



SOFTENGINE WHITEPAPER SERIES

BUSINESS OWNERS

More Executive Officers Are Moving Their Companies To SAP Business One

Quick Facts

Ideal Size Companies: Approximately 80% of SAP's customers are small-to-midsize businesses. That's more than 300,000 growing business running on SAP!

Reach: 77% of the world's transaction revenue touches an SAP system

Industry: Information Technology & Services; SaaS

Locations: SAP Business One is available in over 170 countries, with 67 country localizations and 28 languages, with the ability to convert transactions and translate reports built into the platform

Users: Used by over 60,000 customers and over a million users

Enterprise: Use: 360+ large enterprises run SAP Business One in 2400+ subsidiaries

Leader: SAP Named a Leader in 2020 Gartner Magic Quadrant for Enterprise Integration Platform-as-a-Service for the 13th Year in a Row

Innovative: SAP is credited as being the inventory of ERP, and now offers 6 different ERP product offerings

Modern day CEOs need to be proactive rather than responsive. To run a successful business and stay ahead of the curve, you need to make effective decisions based on accurate information and forecasting, rather than responding to problems as they come up.

"We found a system that has helped make us a stronger company. It's reliable, accurate and timely in delivering the information we need to make the best possible management decisions. Receiving, product fulfillment, shipping and invoicing have improved considerably since day one and the redundancies that have plagued us for so long are finally a thing of the past.

Moreover, this solution has provided us with a forum for our company to reevaluate all of our processes and procedures and refine, as needed. We have barely scratched the surface of what SAP Business One can offer us and we plan to utilize much more of its functionality over time."

– Ray Lacorte, VP of Operations,
[Choice Organic Teas](#)

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Make Rapid, Data-Driven Decisions

SAP Business One empowers your employees to make smart, confident decisions, faster by capturing all critical information across sales, customers, operations, and finance – making it instantly available company-wide. Real-time updates across all lines of business and customizable reporting allows you to make smart business decisions fast. You can even use your mobile device for instant approvals, updates and alerts.

[La Tourangelle](#) can now see all details of their sales and production orders at the click of a button, allowing them to make swift, strategic decisions.

Lower Costs with Optimal Inventory

With real-time updates to your inventory, your team knows exactly how much of what you have and where at any given moment. This reduces waste, expired goods, out-of-stock situations, and time-consuming inventory tracking. Raw materials can be automatically allocated to production and purchase orders can be automated based on demand forecasts, meaning your team can plan and schedule production with maximum cost-effectiveness.

[Trudeau Food Distribution](#) reduced inventory by 25%, resulting in millions of cost savings

Maximize Efficiency & Accuracy With Increased Automation

Manual data reconciliation and disjointed business processes can lead to costly human error. Eliminate the guesswork with real-time, accurate updates across your entire business. In-memory computing within SAP Business One ensures your data is always precise and up-to-date. Data is instantly and accurately incorporated across your business. Now your team can stop spending countless hours on manual data entry and reconciliation, freeing up valuable time to focus on revenue-generating activity.

[Rapid Conn Group of Companies](#) saw 96% increase in inventory accuracy, leading to \$30,000 in annual savings

Inspire Company Loyalty

Looking to create a spark and rejuvenate your employees? Consolidate tedious, time-consuming tasks with technology that increases automation, so your team can spend less time on mundane work and more time on projects that drive growth and innovation. Rather than spending countless hours in spreadsheets working on manual data reconciliation or tracking down elusive inventory, your team can focus on increasing sales and maximizing operational efficiency.

[BedStu](#) grew 20% without adding any additional staff.

Increase Transparency & Collaboration with a Single Source Of Truth

Multiple, disparate systems lead to friction and lack of visibility, creating knowledge gaps and silos within your organization. With all information inputted into one system, you have total transparency across all lines of business. Seamlessly integrate operations with your financial reports, so all your key stakeholders have access to the same accurate information. With the elimination of silos and data mismatch, your organization can work together as a cohesive team.

[Winplus](#) cut data consolidation processes by 66%, achieving global transparency across their organization.

Boost Sales & Customer Satisfaction

In today's digital age, consumers have more choices than ever, and they expect a seamless customer-experience. On-time delivery, the right level of inventory to meet demand, and consistent quality are all essential to keep customers happy and boost sales. This requires full visibility into the production and sales process, from the time an order and raw materials come into the time a product is delivered and signed for. SAP Business One allows you to view all this information and more from your handheld device, so your team can make sure they are meeting customer needs. Furthermore, the Customer Portal makes it quick and easy for your customers to place their orders.

[ReNu Medical](#) completed two consecutive record-breaking sales months thanks to increased visibility into their entire process from beginning to end.

Prepare for Rapid Growth With An Extensible Solution

As your business grows, you can customize and extend SAP Business One to meet your evolving needs. The flexibility to run on multiple server platforms, support for 28 languages and 44 country-specific versions (including a combination of country versions and built-in currency conversions), and powerful, robust capabilities make it the perfect ERP to scale with you.

[Franklin Valve](#) was able to quickly and accurately track parts, bins, and inventory, allowing them to experience over 900% growth in a single year.

CONCLUSION

With constantly increasing expectations from consumers and a digital marketplace expanding the competition, CEOs of small and midsize business are turning to Enterprise Resource Planning (ERP) software to help them make better management decisions. A robust ERP system integrates every aspect of the business under one umbrella, so you have a complete picture of business operations at any given point in time.

You are an innovative leader at a rapidly growing company in the digital age. Don't just maintain the status quo, take your business to the next level with a solution that is designed to grow with you! Whether it's scaling up or down or reevaluating goals to keep your company operating profitably, SAP Business One for manufacturing will help you achieve optimal efficiency.