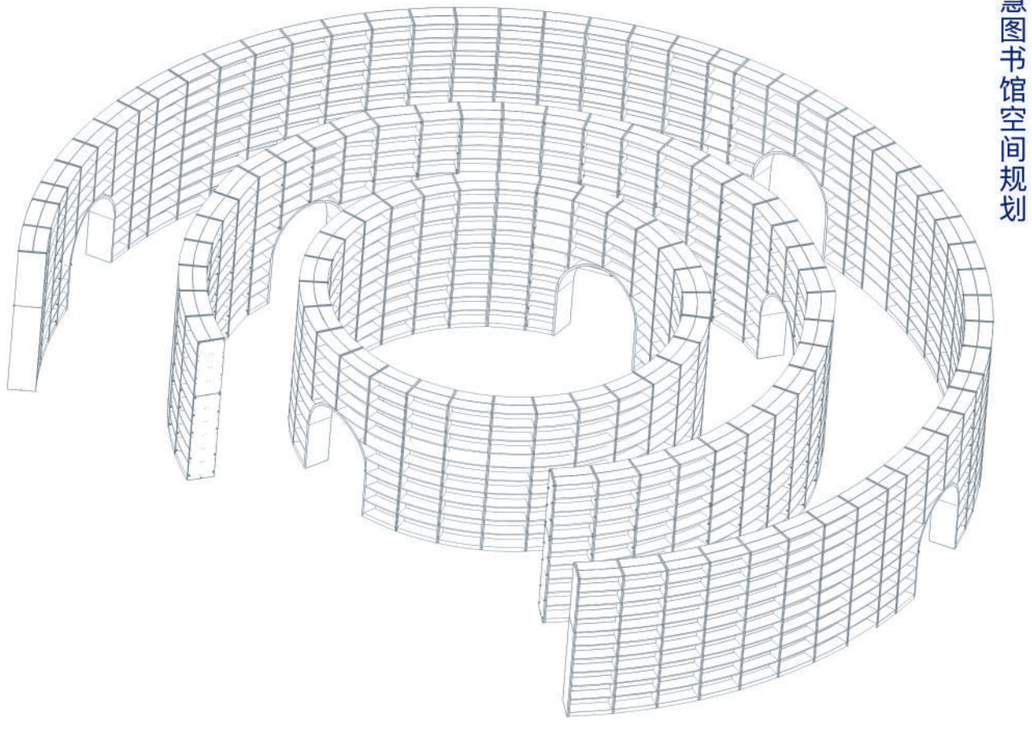
智慧图书馆空间规划



HOTANWE®
昊天伟业

HOTANWE®昊天伟业
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HOTANWE® 昊天伟业

中国智能家居

SMART HOME IN CHINA

HOTANWE®

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董事长寄语
CHAIRMAN MESSAGE

逆境磨砺意志·奋斗创造辉煌
ADVERSITY SHARPENS WILL, STRUGGLE CREATES BRILLIANCE

在这变革的时代，我们怀揣梦想，肩负责任，携手前行。今天，我想与大家分享一个关乎未来、关乎梦想的故事，一个我们共同书写的故事。

面对激烈的市场竞争和日新月异的科技变革，如何保持企业稳健发展，持续创新，成为摆在我们面前的重要课题。我们深知，只有不断创新，才能在竞争中立于不败之地;只有持续进步，才能赢得客户的信任与支持。因此，我们始终坚持以客户为中心，以市场为导向，不断追求卓越，努力为客户提供更优质的产品与服务。回顾过去，我们取得了一系列令人瞩目的成绩，但我们也清醒地认识到，未来的道路依然充满挑战。在这个充满机遇与挑战的时代，我们要如何继续前行?答案只有一个:那就是不断创新，不断超越自我。正如伟大的科学家爱因斯坦所言:"想象力比知识更重要。"正是这股不断追求创新、敢于挑战自我的精神，推动我们不断突破技术瓶颈，引领行业发展我们将继续加大研发投入，加强与公共文化建设、高校和国内外知名企业的合作，推动产学研深度融合，为我们的客户提供更贴合需求的图书馆智能的产品与解决方案。

展望未来，我们将培养传承新一代接班人继续坚守诚信、务实、创新的经营理念，不断提升企业核心竞争力，为行业进步与社会发展贡献我们的力量。我们坚信，只要我们团结一心、携手共进，就一定能够创造出更加辉煌的明天!

让我们携手共进，共创美好未来!

董事长：高定武

In this era of transformation, we pursue our dreams, shoulder our responsibilities, and move forward hand in hand. Today, I want to share with you a story about the future and dreams — one we co-create.

Faced with fierce market competition and rapid technological changes, maintaining steady corporate development and continuous innovation is crucial. We know well that only constant innovation ensures competitiveness, and only sustained progress wins customers' trust and support. Thus, we adhere to a customer-centric, market-oriented approach, strive for excellence, and deliver higher-quality products and services.

We have achieved remarkable results in the past, yet we are aware that the road ahead is full of challenges. The only way forward is continuous innovation and self-transcendence. As Einstein put it, "Imagination is more important than knowledge." This spirit of innovation drives us to break technological bottlenecks and lead the industry.

We will increase R&D investment, strengthen cooperation with public cultural projects, universities and renowned enterprises at home and abroad, promote industry-academia-research integration, and provide customers with more tailored intelligent library products and solutions.

Looking ahead, we will cultivate a new generation of successors, uphold the philosophy of integrity, pragmatism and innovation, enhance core competitiveness, and contribute to industrial and social development. We firmly believe that unity will lead us to a more brilliant tomorrow!

Let us join hands for a better future!

Chairman: Dingwu Gao



企业简介
COMPANY PROFILE

浙江昊天伟业智能家居股份有限公司，自2009年成立以来，凭借其强大的研发、设计、生产、销售及服务能力，已然成为一家具有行业影响力的现代化家具企业。其主营范围广泛，涵盖了图书馆家具、校园家具、实验室家具、钢制家具、办公家具、椅子和沙发等系列产品。为了满足市场需求，公司引进了国际知名品牌的家具制造和检验设备，并采用了先进的生产技术，确保产品质量和生产效率。

昊天伟业拥有卓越的生产能力，引进了德国全自动数控板材开料锯、重型自动直线封边机、库卡机器人上下料系统及CNC电脑数控多功能加工中心等先进设备，能够进行高效、精确的生产加工。此外，公司还引进了Amada多种型号折弯机、萨瓦尼尼全自动柔性折弯中心和意大利全自动喷塑流水线，确保产品的外观和质量都达到行业先进水准。

昊天伟业的企业理念独具特色，强调专业、创新、高效和热忱。专业体现在公司以专业的技术、专业的品质，不断自我完善和挑战的精神;创新则体现在持续改进产品和服务，以最适合最新颖的方式诠释产品的理念;高效则体现在科学管理、注重细节、简化程序、提升质效，在最恰当的时间收获理想的效果的追求;而热忱则体现在耐心、诚恳、专业的服务态度，带给客户一站式完美购物体验的好心情。

昊天伟业深知，携手共赢是商业成功的关键。因此，公司真诚地邀请您携手共进，共同开创未来、实现梦想。凭借其可靠的产品质量、创新的技术实力和优质的服务水平，昊天伟业有信心在竞争激烈的市场中脱颖而出，致力于成为行业标杆。我们期待与您共享这份成功，共创美好未来。

Zhejiang Haotian Weiye Smart Home Co., Ltd., founded in 2009, has grown into an influential modern furniture enterprise with integrated strengths in R&D, design, production, sales and service. Its business scope covers library, campus, laboratory, steel and office furniture, as well as chairs and sofas. To ensure quality and efficiency, it has imported world-class manufacturing and testing equipment and adopted advanced technologies.

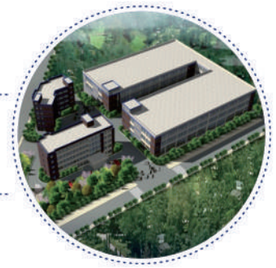
Endowed with superior production capacity, Haotian Weiye has introduced high-end equipment including German CNC panel saws, KUKA robotic loading/unloading systems, Amada bending machines and Italian automatic spray coating lines, which ensures top-tier product appearance and quality in the industry.

The company adheres to a philosophy of professionalism, innovation, efficiency and enthusiasm: professionalism in dedicated technology and quality; innovation in upgrading products and services; efficiency via scientific management; and enthusiasm in delivering sincere one-stop service.

Committed to win-win cooperation, Haotian Weiye sincerely invites partners to join hands for a shared future. With reliable quality, innovative strength and premium services, it strives to become an industry benchmark and looks forward to creating prosperity together.

6058万元RMB
注册资本
Registered capital：60.58 million yuan

35000+M²
占地面积
Floor space：More than 35,000 square metre







HOTANWE®
昊天伟业

企业愿景

不断倾听和满足用户需求，引导并超越用户需求，赢得用户尊敬。

Corporate vision:Constantly listen to and meet the needs of users,guide and exceed user needs,and win the respect of users.

经营理念

尽善尽美是我们对顾客永远的承诺，以质量求发展，以创新求顾客满意。

Business philosophy:Perfection makes us forever committed to customers,and strives for development by quality,and customer satisfaction by innovation.

企业价值观

正直，进取，合作，创新！

Corporate Values:Integrity,Enterprising,Cooperation, Innovation!

发展之路
DEVELOPMENT ROAD



2026 ……

2025 为主参与国家标准《钢制储物柜（架）技术要求及试验方法》的制修订。
Take the lead in formulating the standard Intelligent Furniture – Compact Shelving of China National Furniture Association.

2024 为主参与国家标准《智能家具 密集架》的制修订。
Take the lead in the formulation and revision of the national standard Intelligent Furniture – Compact Shelving.

2023 参与修订高等院校智慧型图书馆建设要求，团体标准起草单位。
In 2023, participated in the revision of the requirements for the construction of smart libraries in colleges and universities, and the drafting unit of group standards.

2022 获浙江省市场监督管理局AAA级守合同重信用企业
In 2022, won the Zhejiang Provincial Market Supervision Administration AAA level contract-abiding and trustworthy enterprise.

2021 获浙江省第一批专精特新企业
In 2021, won the first batch of specialized and special new enterprises in Zhejiang Province.

2020 参与制定“定制家具安装验收规范国家标准起草单位”。
In 2020, participated in the formulation of the "National Standard Drafting Unit for Customized Furniture Installation and Acceptance Specifications".

2019 更名浙江昊天伟业智能家居股份有限公司股改后浙江股权交易中心成长版挂牌
In 2019, after the name was changed to Zhejiang Hotanwe Smart Home Co., Ltd., the growth version of Zhejiang Equity Exchange Center was listed.

2018 获国家高新技术企业称号
In 2018, won the title of national high-tech enterprise.

2017 图书馆家具新产品参加中国国际家具博览会（广州）
In 2017, Library Home Furnishing New Products Participated in China International Furniture Fair (Guangzhou).

2015 成为浙江省家具协会理事单位杭州市家具商会常务副会长单位
In 2015, it has become the governing unit of Zhejiang Furniture Association and the executive vice president unit of Hangzhou Furniture Chamber of Commerce.

2013 办公家具新产品上海家具展参展
In 2013, new office furniture products were exhibited at the Shanghai Furniture Fair.

2012 新工厂建设完成投产
In 2012, the construction of the new plant was completed and put into operation.

2009 注册浙江昊天伟业家具有限公司并在桐乡摘牌国有土地
In 2009, registered Zhejiang Hotanwe Furniture Co., Ltd. and delisted state-owned land in Tongxiang.

2008 成为杭州市家具商会理事单位，计划选址购买土地建新厂。
In 2008, became the governing unit of Hangzhou Furniture Chamber of Commerce, and planned to choose a site to purchase land to build a new factory.

2005 成立了杭州天海办公家具有限公司，主要从事钢制家具生产，这也是浙江昊天伟业智能家居股份有限公司的前身。
In 2005, Hangzhou Tianhai Office Furniture Co., Ltd. was established, mainly engaged in the production of steel furniture, which is also the predecessor of Zhejiang Hotanwe Smart Home Co., Ltd.

企业优势
ENTERPRISE ADVANTAGES

18年的
工业基础
18 years of
industrial foundation

国内
优秀设计师
Excellent
domestic designers

大项目的
运营经验
Operational experience
in large projects

环保、健康
智能产品属性
Operational
experience
in large projects

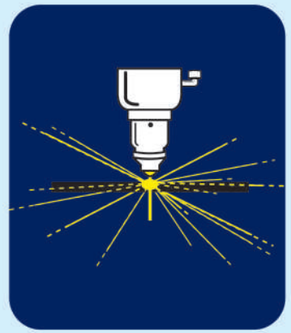
装配式框架
下的模块家具
Prefabricated frame
lower module
furniture

持续发展的产品研发	环保的原材料	优秀的销售顾问	专业的管理团队	精细的产品方案	五星级的售后服务
Continuously developing product development	Environmentally friendly raw materials	Users act as insightful consultants for sales	Professional management team	Fine tuned product proposal	Five star after-sales service

昊天伟业致力于为人们带来更好的阅读空间解决方案。在二十一世纪的今天，人们对于学习、阅读空间不再仅仅执着产品的功能性；而昊天伟业不仅追求研发更美观、更舒适、更经济、更环保、功能性更强的家具，给顾客一个更好的选择，更加追求绿色与环保的社会责任感也渐渐为人们所接受；我们一直在为改善人们的生活方式而努力。

Hotanwe is committed to providing people with better reading space solutions. In the 21st century, people are no longer solely focused on the functionality of products when it comes to learning and reading spaces; Hotanwe not only pursues the development of furniture that is more beautiful, comfortable, economical, environmentally friendly, and functional, but also provides customers with a better choice. The social responsibility of pursuing green and environmental protection has gradually been accepted by people; We have been working hard to improve people's way of life.





18年工业基础
18 years of industrial base

任何设计都需要制造工艺的支撑，18年的工艺基础以保证产品的设计和制作工艺。

Any design needs the support of the manufacturing process and the 18-year industrial foundation ensures the design and production process of the product.



系统解决方案
System solutions

我们深信每一个客户和空间都是不同的个体，基于这样的认识，我们对每一个客户的服务都必须经过系统的解决方案：观察、调研、讨论最后才是效果的呈现。

We are convinced that each customer and space are different individuals. Based on this understanding, our service to each customer must go through a systematic solution that are observation, research and discussion. Finally, the performance is well executed.



完善的售后服务
Perfect after-sales service

昊天伟业提供了18年的品质保障服务及产品的终身维护计划。

Haotanwe provides 18 years of quality assurance services and a lifetime maintenance plan for its products.

公司注重技术、产品和市场的开发。

The company focuses on the development of technology, products, and markets.

10项
计算机软件著作权
10 computer software copyrights

02项
发明专利
2 invention patents

10+项
实用新专利
More than 10 utility model patents

30+项
外观设计专利
More than 30 design patents



专业背景
PROFESSIONAL BACKGROUND



施工资质/Construction Qualifications



国家高新技术/National High-tech



CQC+ISO认证/CQC+ISO Certification



相关荣誉/Related Honors



量身定制
TAILORED

01 了解项目信息挖掘客户需求
Collect information about project and customer's need

02 产品的系统设计及空间方案的推介
System design of product and spatial program recommendation

03 专业级的销售服务
Professional sales service
平面规划图|项目方案书|项目报价书|家具摆样
Floor plan/presentation/price list/display

04 整体制造与安装
Overall manufacturing and installation

服务承诺
SERVICE COMMITMENT

售前 Pre-sale

提供专业的空间解决方案

◎专业销售人员上门介绍产品；
◎展厅陈列产品的展示并对色彩、材质详细注解；
◎工地现场勘察、校对尺寸。

Provide professional space solution:
1.Introduce products via professional sales;
2.Visit the showroom and check the products on display and detailed explanation of colors&materials;
3.Site exploration and size checking.

售中 In Sale

现场管理保护措施

◎合理安排货物运输和进场时间；
◎货物到达现场后精准快速的做好分货工作；
◎搬运安装家具时做好墙面、地面等保护工作；
◎统一堆放、集中回收垃圾；
◎有序摆放家具并做好现场保洁。

Site management and protection measure:
1.Reasonably arrange the transportation and entry time of goods;
2.Accurate and fast sorting of goods upon arrival at the site;
3.When moving and installing furniture, do a good job of protecting walls, floors, and other areas;
4.Unified stacking and centralized recycling of garbage;
5.Arrange furniture in an orderly manner and do a good job of on-site cleaning.

售后 After sale

◎定期回访客人　◎填写售后服务单　◎现场检修　◎双方确认签字

1.Check On Customer's Feedback;
2.Fill In The After-sales Service Form;
3.On-site Maintenance;
4.Both Parties Confirmed & Signed.



市场布局
MARKET LAYOUT

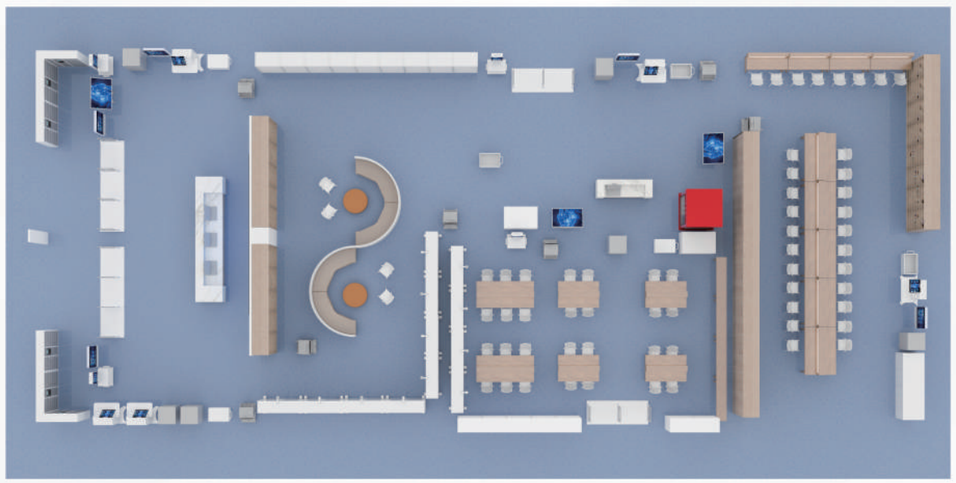
经过多年的磨炼，“昊天伟业”品牌已拥有较高的市场占有率，产品畅销浙江、北京、上海、广州、深圳、江苏、山东、重庆、安徽、江西等二十多个省市远销欧洲、美洲、中东等国家和地区。

After years of refinement,the Haotanwe brand has a high market share, and its products are popular in more than 20 provinces and cities including Zhejiang, Beijing, Shanghai, Guangzhou, Shenzhen, Jiangsu, Shandong, Chongqing, Anhui, Jiangxi, and are exported to countries and regions such as Europe, America, and the Middle East.

智慧图书馆
SMART LIBRARY

- 硬件类
- 软件类





智慧图书馆系统组成

STEEL FORM COMPOSITION OF SMART LIBRARY SYSTEM



智慧图书馆
SMART LIBRARY







图书馆公益服务不再受空间、时间眼制，可以建设在社会各处，如社区、街道、商业写字楼、企事业单位、学校、医院、旅游景区、部队等。

Library public welfare services are no longer limited by space and time, and can be built in various parts of society, such as residential areas, streets, commercial and office buildings, enterprises and institutions, schools, hospitals, tourist attractions, and the military.



优势组成
ADVANTAGES COMPOSITION

- 减少采购成本 Reduce procurement costs
- 实时监控设备 Real-time monitoring of equipment
- 准确分析业务 Analyze the business accurately
- 及时上线新服务 Go live with new services in a timely manne
- 图书馆互相借鉴义务运营 Libraries learn from each other and operate on a voluntary basis

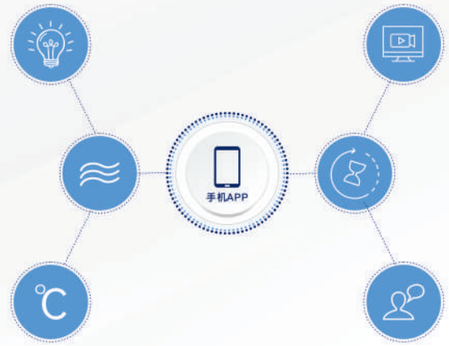
智能控制
ADVANTAGES COMPOSITION

远程监管智能操作：可通过手机APP智能调节控制智慧图书馆的温度、灯光等。

Remote supervision intelligent operation, which can intelligently adjust and control the temperature, lighting, etc. Of the smart library through a mobile app.

无人操作 智慧灯光
Unmanned operationof smart lights
通过光线传感器可控制灯光开关
The light switch can be controlled by means of a light sensor

无人操作 智慧恒温
Unmanned operation
Intelligent constant temperature
通过温湿度传感器，设定空调系统的温度，无论室外温度如何变化，馆内的温度保持一致
The temperature of the air conditioning system is set by the temperature and humidity sensors. Regardless of how the outdoor temperature changes, the indoor temperature remains consistent



无人监管 远程监控
Unsupervised remote monitoring
智能控制系统和远程监控系统可安装在手机端，远程控制设定各设备的工作时间。
He intelligent control system and remote monitoring system can be installed on the mobile phone to remotely control and set the working time of each device.

无人值守 远程通话
Unattended remote calls
可实现读者有需要帮助可以直接按呼叫按钮，管理者可以看到实时视频，可以跟读者语音通话。
It can realize that readers can press the call button directly if they need help, and managers can see real-time video and can make voice calls to readers.

物联网管理系统
IOT MANAGEMENT SYSTEM

连接和管理所有图书馆专用智能硬件设备；连接和管理通用智能设备;

Connect and manage all library specific intelligent hardware devices; Connect and manage universal smart devices.



应用层 Application layer
- 数据分析 Data analysis
- 决策分析 Decision analysis
- 智能服务 Smart services
- 自动化 Automation

数据/控制 Data/Control
- 设备接入 Device access
- 数据采集/管理 Data collection management
- 设备管理 Device management
- 安全政策 Security Policy

01 提供标准化接口，能够直接接入第三方设备（自助服务设备/图书馆馆员工具）
Standardized interfaces for direct access to third-party devices (self-service devices/library staff tools)

02 支持通用设备管理模型，提供标准化的基础服务（应用层/基础服务）
Support a common device management model and provide standardized basic services (application layer/basic services)

03 提供设备分类标准，提供图书馆设备及数据的特定应用服务（应用层/专用服务）
Provide equipment classification standards, and provide application-specific services (application yer/dedicated services) for library equipment and data

昊天伟业国内工程案例
HAOTANWE DOMESTIC ENGINEERING CASE

浙江图书馆之江馆
Zhijiang Branch, Zhejiang Library

上海图书馆东馆
East Branch, Shanghai Library

深圳图书馆北馆
North Branch, Shenzhen Library

浙江宁波图书馆
Ningbo;Library in Zhejiang

浙江绍兴图书馆
Shaoxing Library in Zhejiang

浙江桐乡图书馆
Tongxiang Library in Zhejiang

浙江余姚图书馆
Yuyao Library in Zhejiang

舟山定海图书馆
Dinghai Library in Zhoushan

江西萍乡图书馆
Pingxiang Library in Jiangxi

青海海东图书馆
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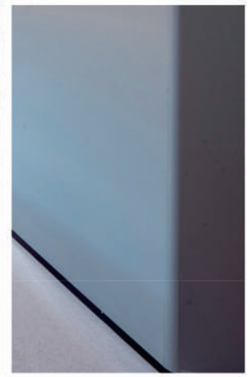




















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