



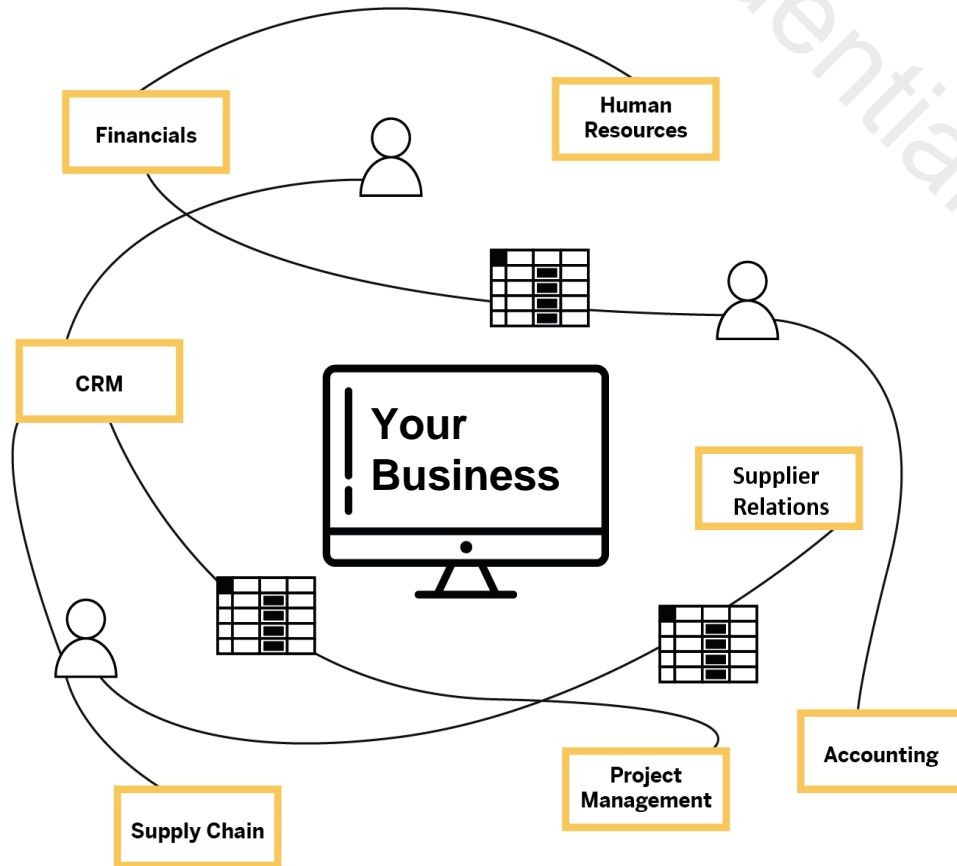
# SAP Business One Introduction

## Digitalization for Your Business

Suchada Iamchula (Ploy)  
Business Lead for SAP Business One, SAP Indochina

PUBLIC

# Current Business Challenges



## Challenges...

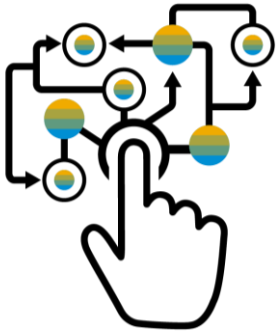
- Manual processes & disjointed systems inhibit growth
- No workflows
- Difficult to scale
- No single source of truth and lack of visibility across end-to-end business
- Hard to meet evolving customer expectations
- Inability to leverage on the latest technologies

## What we hear from customers...

- Opex instead of Capex would be good.
- Customer wants to invest software that allows them to expand rapidly into new economies in the next 12 months..
- Need to increase rollout speed
- Quick go-to-market time
- Need an ERP that has integration capabilities with my external applications.
- IT Platform must be a mature Cloud/SaaS environment ready for growth

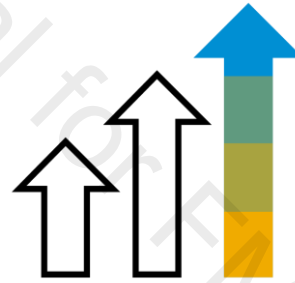
# Why ERP is a key system?

As your business changes, a solid underlying foundation is critical



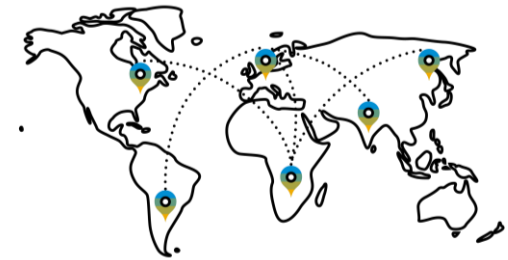
## It's time to go digital

- You want to make the right business decisions at the right time, with real-time access to information
- You need to automate your business processes, to increase productivity



## You are growing

- You are a fast growing company, and your needs are out-pacing your current system capabilities
- As your business grows, you need to put best-practice processes in place



## You are expanding

- If you are expanding into new markets, you need business software that will enable you, not hinder you
- Enable your subsidiary network to harmonize business and intercompany processes

# Run your Business with a Digitized ERP Solution

**Keep your focus on running your business!**

## **Competitive Advantage**

- Become relevant in the global economy by implementing robust business process, allowing you to adapt to market changes, and anticipate business trends

## **Connect Business Functions**

- Your entire business runs more smoothly by touching all business areas which assists by natural cross departmental collaboration within your organization

## **Easy Access to Data**

- Analytics and reports helps you to keep informed about your business to make decisions on the back of real-time data insights





# About SAP SE

## Employees and Basic Facts

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 91,120 employees worldwide (4/30/2018)
  - >140 nationalities worldwide

## Customers

- SAP serves >388,000 customers in >180 countries
- Approx. 80% of SAP customers are SMEs

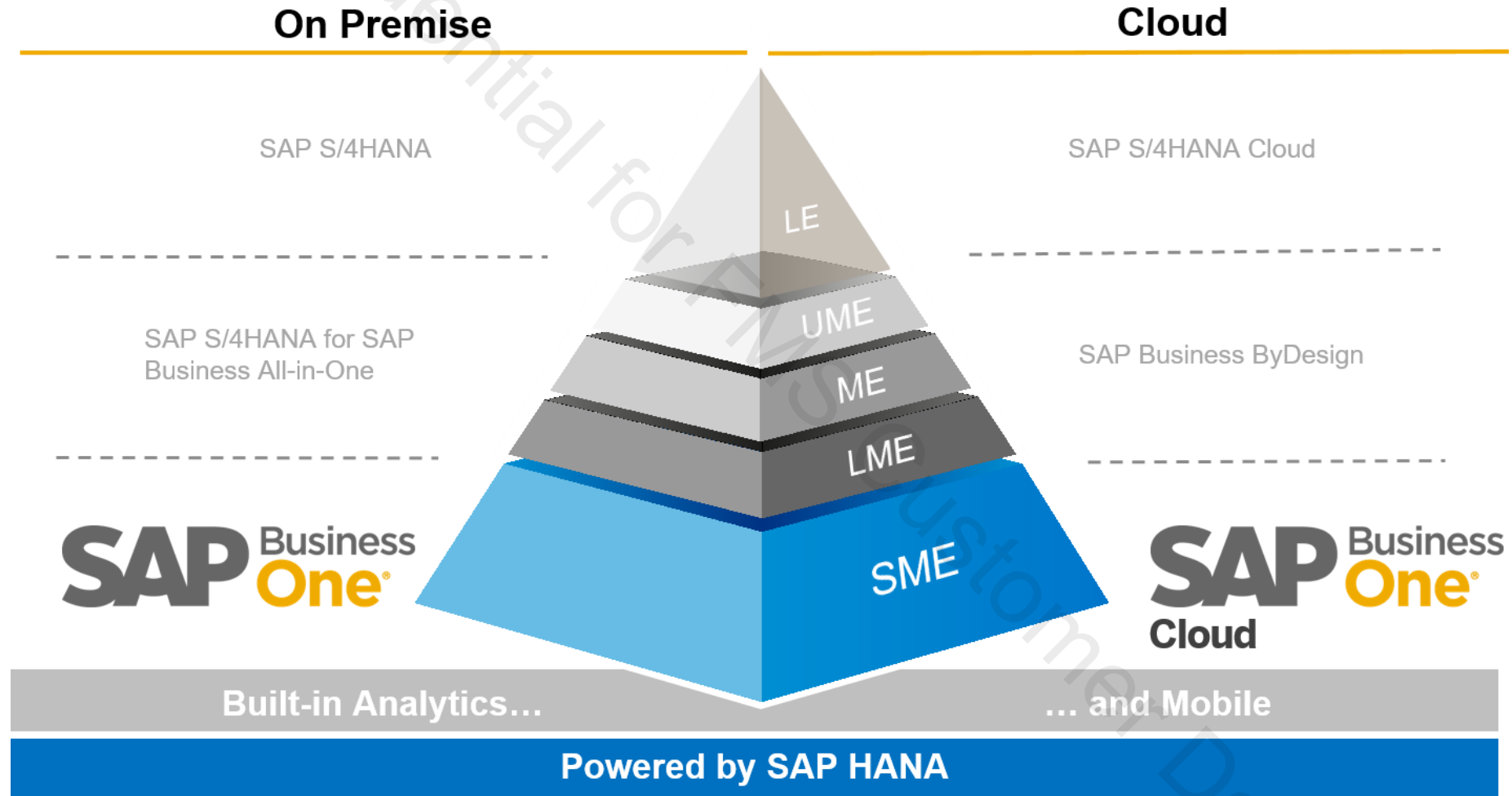
## Market Position

- SAP is market leader in:
  - Enterprise application software
  - Predictive Analytics and Machine Learning
  - Artificial Intelligence for Cloud Based Marketing
- Fastest growing database vendor
- Broadest portfolio of modular and suite solutions available on premise, in the cloud and hybrid: customers have full choice of consumption model



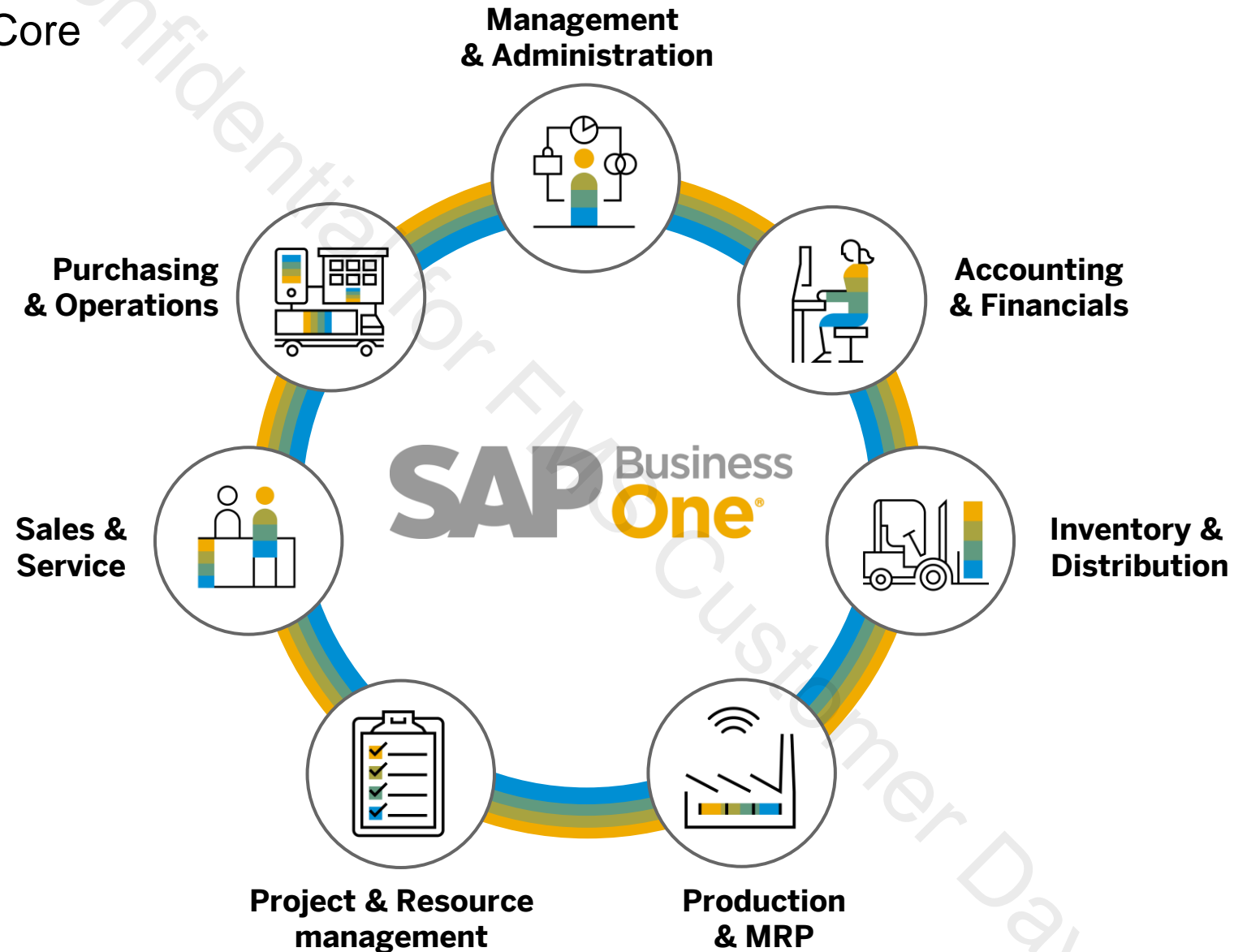
# SAP Business One Positioning for Small and Midsize Enterprises

The SME ERP solution that uses in-memory technology and offers “freedom of choice” deployment



# Meet the Digital Platform for SMEs

SAP Business One Core



# SAP Business One Key Functionality



SAP Business One Client



Mobile



Analytics/Dashboards



Multilingualism/Localizations



**Management & Administration**

- User administration
- Authorizations
- Multiple currencies
- Exchange rates
- Multiple posting periods
- Multi-branch
- Data import
- Opening balances
- Approval processes
- Calendar
- Microsoft Office integration
- Mobile Interaction
- Recurring transactions
- Drop Ship



**Accounting & Financials**

- Chart of accounts
- Journal entries
- Posting templates
- Recurring postings
- Financial reports
- Budget management
- Cost accounting
- Incoming payments
- Outgoing payments
- Payment run
- Bank statement processing
- Checks & credit cards
- Deferred payments
- Account reconciliation
- DATEV / ELSTER (DE)
- Fixed Assets
- SEPA



**Purchasing & Operations**

- Purchase request
- Purchase quotations
- Web-enabled RFQ
- Purchase orders
- Goods receipt POs
- Goods returns
- A/P Invoice
- A/P Reserve Invoice
- Down-payment Invoice
- Down-payment request
- Cancel Marketing Documents
- A/P credit memos
- Landed costs
- Intrastat



**Sales & Service**

- Opportunity and pipeline Mgmt.
- CRM
- Campaign Mgmt.
- Blanket agreements
- Quotations
- Sales orders
- Deliveries & Returns
- Invoices
- Dunning & Customer Mgmt.
- Gross profit calculation
- Service Mgmt.
- Service planning
- Customer interactions tracking
- Equipment card handling
- Service Dashboards
- Service contracts
- Human resource integration
- Knowledge database
- Service calendar
- Service call processing



**Inventory & Distribution**

- Item management
- Item lists
- Price lists
- Goods receipts
- Goods issues
- Inventory transactions
- Transfers
- Serial number mgmt
- Batch number mgmt.
- Price lists in multiple currencies
- Special prices
- Period and volume discounts
- Pick and pack
- Recurring transactions
- Inventory Tracking
- Bin Location
- Multiple Measurements
- Inventory Counting



**Production & MRP**

- Bills of material
- Item Sets
- Production orders
- Goods issues
- Goods receipts
- Production Dashboards
- GL Account Determination
- Life Cycle Mgmt.
- Item cost calculation
- Forecasts
- MRP
- Make to order
- Order recommendations
- Production Routing



**Project & Resource Management**

- Project management
- Project stages
- Stage dependencies
- Sub-projects handling
- Project Time Reporting
- Internal project handling
- Employee master data
- Time sheet entries
- Resource master data
- Resource capacity planning
- Gantt chart capacity viewing



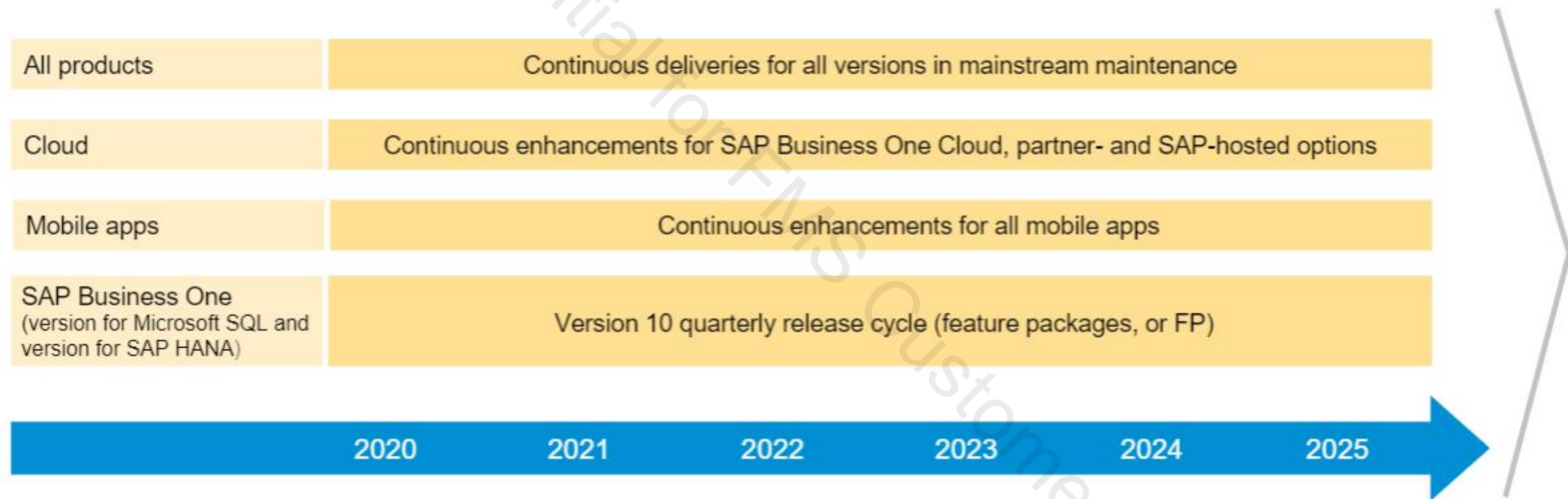
**Solution Customizing**

- User-defined fields creation
- User-defined tables creation
- User-define queries creation
- SQL Query Generator
- Form UI configurator
- User-defined alerts
- Transaction notifications
- Workflow designer
- Business process checklist
- User defined Cockpit
- User-defined workbench



# SAP Business One releases and related products

Solid product road map with continuous innovation



Schematic illustration of major deliveries

This is the current state of planning and may be changed by SAP at any time.

# SAP Business One 10.0 Enhancements (1/2)

- SAP Note [2826255](#) - Central Note for SAP Business One 10.0
- SAP Note [2826199](#) - Central Note for SAP Business One 10.0, version for SAP HANA



## [Web Client](#)

Web Client for SAP Business One

Web Client – Enhance Delivered Objects

Web Client – Support Message Preferences

Web Client - Enhancements in Outgoing SnB/Bin Location Selection

Web Client - Support BP Catalog Number

Web Client - Support Purchase Quotation & Purchase Order

Web Client - Service Module

Web Client - Enhance Analytic Capabilities



## [Usability](#)

SAP HANA

New Skin Style

Enhanced User Interface

Alignment of Form Behavior

User Name in License & Add-On Administration



## [Administration](#)

Support Expiration Date

Enhancements in Document Printing

Referenced Document Enhancements

Support Attachments Tab in Additional Objects

Increased Field Lengths

Enhancements in Approval Process

New Overview Window: Alerts Management

Tab-Level Authorizations in Master Data

Administration Enhancements

Product Documentation Moved to SAP Help Portal



## [Financial Management](#)

Drill Down to G/L Accounts in Financial Reports

Posting Periods Enhancements

Extend Journal Entry Remarks to 254 Characters and Increase Length of Ref.3 Fields

Financial Management Enhancements

Period End Closing - Journal Entry Series

Fixed Assets Enhancement



## [Localization](#)

New UK (Brexit) Localization



Web Client



10.0 Features

# SAP Business One 10.0 Enhancements (2/2)



## [Sales | Purchasing | Service](#)

Backorder Report Enhancements

Printing Service Calls & Contracts

Hide Blank Lines in Addresses

Add Button Extended in Marketing Documents

Enhanced Open Items List Report

EU PEPPOL E-Invoicing

Sales | Purchasing | Service Enhancements

SAP Business One Sales and Service Mobile Apps



## [Project Management](#)

Interactive Gantt Chart



## [Inventory | Distribution](#)

Serial & Batch Numbers Management

Ability to change UoM Group of an item



## [Production](#)

Bill of Materials (BoM) Description Enhancements

Drill Down from BoM to Item Master Data

Production Enhancements



## [Platform | Extensibility](#)

Service Layer Enabled for Microsoft SQL Server

Service Layer Configuration UI



Formatted Search Supports Multiple Triggers

Extend UDF Support to Additional Objects

Microsoft Office 365 Integration

64-bit Support Only

GateKeeper (Browser Access) Service

DI API | Service Layer | Platform | Integration Framework Enhancements

Web Client - Extensibility Support



Web Client



10.0 Features

# Digital Business – Enablers

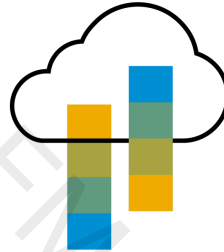
Digital business is built on **new computing infrastructure** – the enablers are...



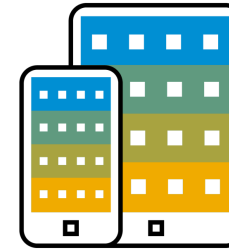
**Analytics**



**Big Data**



**Cloud Technologies**



**Mobile Technologies**

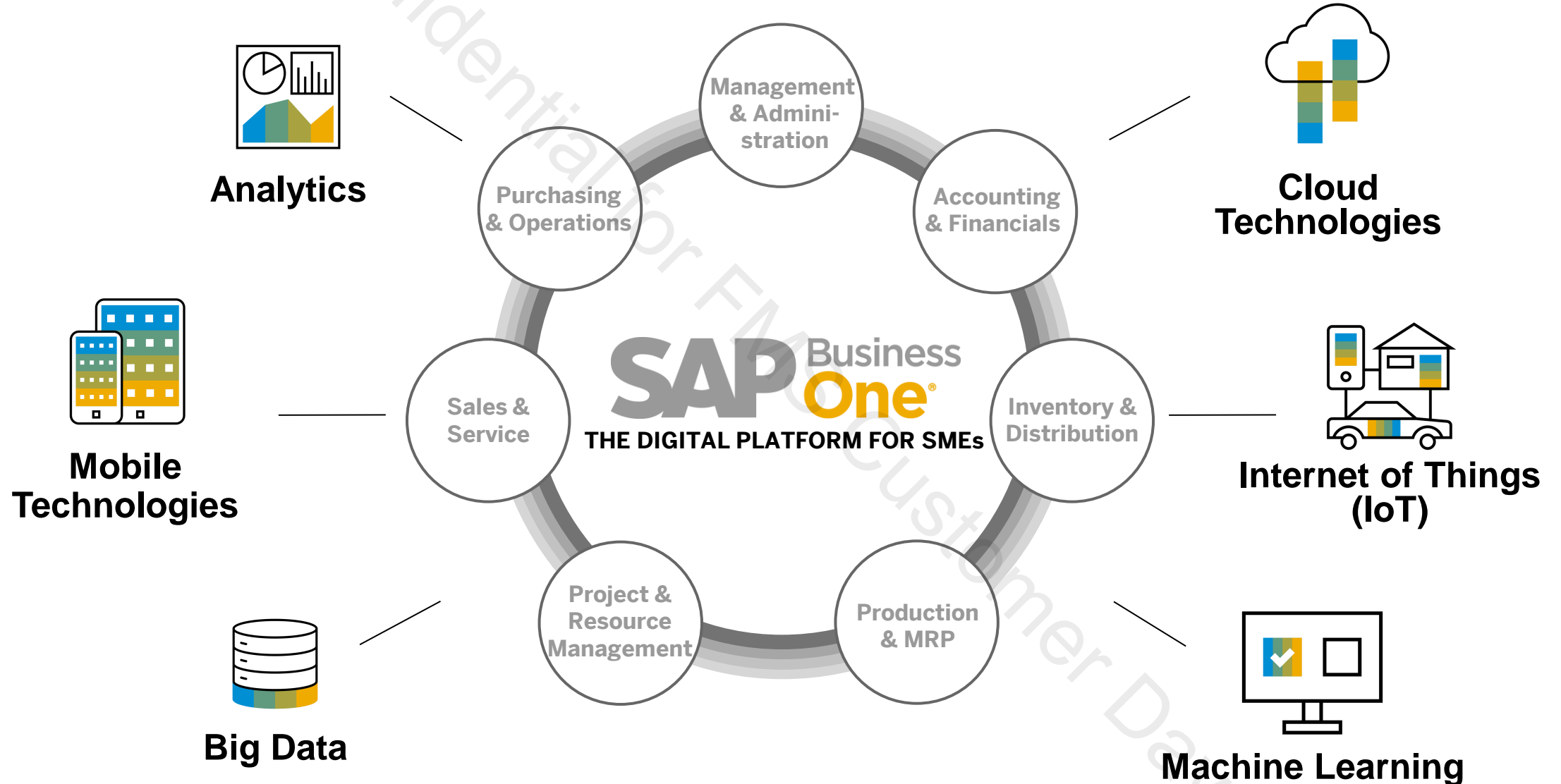
...accelerated by the **Internet of Things (IoT)**, advances in **Machine Learning** and innovations like **Blockchain**.

These technologies give your company the ability to change your business models, and create new products and services in the digital economy.



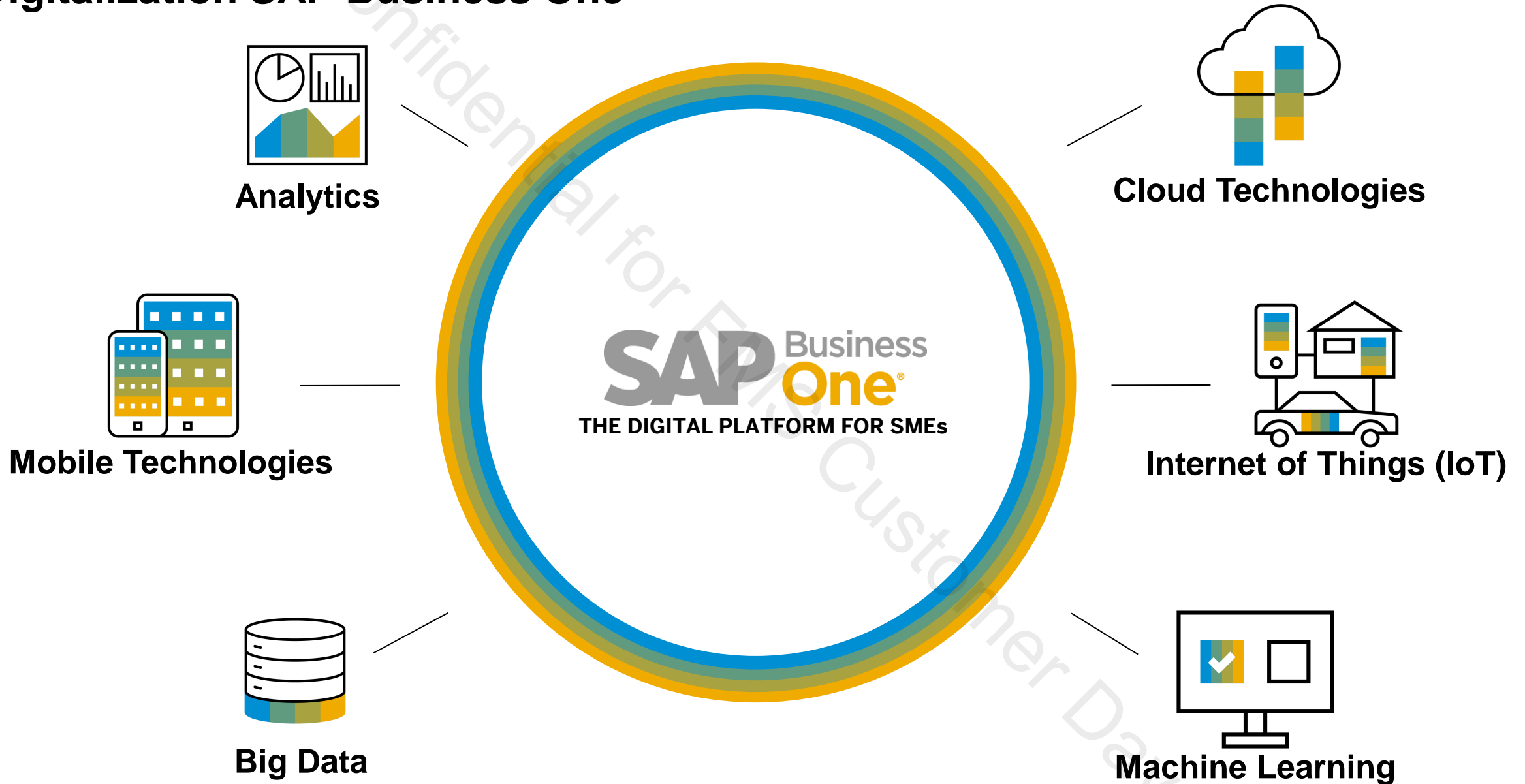
# The Digital Platform For SMEs

Enhanced by the Digital Enablers



# Digitize on the **SAP Business One** **Platform**

# Digitalization SAP Business One



# Analytics





# Analytical Portfolio for SAP Business One

## SAP Business One, version for SAP HANA

- Dashboards and KPIs
- Advanced Dashboards
- Interactive Analysis
- Semantic Layer

## Data Visualization and Analysis

- SAP Analytics Cloud

## Business Intelligence Reporting

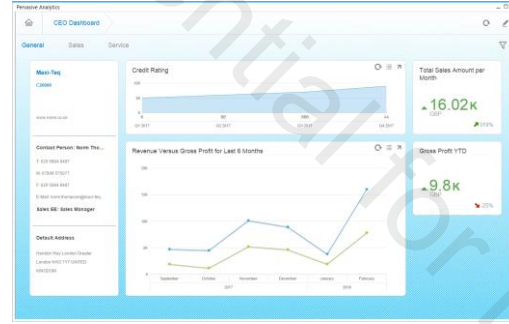
- SAP Crystal Reports
- Excel Report
- Analytical Portal

# Analytical Portfolio – SAP Business One, version for SAP HANA



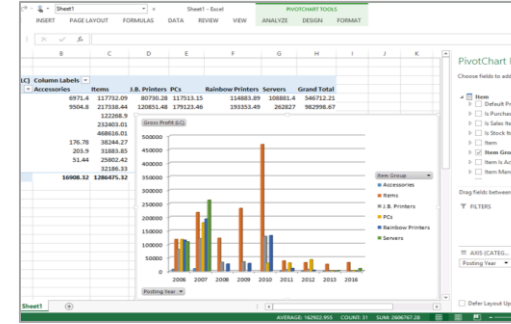
## Dashboards and KPIs

Insightful data dashboards and KPIs to make your business measures better to understand



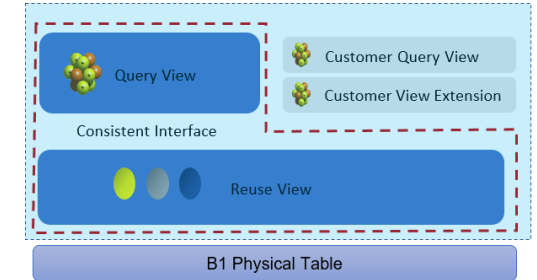
## Advanced Dashboards

Consolidate a collection of Dashboards and KPIs related to specific areas of your business



## Interactive Analysis

Reporting capabilities for you, performed within MS Excel, based on the SAP HANA Semantic Layer



## Semantic Layer

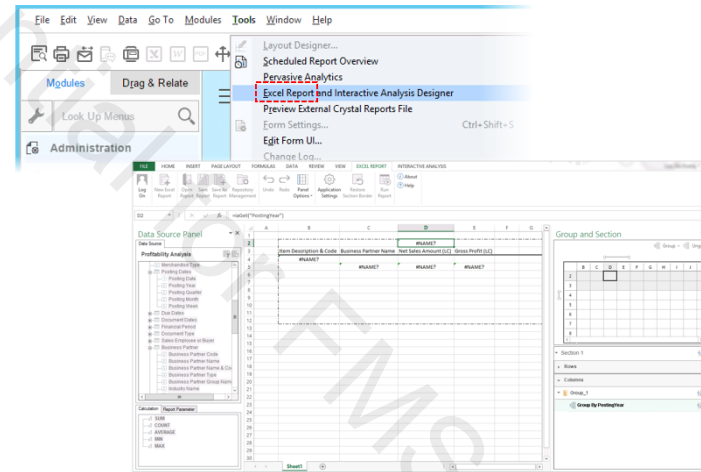
Pre-delivered information views representing your business content for reporting and analytical consumption

# Analytical Portfolio – Business Intelligence Reporting

DEC Computers UK  
Chesham Place  
Farnham  
Middlesex TW20 8ND  
UNITED KINGDOM

Original Invoice  
Document Number: 1307  
Document Date: 18.01.18  
Page: 1/2  
Customer No.: C23900  
VAT Number: Business Partner: GB556678931  
Your Reference:  
Your Contact: Best Thompson  
Delivery Address: Parameter Technology  
Birmingham Yard  
Birmingham  
West Midlands B1 6TH  
UNITED KINGDOM

Description	Quantity	Unit	Price	Tax %	Total
3.B. Officeprint 1420 Item Code: 45A00001	10		300.00	20.00	3,000.00
Baseline Colourset S Item Code: 45A00004	10	Unit	375.00	20.00	3,750.00
WLAN Card Item Code: 45C00005	15		45.00	20.00	675.00



The screenshot shows the SAP Analytical Portal interface. The 'Report Scheduling' tab is selected, and a table of scheduled reports is displayed.

Scheduled Task	Report Name	Category	Type	Creation Time	Action
Monthly Customer Status	Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:53	
Purchase Analysis	Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:25:28	
Opportunity Report	Sales Opportunities Report	Customer Relationship Man...	Excel	2017-07-14 13:08:25	
Sales Analysis	Annual Sales Analysis (by Q...	Sales	Crystal	2017-07-14 13:08:25	

## SAP Crystal Reports

Standard business intelligence reporting where you can create richly formatted, interactive business reports in SAP Business One

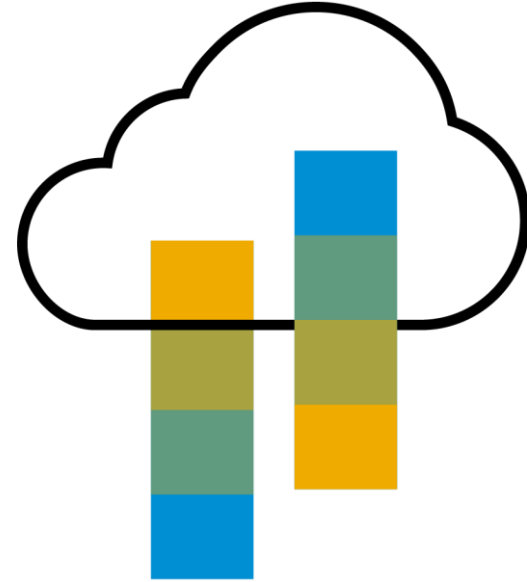
## Excel Report

Generate powerful MS Excel reports for your business using the SAP Business One Semantic Layer

## Analytical Portal

Enable your business to access, organize and schedule your reports from a Web browser, anytime, anywhere

# Cloud Technologies





# Cloud Technologies for SAP Business One

SAP Business One Cloud is a flexible **cloud-based** solution, allowing companies to benefit from the ERP software while minimizing the IT investment.



SAP Business One Cloud

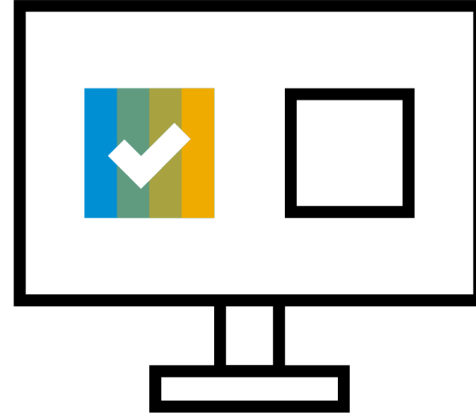
## Hosted by **SAP**

- Delivering **software-as-a-service**
- Secure access from anywhere, at any time
- Manage your most critical business functions flexible
- Easy and affordable deployment

## Hosted by **Partner**

- **Subscription** based licensing
- Subscription licensing allowing for operational expenditure flexibility
- Available in Public and Private Cloud environments

# Machine Learning



# Machine Learning – Potential

When machine learning matures to the point that it can handle unstructured data (still an issue today), when organizations openly share data, and when algorithms begin to interact with each other more freely, machine learning will be embedded in all systems, devices, machines, and software.

That will enable highly context-sensitive insight at both the organizational and individual levels. We can only guess at the level of automation that will result, but the impact on business – and society – will be significant.

Already, commercial machine-learning applications based on these technologies are available, and more are being created all the time. That is why business leaders should engage now with trusted providers that can help them evaluate data structures and availability, free up information from siloed systems, and identify the richest areas for machine-fueled insight and improvement.

# Machine Learning for SAP Business One, version for SAP HANA

The screenshot displays the SAP Sales Order form. The main area shows a table of items with columns for Item No., Item Description, Quantity, Unit Price, Discount %, Tax Code, and Total (LC). The items listed are:

#	Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total (LC)
1	A00002	J.B. Officeprint 1111	1	GBP 150.00	0.00	O1	GBP 150.00
2	C00015	Laptop Case - Industrial Look	1	USD 48.00	0.00	O1	GBP 35.04
3	C00016	Laptop Case - Design Your Own Style	1	GBP 51.00	0.00	O1	GBP 51.00
4							

The sidebar on the right, titled "Sales Recommendation", shows "Recommendations for This Customer" with a list of items and their values:

- A00001: 13. Officeprint 1428, 200.00GBP, Add
- A00003: 13. Officeprint 1386, 150.00GBP, Add
- P10002: 13. Officeprint 1386, 700.00GBP, Add
- A00002: 13. Officeprint 1111, 100.00GBP, Add
- A00004: Rainbow Color 36 5, 250.00GBP, Add

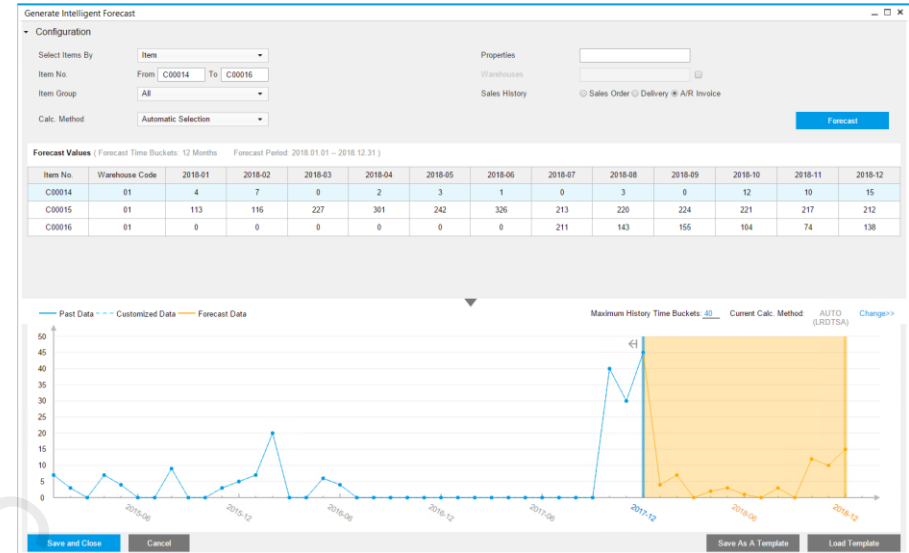
Below this, "Customers Who Bought This Item Also Bought" shows:

- A00001: 13. Officeprint 1428, 200.00GBP, Add
- A00003: 13. Officeprint 1386, 150.00GBP, Add

The bottom of the form shows the "Total Before Discount" as GBP 136.04, and the "Total" as GBP 283.35.

## Sales Recommendation

Display of product recommendations based on the buying histories of your customers and similar customers in sales documents



## Intelligent Forecast

Interact with built-in statistical forecast algorithms to analyze inventory levels and optimize your demand



# Big Data



Confidential for FMS Customer Day

# Big Data – What is meant by Big Data?

Big Data is neither a problem nor a solution in itself, or even a single technology. It's not important how many ...bytes of data business has accumulated. The issue is how to get value from Big Data by exploiting its combination of speed, complexity, and diversity?

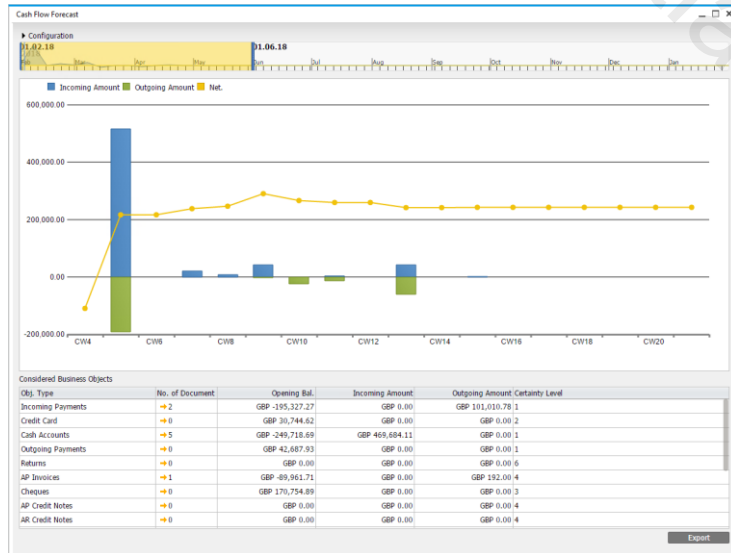
It's an opportunity to develop a foundation for decision management systems, incorporate new business signals into human and machine workflows, and drive growth and profit through innovation. One of the most popular aspects of Big Data today is the realm of predictive analytics.

## Examples of Big Data Opportunities

- Make information transparent and usable at a higher frequency  
e.g. enhance the customer's experience as it's happening
- Identify hidden relationships, patterns, and trends within data  
e.g. anticipate and avert business problems or risks before they materialize
- Transform inventory allocation from a batch to an interactive process  
e.g. accurately predict consumer demand against stock levels and adjust promotions in-the-moment

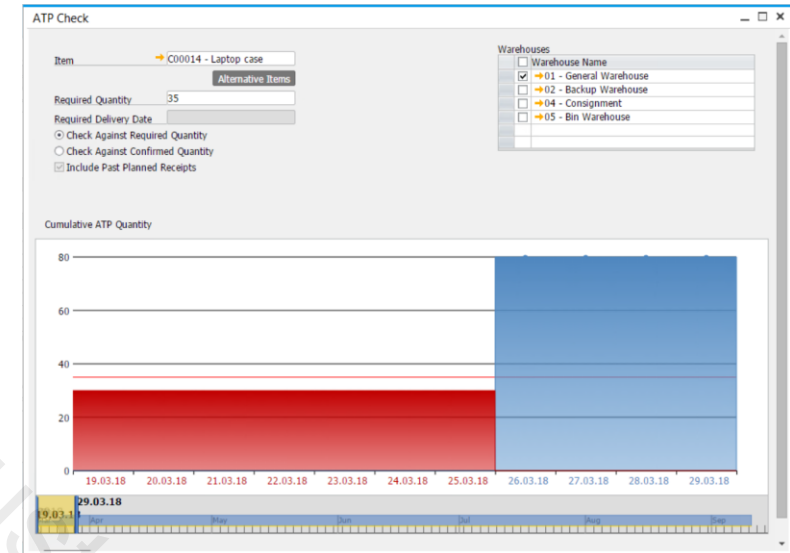
# Big Data in SAP Business One, version for SAP HANA

The SAP HANA Apps to bring unstructured data into one view and analyze your data:



## Cash Flow Forecasting

Graphical display of your cash flow, including open documents optionally, to exposure your data



## Advanced Available-to-Promise

Get transparency about your inventory dynamically, in real-time to minimize costs

# Big Data in SAP Business One, version for SAP HANA

Search Result

Account

▼

Search in search template

▼

Search for "para" Sales AR Invoice

Record 121-127 of 127 resources

View

▼

20

AR

Master Data (1)

Business Partner (1)

Contact (2)

Trading Partner (0)

AR Credit Note (0)

Sales AR Invoice (127)

Contact Person

Contract Person (127)

BP Code (2)

SCT2930 (127)

Parantra Technology (127)

Posting Date (1)

Due Date (2)

Due Date (2)

Status (1)

C-Closed (131)

O-Open (4)

Document Date (1)

Sales Invoice (120)

Sales Order (120)

Sales Quotation (134)

Sales Return (1)

Service (2)

Knowledge Base (1)

Special (1)

Sales Opportunity (1)

Opportunity (1)

Incurred Payment (193)

Sales AR Invoice - 1311

Doc Number: 1308

Doc Date: 2018-04-01

Customer Ref. No.: N/A

Balance Due: 0.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1311

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 0.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: Based On Sale Order.

Project:

Owner:

Status: C-Closed

Total: 360.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-01

Track No.:

Shipping Type: Fed Ex

Sales AR Invoice - 1313

Doc Number: 1309

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 0.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1311

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 0.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: Based On Sale Quota.

Project:

Owner: Spec:Michael

Status: C-Closed

Total: 1752.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-04

Track No.:

Shipping Type: Fed Ex

Sales AR Invoice - 1315

Doc Number: 1311

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 0.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1311

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 0.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: The laptop case man...

Project:

Owner:

Status: O-Open

Total: 29.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-04

Track No.:

Shipping Type: Fed Ex

Sales AR Invoice - 1318

Doc Number: 1314

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 39.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1315

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 9900.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: The laptop case man...

Project:

Owner:

Status: O-Open

Total: 9900.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-04

Track No.:

Shipping Type: Fed Ex

Sales AR Invoice - 1319

Doc Number: 1315

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 9900.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1315

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 9900.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: Based On Sale Order.

Project:

Owner:

Status: O-Open

Total: 9900.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-04

Track No.:

Shipping Type: Fed Ex

Sales AR Invoice - 1320

Doc Number: 1316

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 21000.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1316

Doc Date: 2018-04-04

Customer Ref. No.: N/A

Balance Due: 21000.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: Based On Sale Order.

Project:

Owner:

Status: O-Open

Total: 360.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-19

Track No.:

Shipping Type: Fed Ex

Sales AR Invoice - 1330

Doc Number: 1321

Doc Date: 2018-04-19

Customer Ref. No.: N/A

Balance Due: 3600.000000

Sales ID Invoice

BP Code

SCT2930

Doc Number: 1321

Doc Date: 2018-04-19

Customer Ref. No.: N/A

Balance Due: 3600.000000

Sales ID Invoice

BP Name: Parantra Technology

Remarks: Based On Sale Order.

Project:

Owner:

Status: O-Open

Total: 3600.000000

Sales Employee: Brad Thompson

Posting Date: 2018-02-19

Track No.:

Shipping Type: Fed Ex

Item Code

Description

Quantity

Price

Discount %

Net Total

Project

40004

Hardware Contract 5 35.000000

375.000000

0.000000

375.000000

N/A

90002

DVD H 26 34-Pack 100.000000

4.000000

0.000000

400.000000

N/A

To see the complete form, click the document object name.

1

5

6

7

8

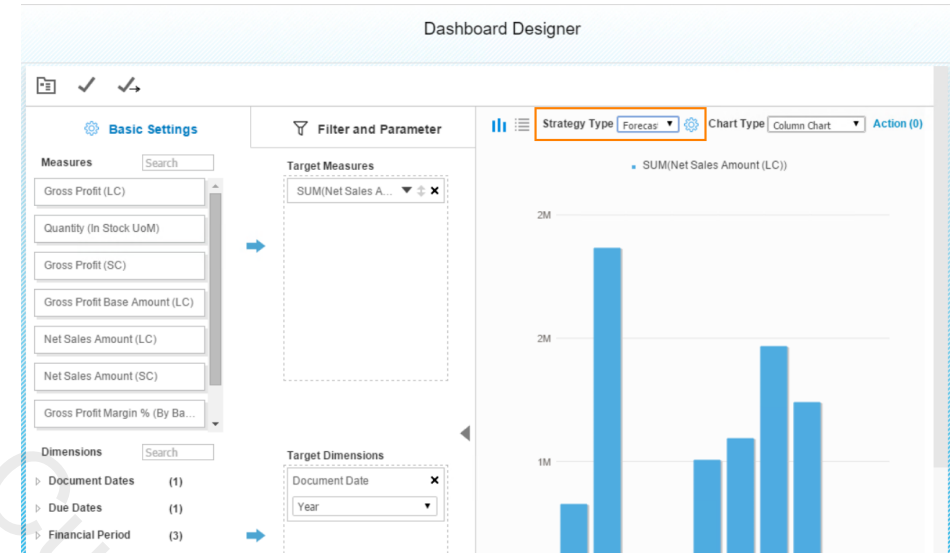
9

10

11

12

13



# Enterprise Search

Locate your business information via freestyle search, and drill down to the documents and sources itself

## Predictive Analysis

Use *Forecasting* strategies within your Dashboards to predict future and seasonal trends based on your historical data

# Internet of Things (IoT)



# Internet of Things (IoT) – Definition

The Internet of Things is a network of physical objects – vehicles, machines, home appliances, and more – that use sensors and APIs to connect and exchange data over the Internet.

The IoT depends on a whole host of technologies – such as application programming interfaces (APIs) that connect devices to the Internet. Other key IoT technologies are Big Data management tools, predictive analytics, AI and machine learning, the cloud, and radio-frequency identification (RFID).

# IoT in SAP Business One, version for SAP HANA

*\*Important Note: This is not an SAP Business One feature and it is not part of the product. As a consequence there is no official SAP support for this implementation. This is simply a proof of concept that you can take as is for free and develop further for your own requirements.*



## Twitter App\*

Address and analyze some of the unstructured data you receive from everyday tweets –

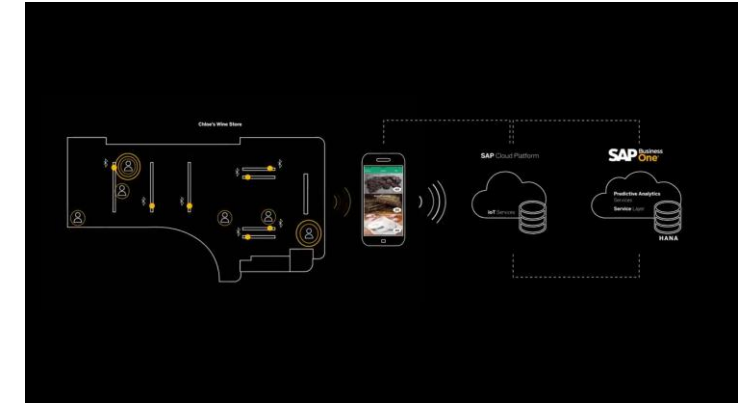
[Link](#) to blog



## Alexa Integration\*

Operate SAP Business One per voice via Alexa –

[Link](#) to blog



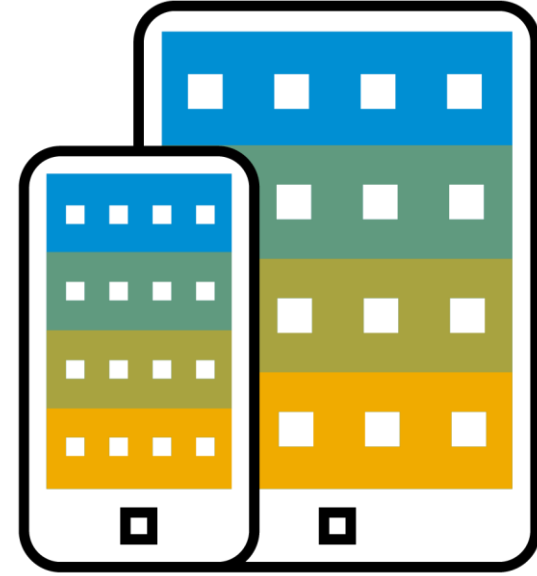
## Retail Beacons\*

Integrating SAP Business One and Beacon devices in retail shops to get insights and predict buying behaviours

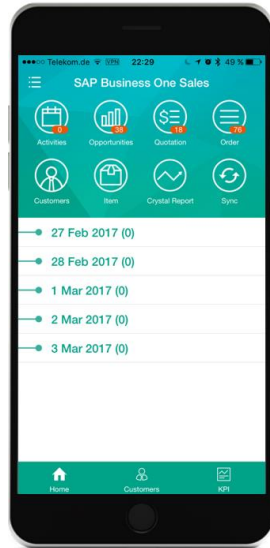
[Link](#) to blog



# Mobile Technologies

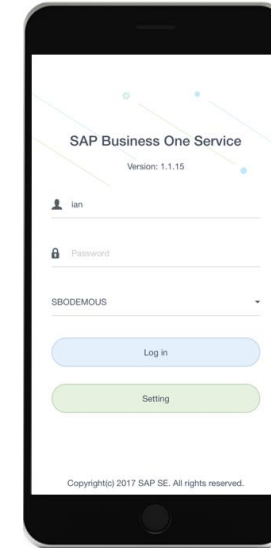


# Mobile Technologies for SAP Business One



## SAP Business One Sales App

Handle effectively your sales activities  
anywhere, anytime



## SAP Business One Service App

Manage and fulfill your service  
anywhere, with integrated scanner,  
map, personalized signature and more

**Transform your Business**  
**with SAP Business One**

# SAP Business One used in more than 170 countries

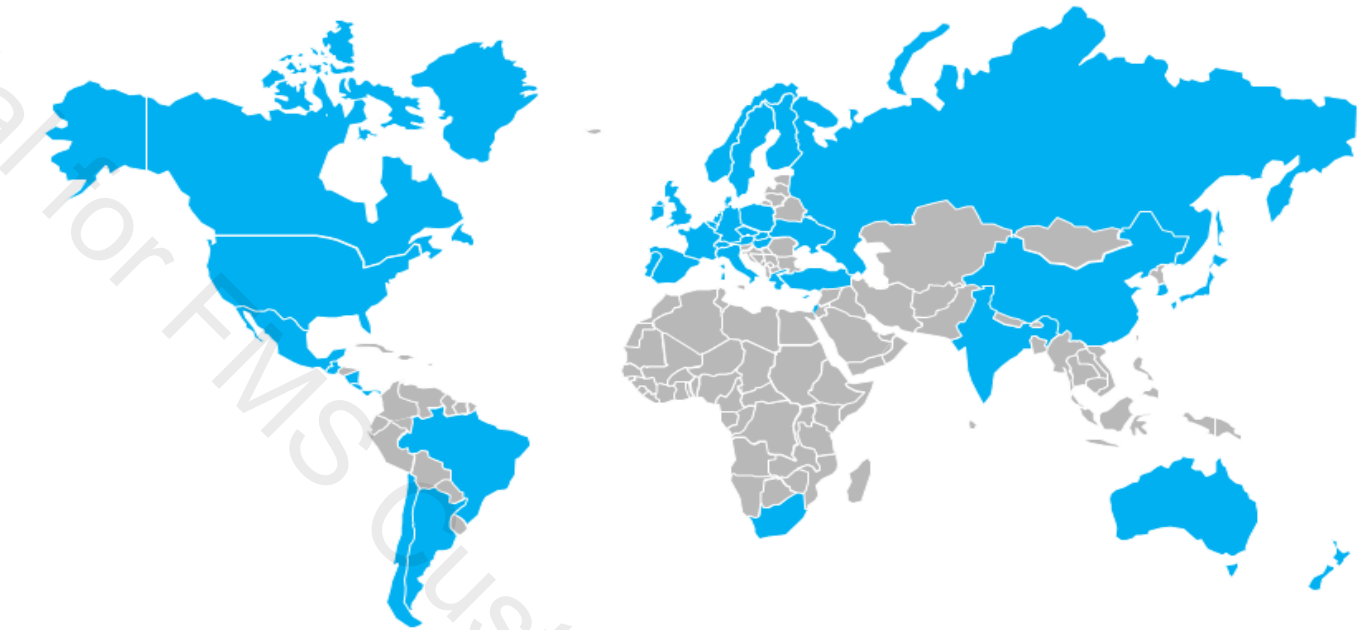
Master the challenge of globalization in your business

## Current localizations (44)

Argentina	Denmark	Italy	Singapore
Australia	Finland	Japan	Slovakia
Austria	France	Mexico	South Africa
Belgium	Germany	Netherlands	South Korea
Brazil	Greece	New Zealand	Spain
Canada	Guatemala	Norway	Sweden
Chile	Hong Kong	Panama	Switzerland
China	Hungary	Poland	Turkey
Costa Rica	India	Portugal	Ukraine
Cyprus	Ireland	Puerto Rico	United Kingdom
Czech Republic	Israel	Russia	United States

## Countries making use of localizations

Customers in more than 130 countries use localization of other countries, own customization, or partner solution



## Current system languages (28)\*:

Arabic, Chinese (simplified/traditional), Czech, Danish, Dutch, English (UK/U.S.), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (Brazil), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish, and Ukrainian.

\*Convenient option to make additional languages available is using a partner solution (for some countries bundled with functional add-ons) or to define customer specific UI terms using the Custom Language Tool as detailed in SAP Note [1757764](#).

# Integration Products at a Glance

Connecting your business networks



## Standard Integration Scenarios

(capability delivered with SAP Business One)

Dashboards, SAP mobile apps, outsourced payroll, automated request for quotation, integration of web-based SAP Customer Checkout application, Ariba Network integration (purchase order and invoice automation), SAP Hybris Cloud for Customer (best practice for sales side), Concur



## Possible Integration Scenarios

(Integration framework as development environment)

Non-SAP, cloud-based extensions, electronic data interchange, social networks, collaboration (business to business, business to consumer), web shop, web services



## Subsidiary Integration

(dedicated integration solutions out-of-the-box)

Integrates SAP Business One running in subsidiaries\* with SAP Business Suite software in headquarters' location

- Data harmonization, financial consolidation, business process standardization, and supply chain optimization
- Pre-configured scenarios for master data, sales, purchasing, HQ reporting, and finance as well as customer-specific content



## Intercompany Integration Solution

(dedicated application out-of-the-box)

Integrates different SAP Business One databases in a seamless and easy to consume way:

- Streamline and automate intercompany transactions and processes, such as master data distribution and financial consolidation

# Industry-specific Solutions

Extend to meet your specific business and industry challenges

Software solution partners have the industry expertise and customer focus to offer industry-specific and horizontal solutions



## Industry Solutions

- Automotive
- Consumer Products
- Engineering
- Food & Beverage
- Healthcare
- High-tech
- Industrial Machinery/Components
- Retail
- Wholesale Distribution



## Horizontal Extensions

Go beyond generic business needs by extending:

- Accounting
- Enhanced CRM
- Payment Processing
- Productivity
- Mobility
- Reporting
- Service



# SAP Business One Deployment Options

On premise and Cloud



On premise

## Key Benefits

- Compliance with internal Data Security Policies
- Direct control and access to your data, allowing flexibility in local reporting accesses
- Better ability to customize and extend your business process
- Leverage internal hardware and existing IT infrastructure and resources
- Perpetual licensing, with higher upfront cost but better long-term TCO
- Less dependence on always-connected internet



Cloud

## Key Benefits

- Easy and affordable deployment
- Secure browser-based access from anywhere, at any time
- Access to the most up-to-date functionality without having to use rely on in-house IT resources to maintain the solution
- Subscription licensing avoiding capital expenditure and allowing for operational expenditure flexibility
- Manage your most critical business functions in your Web browser.

# Make Real-Time Business Decisions with Apps...

Support your business decisions with accurate information



## SAP HANA Apps

- **Enterprise Search**  
Find any information within your organization, just like searching on an internet search engine!
- **Cash Flow Forecast**  
Make informed decisions instantly, ensuring healthy liquidity ratios
- **Available-to-Promise**  
Interact with current and future stock levels to ensure you can satisfy your customer demands
- **Delivery Schedule Management**  
Prioritize customers orders via a drag-and-drop interface, ensuring on-time delivery
- **Intelligent Forecast**  
Implement lean inventory management techniques thus improving efficiency and increase profits
- **Sales Recommendation**  
Suggest other items on-the-fly based on historical buying patterns of the customer and items

# ...and Analytics

Support your business decisions with accurate information

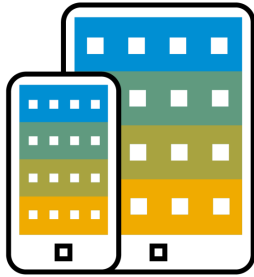


## Analytics and Reporting

- **Interactive Analysis**  
Create flexible ad-hoc analysis within the familiar Microsoft Excel
- **Pervasive Analytics Designer**  
Customize and create new analytics, amplifying the end user experience
- **Dashboards and Advanced Dashboards**  
Embed across all business forms and functions empowering end users with up-to-the-second information
- **Key Performance Indicators (KPIs)**  
Track business-critical measures
- **Cockpit**  
Visualize all analytics in your user specific SAP Business One Desktop
- **Excel Report Designer**  
Create predefined Microsoft Excel reports with a real-time connection to your business data
- **Analytical Portal**  
Run and schedule Crystal Reports and Excel Reports in real time through a web browser
- **Semantic Layer**  
Tap into our, aiding end users to access information freely using common business terms
- **SAP Crystal Reports**  
Generate and create feature rich and interactive reports with the embedded

# Run your Business with native Apps

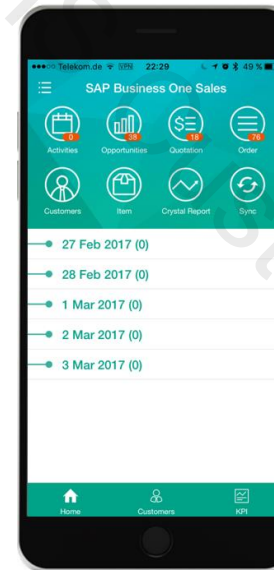
Access important business data from any location at any time



## Mobile Apps

### Key Benefits

- Instant access for employees who need to view and update data from anywhere
- Integrated analytics enable decisions to be made in real time
- Comprehensive sales and service functions
- Increase productivity of employees on the road



# SAP Business One

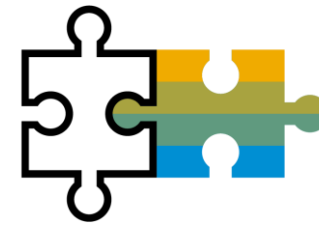
SAP's best selling ERP solution by number of customers



Used by **70,000+** customers and more than **1,000,000+** users



Available as **44** country localizations and in **28** languages



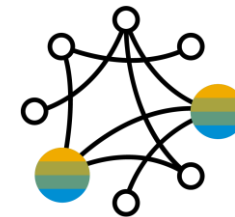
**~300** Software Solution Partners with **500+** solutions



Implemented by more than **700** Value Added Resellers worldwide



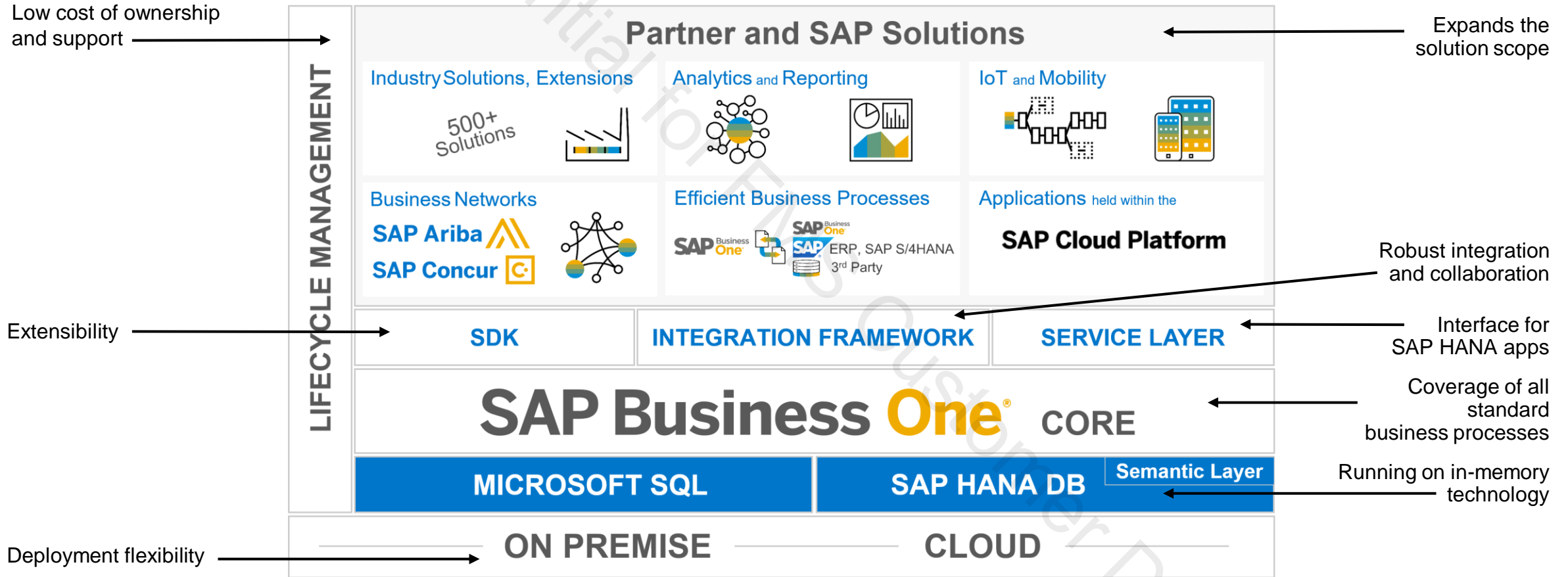
SAP Business One is used in **170+** countries



**360+** large enterprises are running SAP Business One in **2,400+** subsidiaries

# SAP Business One solution stack

Customer needs and the value propositions of the product





# SAP Labs videos



- [SAP LABS Slovakia](#)
- [SAP LABS Solution Management](#)
- [SAP LABS Development Team](#)
- [SAP LABS Global Support Center](#)
- [SAP LABS Cloud by SAP](#)





# Learn more about SAP Business One

- ▶ [SAP Business One YouTube Channel](#)
- ▶ [Solution Brief](#)
- ▶ [SAP Help Portal](#)
- ▶ [SAP Support Portal](#)
- ▶ [SAP Learning Hub](#) – Training Material
- ▶ [SAP Community for SAP Business One](#)
- ▶ [SAP Business One Cloud](#) (Partners Only)
- ▶ [Customer Influence Session](#)  
(Customers and Partners Only)



**Thank you.**

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