Intercompany Integration Solution 2.0 for SAP Business One

Solution Overview



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Introduction



What groups of companies need

Small and medium businesses, which use SAP Business One, often consists of more than one legal entity.

These groups of companies need to

- Share common business data
- Run standardized and transparent business processes across companies
- Have an overview over operations across the group
- Improve control and collaboration beyond company borders



How Intercompany Integration Solution tackles the needs

Market Need	Solution Features	Globality	Technology
 Data sharing 	Master Data Replication		
	Service Contract and Customer Equipment Replication	Supported SAP Business One localizations	
	UDFs and UDTs Replication	Australia, Austria, Belgium, Brazil, Canada, Chile, China,	
 Standardized business processes across companies 	Intercompany Trade	Costa Rica, Cyprus (EN), Czech Republic, France, Germany,	
	G/L Allocations	Guatemala, Hungary, Ireland, Israel, Italy, Mexico, Netherlands, New Zealand, Panama, Poland, Russia,	
	A/P Service Invoice Allocations	Singapore, Slovakia, South Africa, Spain, Switzerland, UK,	Integration
	Centralized Payments	USA	Framework
 Overview over operations across the group 	Multi-Level Financial Consolidation		of SAP Business One
	Intercompany Reports:	Multi-Currency	&
	 Branch Inventory in Warehouse Report Consolidated Balances by Business Partner Report 	Transactions in foreign as well as local currencies are supported	add-on
	 Consolidated Sales Analysis Report Branch Balances Report Un-posted Transaction Report 	Cross Localization → components	→ components
	Remote Query Execution	Integration and consolidation of subsidiaries which use	
 Improve control & collaboration beyond company borders 	Consolidated Credit Limit Check	different country localizations is possible.	
	Intercompany Message Log	Bi-directional Text Support → for Israel localization	
	Business Transaction Notifications (Alerts)		
	Intercompany Workflow		

Benefits

Market Need	Solution Features
	Master Data Replication
Data sharing	Service Contract and Customer Equipment Replication
	UDFs and UDTs Replication
Standardized	Intercompany Trade
business	G/L Allocations
processes across	A/P Service Invoice Allocations
companies	Centralized Payments
	Multi-Level Financial Consolidation
Overview over operations across the group	Intercompany Reports: Branch Inventory in Warehouse Report Consolidated Balances by Business Partner Report Consolidated Sales Analysis Report Branch Balances Report Un-posted Transaction Report
	Remote Query Execution
Improve control &	Consolidated Credit Limit Check
collaboration	Intercompany Message Log
beyond company	Business Transaction Notifications (Alerts)
borders	Intercompany Workflow

Data Availability
Data quality
Transparency
Accelerated Processes
Efficiency
Better Decision-Making

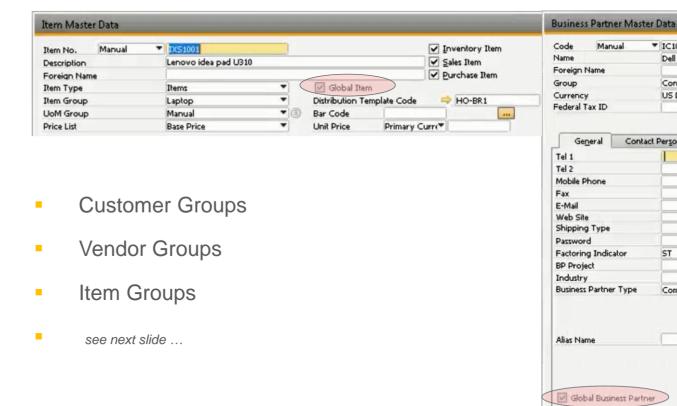
Master Data Replication



Master Data Replication 1/2

The intercompany integration solution supports the replication of essential master data between companies:

- Item Master Data*
- **Business Partner Master Data***
- Bill of Materials*
- Price List Masters*
- **Special Prices**
- **Exchange Rate**
- Period and Volume Discounts
- Discount Groups



Manual

(Active O Inactive Advanced

Cancel

▼ IC1001

Dell Inc.

US Dollar

Contact Persons

ST

Company

Construction

Customer *

Paymen

Addresses

Still

Distribution Template Code

^{*} For this master data, the end users can choose which specific records are to be shared between companies.

Master Data Replication 2/2

Additional data included in the replication scope:



- Units of Measure
- Units of Measure Groups
- Package Types
- CNAE Code

- Translations
- Industry
- Product Source Codes

Flexibility related to Master Data Replication for SAP Business One 9.0



Company Template Configurator

You can configure exactly which master data fields should be replicated from which company to which other companies.

Global Data Distribution

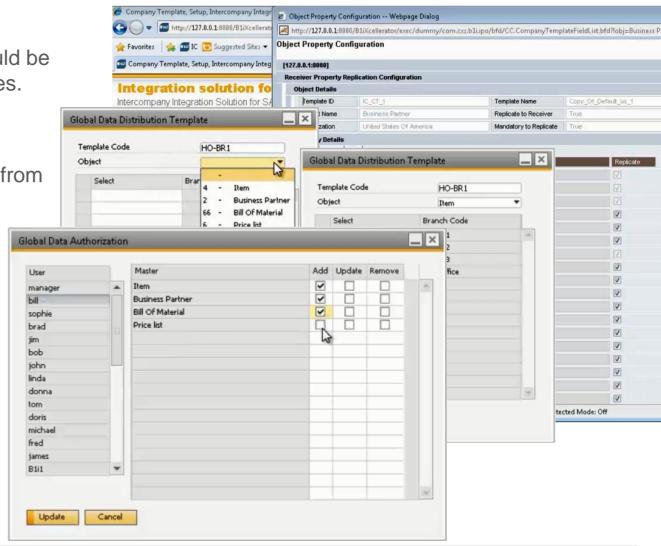
You can have specific master data or all items and BPs from an item/BP groups to be replicated among certain companies only.

Global Data Authorization

You can define which users are allowed to add/update/remove global master data.

Values:

- Enhanced flexibility of master data replication
- Improved security
- Increase speed of data transfer



Service Contract and Customer Equipment Card Replication

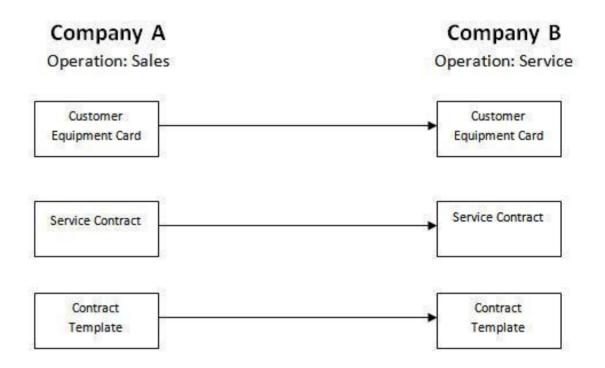


Service Contract and Customer Equipment Card Replication

The intercompany integration solution caters to service oriented scenarios by replicating

- Customer Equipment Card
- Service Contract
- Contract Template

across companies based on company operations.



UDFs and UDTs Replication



UDFs and UDTs Replication

The administration user can configure the solution to replicate UTDs between branch companies similarly to the master data replication.

He can also choose to replicate custom UDFs on

- Item Master
- Business Partner Master
- Marketing Documents, which are supported by the Intercompany Trade
- Journal Entries
- Journal Vouchers



Intercompany Trade



Intercompany Trade

The intercompany integration solution allows the exchange of reciprocal business transactions (<u>marketing documents</u>) among branch companies.

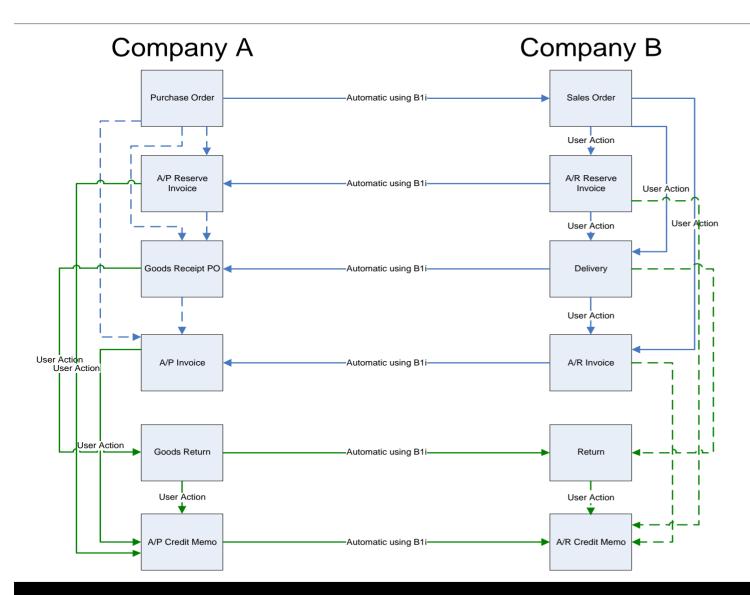
Benefits:

- Elimination of redundant data entries
- Time savings
- Improved data quality
- Increased efficiency throughout the organization

Example:

An intercompany purchase order added in company A can automatically create an Intercompany sales order in company B.

Supported Marketing Documents



Localization specific document

exchange cycle:

- A/R Correction Invoice to A/P Correction Invoice (only for Russia)
- A/R Correction Invoice Reversal to
 A/P Correction Invoice Reversal (only for Russia)
- A/R Debit Memo to A/P Debit Memo

 (only for Chile, Costa Rica, Guatemala, Mexico)

Key Features of Document Exchange Cycle



Serial numbers and batch numbers are replicated in the document exchange cycles

- Service Type documents are supported as part of the document exchange cycles
 User in the sender company can select a specific G/L account of the receiver company while creating the service type document.
 This selected G/L account will be used in the receiver company draft document instead of the receiver company's default expense account
- Marketing Document Cancellation
 if a user cancels or rejects a marketing document, the application automatically cancels the reciprocal document.
- Block creation of Marketing Document until the base document is confirmed
 intercompany can be configured to supress the "copy to" and "copy from" function as long as the base document has not been accepted

G/L Allocations



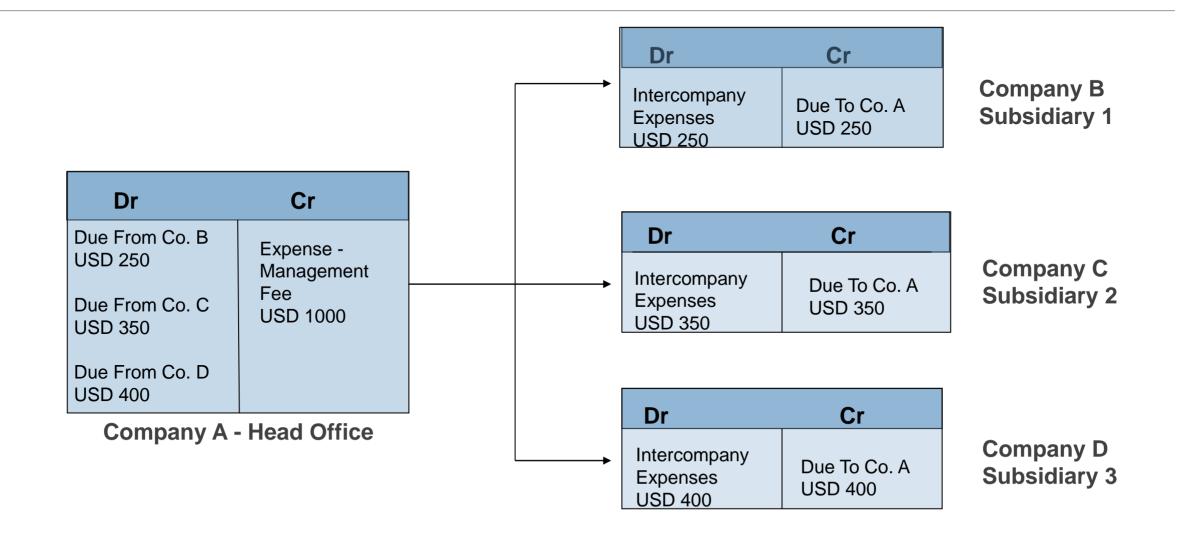
G/L Allocations

The intercompany integration solution allows allocations of Incomes and Expenses across branch companies by automatically creating balancing G/L postings to Intercompany accounts.

Example:

A head office (Company A) user can allocate audit expenses across its subsidiary companies B and C.

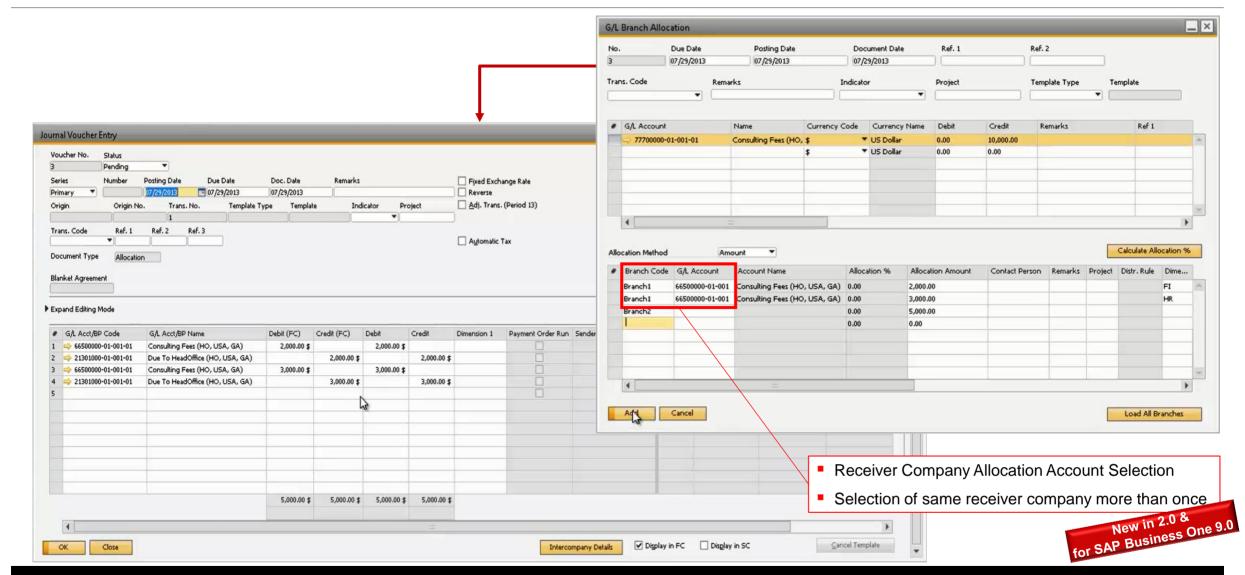
G/L Allocations - Transaction Flow



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G/L Allocation - Solution View



Further Features of G/L Allocation

G/L Allocation Posting Templates

Commercial organizations may have G/L Allocation transactions presented in template format, inwhich only the recorded amounts vary from transaction to transaction. This feature will enable the user to create pre-defined G/L Allocation templates that can be used when posting such recurring G/L Allocation Transaction

Recurring G/L Allocation Postings

Every business has transactions that recur on a certain periodicity such as monthly or weekly. This feature will enable the user to create Recurring G/L Allocation Posting Templates that can be executed individually based on the recurrence information. In addition, the user will be able set up the application to display the Recurring G/L Allocation Transactions window at the time of Add-on connection.

Rejection of Journal Vouchers,



A reversal journal entry in the sender company will be created on rejection of Journal voucher in the receiver company.

A/P Service Invoice Allocation



A/P Service Invoice Allocations

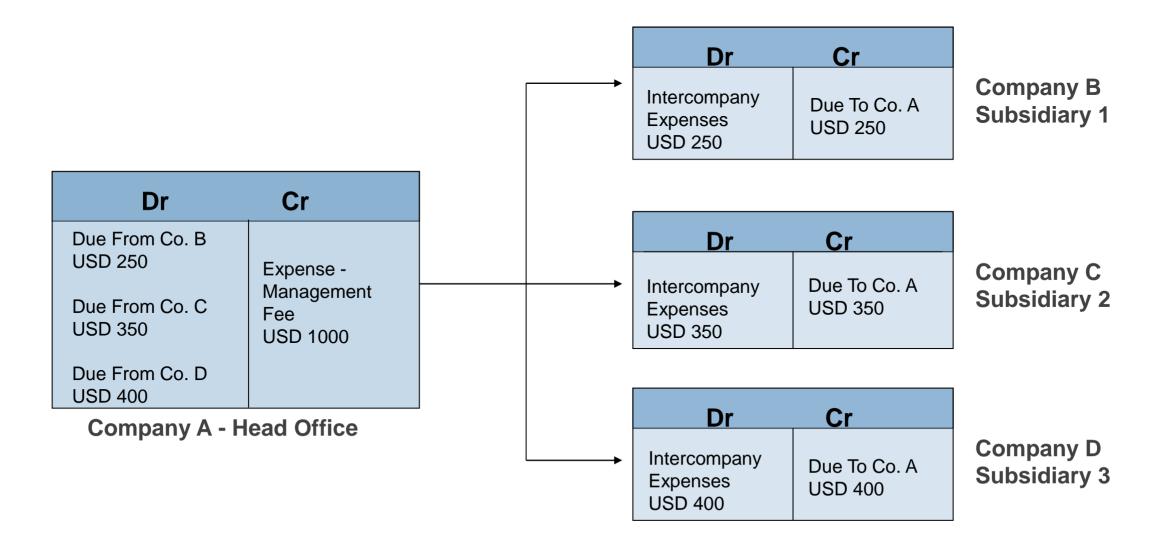
Similar to the G/L Allocations feature, this feature allows allocations of expenses booked through A/P Service Invoices across branch companies.

Features (analog to G/L Allocation)



- Receiver Company Allocation Account Selection
- Selection of same receiver company more than once
- Reversal document on rejection

A/P Service Invoice Allocation- Transaction Flow



Centralized Payments



Centralized Payments

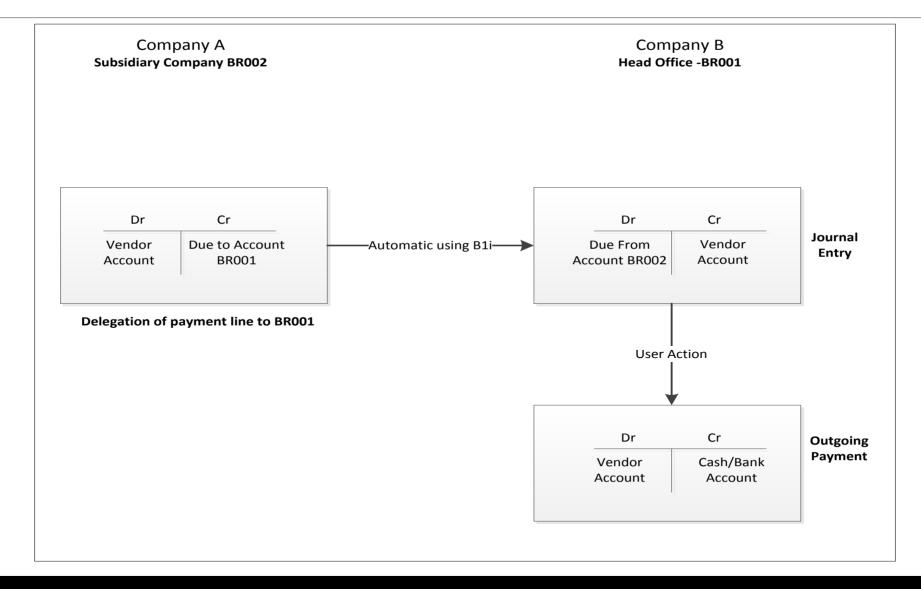
The intercompany integration solution allows the delegation of vendor invoices for payment to another branch company, allowing for centralized payment processing to external vendors.

The solution automatically creates balancing G/L postings to intercompany accounts.

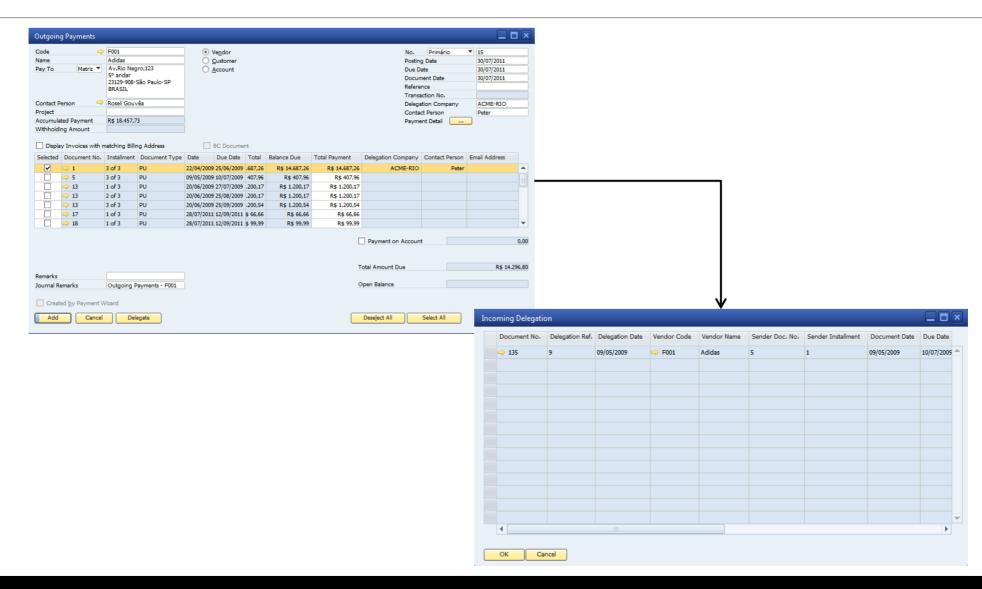
Example:

A subsidiary company can delegate a vendor invoice to the head office company for payment to vendor.

Centralized Payments - Transaction Flow



Centralized Payments - Solution View



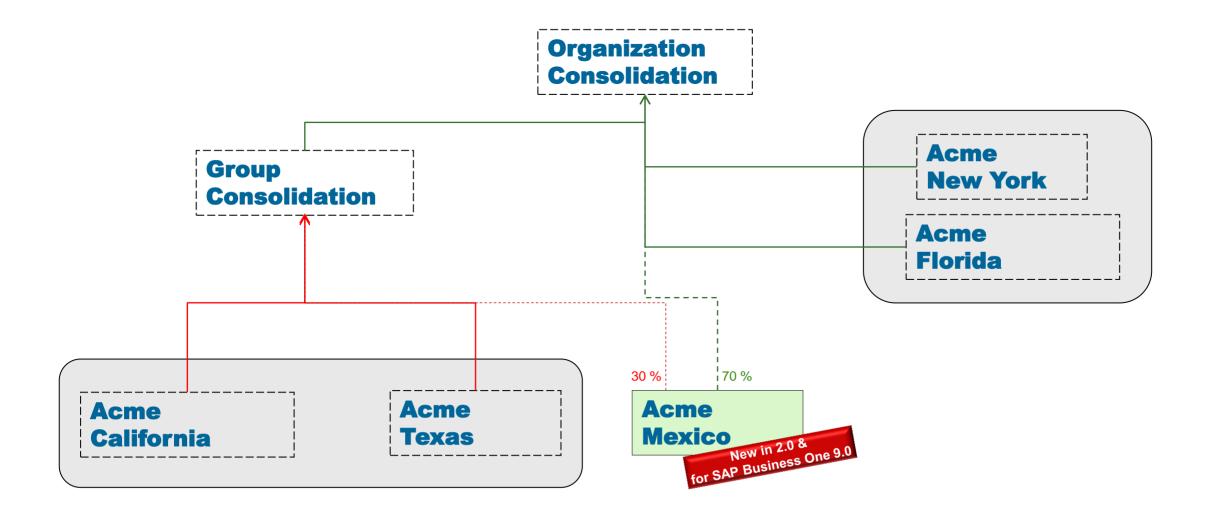
Multi-Level Financial Consolidation



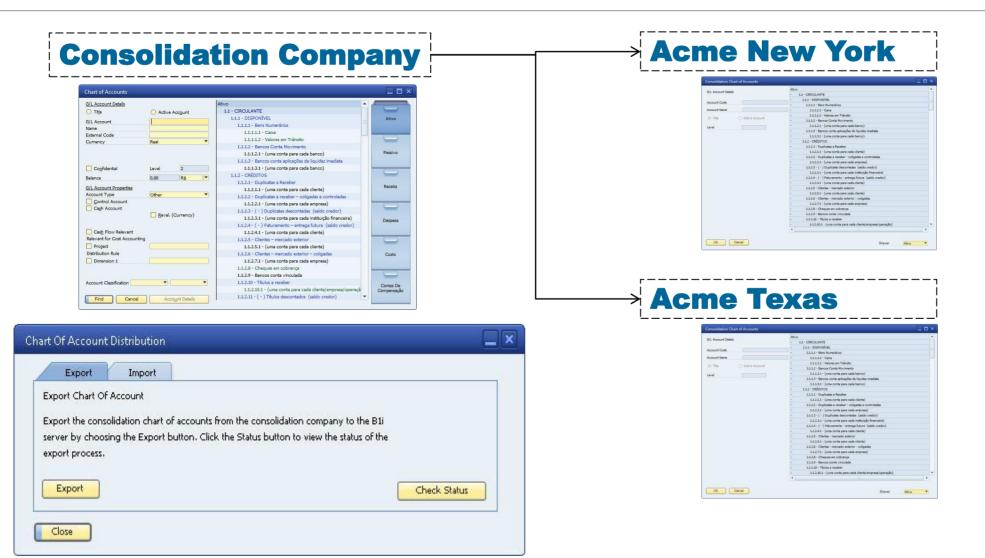
Financial Consolidation - Features

- Consolidates multiple levels of organization hierarchy
- Consolidates companies with different chart of account structures and different local currencies
- Consolidates individual accounts based on historical exchange rates, closing exchange rate or average exchange rates
- The consolidated financial statements can be adjusted to reflect minority interests in companies within the group
- All consolidated financial reports (Trial Balance, P&L, Balance Sheet) are viewed within SAP Business
 One and in standard SAP Business One formats
- Journal vouchers can be included in the consolidation process
- The project code master will be replicated across all companies defined in the intercompany landscape

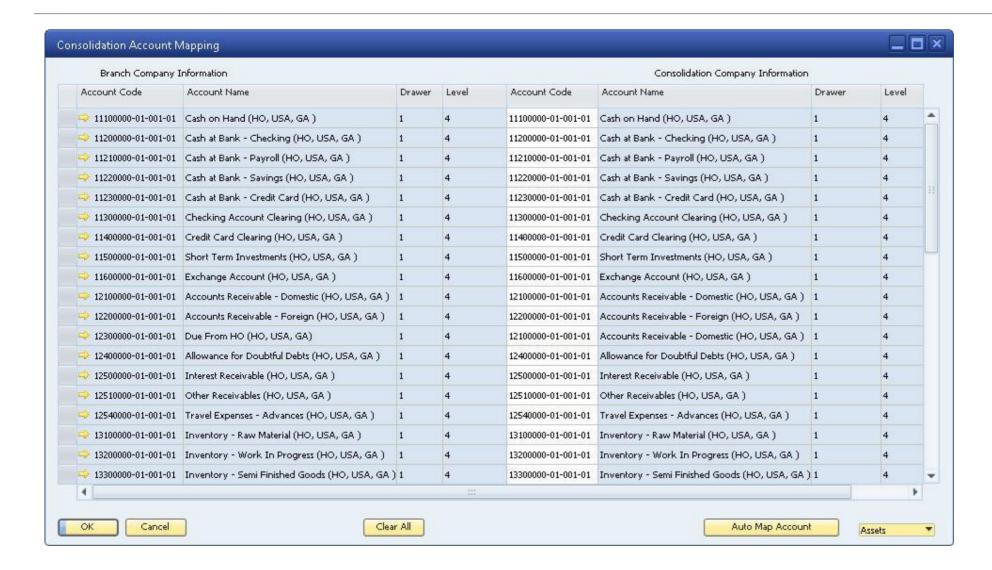
Multi-Level Consolidation



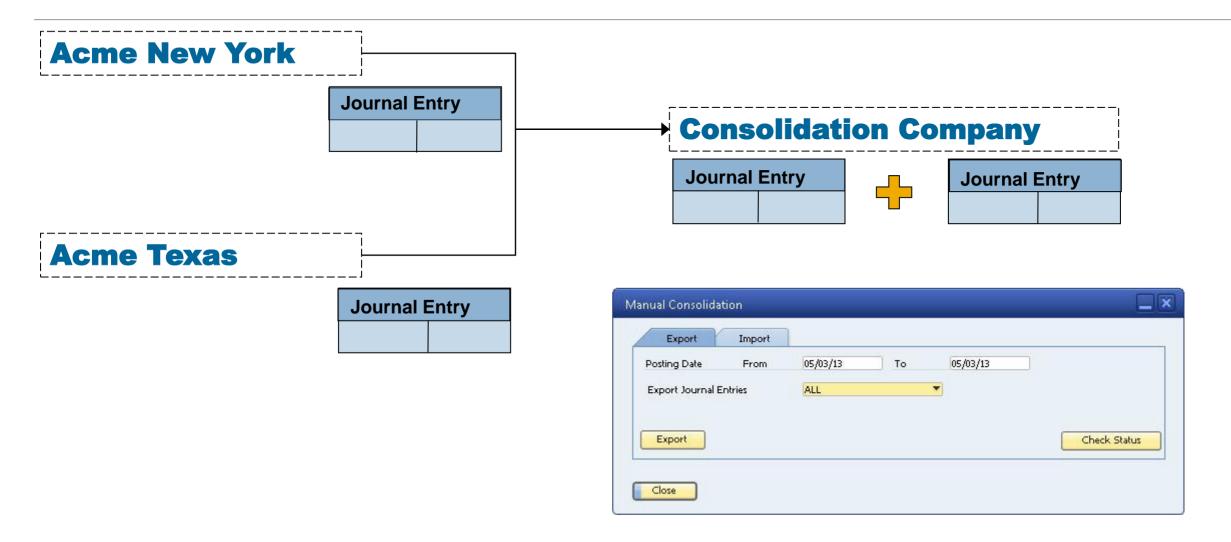
Consolidation Chart of Accounts Distribution



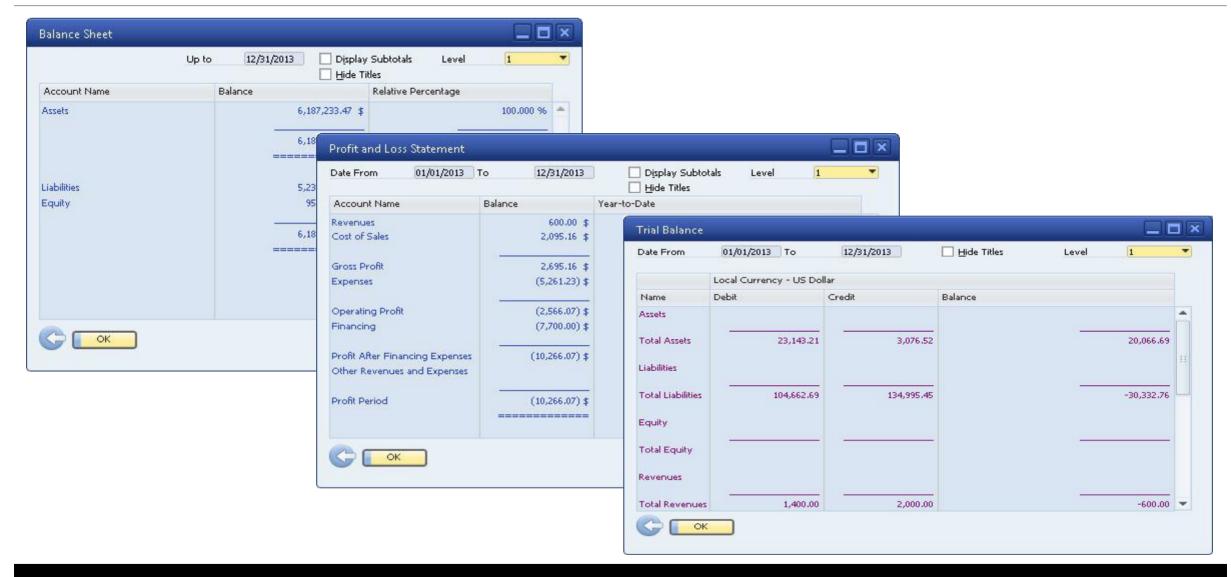
Account Mapping



Consolidation of Journal Entries



Consolidated Financial Statements



Intercompany Reports



Intercompany Reports

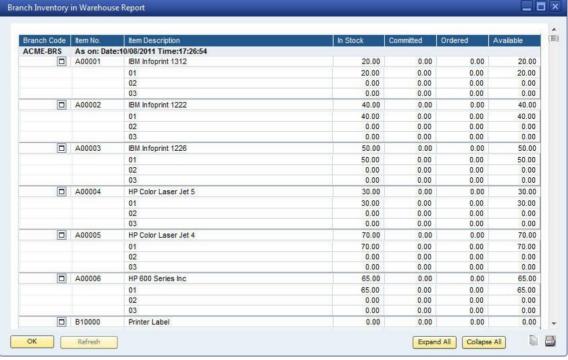
- Multiple Reports that extract data from one or all partner companies
- Real-time information, enabling accurate analysis
- Easy to export to Microsoft Excel

Intercompany Reports

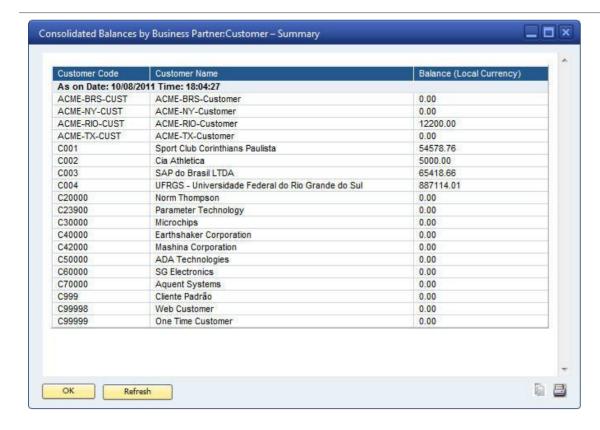
- Branch Inventory in Warehouse Report: This report lists the current inventories of all item in each partner company providing In Stock, Committed, Ordered and Available Quantities.
- Consolidated Balances by Business Partner: This report lists the current balances of all business partners in each partner company.
- Consolidated Sales Analysis Report: This report allows the user to view the Sales Analysis Report for each branch company in a single report.
- Branch Balances Report: This report provides a single view of all Payables & Receivables between the Partner Companies.
- Un-posted Transactions Report: This report lists all incoming Intercompany Documents which are pending approval from the Receiving Companies, i.e. - Documents which are not yet accepted and posted by the receiving partner company.

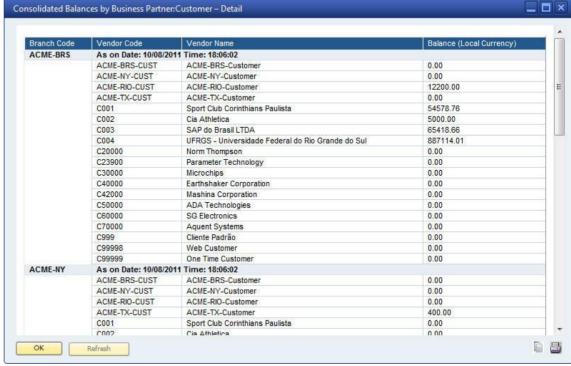
Branch Inventory in Warehouse Report



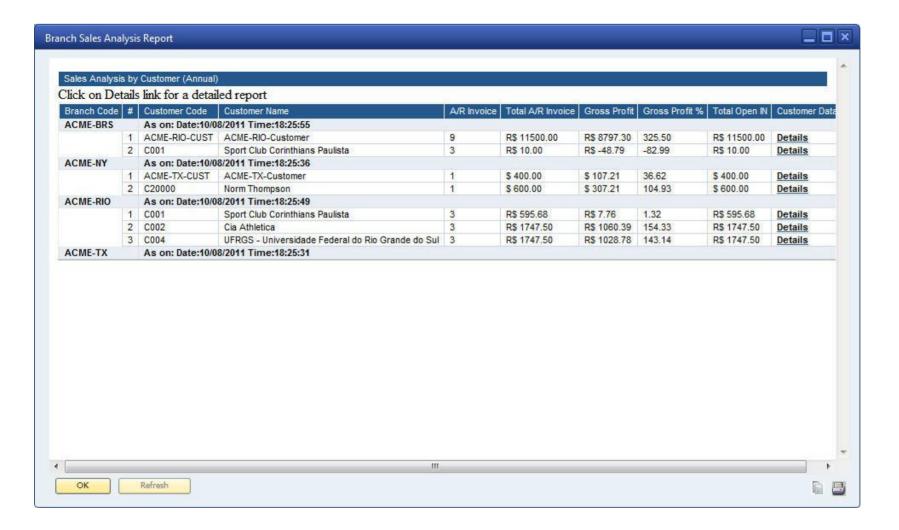


Consolidated Balances by Business Partner

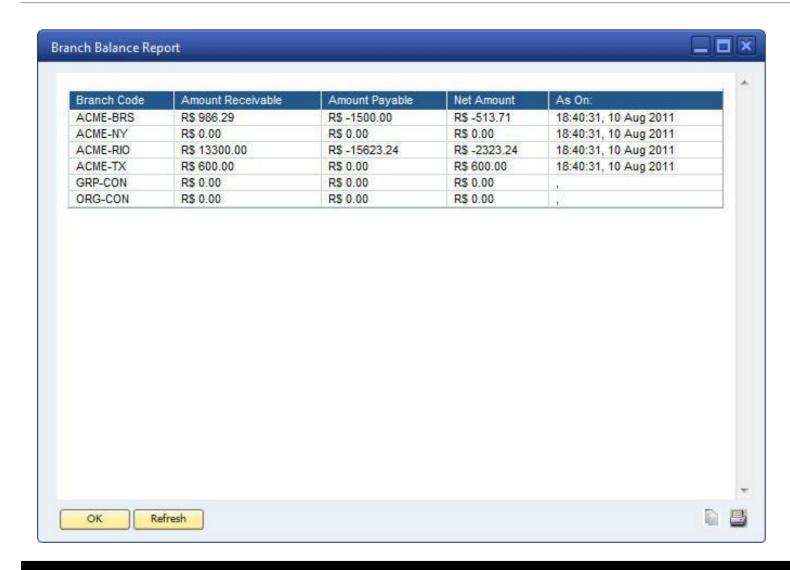




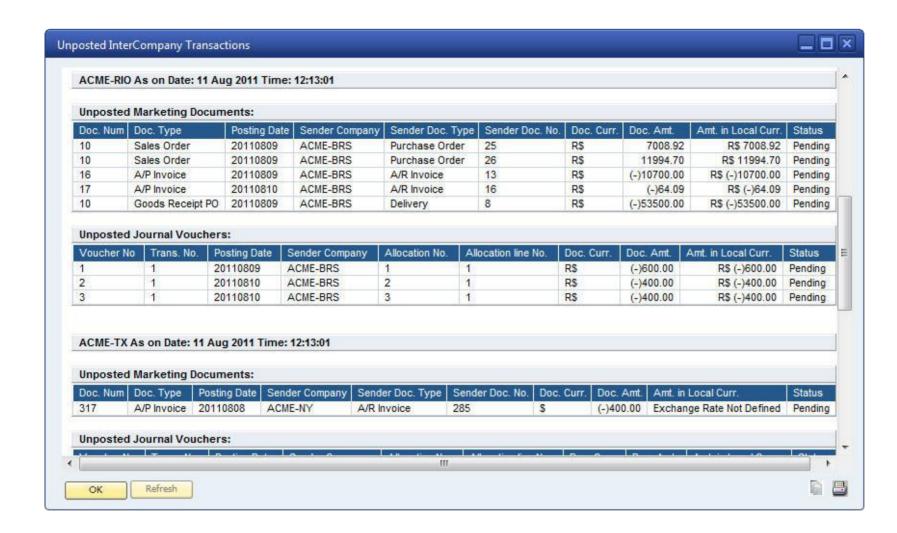
Consolidated Sales Analysis Report



Branch Balances Report



Un-posted Transaction Report



Remote Query Execution

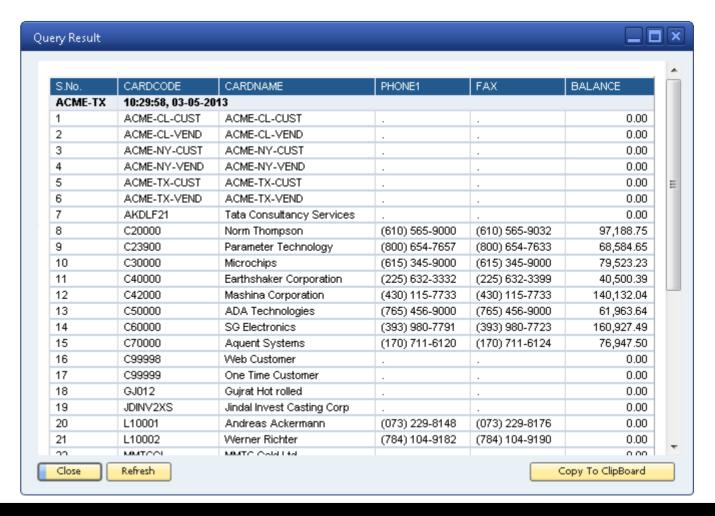


Remote Query Execution

- Extends ad-hoc reporting functionality provided by Query Wizard / Generator tools in SAP Business One
- Queries can be used to design customized, client-specific reports
- Also allows remote execution of standard SAP Business One queries
- Similar to other intercompany integration solution reports, this feature provides realtime information from one or all partner companies

Remote Query Execution - Solution View





Consolidated Credit Limit



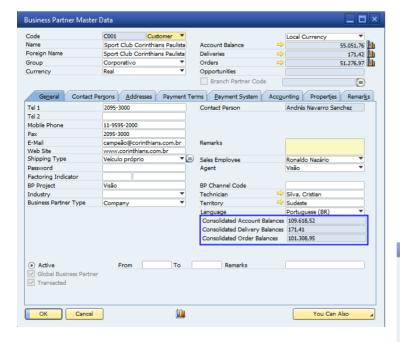
Consolidated Credit Limit Check

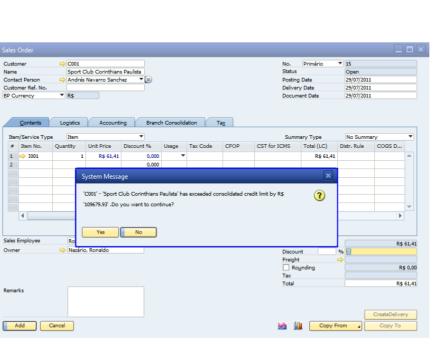
This feature of the intercompany integration solution allows the user to:

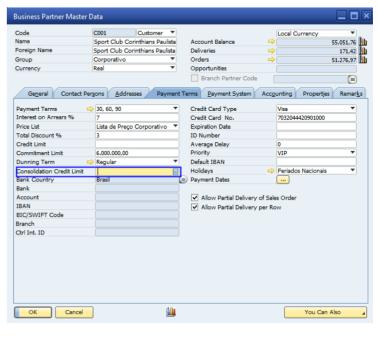
- Restrict the creation of sales document for customers.
- Prompt a warning message

based on the consolidated credit limit and consolidated account balance.

Consolidated Credit Limit Check







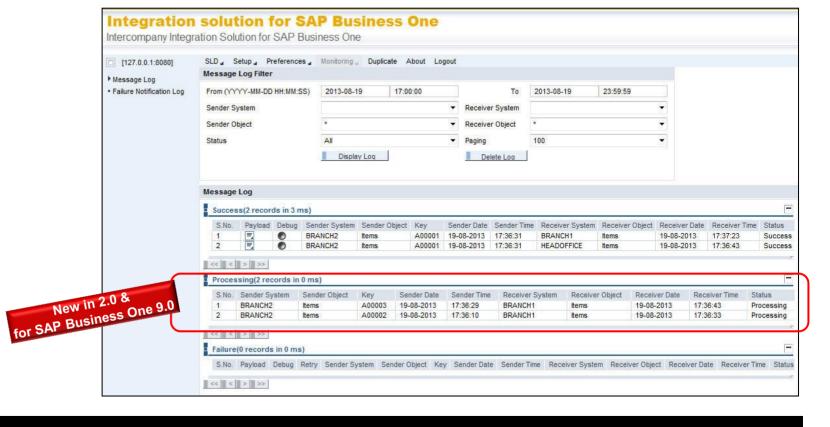
Intercompany Message Log



Intercompany Message log

The intercompany message log is a Web application which logs all intercompany transactions between different branch companies.

The user can filter transaction logs between date and time ranges, sender system or receiver system.



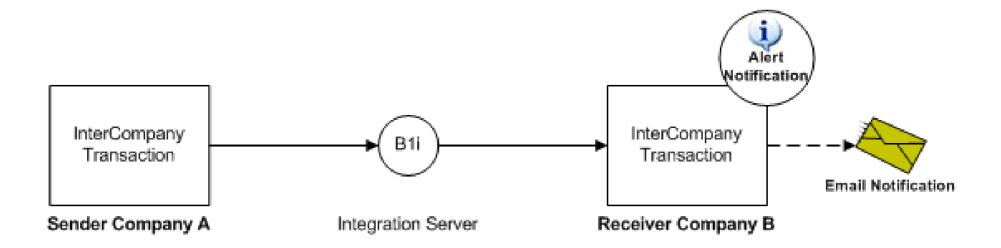
Business Transaction Notifications



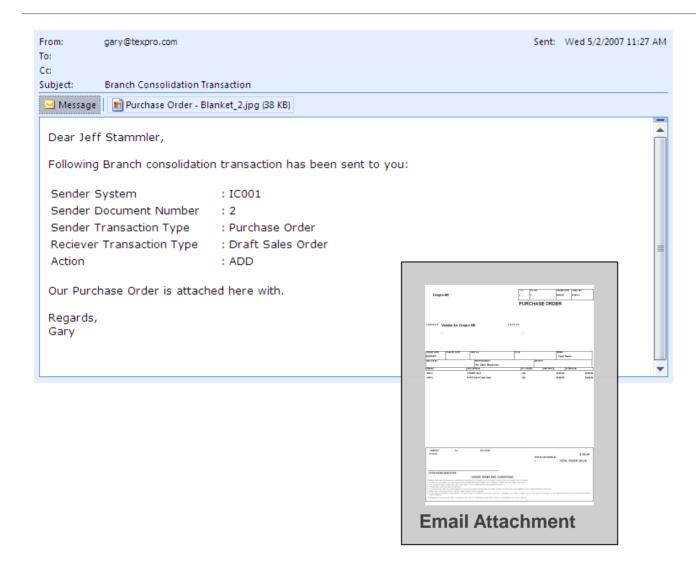
Business Transaction Notifications

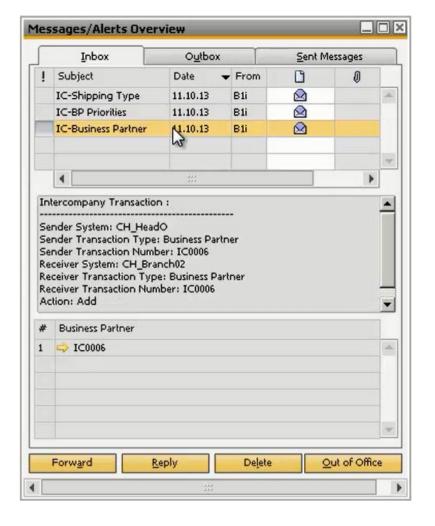
For all intercompany transactions, partner companies are notified in real time with Alert Messages and emails.

In case of intercompany trade, the originating documents are emailed as an attachment to the outgoing email notification.



Business Transaction Notifications





Intercompany Workflow

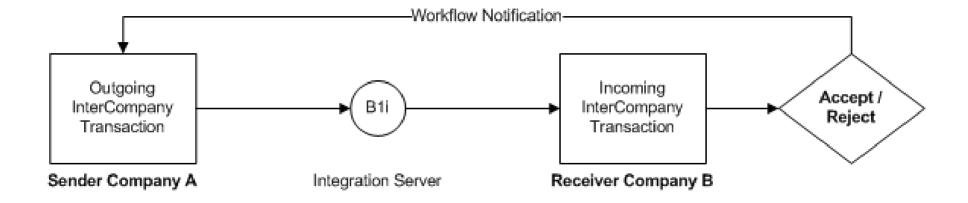


Intercompany Workflow

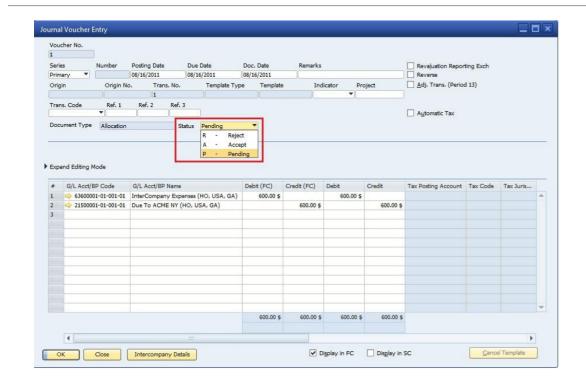
The intercompany workflow feature enables the partner companies to

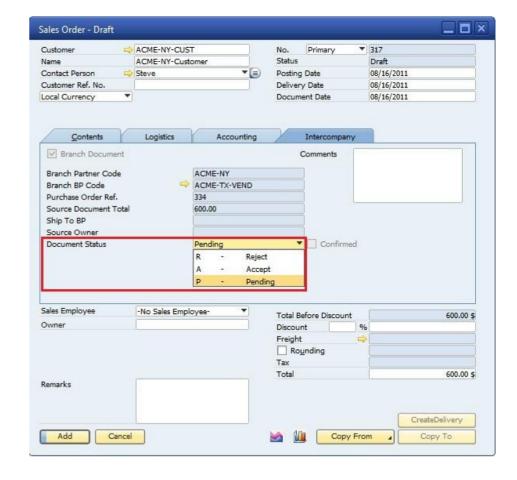
- Accept or reject incoming intercompany transactions
- Notify the sender companies of their decision

Intercompany Workflow



Intercompany Workflow - Solution View



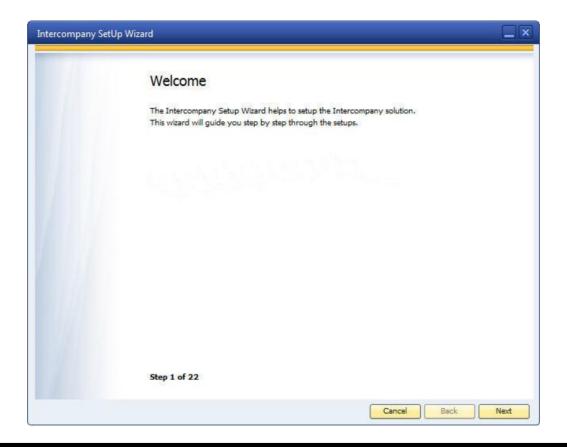


Implementation Tools



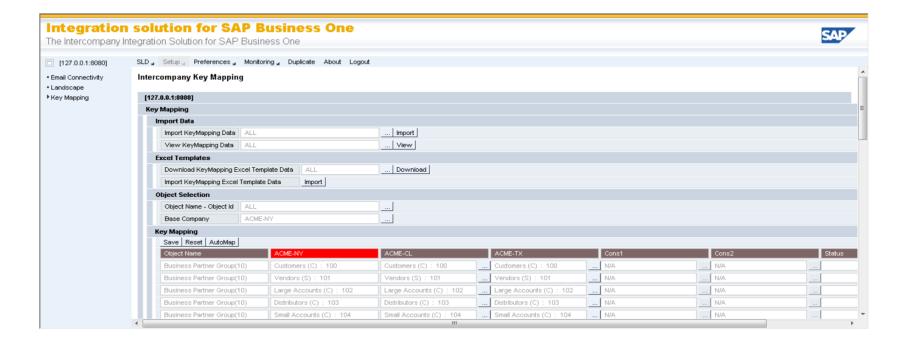
Implementation Wizards

The intercompany integration solution provides implementation wizards to implement the solution quickly and easily.



Key Mapping Mechanism

- Upload Key Mapping data using an Excel template
- Automatic Mapping of Internal Keys based on Display Description



Upload Key Mapping data using an Excel template

Excel based tools for quick setup

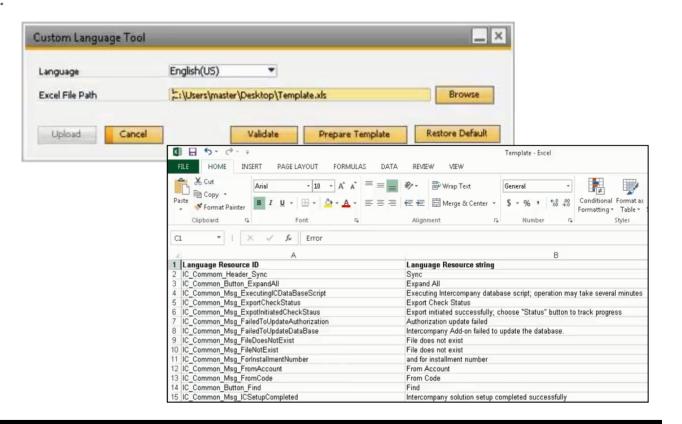
- Branch Account Setup Tool
 This tool will enable the user to map Due From and Due To accounts in the Branch Accounts Setup.
- Account Classification Mapping Tool
 This tool will enable the user to map an Account Classification to the active G/L Accounts. This tool updates the G/L Accounts in the Chart of Accounts screen in SAP Business One
- Account Classification Setup Tool
 This tool will enable the user to map a G/L Account to the Account Classifications defined in the system. This tool updates the Intercompany Account Classification by Balance Sheet and Account Classification by Profit & Loss setup screen.
- Consolidation Account Mapping Tool
 This tool will enable the user to map an active G/L Account of the Consolidation Company to the active G/L Accounts defined in the Branch Company's Chart of Accounts. This tool updates the Consolidation Account Mapping screen.

Custom Language Tool



You can configure UI terms of the intercompany add-on by importing excel-based language resource strings

e.g. field names, messages, screen titles, button names ..



Further Resources

Visit the intercompany integration solution for SAP Business One page on SAP Channel Partner Portal at http://service.sap.com/partneredge/b1/intercompany

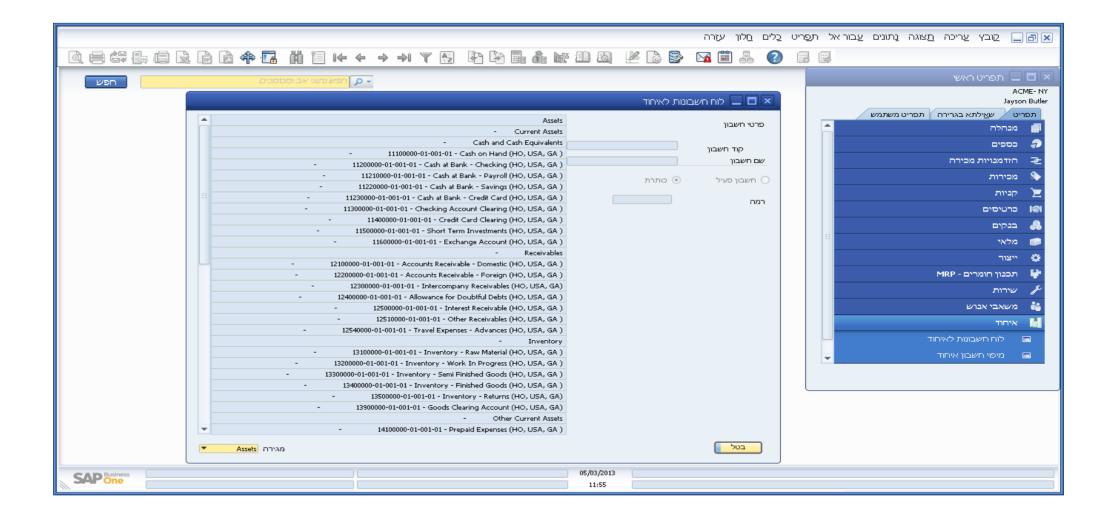




Thank you

Bi-Directional Support for Israel Localization





Delivered Components



Scenario Package

As the backbone of the intercompany solution this content package runs the data replication using the integration

framework of SAP Business One.

Administration Console

for Configuration

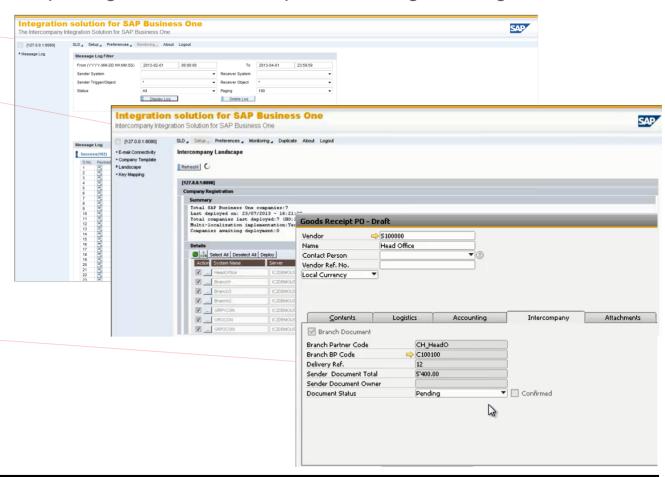
central interface for configuring the intercompany solution, e.g. the consolidation structure

for Monitoring

message log incl. filters for monitoring the replication of data between companies

Intercompany Add-on

It enhances the SAP Business One screens and offers functionalities for end users to perform intercompany transactions



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