SAP Business One Introduction
Digitalization for Your Business

Global Roll-out, SAP
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Introduction to SAP Business One
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

- Management & Administration
- Accounting & Financials
- Inventory & Distribution
- Production & MRP
- Project & Resource management
- Purchasing & Operations
- Sales & Service
Digital Business – Enablers

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

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…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

Analytics

Cloud Technologies

Mobile Technologies

Internet of Things (IoT)

Big Data

Machine Learning

Sales & Service

Purchasing & Operations

Management & Administration

Accounting & Financials

Inventory & Distribution

Project & Resource Management

Production & MRP

Inventory & Distribution

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Additional Elements for 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

**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

**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

**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

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* 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
SAP Business One Deployment Options
On premise and Cloud

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

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**
  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

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
Start Changing Your Business – Now
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

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

- 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

- 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 60,000+ 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

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Appendix
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

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
- MRPII
- 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
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 solution stack
Customer needs and the value propositions of the product

- Low cost of ownership and support
- Extensibility
- Deployment flexibility
- Expands the solution scope
- Robust integration and collaboration
- Interface for SAP HANA apps
- Coverage of all standard business processes
- Running on in-memory technology
Information for Customers, Prospects, and Partners on SAP Business One

- Public SAP.com Website
- Free Cloud Trial
- Global YouTube Channel
- SAP Business One Learning Hub
- SAPPartnerEdge Portal (Partner only)
- Product Road Map (Customer and Partner only)
Thank you.