SAP Business One Introduction
Digitalization for Your Business
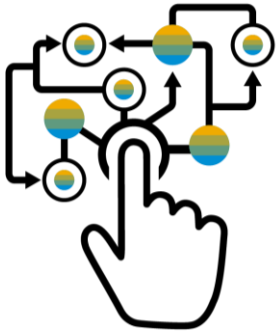
Global Roll-out, SAP
June, 2020

THE BEST RUN **SAP**

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
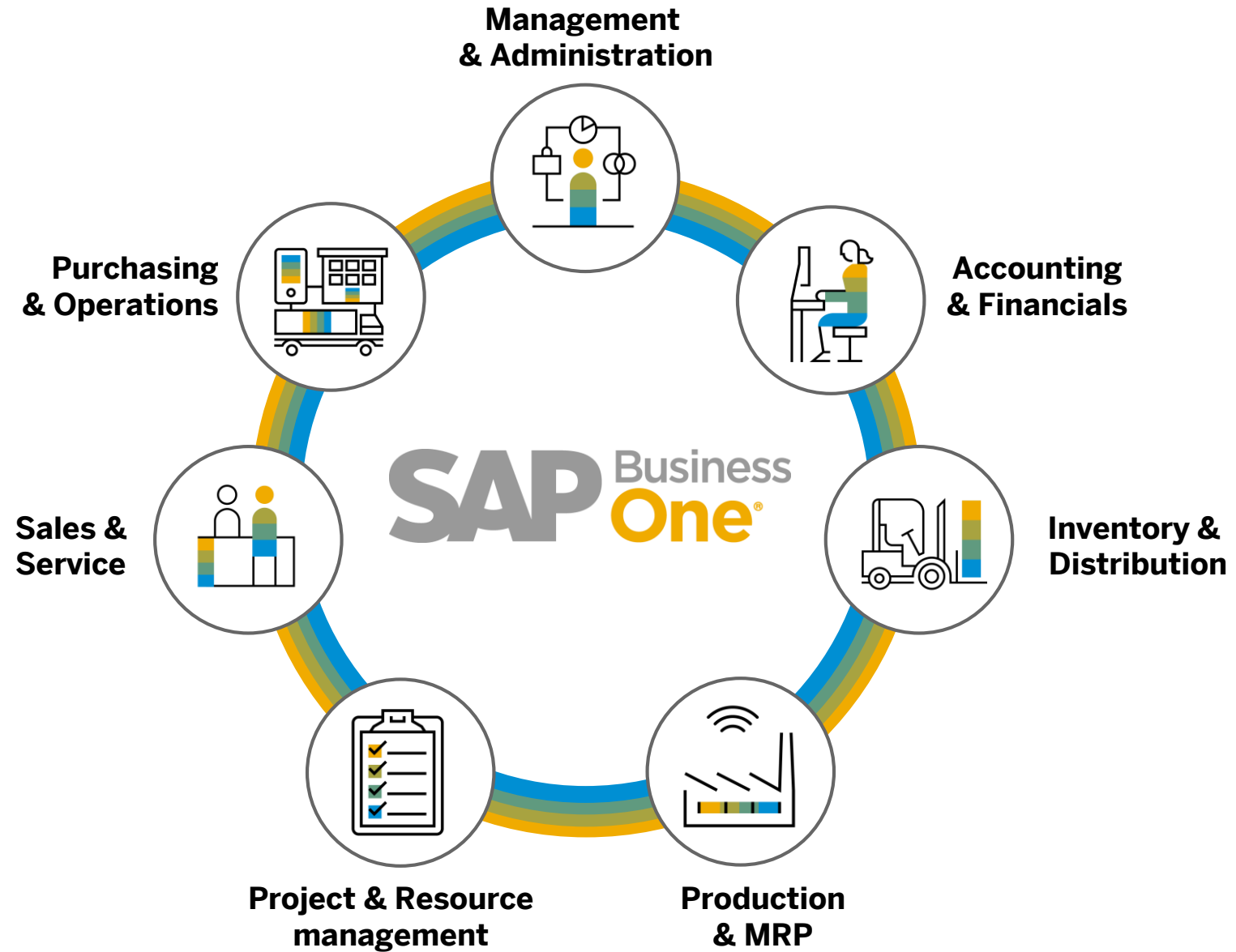
Easy Access to Data

- 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

Sales & Service

Purchasing & Operations

Digital Business – Enablers

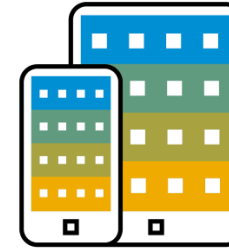Digital business is built on **new computing infrastructure** – the enablers are…

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	
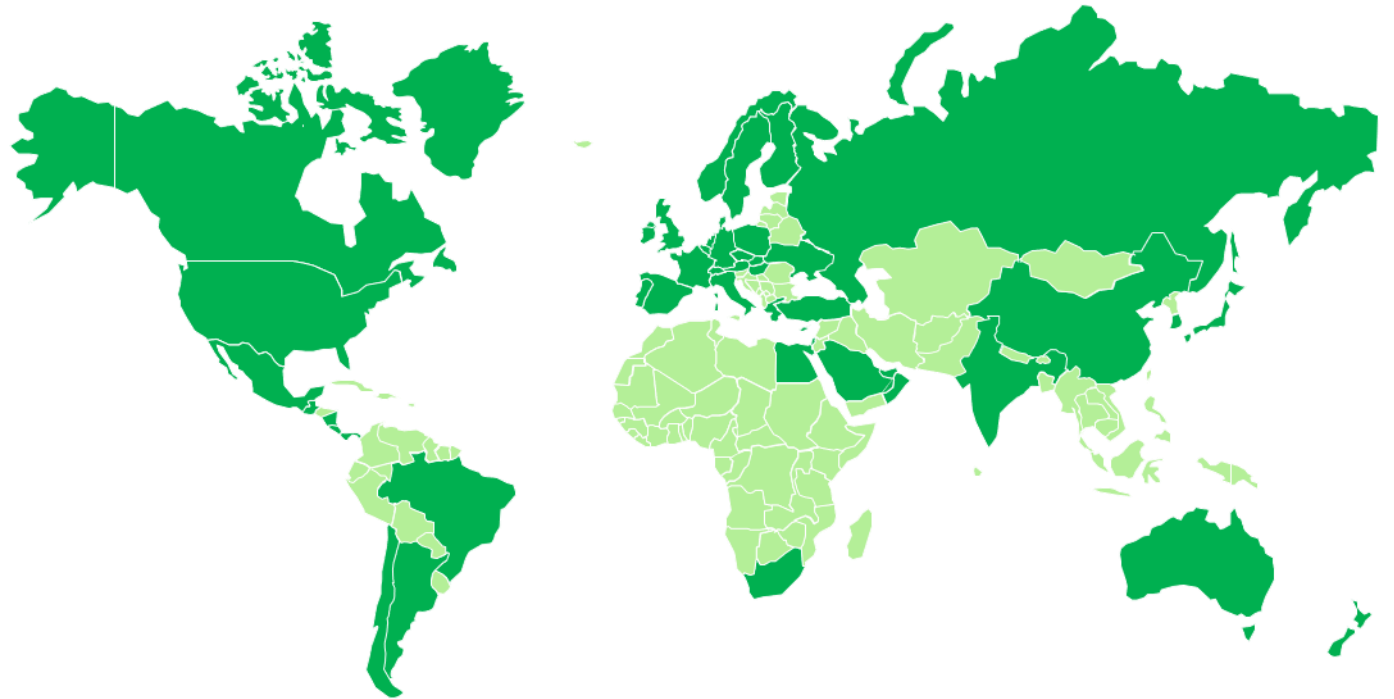
▇ Countries making use of localizations

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

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

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

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
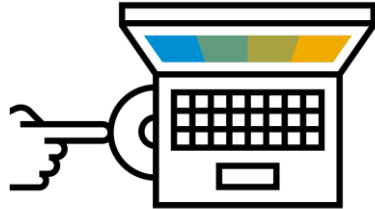- Retail
- Wholesale Distribution

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

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

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
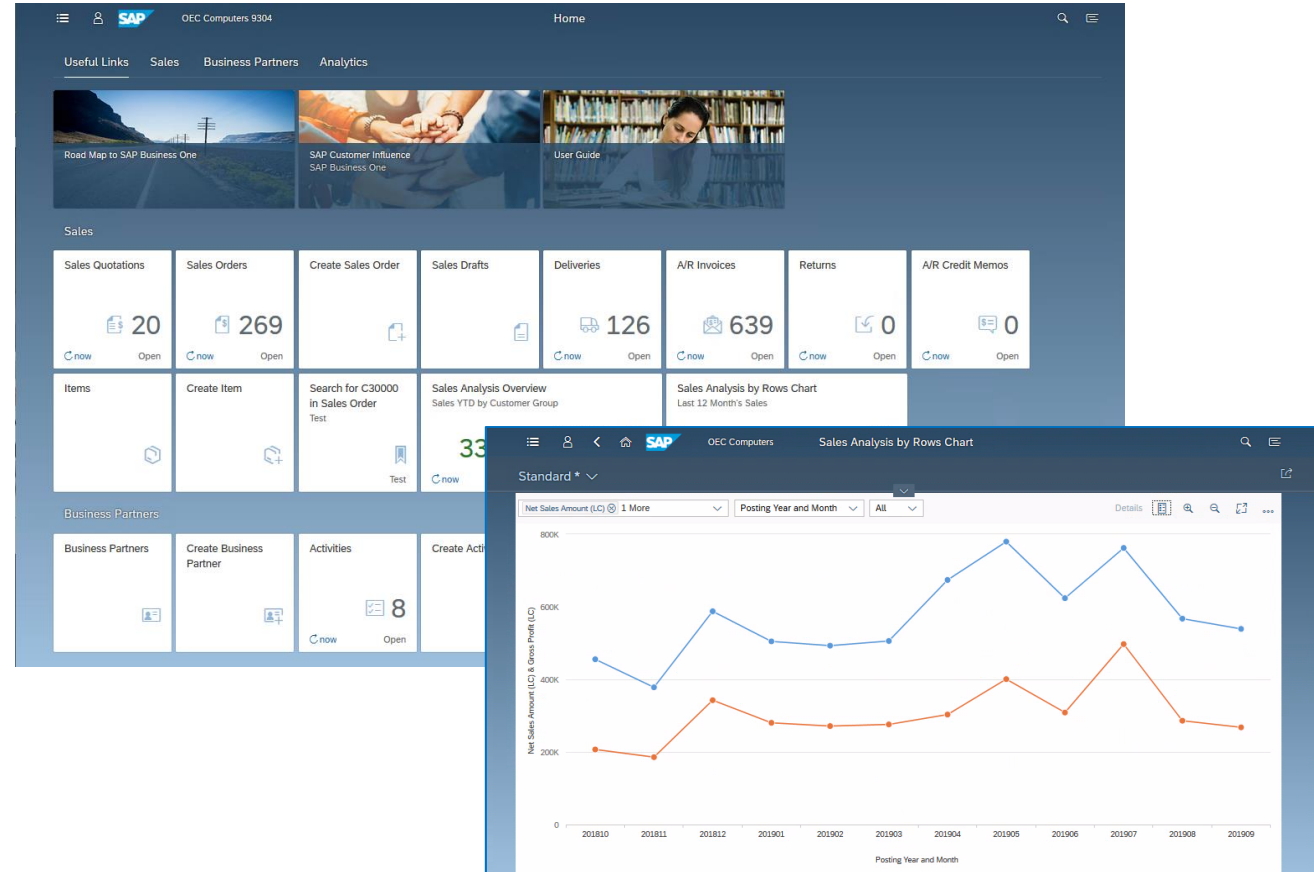
Run your Business with native Apps

Access important business data from any location at any time
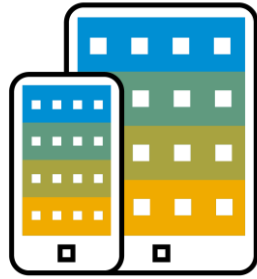
Mobile Apps

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
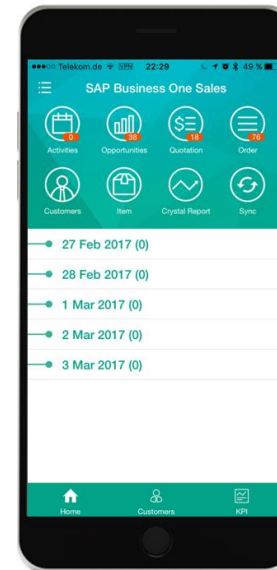
Simplified and Automated Lifecycle Management
With Remote Support Platform 3.2 for SAP Business One

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

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
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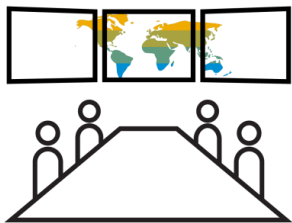
Expansion

- 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
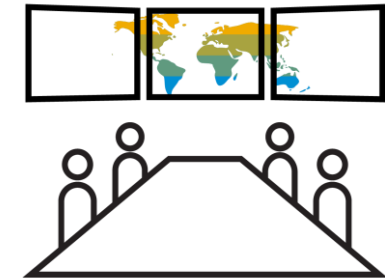
- Integrated analytics and reports should always keep informed on the health of your business
- Better decisions can be made on the back of real-time data insight

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
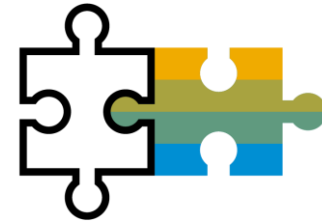
SAP Business One

SAP's best selling ERP solution by number of customers

Used by **70,000+** customers

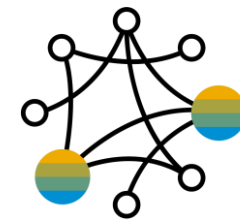Available as **50** country localizations and in **28** languages

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

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

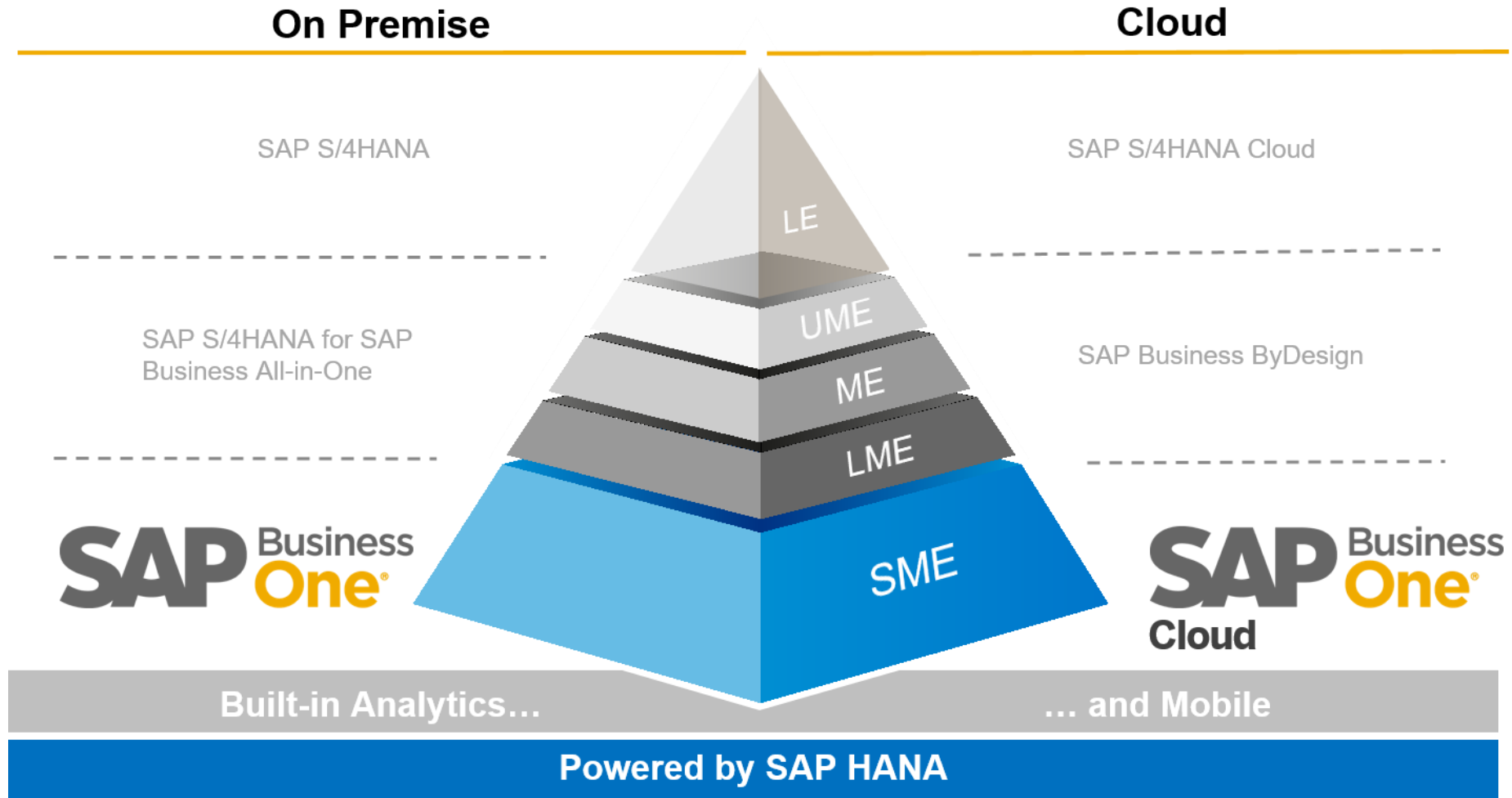SAP Business One is used in **>170** countries

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	Accounting & Financials	Purchasing & Operations	Sales & Service	Inventory & Distribution	Production & MRP	Project & Resource Management	Solution Customizing
• User administration	• Chart of accounts	• Purchase request	• Opportunity and pipeline Mgmt.	• Item management	• Bills of material	• Project management	• User-defined fields creation
• Authorizations	• Journal entries	• Purchase quotations	• CRM	• Item lists	• Item Sets	• Project stages	• User-defined tables creation
• Multiple currencies	• Posting templates	• Web-enabled RFQ	• Campaign Mgmt.	• Price lists	• Production orders	• Stage dependencies	• User-define queries creation
• Exchange rates	• Recurring postings	• Purchase orders	• Blanket agreements	• Goods receipts	• Goods issues	• Sub-projects handling	• SQL Query Generator
• Multiple posting periods	• Financial reports	• Goods receipt POs	• Quotations	• Goods issues	• Goods receipts	• Project Time Reporting	• Form UI configurator
• Multi-branch	• Budget management	• Goods returns	• Sales orders	• Inventory transactions	• Production Dashboards	• Internal project handling	• User-defined alerts
• Data import	• Cost accounting	• A/P Invoice	• Deliveries & Returns	• Transfers	• GL Account Determination	• Employee master data	• Transaction notifications
• Opening balances	• Incoming payments	• A/P Reserve Invoice	• Invoices	• Serial number mgmt	• Life Cycle Mgmt.	• Time sheet entries	• Workflow designer
• Approval processes	• Outgoing payments	• Down-payment Invoice	• Dunning & Customer Mgmt.	• Batch number mgmt.	• Item cost calculation	• Resource master data	• Business process checklist
• Calendar	• Payment run	• Down-payment request	• Gross profit calculation	• Price lists in multiple currencies	• Forecasts	• Resource capacity planning	• User defined Cockpit
• Microsoft Office integration	• Bank statement processing	• Cancel Marketing Documents	• Service Mgmt.	• Special prices	• MRP	• Gantt chart capacity viewing	• User-defined workbench
• Mobile Interaction	• Checks & credit cards	• A/P credit memos	• Service planning	• Period and volume discounts	• Make to order		
• Recurring transactions	• Deferred payments	• Landed costs	• Customer interactions tracking	• Pick and pack	• Order recommendations		
• Drop Ship	• Account reconciliation	• Intrastat	• Equipment card handling	• Recurring transactions	• Production Routing		
• GDPR	• DATEV / ELSTER (DE)	• PEPPOL	• Service Dashboards	• Inventory Tracking			
	• Fixed Assets		• Service contracts	• Bin Location			
	• SEPA		• Human resource integration	• Multiple Measurements			
			• Knowledge database	• Inventory Counting			
			• Service calendar				
			• Service call processing				

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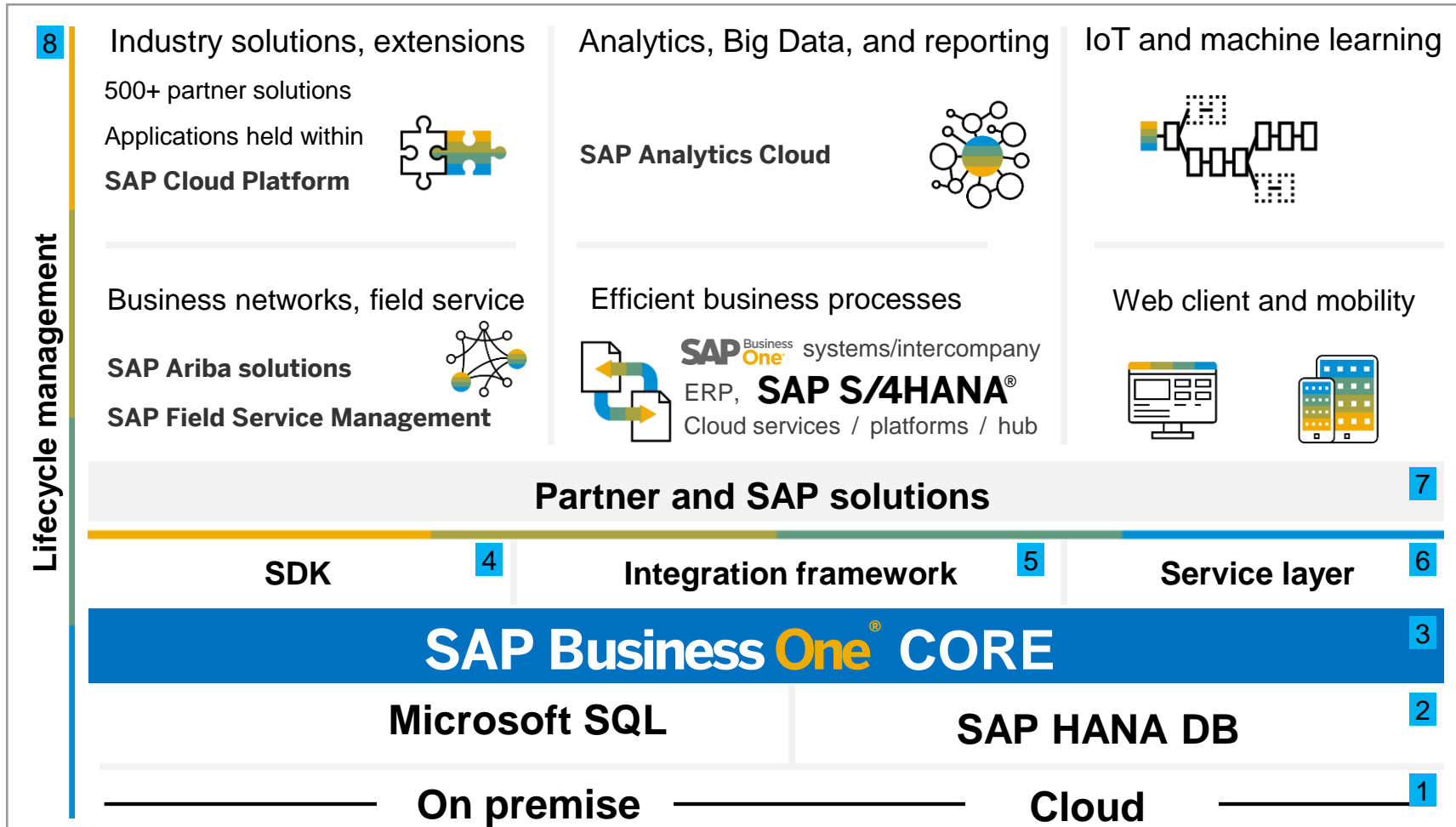- 77% of the world's transaction revenue touches an SAP system

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

Source: Corporate Fact Sheet

SAP Business One solution stack
Customer needs and the value propositions of the product

Lifecycle management

8 Industry solutions, extensions

500+ partner solutions
Applications held within
SAP Cloud Platform

Analytics, Big Data, and reporting

SAP Analytics Cloud

IoT and machine learning

Business networks, field service

SAP Ariba solutions
SAP Field Service Management

Efficient business processes

SAP Business One systems/intercompany
ERP, **SAP S/4HANA®**
Cloud services / platforms / hub

Web client and mobility

Partner and SAP solutions **7**

SDK **4**   **Integration framework** **5**   **Service layer** **6**

SAP Business One® CORE **3**

Microsoft SQL **2**   **SAP HANA DB**

On premise ——— **Cloud** **1**

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 and MS SQL 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
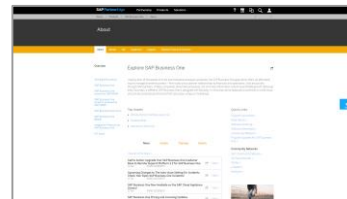
SAPPartnerEdge Portal
(Partner only)

Product Road Map
(Customer and Partner only)

Thank you.

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