

Mainetti (HK) Limited 香港萬美有限公司

Nurturing New Growth with Technology Training 以科技培訓強化人才發展



“ We need to evolve with customer and to help them go through the days in the new retail O2O environment with our end-to-end solutions. ”

Mr. Paul Tai, Regional Director

Challenges

Mainetti (HK) believes people are the main assets of a company: the business will grow if the people grow. The company has devised the GROW model: First decide the **G**oal; then establish the current **R**eality; third explore the **O**ptions; and finally maintain the **W**ill to commit to the growth journey.

On-the-job training is an integral GROW process for Mainetti. Recognising the importance of technology in its business, Mainetti partnered with GS1 Hong Kong on a series of RFID consultation and training sessions to build the staff capacity. The trainings started in 2017, covering 7 regional offices including Australia, South Korea, Hong Kong, Mainland China, India, Sri Lanka, Bangladesh and Vietnam, and has since expanded to European markets in the UK, Netherland and Italy in 2018.

Solutions

The trainings focused on retail / logistics technology like barcode, RFID principles and implementation, with the course materials localised and fine-tuned subject to the differences on technology adoption status, target audience (senior management / salespersons / designers), etc.

More than 150 staff have attended the training since then. Equipped with the knowledge on RFID applications, Mainetti staff are able to confidently present new ideas that are based on RFID technology to their clients, for example NEXT and Chiho Environmental, to help them streamline their supply chain management. On the other hand, Mainetti designers are inspired to embody technology in the packaging solutions that look pleasing to customers with practical functionality.



Benefits

The company's GROW culture coupled with the trainings motivate employees to embrace future technology and:

- 1 • Stimulate new product / solution ideas that potentially help the company yield better margin;
- 2 • Cultivate a life-long learning environment across the company that supports its sustainable business growth.

GS1 standards used or solution(s) / service(s) applied

- RFID Consultation and Training

About the Company

Established in 1961, Mainetti is a global provider of hangers and packaging solutions. Leveraging its successful business and vast global footprints, the company is expanding product offerings with the launch of full RFID solutions to customers, tailoring for each customer's unique needs.



挑戰

萬美深信人才是一間公司最重要的資產，公司發展與人才培訓是相輔相成的。萬美特別設計了一套GROW模式，首先是制定目標(Goal)，然後是評估現狀(Reality)，接着是探索可行的解決方案(Options)，最後是確立行動計畫(Will)，達至個人成長。

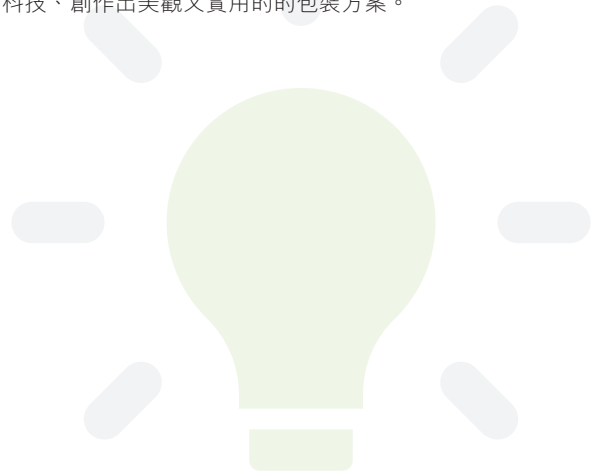
在職培訓是萬美GROW模式的重要一環。萬美明白科技對其業務發展非常重要，因此與香港貨品編碼協會(GS1HK)合作，推行一系列無線射頻識技術(RFID)顧問及培訓，提升公司人才能力。有關培訓計劃自2017年展開，遍及公司在澳洲、南韓、香港、中國內地、印度、斯里蘭卡、孟加拉及越南的區域辦公室，並於2018年推展至英國、荷蘭及意大利的歐洲市場。



解決方案

培訓課程內容主要圍繞零售及物流科技，包括條碼、RFID原則及應用，並因應歐洲當地科技運用的情況、受眾(銷售人員或設計師)等情況，將內容作微調。

萬美至今已有逾150名員工參與培訓，他們掌握RFID應用的知識後，能將新意念結合RFID技術，向NEXT、齊合環保等客戶推銷，協助其簡化供應鏈管理。另一邊廂，萬美的設計師亦受啟發，應用科技，創作出美觀又實用的包裝方案。



“ 我們需要與客戶與時並進，運用我們全面的解決方案，助他們在全方位的新零售環境中突圍而出。

區域總監戴麟先生

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效益

萬美的GROW文化及培訓活動，鼓勵員工擁抱未來科技並：

1. 刺激新產品及新方案構思，有助提高公司利潤
2. 在公司建立終身學習的文化，支援可持續的業務發展

應用的GS1標準或方案 / 服務

- 無線射頻識技術顧問及培訓

公司簡介

成立於1961年的萬美是全球性的衣架及產品包裝方案供應商。萬美憑藉遍及全球的蓬勃業務，進一步開發全面的RFID解決方案，拓展產品範疇，滿足不同顧客的獨特需要。