

# SAP Business One Introduction

## Digitalization for Your Business

Global Roll-out, SAP  
June, 2020

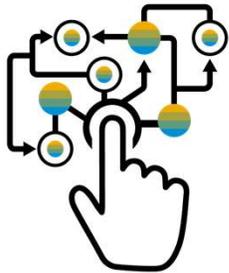
PUBLIC

Partner logo

THE BEST RUN 

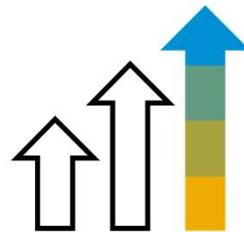
## Why explore ERP system?

As your business changes, a solid underlying foundation is critical



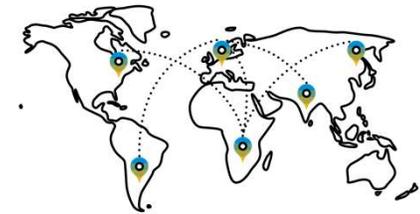
### It's time to go digital

- 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

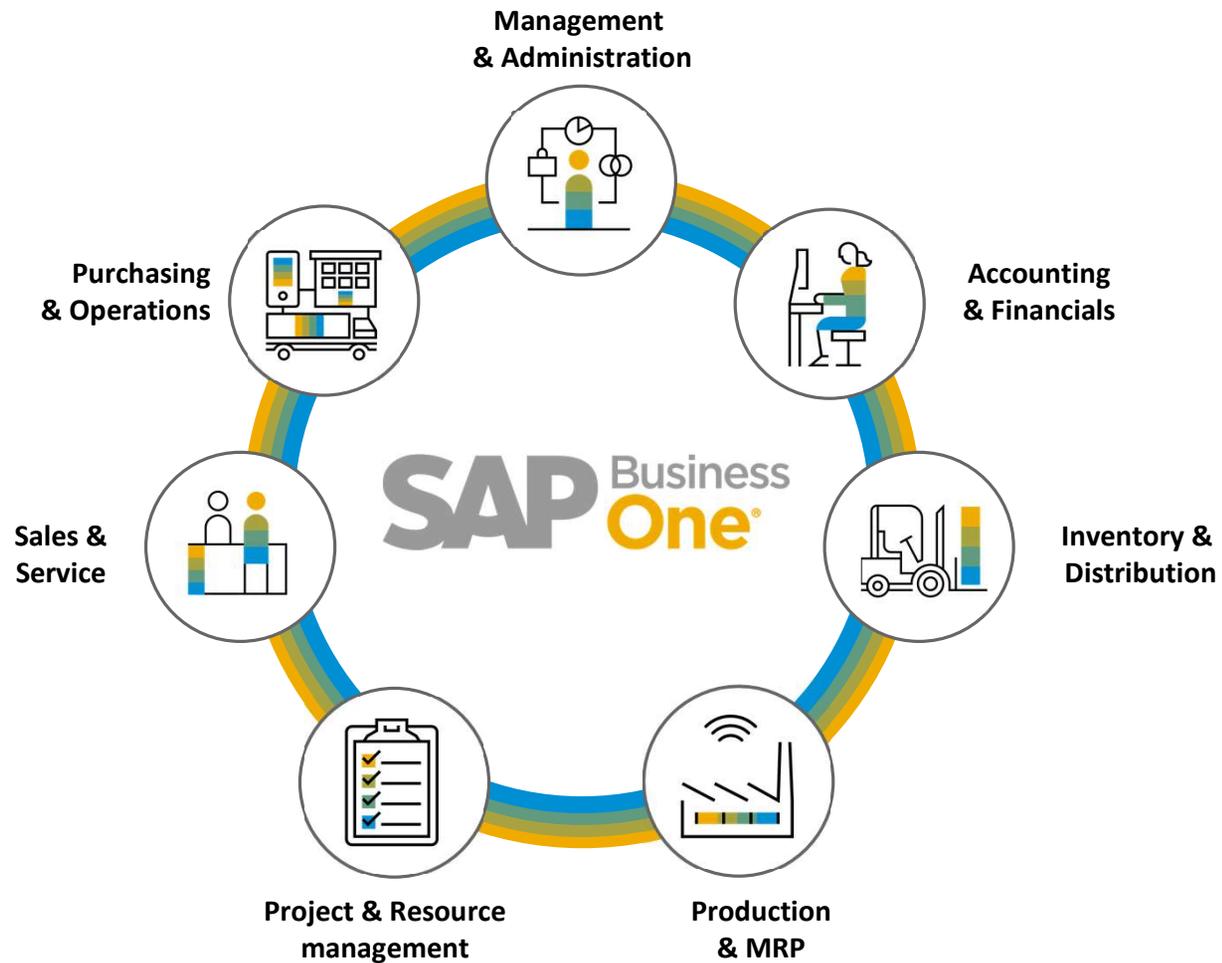
## **Easy Access to Data**

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



# Meet the Digital Core for SMEs

## SAP Business One



## Digital Business – Enablers

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



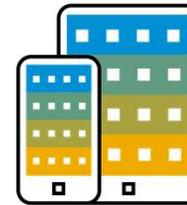
**Analytics**



**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.

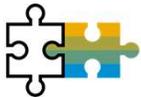
# The Digital Core For SMEs

Enhanced by the Digital Enablers



# Integration Options for SAP Business One

## Connecting your business networks



### Integration Scenarios

(integral part of the SAP Business One solution)

Integration framework as development environment as well as runtime for predefined integrations, such as

- Dashboards, mobile apps, outsourced payroll, automated request for quotation, SAP Customer Checkout, web services, other SAP and non-SAP applications



### Integration Hub

(ready-made integration scenarios)

Preconfigured templates to integrate cloud-based business applications and services, such as

- Shopify, Magento, Aramex, DHL, FedEx, UPS, Fixer, Mailchimp, SendGrid, Nexmo, Expensify, automated request for quotation



### 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
- Preconfigured 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

\* Including branches or franchises of large enterprises

# 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

# 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**  
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

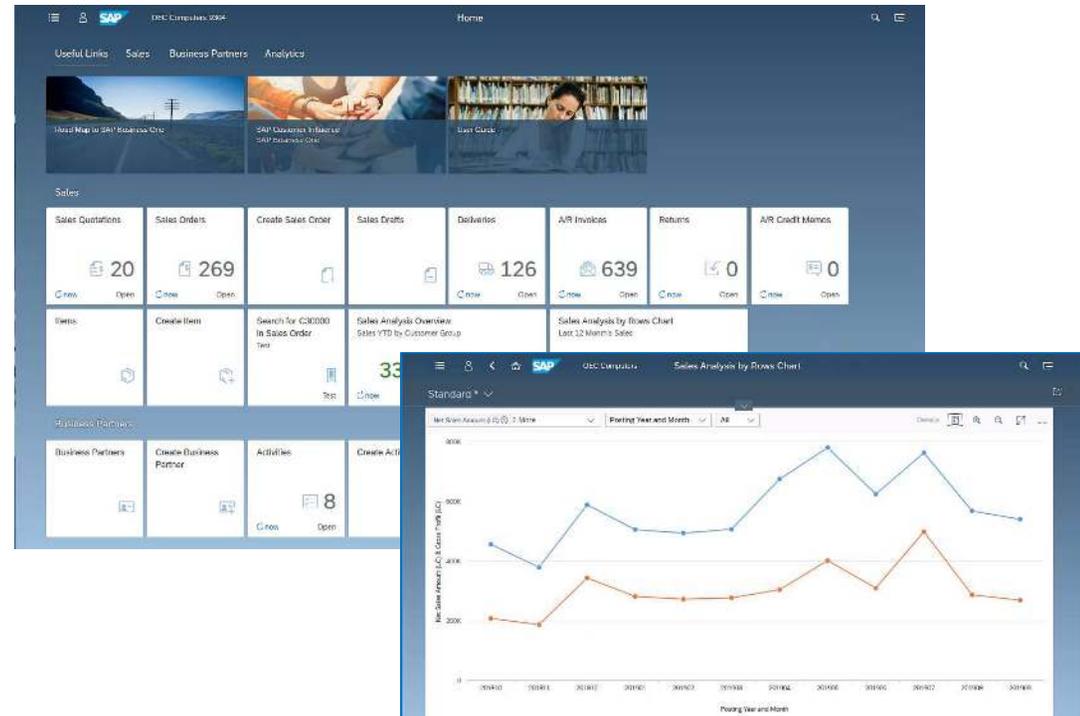
# Launch the Web Client

... and optimize user experience



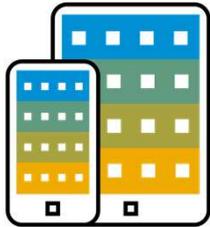
## The Web Client

- Is based on SAP Fiori design principles encapsulating SAP Business One core processes and business logic
- Focuses on creation, processing, and updating of Sales Quotations, Sales Orders, A/R Deliveries, and A/R Invoices
- Supports creation and update of items, business partners, and activities
- Provides sophisticated analytic charting capabilities
- Can be launched in either a desktop computer or tablet; or directly from the SAP Business One desktop application



# Run your Business with native Apps

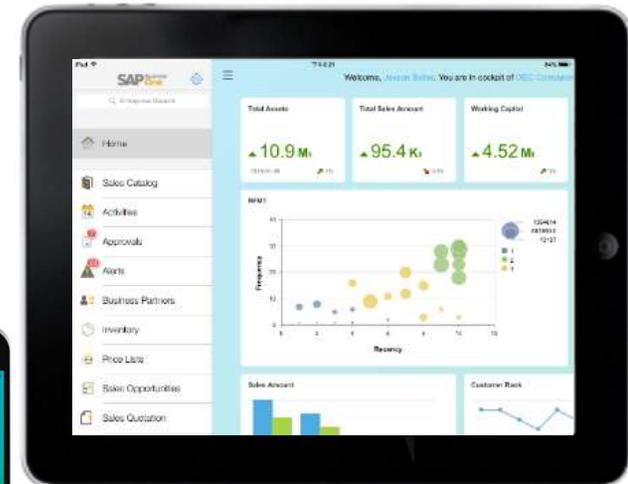
Access important business data from any location at any time



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



# Simplified and Automated Lifecycle Management

## With Remote Support Platform 3.2 for SAP Business One



### Key Benefits

- Reduce your TCO due to increased operational effectiveness and decreased time for support
- Reduce time for system maintenance, i.e. simplified upgrades, automated back-ups, and repairs
- Get accelerated and predictable problem resolution
- Achieve peak system performance, stability and improved data consistency
- Minimize unplanned downtime and business disruption

The screenshot displays the 'Remote Support Platform for SAP Business One' interface. It features a navigation bar with 'Overview', 'Tasks', 'Task Results', and 'Download & Upload'. Below the navigation bar, there are buttons for 'Run', 'Approve', 'Reject', 'Activate', and 'Deactivate'. The main area shows a table of tasks with columns for GUID, Name, Description, Version, Priority, Category, Last Execution, and Source. The table contains several rows of task data, including 'Missing stored procedure', 'System Maintenance', 'System Status Report', 'Tasks Retrieval', 'Task Results Upload', and 'Error: This entry already exists...'. Below the table, there is a 'Task Configuration' section with tabs for 'Document', 'General', and 'Communication'. The 'Document' tab is active, showing a document content area with a warning message about stored procedures. The bottom of the interface shows the 'Agent Service' information and the SAP logo.

GUID	Name	Description	Version	Priority	Category	Last Execution	Source
0001857921	Missing stored procedure	Could not find stored procedure(s)	4	Medium	Health Check	N/A	SAP
0001200011	System Maintenance	System task to limit the total file size o...	2	High	System	2016-10-14 12:00 AM	SAP
0001250086	System Status Report	Analyze the status of SAP Business On...	32	High	Health Check	2016-10-17 1:30 AM	SAP
0001250087	Tasks Retrieval	System task to retrieve tasks	3	High	System	2016-10-14 4:39 PM	SAP
0001250093	Task Results Upload	Upload Task Results	2	High	System	2016-10-17 12:29 PM	SAP
000221881	Error: This entry already exist...	When trying to update batch master d...	2	Medium	Connective	N/A	SAP
0001580715	Service type AR Credit Mem...	AR Credit Memo of service type appo...	2	Medium	Connective	2016-10-15 11:58 PM	SAP
9057781254	check warehouses		1	Medium	Simple SQL	2016-05-03 1:05 PM	Partner

# Why Become a Digital Business?

As your business changes, a solid underlying foundation is critical.



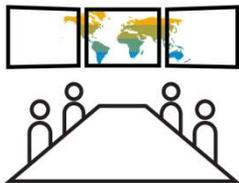
## Digital Economy

- You want to make the right business decisions at the right time, with real-time access to information



## You are Growing

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



## Expansion

- If you are expanding into new markets, you need business software that will enable you

## A good ERP Solution...

allows you to focus on running your business

### Competitive Advantage



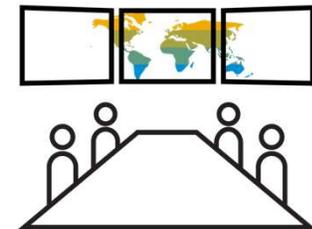
- Become relevant in the global economy by implementing robust business processes
- Allow your business to adapt to market changes, and anticipate business trends

### Connected Business Functions



- Procurement and production systems are connected to finance. Business data is connected to sales and service
- Your entire business runs more smoothly by touching all areas of collaboration within your organization

### Easy Access to Data



- Integrated analytics and reports should always keep informed on the health of your business
- Better decisions can be made on the back of real-time data insight

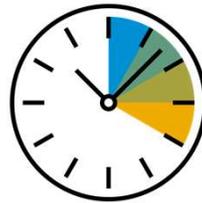
# Easy to Set Up, Use and Optimize

## Get started quickly and see results



### Complete and Integrated

- All essential business functions – from accounting and sales to purchasing and inventory
- Available “out of the box”
- Gain complete visibility and control



### Fast Time to Value

- Intuitive and easy for your employees to adopt and use
- Implement in a short time period
- Embedded implementation tools based on the proven Accelerated Implementation Program



### Simple and Affordable

- Quick to set up and optimize
- Easy to use
- Get the latest technology priced for small and growing businesses

# SAP Business One

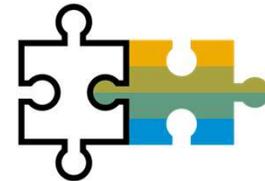
SAP's best selling ERP solution by number of customers



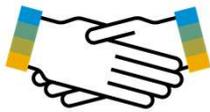
Used by **70,000+** customers



Available as **50** country localizations and in **28** languages



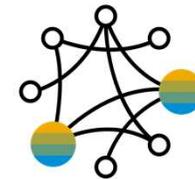
**~300** Software Solution Partners with **500+** solutions



Implemented by more than **850** Value Added Resellers worldwide



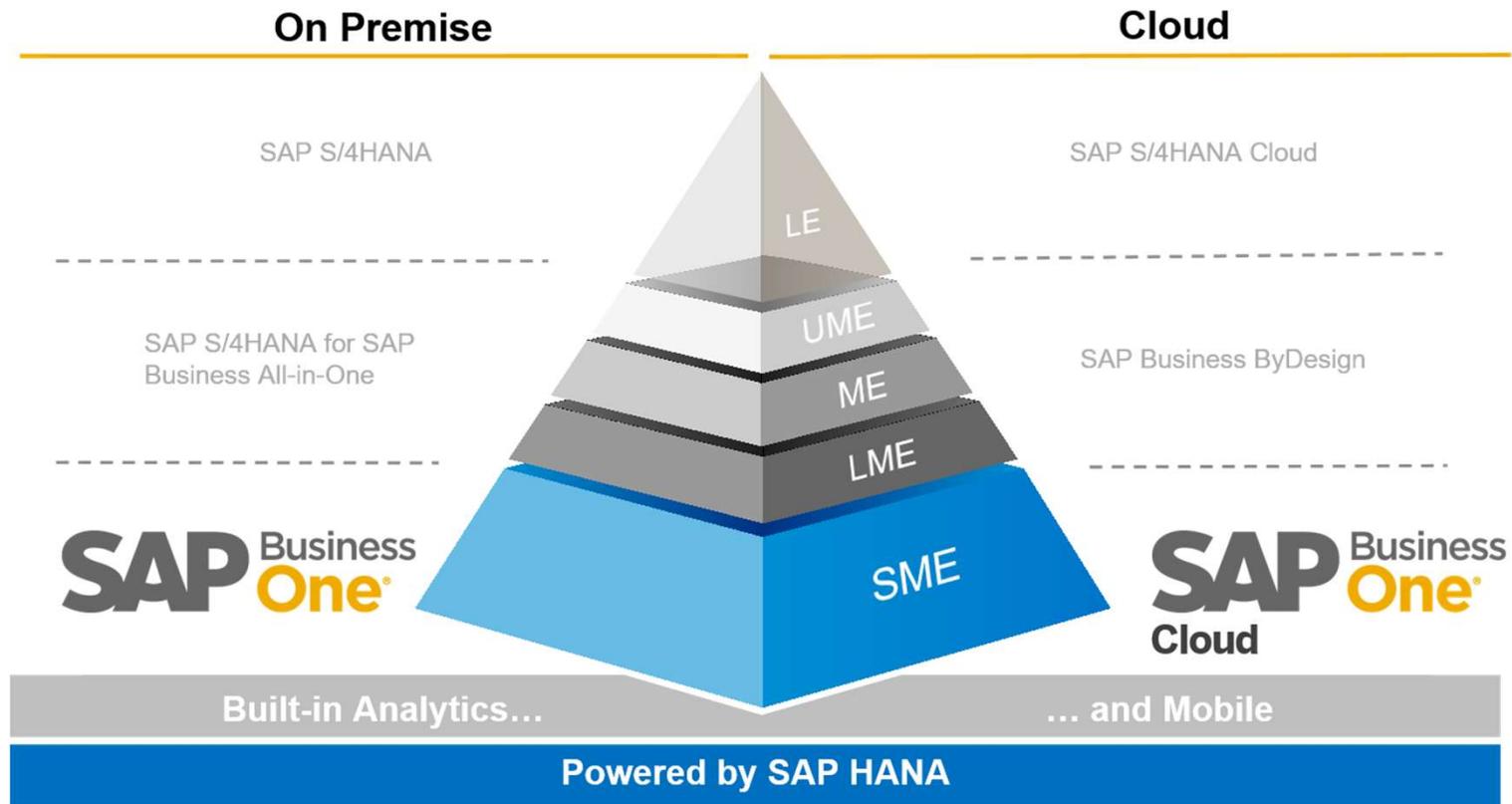
SAP Business One is used in **>170** countries



**360+** large enterprises are running SAP Business One in **5,600+** subsidiaries

# SAP Business One Positioning for Small and Midsize Enterprises

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



# SAP Business One Key Functionality

SAP Business One Client								Web Client	Mobile	Analytics/Dashboards	Multilingualism/Localizations
<b>Management &amp; Administration</b>	<b>Accounting &amp; Financials</b>	<b>Purchasing &amp; Operations</b>	<b>Sales &amp; Service</b>	<b>Inventory &amp; Distribution</b>	<b>Production &amp; MRP</b>	<b>Project &amp; Resource Management</b>	<b>Solution Customizing</b>				
<ul style="list-style-type: none"> <li>• User administration</li> <li>• Authorizations</li> <li>• Multiple currencies</li> <li>• Exchange rates</li> <li>• Multiple posting periods</li> <li>• Multi-branch</li> <li>• Data import</li> <li>• Opening balances</li> <li>• Approval processes</li> <li>• Calendar</li> <li>• Microsoft Office integration</li> <li>• Mobile Interaction</li> <li>• Recurring transactions</li> <li>• Drop Ship</li> <li>• GDPR</li> </ul>	<ul style="list-style-type: none"> <li>• Chart of accounts</li> <li>• Journal entries</li> <li>• Posting templates</li> <li>• Recurring postings</li> <li>• Financial reports</li> <li>• Budget management</li> <li>• Cost accounting</li> <li>• Incoming payments</li> <li>• Outgoing payments</li> <li>• Payment run</li> <li>• Bank statement processing</li> <li>• Checks &amp; credit cards</li> <li>• Deferred payments</li> <li>• Account reconciliation</li> <li>• DATEV / ELSTER (DE)</li> <li>• Fixed Assets</li> <li>• SEPA</li> </ul>	<ul style="list-style-type: none"> <li>• Purchase request</li> <li>• Purchase quotations</li> <li>• Web-enabled RFQ</li> <li>• Purchase orders</li> <li>• Goods receipt POs</li> <li>• Goods returns</li> <li>• A/P Invoice</li> <li>• A/P Reserve Invoice</li> <li>• Down-payment Invoice</li> <li>• Down-payment request</li> <li>• Cancel Marketing Documents</li> <li>• A/P credit memos</li> <li>• Landed costs</li> <li>• Intrastat</li> <li>• PEPPOL</li> </ul>	<ul style="list-style-type: none"> <li>• Opportunity and pipeline Mgmt.</li> <li>• CRM</li> <li>• Campaign Mgmt.</li> <li>• Blanket agreements</li> <li>• Quotations</li> <li>• Sales orders</li> <li>• Deliveries &amp; Returns</li> <li>• Invoices</li> <li>• Dunning &amp; Customer Mgmt.</li> <li>• Gross profit calculation</li> <li>• Service Mgmt.</li> <li>• Service planning</li> <li>• Customer interactions tracking</li> <li>• Equipment card handling</li> <li>• Service Dashboards</li> <li>• Service contracts</li> <li>• Human resource integration</li> <li>• Knowledge database</li> <li>• Service calendar</li> <li>• Service call processing</li> </ul>	<ul style="list-style-type: none"> <li>• Item management</li> <li>• Item lists</li> <li>• Price lists</li> <li>• Goods receipts</li> <li>• Goods issues</li> <li>• Inventory transactions</li> <li>• Transfers</li> <li>• Serial number mgmt</li> <li>• Batch number mgmt.</li> <li>• Price lists in multiple currencies</li> <li>• Special prices</li> <li>• Period and volume discounts</li> <li>• Pick and pack</li> <li>• Recurring transactions</li> <li>• Inventory Tracking</li> <li>• Bin Location</li> <li>• Multiple Measurements</li> <li>• Inventory Counting</li> </ul>	<ul style="list-style-type: none"> <li>• Bills of material</li> <li>• Item Sets</li> <li>• Production orders</li> <li>• Goods issues</li> <li>• Goods receipts</li> <li>• Production Dashboards</li> <li>• GL Account Determination</li> <li>• Life Cycle Mgmt.</li> <li>• Item cost calculation</li> <li>• Forecasts</li> <li>• MRP</li> <li>• Make to order</li> <li>• Order recommendations</li> <li>• Production Routing</li> </ul>	<ul style="list-style-type: none"> <li>• Project management</li> <li>• Project stages</li> <li>• Stage dependencies</li> <li>• Sub-projects handling</li> <li>• Project Time Reporting</li> <li>• Internal project handling</li> <li>• Employee master data</li> <li>• Time sheet entries</li> <li>• Resource master data</li> <li>• Resource capacity planning</li> <li>• Gantt chart capacity viewing</li> </ul>	<ul style="list-style-type: none"> <li>• User-defined fields creation</li> <li>• User-defined tables creation</li> <li>• User-define queries creation</li> <li>• SQL Query Generator</li> <li>• Form UI configurator</li> <li>• User-defined alerts</li> <li>• Transaction notifications</li> <li>• Workflow designer</li> <li>• Business process checklist</li> <li>• User defined Cockpit</li> <li>• User-defined workbench</li> </ul>				

# About SAP SE

## Employees and Basic Facts

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 100,330 employees worldwide (12/31/2019)
  - >145 nationalities worldwide

## Customers

- SAP serves >440,000 customers in >180 countries
- 77% of the world's transaction revenue touches an SAP system

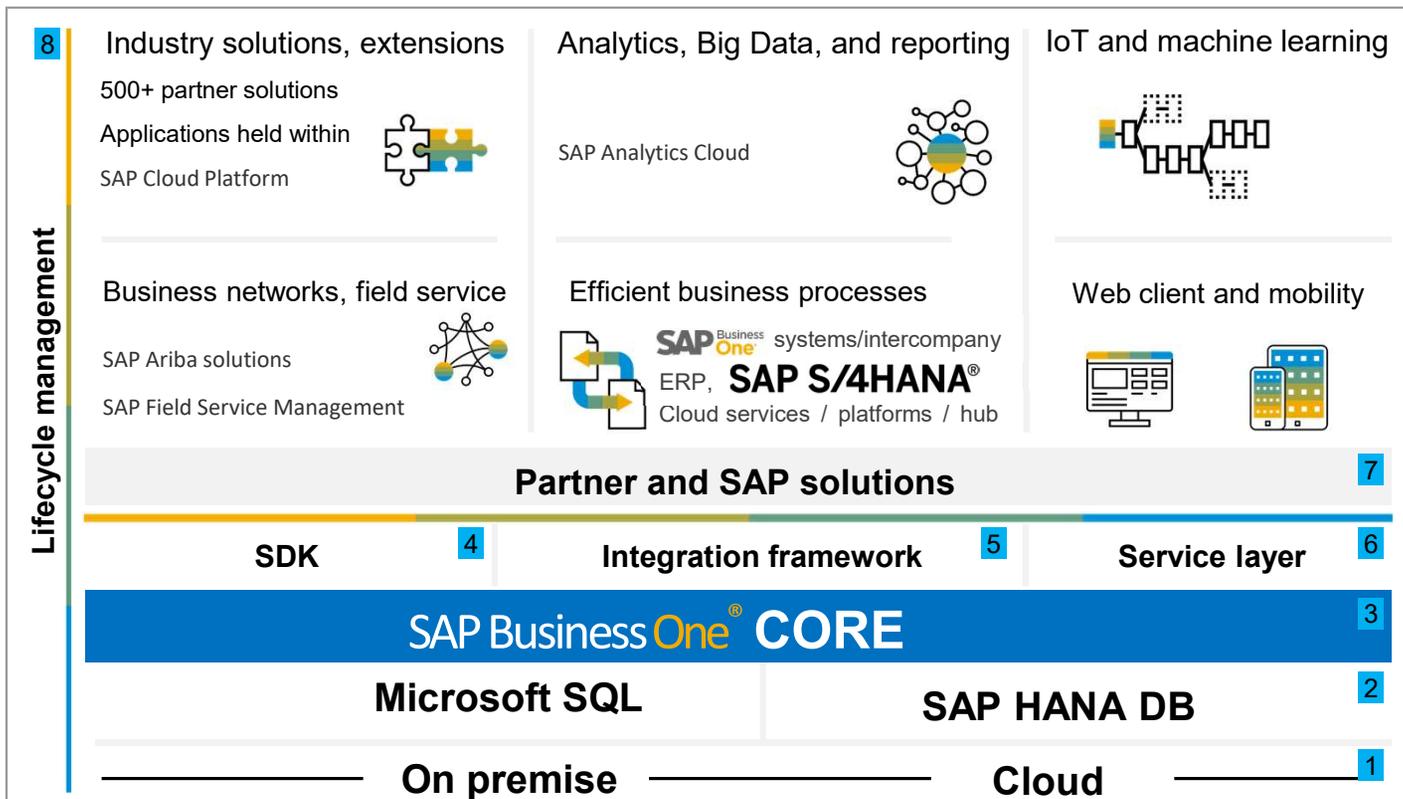
## Market Position

- SAP is market leader in:
  - Enterprise resource planning (ERP)
  - Analytics
  - Supply chain management
  - Human capital management
  - Experience management software
- Top Cloud Vendor
  - Cloud user base: ~215m users
  - 69 datacenters in 35 locations in 15 countries



# SAP Business One solution stack

Customer needs and the value propositions of the product



- 1 Full deployment flexibility
- 2 Runs on in-memory technology
- 3 All standard business processes covered
- 4 Basic application programming interfaces (APIs)
- 5 Robust integration and collaboration
- 6 Interface for SAP HANA and MS SQL applications
- 7 Extends the solution scope based on extensibility layer
- 8 Low cost of ownership and efficient support

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