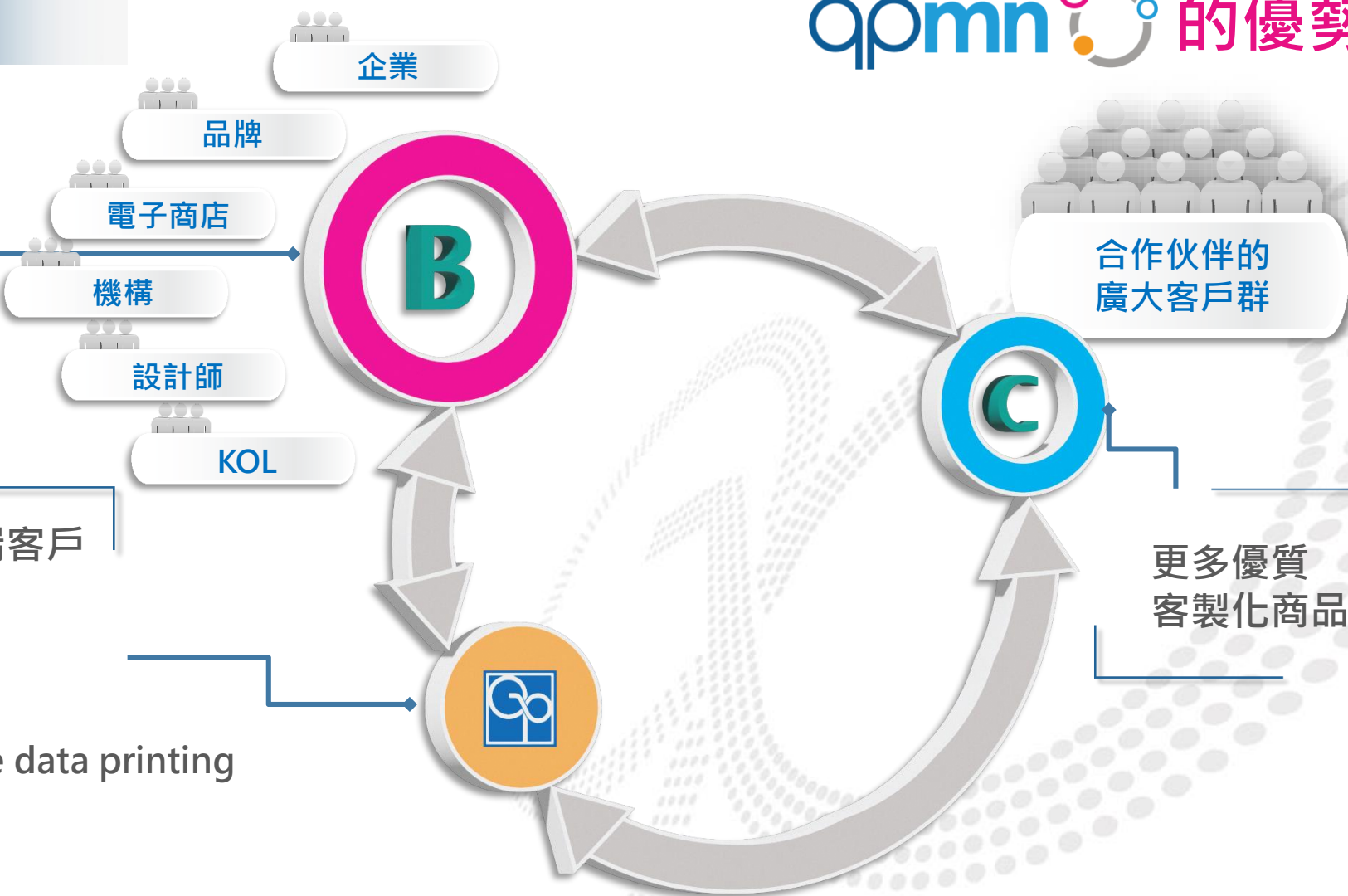


B2B2C 網上業務



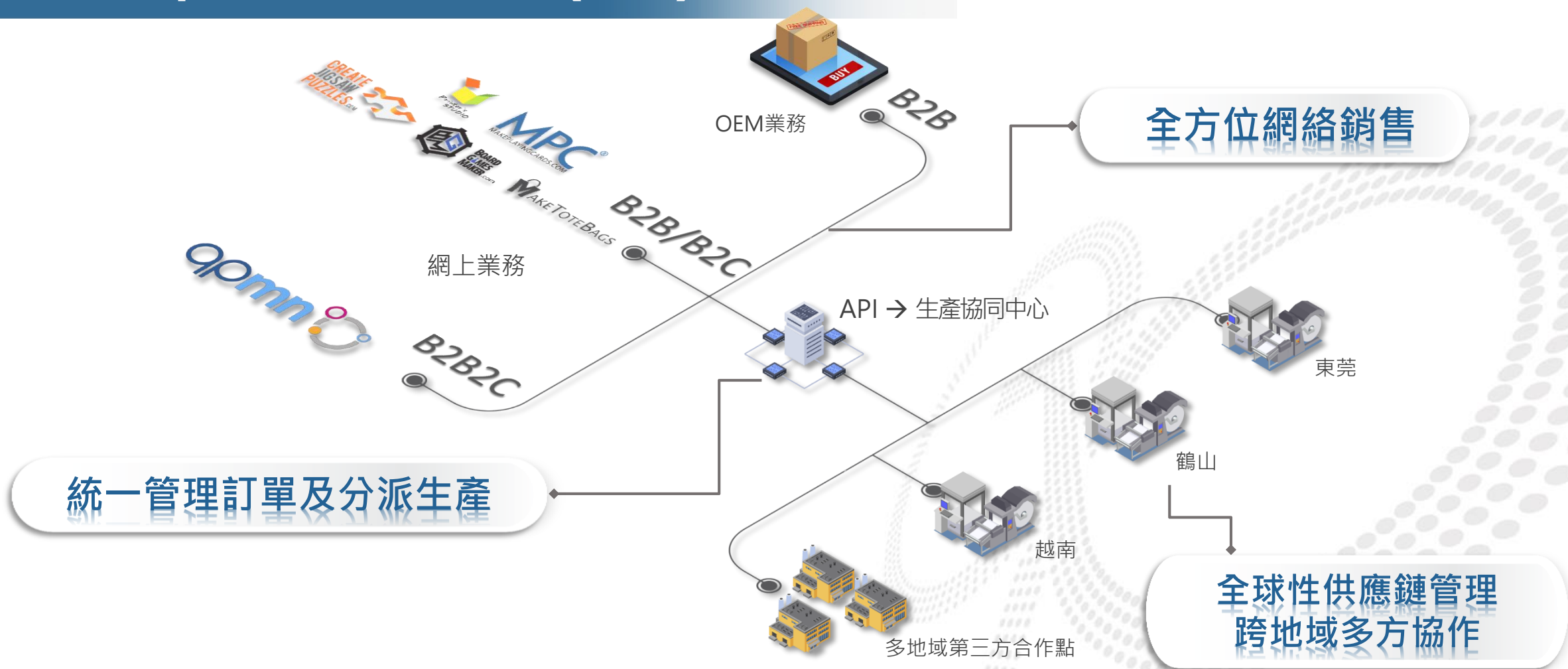
B2B2C 網上業務

- 零起始成本，快速開店
 - 一條龍訂單生產，無需倉存
 - 自行拼單，享優惠訂價
 - 客製化產品，提升價值
-
- 產生協同效應，接觸全球終端客戶
 - 打進unreached markets
 - 擴展市場覆蓋
 - Mass customisation + variable data printing
= 利潤最大化



qpmmn 的優勢

Smart Operation Network (SON)





Thank you