



# A Single System to Streamline Your Entire Business

An Introduction, December 2015





# About SAP

## EMPLOYEES AND BASIC FACTS

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 75,643 employees worldwide (10/31/2015)

## CUSTOMERS

- SAP serves > 296,000 customers in 190 countries
- > 80% of SAP customers are SMEs

## MARKET POSITION

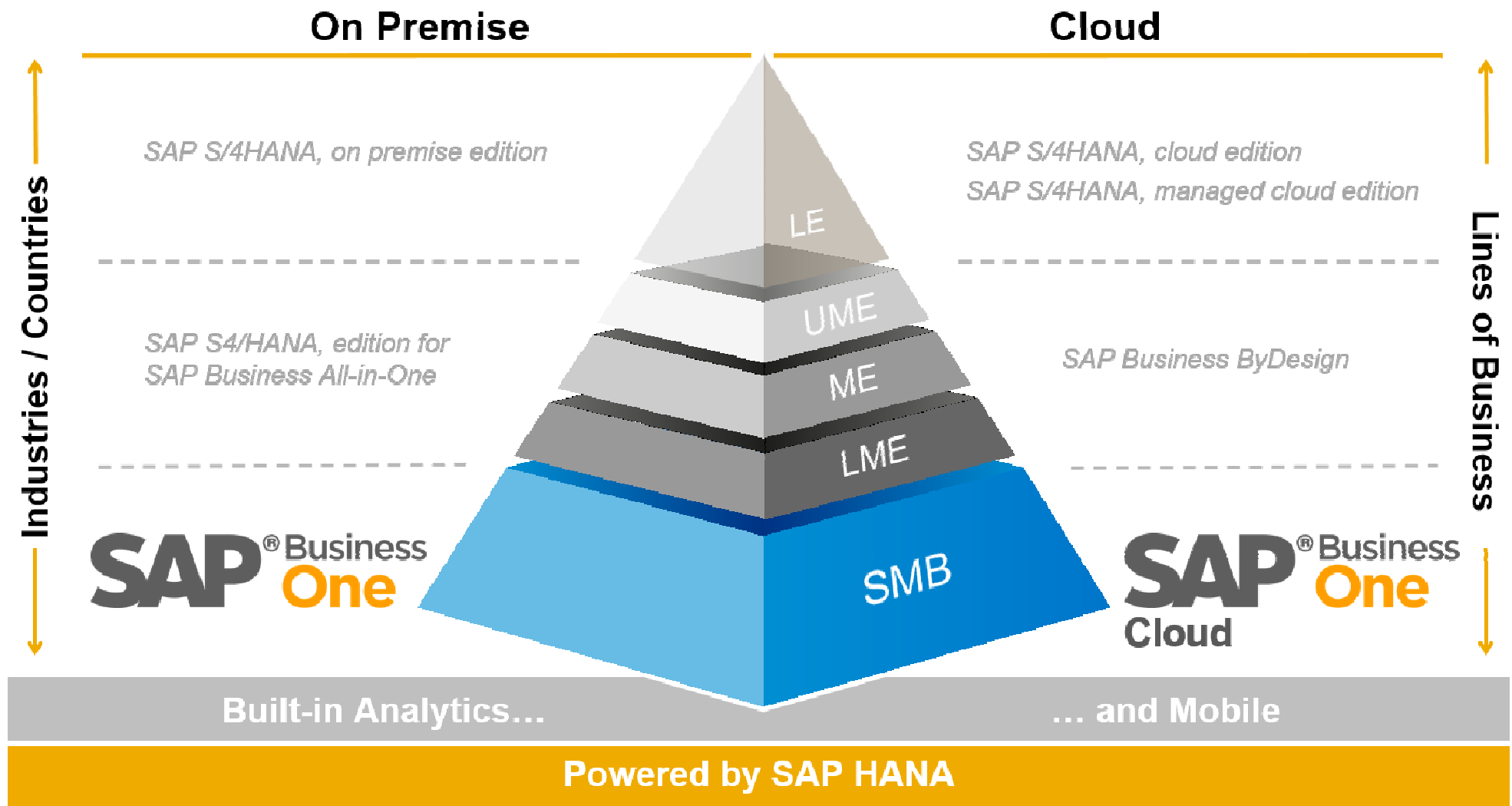
### ENTERPRISE APPLICATION SOFTWARE

- SAP is market leader in
  - applications
  - analytics
  - mobility solutions
- 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



# The SAP Business One positioning

## SAP's ERP Solution for small and midsize businesses





# Positioning

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## Designed for small and midsize businesses, SAP Business One is:

### Complete

All common business functions (accounting, customer relationship management, operations, sales, marketing, service, warehousing, and more) come in one package – easy to set up and use. Complete visibility and better control help running end-to-end business processes professionally.

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### Innovative

Delivers operational reporting through advanced analysis to self-service business intelligence, supports intelligent decision making everywhere via browser-based access and real-time mobile analytics, all combined with latest technologies such as in-memory computing.

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### Extensible

Our platform supports growth and change. 42 localizations and 27 languages are built-in, and more than 400 industry-specific and horizontal solutions are available from SAP partners. The integration framework provides predefined scenarios and supports customized integration. For extensions, various options and technologies can be used, such as the new REST API with the SAP Business One service layer based on OData.

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### Flexible

Manifold implementation options for on premise or cloud, or via cloud deployment service offerings from SAP and partners. All options require low investments and have low running costs.

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# The SAP Business One product offer

## Core

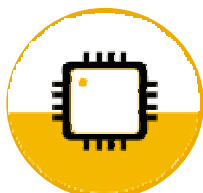
Functional  
Geographic  
Extensibility



Global and Extensible  
for Small Enterprises

## SAP HANA

New Business Scenarios  
Analytics  
Scalability &  
Performance



Solving "Big Data"  
Challenge

## Cloud & Mobile

Multi-tenancy Hosting  
On-demand Offering  
Mobile Offering



Ease of Consumption

## Integration

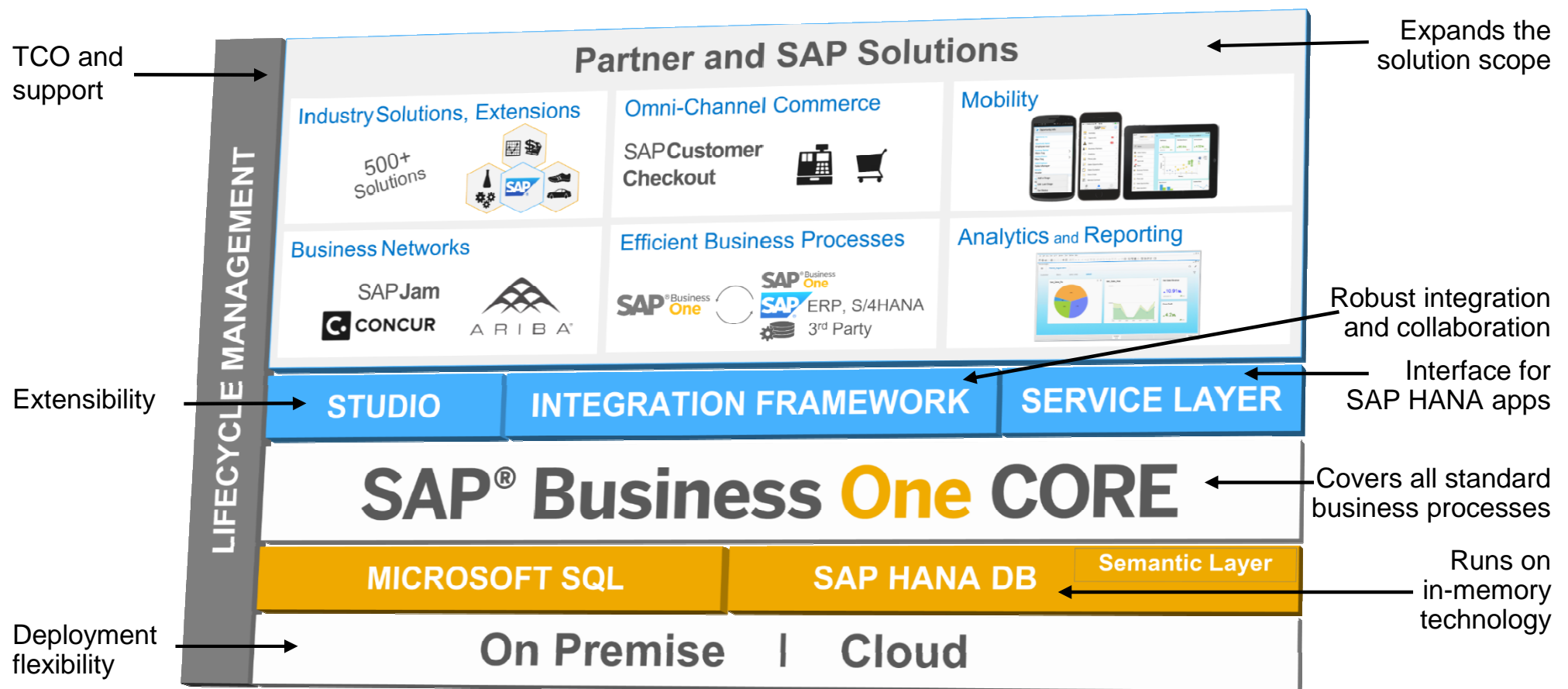
Integration solutions  
Subsidiary business  
enablement



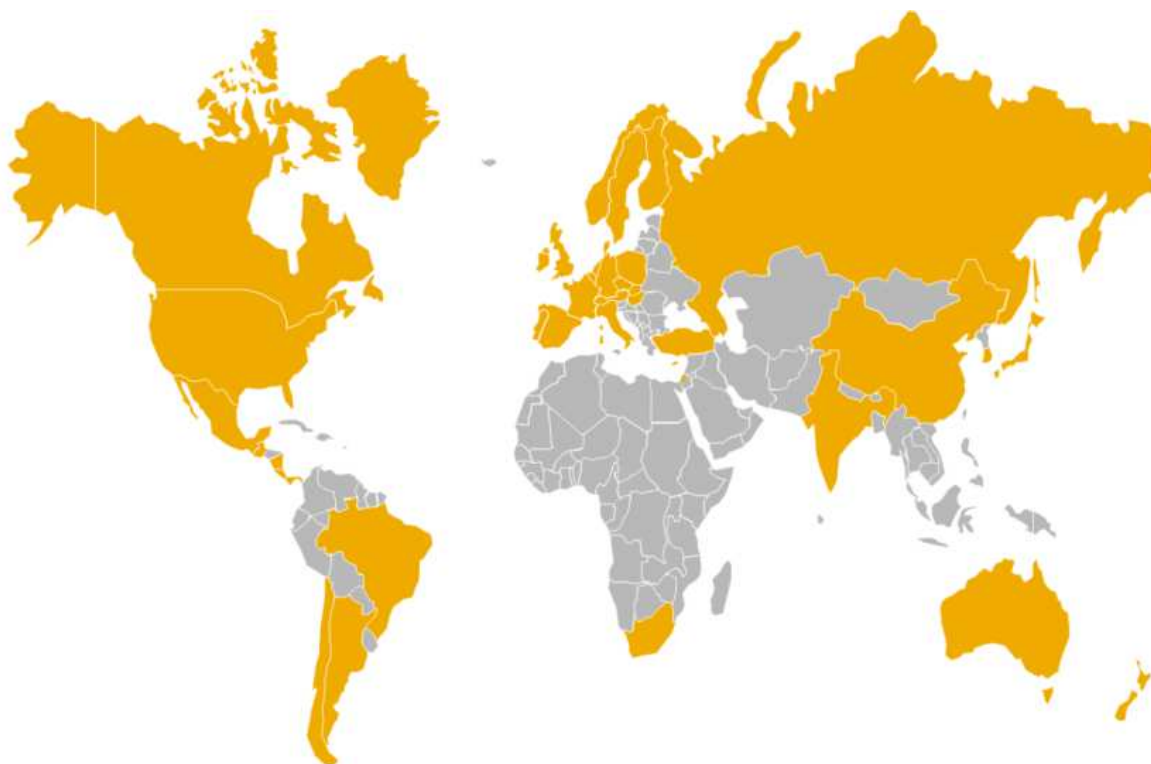
Easy, Robust  
Integration



# A compact business solution stack



# SAP Business One used in 150+ countries



## Current localizations

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

## Current languages

Arabic, Chinese (simplified), Chinese (traditional), Czech, Danish, Dutch, English (United Kingdom), English (United States), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (Brazil), Portuguese (Portugal), Russian, Slovak, Spanish (Latin America), Spanish (Spain), Swedish, Turkish

## Non-localized countries

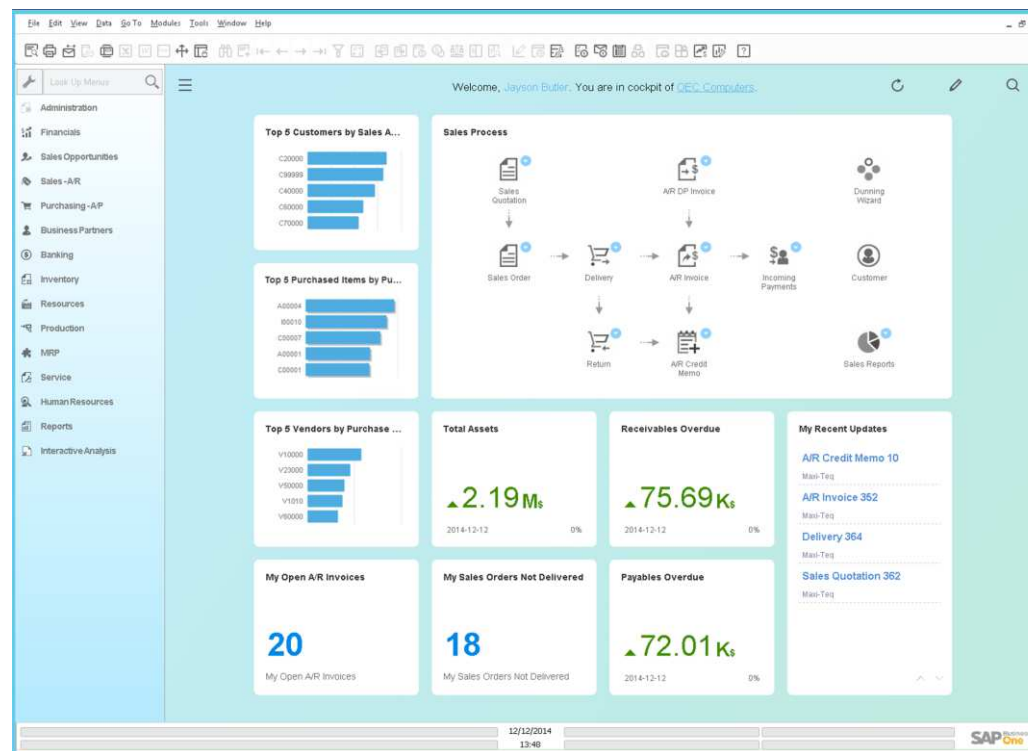
Various countries and regions use other localizations or partner solutions for SAP Business One

# Core business functions and capabilities



## Designed exclusively for smaller businesses, SAP Business One offers











- All relevant business functions as well as many other features
- Various extension capabilities via the SDK and the Integration Framework
- A very high usability and a Microsoft Office integration
- Fully integrated SAP BusinessObjects solutions for reporting and analysis
- The benefit of an universal code base for 42 localizations, covering legal requirements





# SAP Business One key functions



 <b>SAP Business One</b> <b>Client / Browser Access</b>		 <b>Mobile</b>	 <b>Analytics / Dashboards</b>	 <b>Multilingualism / Localizations</b>	
 <b>Financials</b>	 <b>Sales</b>	 <b>Service</b>	 <b>Purchasing</b>	 <b>Inventory</b>	 <b>Production</b>
<ul style="list-style-type: none"><li>• Chart of accounts</li><li>• Journal entries</li><li>• Posting templates</li><li>• Recurring postings</li><li>• Exchange rates in multiple currencies</li><li>• Financial reports</li><li>• Budget mgmt</li><li>• Cost accounting</li><li>• Multiple posting periods</li><li>• Incoming payments</li><li>• Outgoing payments</li><li>• Payment run</li><li>• Bank statement processing</li><li>• Checks</li><li>• Credits</li><li>• Deferred payments</li><li>• Account reconciliation</li><li>• DATEV / ELSTER</li><li>• Fixed Assets</li><li>• SEPA</li></ul>	<ul style="list-style-type: none"><li>• Opportunity and pipeline mgmt</li><li>• Contact mgmt</li><li>• Activities mgmt</li><li>• Calendar</li><li>• Campaign mgmt</li><li>• Blanket agreements</li><li>• Quotations</li><li>• Purchase orders</li><li>• Deliveries</li><li>• Returns</li><li>• Invoices</li><li>• Dunning</li><li>• Price lists in multiple currencies</li><li>• Special prices</li><li>• Period and volume discounts</li><li>• Customer mgmt</li><li>• Gross profit calculation</li><li>• Microsoft Office integration</li></ul>	<ul style="list-style-type: none"><li>• Service mgmt</li><li>• Service planning</li><li>• Tracking across multiple customer interactions</li><li>• Equipment card handling</li><li>• Service Dashboards</li><li>• Service contracts</li><li>• Mobile Interaction</li><li>• Recurring transactions</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>• 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/Request</li><li>• Cancel Marketing Documents</li><li>• A/P credit memos</li><li>• Landed costs</li><li>• Intrastat</li><li>• Import Process</li><li>• Workflow</li></ul>	<ul style="list-style-type: none"><li>• Item mgmt</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>• 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>• Drop Ship</li><li>• Make to order</li><li>• Order recommendations</li></ul>

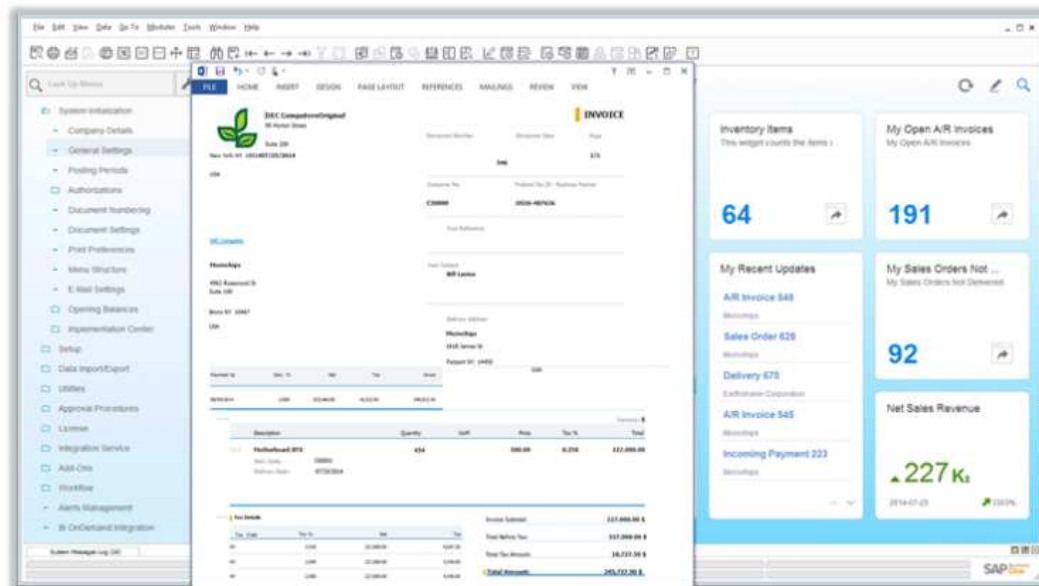
# Embedded analytic applications from SAP



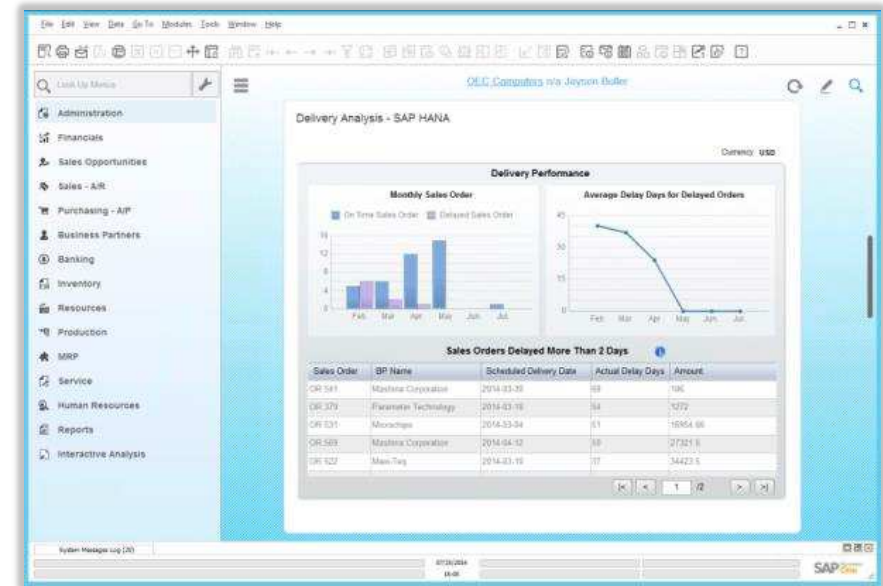
## Fully integrated standard printing and reporting platform:

- Customers receive Business Objects technology, a leading solution for printing and reporting
- Compelling embedded real-time reporting function with SAP Crystal Reports
- Powerful visualizations and built-in analytics with SAP Crystal Dashboard Design
- Real-time business transparency and clarity

SAP Crystal Reports Form

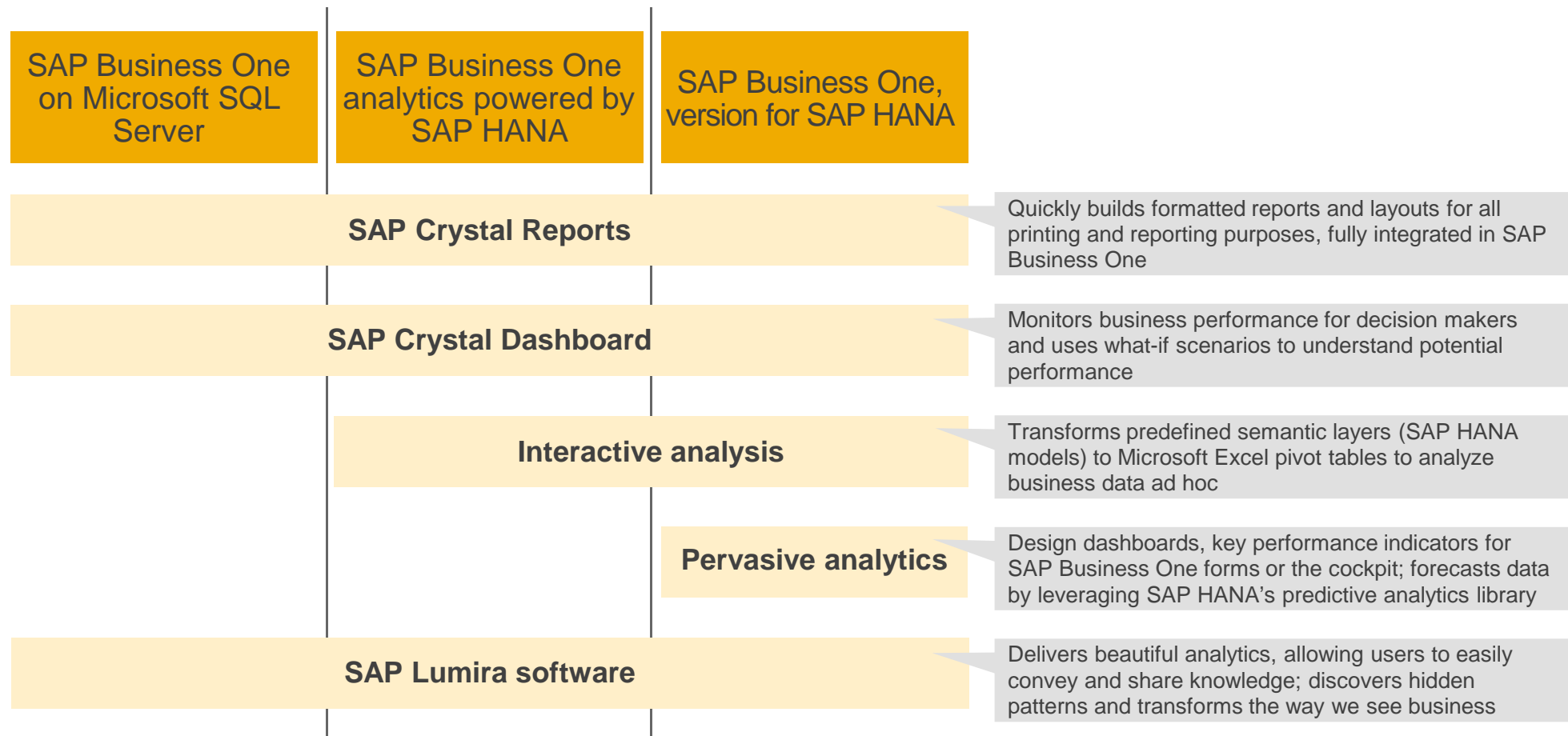


SAP Crystal Dashboard



# Business Intelligence / Analytic Applications \*

## for SAP Business One



\* Some products might require additional licences, manifold licensing and free options are available. Please refer to the individual product pages for details

# Complementary solutions



## Solutions developed by software solution partners extend SAP Business One

- Software solution partners have the industry expertise and customer focus to offer industry-specific and horizontal solutions
- The solutions are fully integrated into SAP Business One and certified by SAP
- The solutions can be deployed on premise, in the cloud, or for SAP Business One, version for SAP HANA

**Industry solutions** - Cover business needs for industries, such as:

Automotive	High tech
Chemicals	Industrial machinery and components
Consumer products	Discrete and process manufacturing
Retail	Engineering, construction, and operations
Wholesale distribution	Media
Professional services	Supply chain management
Healthcare	Mill products
Pharmaceuticals	

**Horizontal extensions** - Going beyond generic business needs, such as in:

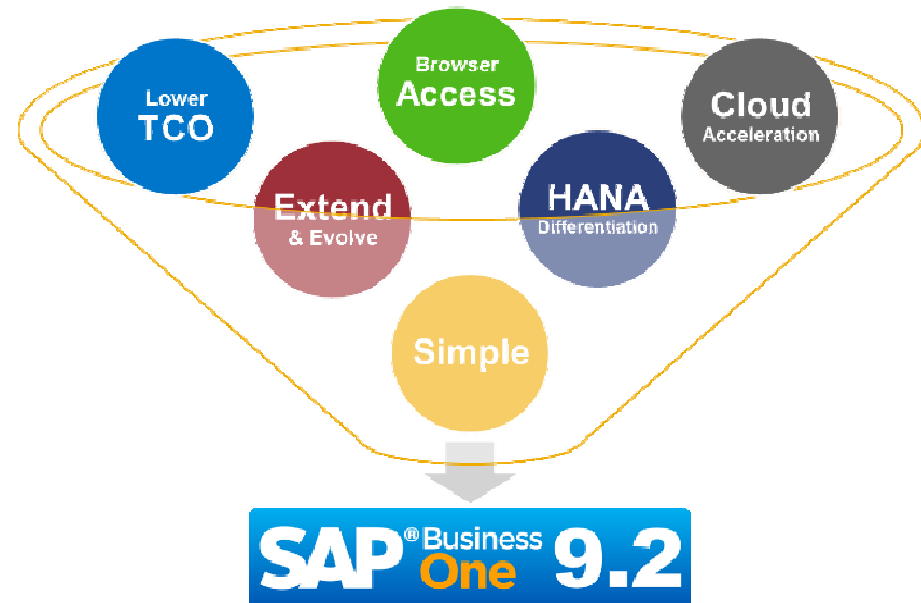
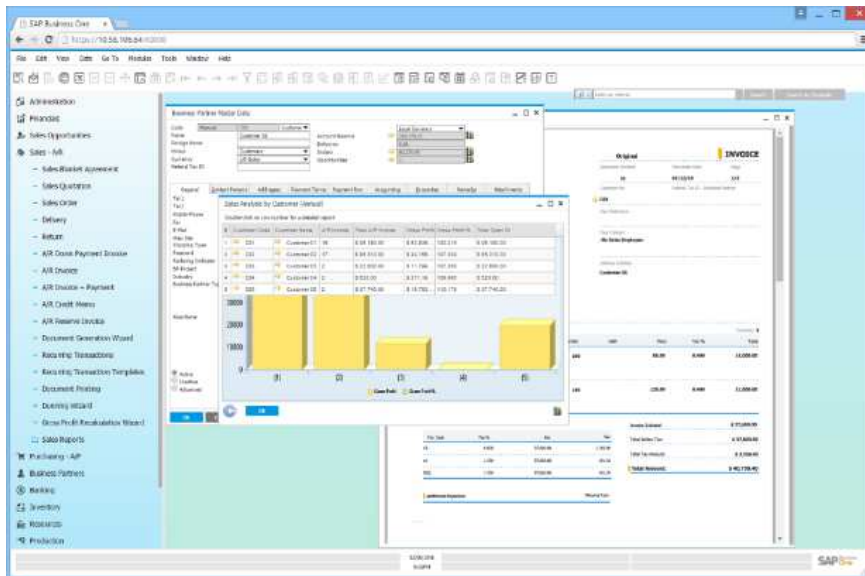
Productivity
Accounting
Payment
Enhanced CRM
Reporting
Mobility

# SAP Business One 9.2 and SAP Business One 9.2, version for SAP HANA



## SAP Business One 9.2 is easier and more cost effective to use than ever before

- Browser access offers simple remote access, ultimately lowering the overall total cost of ownership, with no need for a remote desktop connection and corresponding license. No client upgrades means simpler lifecycle management
- New business processes such as project management, continued round out of existing processes, and evolved further
- Version for SAP HANA leverages and differentiates with SAP HANA based innovations





# Comprehensive lifecycle management with Remote Support Platform (RSP)



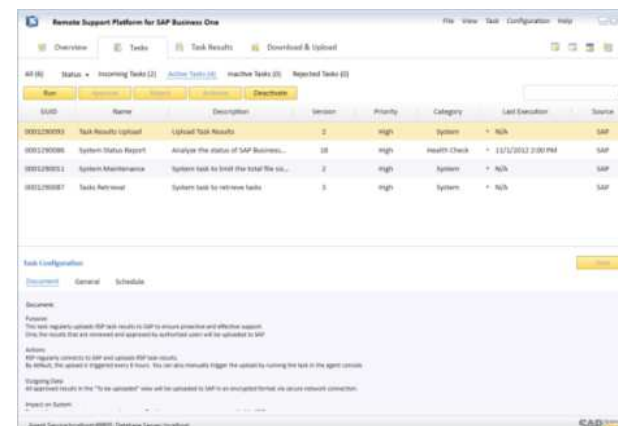
## Product capabilities

- Health checks, healing tasks, instance backups, and system status report
- Scheduled backups for safe recovery
- Proactive health checks to help assure efficient support by providing key data for root-cause analysis
- Customer landscapes managed remotely by partners via remote support platform studio, including distribution and scheduling of SAP tasks
- SAP update notifications and automated software distribution
- Guided upgrade process with upgrade readiness verification, silent mode, and recovery
- Create queries in remote support platform studio to monitor add-on solutions

## Key benefits

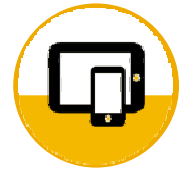
Reducing the TCO:

- Automated and centralized maintenance to reduce manual effort
- Reduced training costs for teaching maintenance tasks
- Lower costs for support thanks to detailed system “health checks”
- Improved system availability and reduced system downtime due to proactive issue reporting



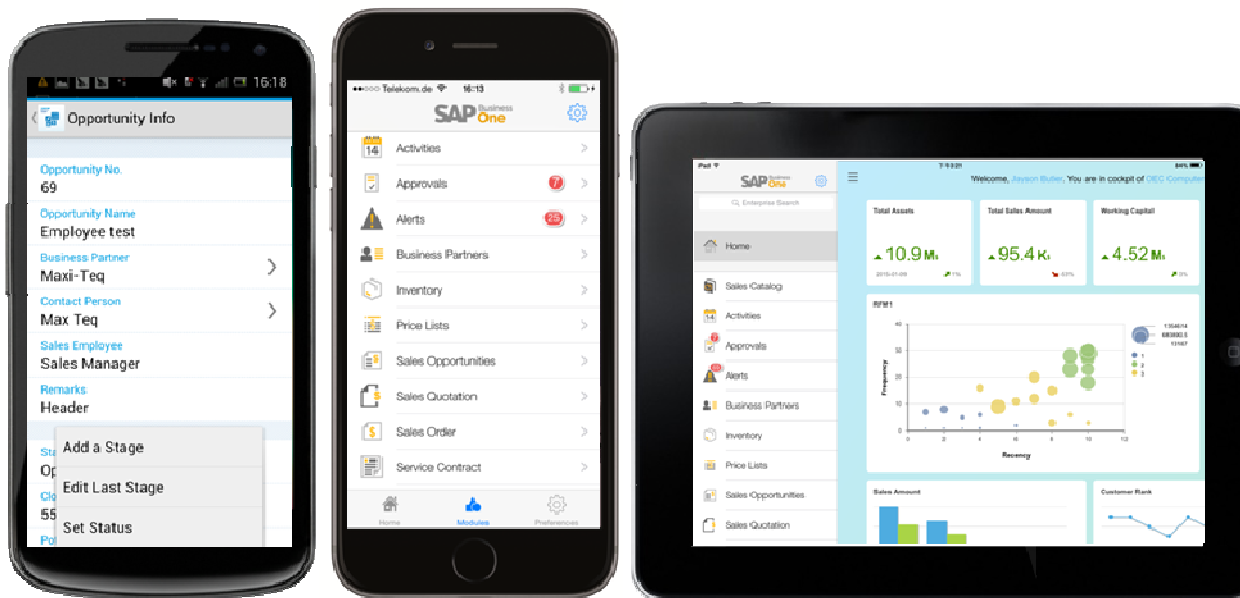
# Mobile solutions

SAP Business One mobile app for iOS and SAP Business One mobile app for Android



## 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



Detailed introduction and free trial:

SAP Business One mobile app for iOS

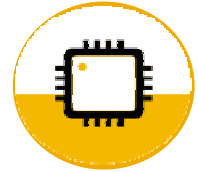


SAP Business One mobile app for Android



# Unlock Business Value with SAP HANA

## Reinvent Your Business to Achieve the Unthinkable



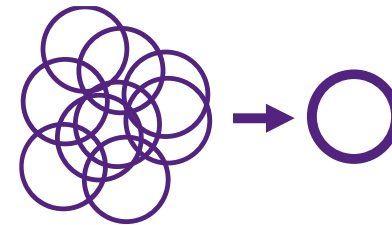
### Smarter

- **Real-time visibility** into your business for more informed decision making
- **Deeper insights** into customer needs and wants
- **Get value from Big Data** and create new applications or redefine business models



### Faster

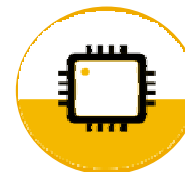
- **Immediate analysis** of data – in seconds instead of days
- **Faster execution** when adjusting to changes in market dynamics
- **Powerful performance** whether deployed on-premises or in the cloud



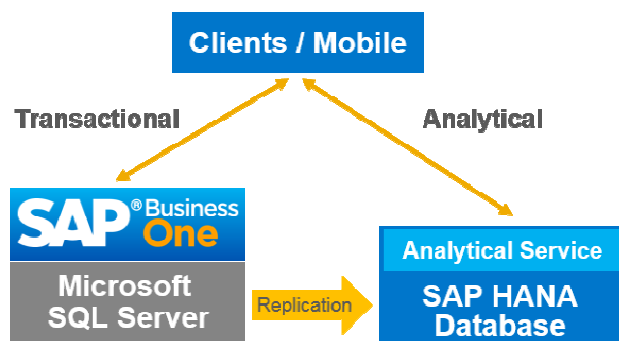
### Simpler

- **Increase efficiency** and realize cost savings with automated business processes
- **Streamline IT landscape** with a single system for analytics and transactions and see lower TCO
- **User-friendly** and accessible on any device

# SAP Business One and SAP HANA offerings



## SAP Business One analytics powered by SAP HANA



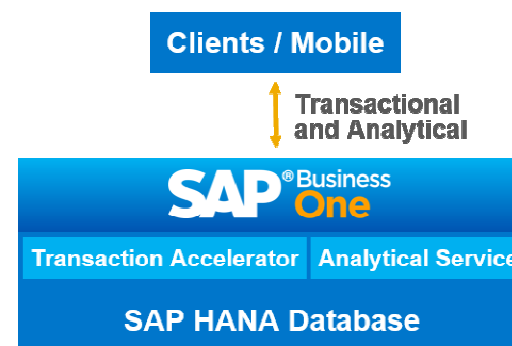
### Key features

- Enterprise search
- Dashboards and analysis
- Ad hoc analysis
- Microsoft Excel-based report design
- Analytics based on an in-memory database side by side with a transactional server

### Key benefits

Fast and flexible analytics with great user experience, higher efficiency and business flexibility

## SAP Business One, version for SAP HANA



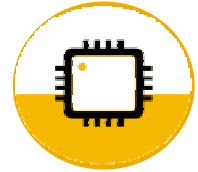
### Key features

- Enterprise search
- Dashboards and analysis, predictive analysis capability
- Ad hoc analysis
- Microsoft Excel-based report design
- Pervasive analytics
- Apps available with SAP Business One, version for SAP HANA (advanced available-to-promise (ATP), cash flow forecast and intelligent forecast)

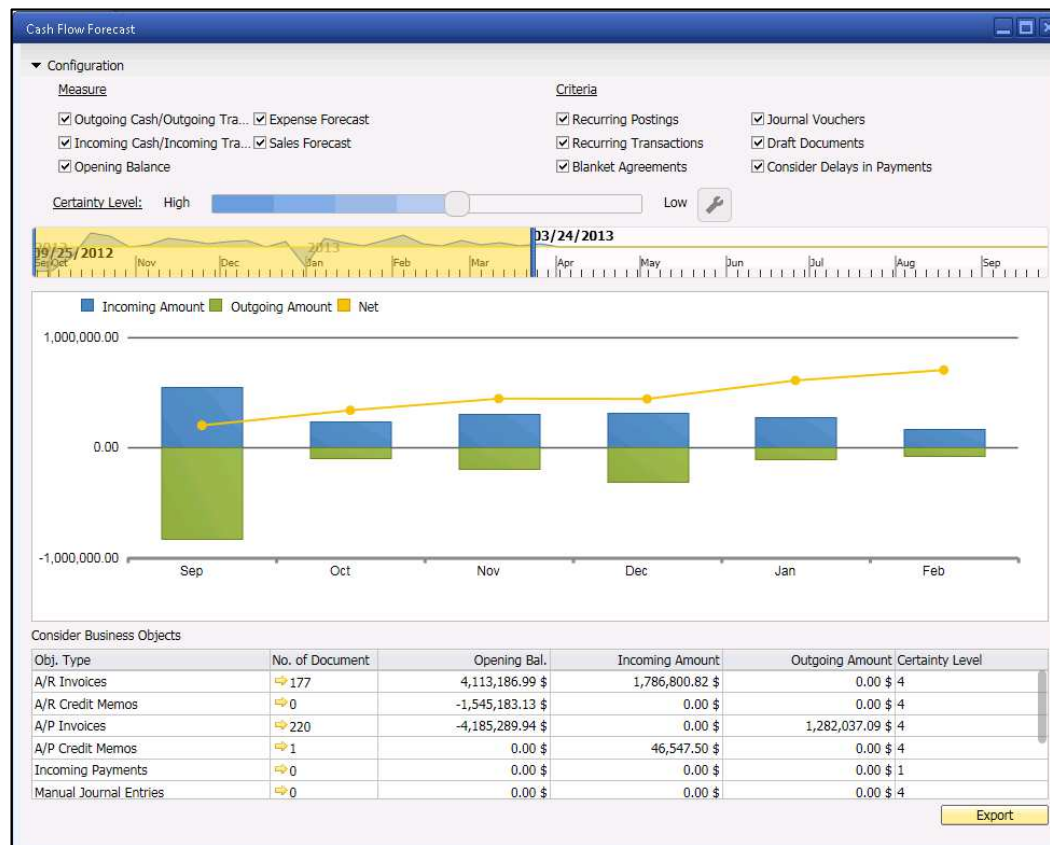
### Key benefits

Embedded real-time analytics, innovative scenarios, and high transactional throughput and capacity on the SAP HANA platform

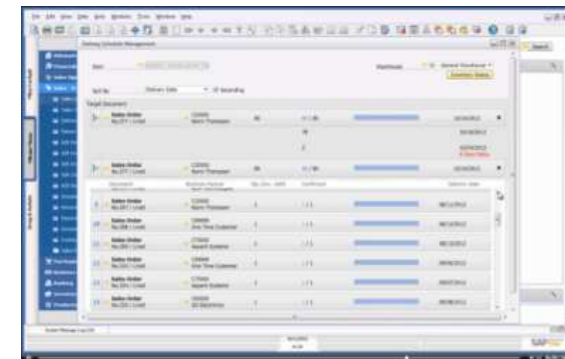
# YouTube videos of apps for the version for SAP HANA



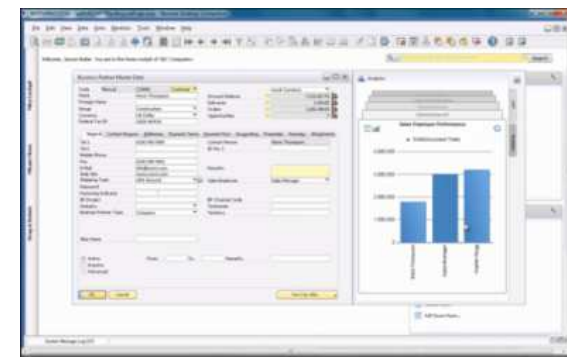
## Cash flow forecast



## Available-to-promise



## Pervasive analytics





# Affordable, cloud-based SAP Business One



Get the business software you need, the way you need it.

- Rely on the full, proven functionality of SAP Business One – in the cloud, hosted and maintained in secure, world-class data centers
- Start small and scale up as your business grows and needs change
- Realize significantly lower TCO with software-as-a-service (SaaS)
- Companies like Singtel, Seidor, Magyar Telekom, Versino, and Virtustream are some of the partners for selling, implementing, and supporting SAP Business One Cloud



# Cloud Control Center



Web Application for cloud operators (incl. private clouds) to manage SAP Business One cloud (service units, tenants, upgrades, software components)

**SAP Cloud Control Center for SAP Business One** Version: 1.00.00

**Home**

- Customer Management
  - Customers
  - Tenants
  - Trial Requests
  - License Files
- Landscape Management
- System Configuration
- Support Management
- About

**Welcome to SAP Business One Cloud Control Center**

You can use the Cloud Control Center to manage SAP Business One OnDemand environments.

[About Cloud Control Center](#)

**Service Units Overview**

SERVICE UNITS	Online	Offline	Productive	Testing	Demo	Trial	Staging
2	2	0	2	0	0	0	0

**Tenants Overview**

TENANTS	Online	Offline	Maintenance	Productive	Testing	Demo	Trial
5	5	0	0	4	1	0	0

**Customers Overview**

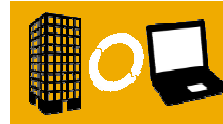
CUSTOMERS	Online	Offline	Customers	Trial Customers
3	3	0	3	0

# Integration capabilities at a glance



## Standard integration scenarios

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)



## Subsidiary integration

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



## Business network integration

Non-SAP, cloud-based extensions, electronic data interchange, social networks, collaboration (business to business, business to consumer), web shop, web services



## Intercompany integration

Integrates different SAP Business One databases in an 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

# Subsidiary and intercompany integration

Two scenarios, based on the integration framework of SAP Business One



## SAP ERP ↔ SAP Business One

SAP Business One integration for SAP NetWeaver



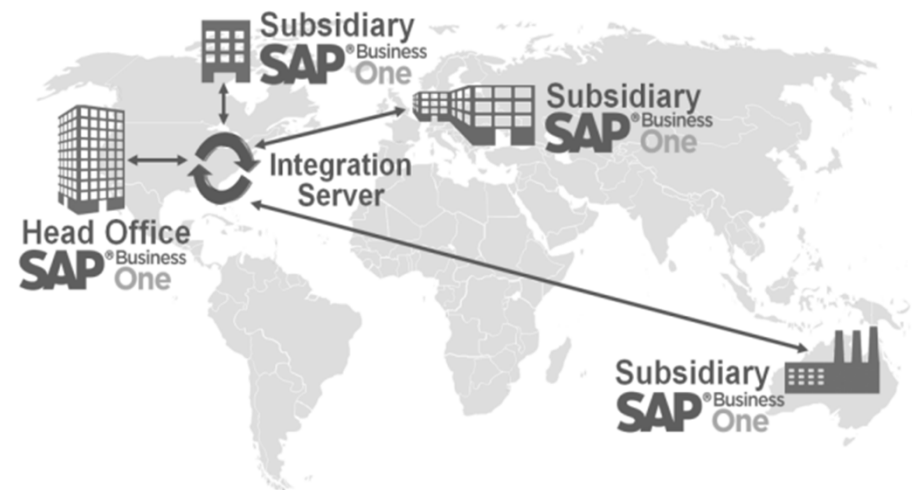
### Highlights:

- 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 and customer-specific content

\* Including branches or franchisees of large enterprises

## SAP Business One ↔ SAP Business One

Intercompany integration solution for SAP Business One



### Highlights:

- Streamline and automate intercompany transactions and processes, such as financial consolidation and master data distribution, for companies running different SAP Business One installations
- Out-of-the-box automation for complex business processes



## Innovation & Continuous Improvement

- SAP software upgrades such as major and minor releases, patches or Hotfixes
- Technological innovations, functional enhancements, legal changes, corrections
- Proactive remote services (remote support platform for SAP Business One)



## Knowledge Transfer

- Solution database (SAP notes)
- Documentation resource center
- SAP Business One Education area
- SAP Community Network (SCN) / Forum
- Directory of Legal Requirements and Important Corrections



## Problem Resolution

- Global problem resolution
- 24x7 handling of messages with very high priority
- Escalation handling
- Message queue platform
- Remote support





## Summary and today's facts

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### **SAP's business management solution for SMEs**

proven by 50,000+ customers

### **Enables enterprises to operate worldwide**

wide and deep integration capabilities

### **Global solution with local focus**

42 country localizations and 27 languages

### **Perfect fit for LE affiliates worldwide**

run by 360+ large enterprises in 2,300+ affiliates

### **Affordable and flexible deployment**

available for cloud and on-premise

### **Fully future-proof**

protect investment of partners and customers

### **Solid road map**

adopt new requirements, technologies, industry trends

# More information for customers, prospects, and partners

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Public Web site



SAP Business One Cloud free trial



Youtube



SAP Business One Academy



SAP PartnerEdge Portal  
(partner only für Partner)



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