



SAP Business One Introduction

Digitalization for Your Business

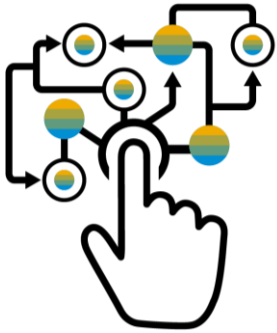
Global Roll-out, SAP
April, 2020

PUBLIC

Introduction to **SAP Business One**

Why explore ERP system?

As your business changes, a solid underlying foundation is critical



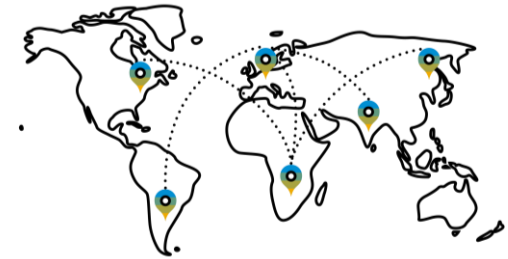
It's time to go digital

- 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

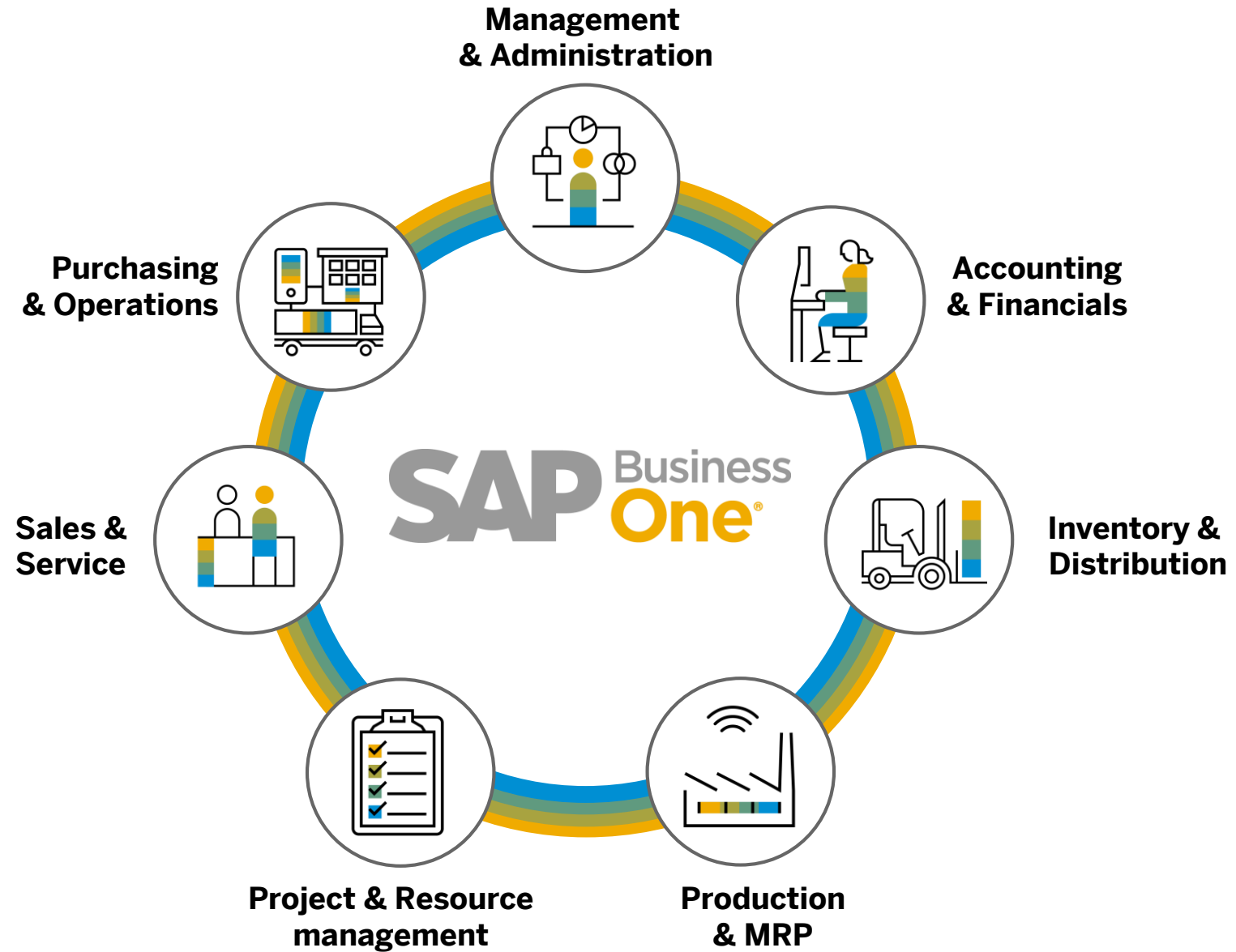
Easy Access to Data

- 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



Digital Business – Enablers

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



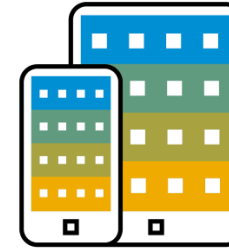
Analytics



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



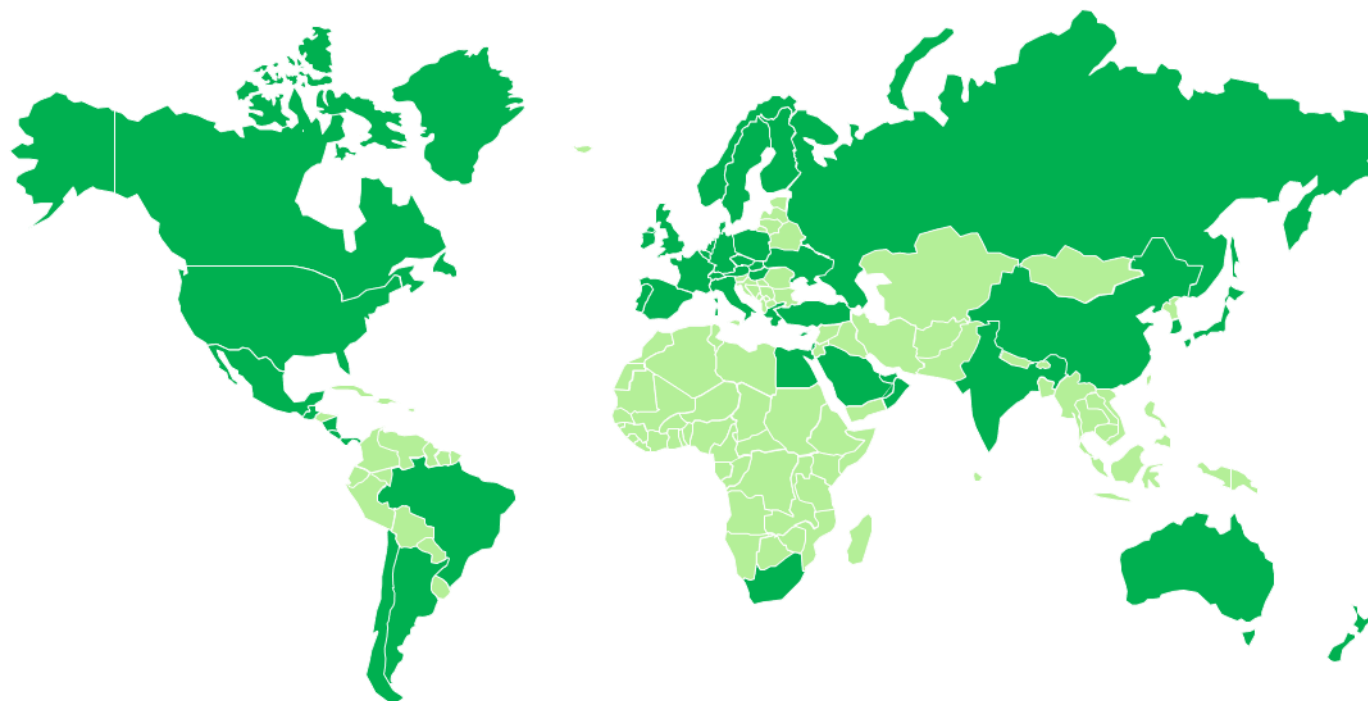
Additional Elements for SAP Business One

SAP Business One used in more than 170 countries

Master the challenge of globalization in your business

Current localizations (50)

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



Countries making use of localizations

Customers in more than 170 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 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



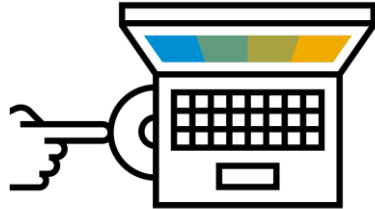
Horizontal Extensions

Go beyond generic business needs by extending:

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

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**
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

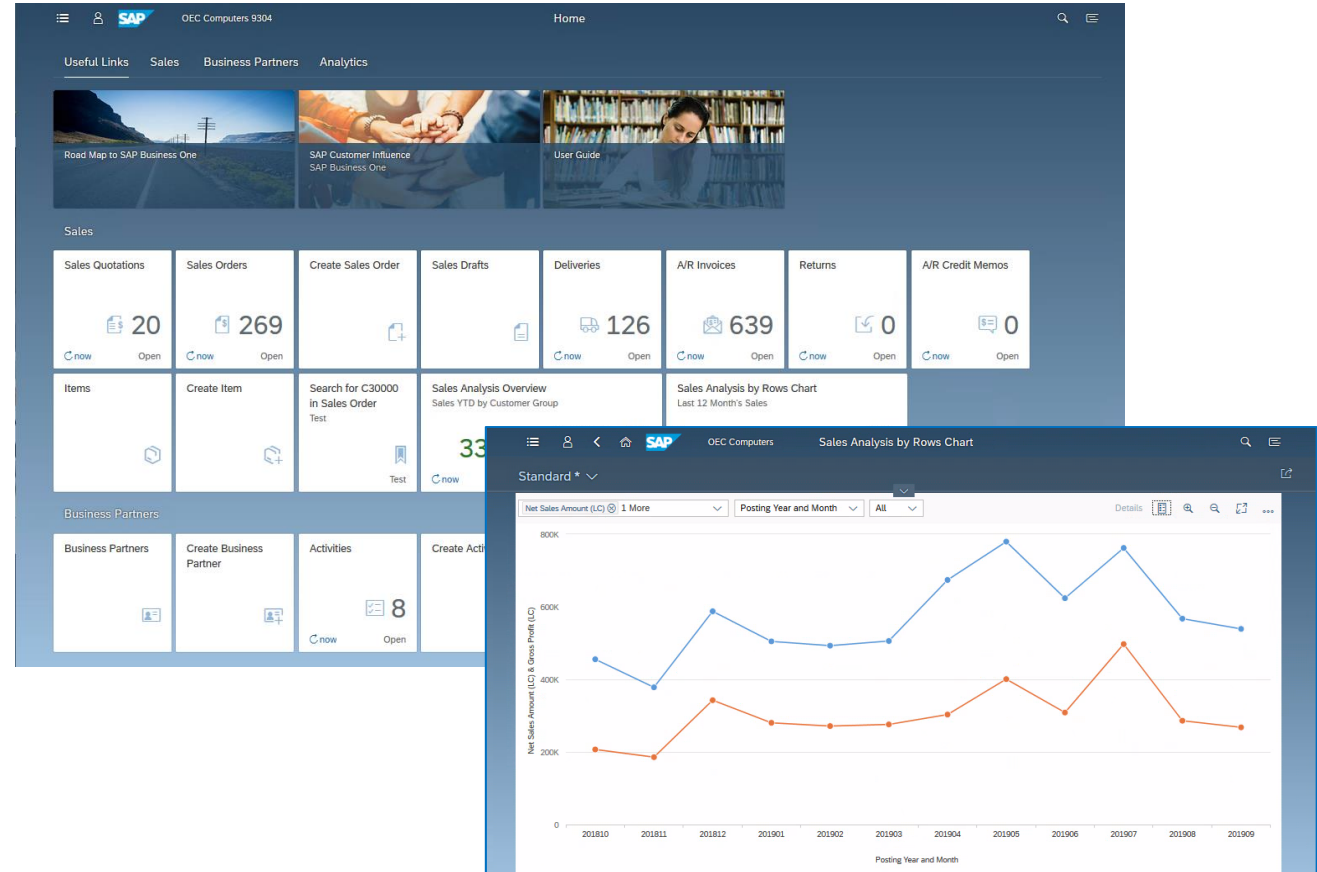
Launch the Web Client

... and optimize user experience



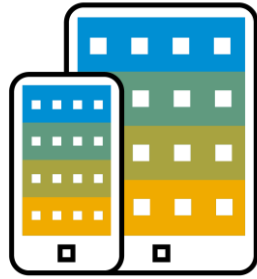
The Web Client

- 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

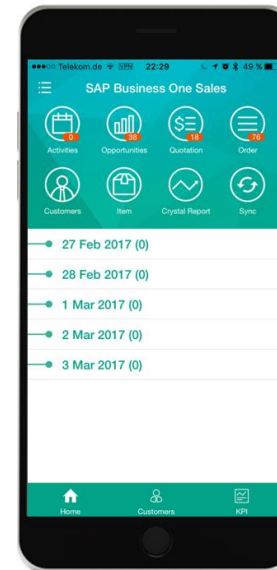
Access important business data from any location at any time



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 this, there are tabs for 'All (52)', 'Incoming Tasks (43)', 'Active Tasks (8)', 'Inactive Tasks (0)', and 'Rejected Tasks (1)'. A table lists various tasks with columns for GUID, Name, Description, Version, Priority, Category, Last Execution, and Source. Below the table, there is a 'Task Configuration' section with tabs for 'Document', 'General', and 'Communication'. The 'Document' tab is active, showing a document with a warning icon and text: 'This health check task detects if stored procedures Tmsa_Set@Accumulators_Buidt, Tmsa_IVSR_AutomaticallyRequiredQuery, Tmsa_BOM_IsFather_Group or Tmsa_BOM_IsFather exists in database. For additional information, please refer to the SAP Note 1827389 at: https://service.sap.com/sap/support/notes/1827389'. The footer of the interface shows 'Agent Service:localhost:48800, Version: 320000, Database Server:' and the SAP Business One 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
0001290011	System Maintenance	System task to limit the total file size o...	2	High	System	2016-10-14 12:00 AM	SAP
0001290086	System Status Report	Analyze the status of SAP Business On...	32	High	Health Check	2016-10-17 1:30 AM	SAP
0001290087	Tasks Retrieval	System task to retrieve tasks	3	High	System	2016-10-17 4:39 PM	SAP
0001290093	Task Results Upload	Upload Task Results	2	High	System	2016-10-17 12:29 PM	SAP
0002221881	Error This entry already exist...	When trying to update batch master d...	2	Medium	Corrective	N/A	SAP
0001580715	Service type AR Credit Mem...	AR Credit Memo of service type appo...	2	Medium	Corrective	2016-10-15 11:53 PM	SAP
9057781354	check warehouses		1	Medium	Simple SQL	2016-05-05 1:05 PM	Partner

Start Changing Your Business – Now

Why Become a Digital Business?

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



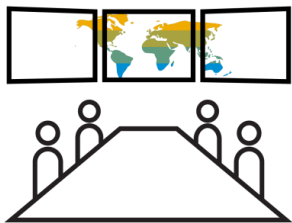
Digital Economy

- 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

Competitive Advantage



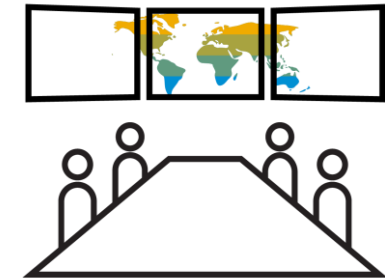
- Become relevant in the global economy by implementing robust business processes
- Allow your business to adapt to market changes, and anticipate business trends

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

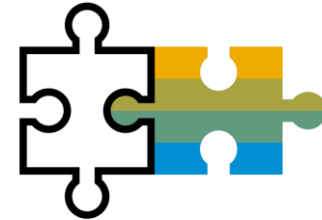
SAP's best selling ERP solution by number of customers



Used by **70,000+** customers



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



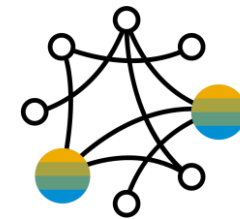
~300 Software Solution Partners
with **500+** solutions



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



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

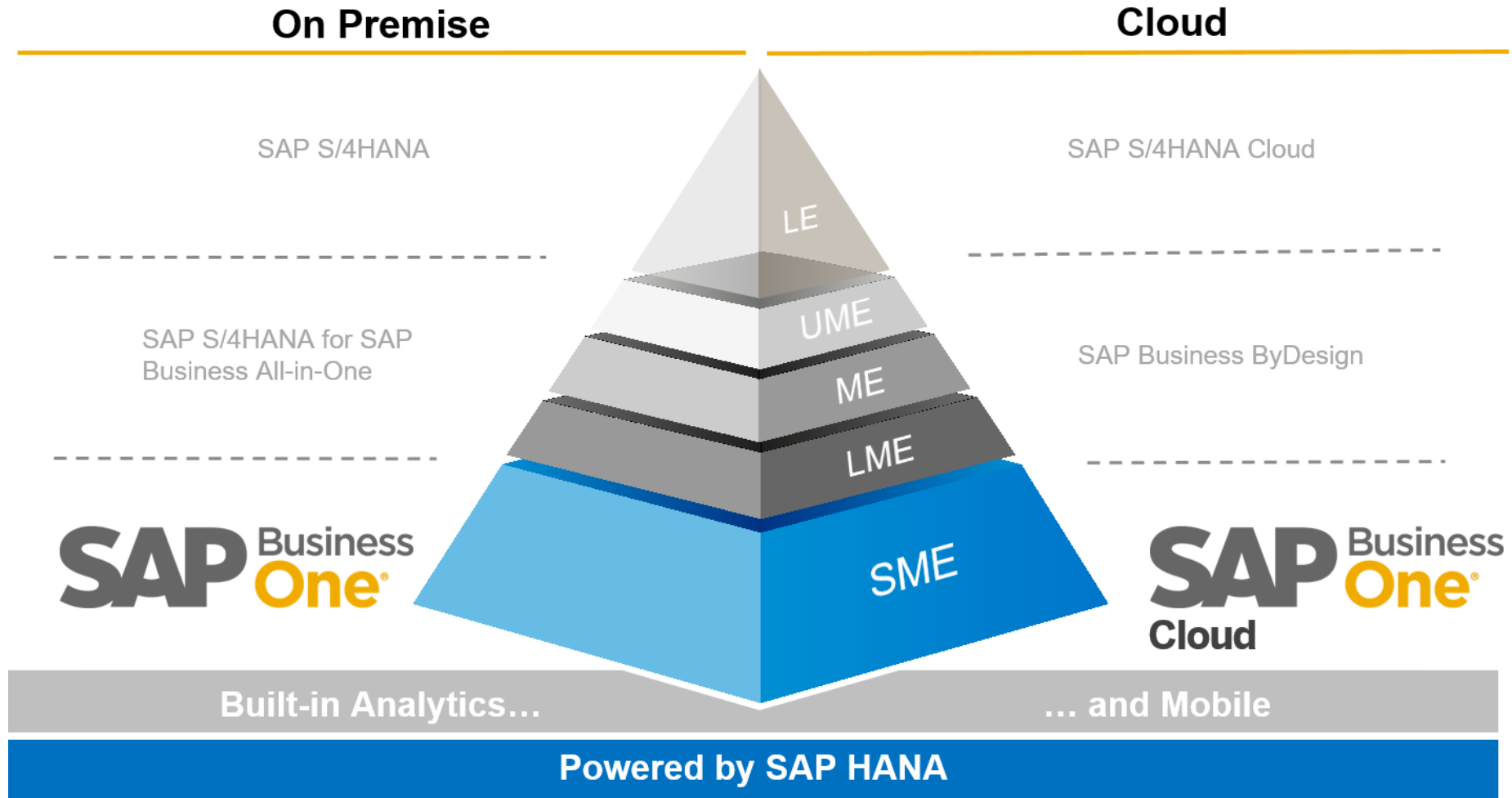


360+ large enterprises are running SAP
Business One in **5,600+** subsidiaries

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



SAP Business One Client



Web 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
- GDPR



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



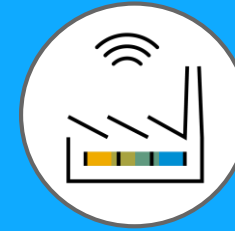
Sales & Service

- 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



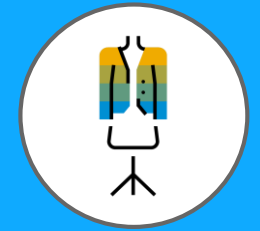
Production & MRP

- 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

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

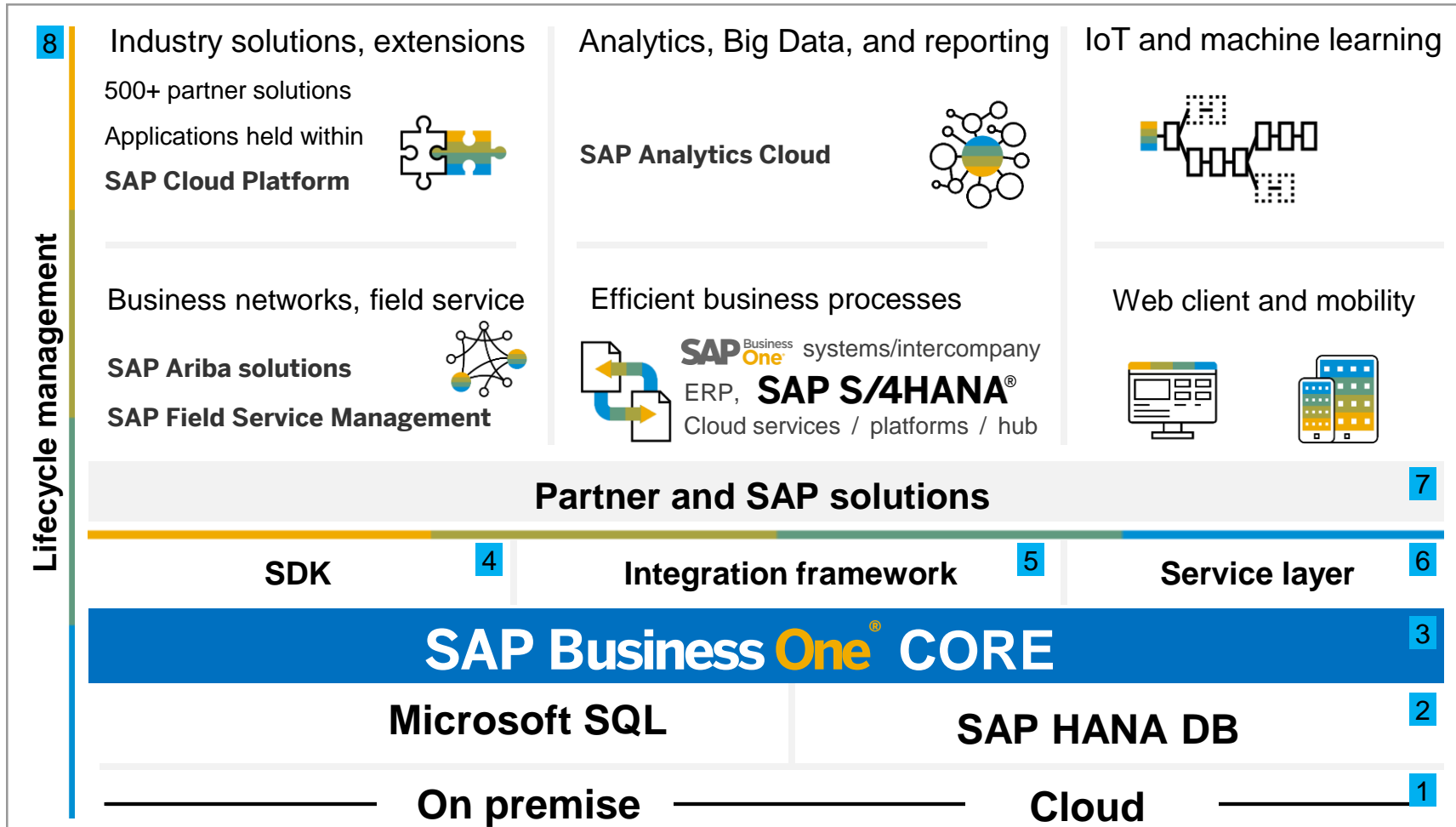
Market Position

- 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 applications
- 7 Extends the solution scope based on extensibility layer
- 8 Low cost of ownership and efficient support

Information for Customers, Prospects, and Partners on SAP Business One



[Public SAP.com Website](#)



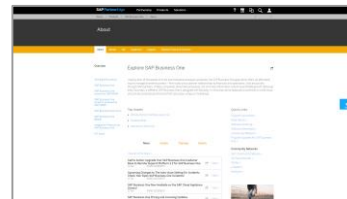
[SAP Help Portal](#)



[Global YouTube Channel](#)



[SAP Business One Learning Hub](#)



[SAPPartnerEdge Portal](#)
(Partner only)



[Product Road Map](#)
(Customer and Partner only)

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