



A Single System to Streamline Your Entire Business

An Introduction, September 2015





About SAP

EMPLOYEES AND BASIC FACTS

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 74,497 employees worldwide (06/30/2015)

CUSTOMERS

- SAP serves > 293,000 customers in 190 countries
- > 80% of SAP customers are SMEs

MARKET POSITION

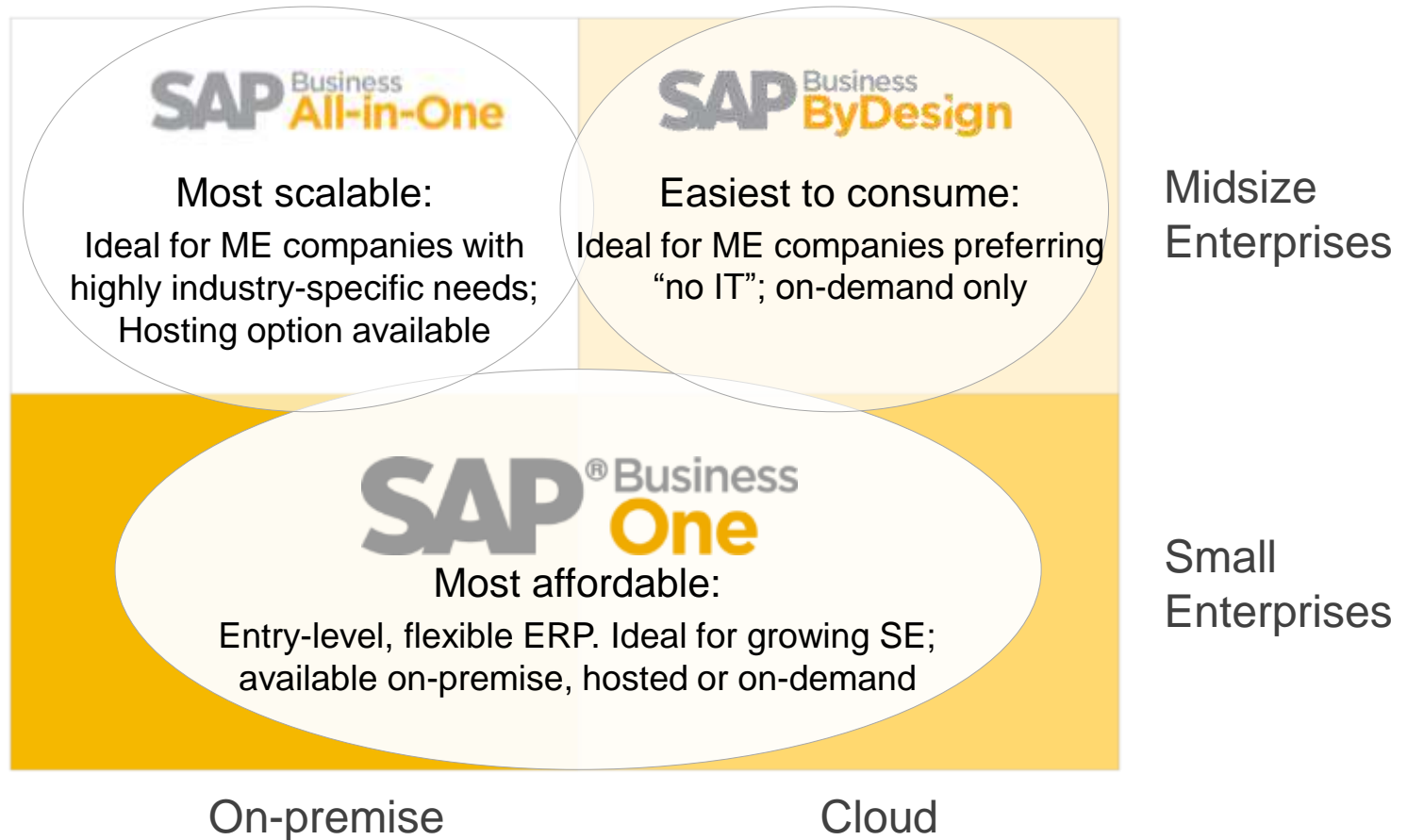
ENTERPRISE APPLICATION SOFTWARE

- 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



SME portfolio

SAP Business One is SAP's solution specific for small enterprises





Positioning

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

Complete – All essential business functions (accounting, customer relationship management (CRM), operations, sales, marketing, service, warehousing, and more) are available out of the box. Complete visibility and better control help you run your end-to-end business processes professionally.

Integrated – All business functions come in one package, which makes them easy to set up, use, and optimize. Integration with other systems is possible via standard integration packages or open application programming interfaces (APIs).

Extensible – A flexible platform with 42 localizations and 27 languages allows for growth and innovation. More than 500 pre-integrated, industry-specific, and horizontal solutions are available via SAP partners.

Innovative – Delivers real-time analytics and mobile access, combined with ground-breaking technologies, such as in-memory computing, to put you ahead of the competition.

Truly affordable – Start with a basic on-premise implementation with a few users. Or use the starter package**, which includes both software and implementation, as a quick, low-cost, low-risk option with limited capacity for up to five users. A cloud solution is available for a monthly fee.

* Including subsidiaries or remote offices of large enterprises; ** Not available in all regions

The SAP Business One product offer

Core

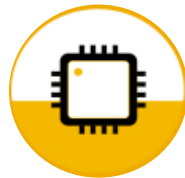
Functional
Geographic
Extensibility



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

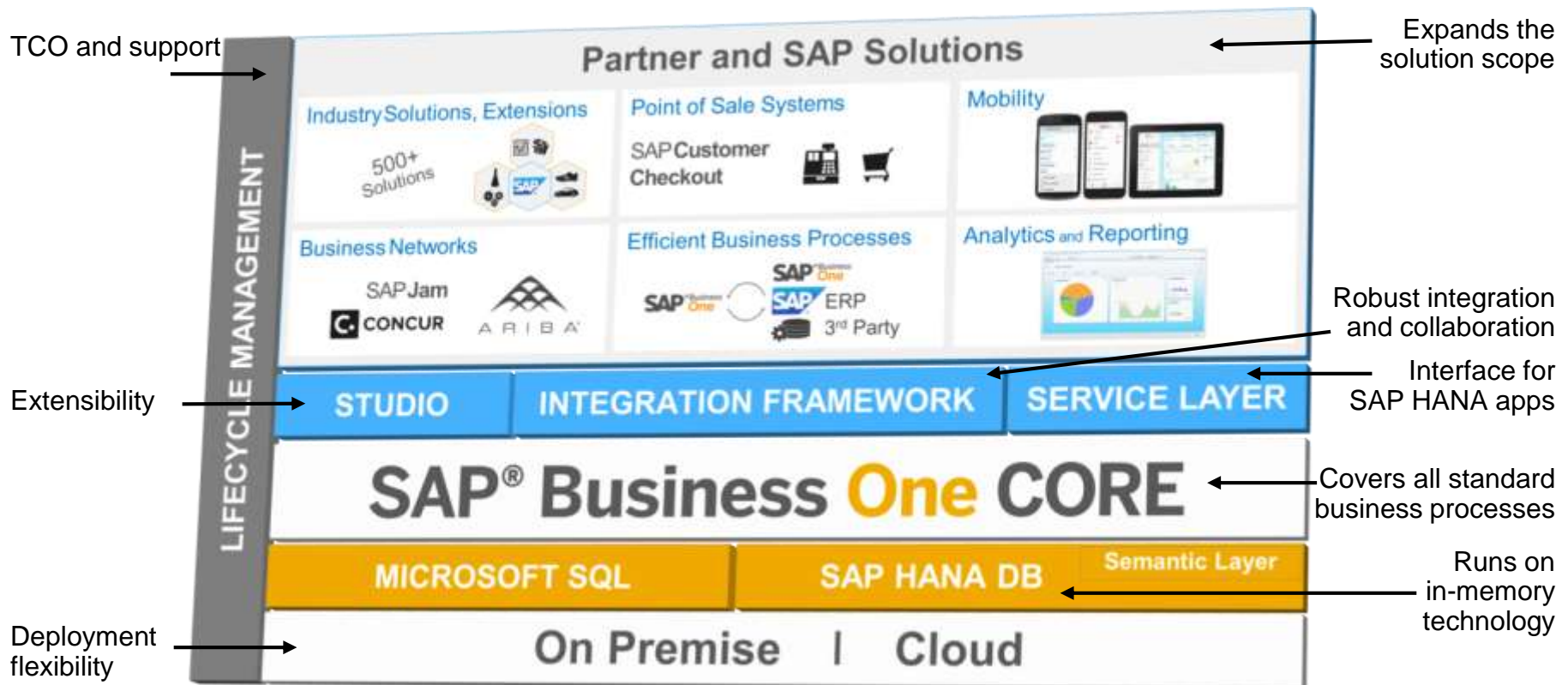
Integration

Integration solutions
Subsidiary business
enablement

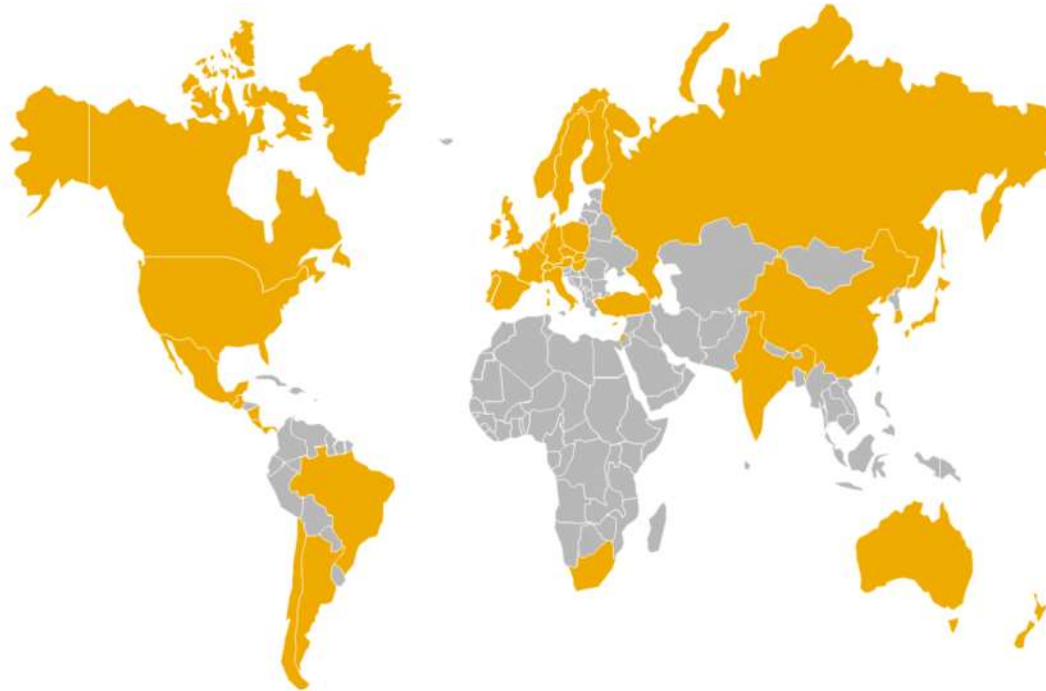


Easy, Robust
Integration

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

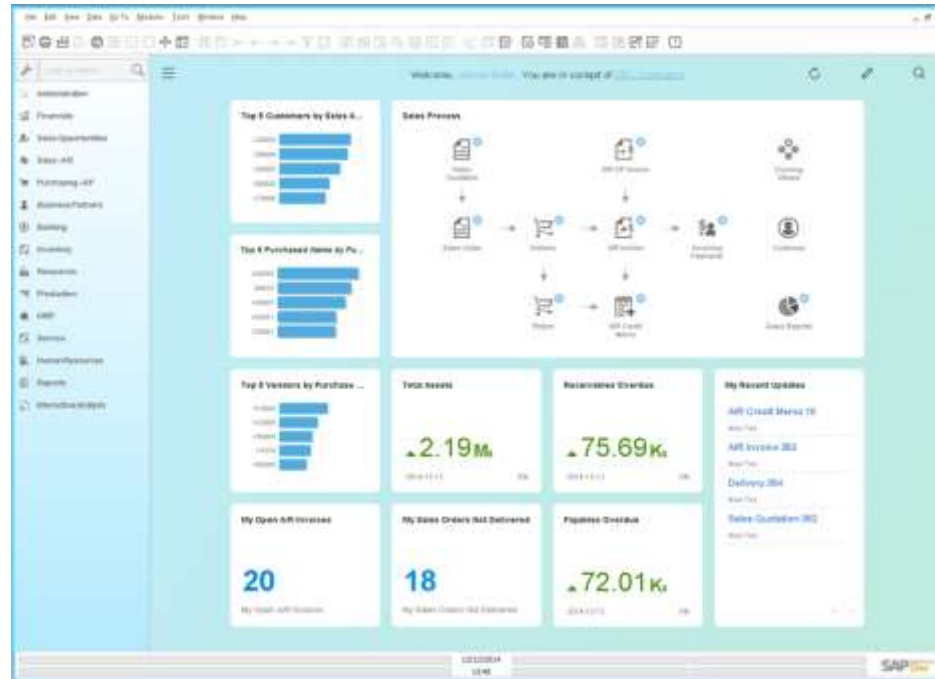
Various countries and regions use other localizations or partner solutions for SAP Business One

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



- Chart of accounts
- Journal entries
- Posting templates
- Recurring postings
- Exchange rates in multiple currencies
- Financial reports
- Budget mgmt
- Cost accounting
- Multiple posting periods
- Incoming payments
- Outgoing payments
- Payment run
- Bank statement processing
- Checks
- Credits
- Deferred payments
- Account reconciliation
- DATEV / ELSTER
- Fixed Assets
- SEPA

- Opportunity and pipeline mgmt
- Contact mgmt
- Activities mgmt
- Calendar
- Campaign mgmt
- Blanket agreements
- Quotations
- Purchase orders
- Deliveries
- Returns
- Invoices
- Dunning
- Price lists in multiple currencies
- Special prices
- Period and volume discounts
- Customer mgmt
- Gross profit calculation
- Microsoft Office integration

- Service mgmt
- Service planning
- Tracking across multiple customer interactions
- Equipment card handling
- Service Dashboards
- Service contracts
- Mobile Interaction
- Recurring transactions
- Human resource integration
- Knowledge database
- Service calendar
- Service call processing

- Purchase request
- Purchase quotations
- Web-enabled RFQ
- Purchase orders
- Goods receipt POs
- Goods returns
- A/P Invoice
- A/P Reserve Invoice
- Down-payment Invoice/Request
- Cancel Marketing Documents
- A/P credit memos
- Landed costs
- Intrastat
- Import Process
- Workflow

- Item mgmt
- Item lists
- Price lists
- Goods receipts
- Goods issues
- Inventory transactions
- Transfers
- Serial number mgmt
- Batch number mgmt
- Pick and pack
- Recurring transactions
- Inventory Tracking
- Bin Location
- Multiple Measurements
- Inventory Counting

- Bills of material
- Item Sets
- Production orders
- Goods issues
- Goods receipts
- Production Dashboards
- GL Account Determination
- Life Cycle mgmt
- Item cost calculation
- Forecasts
- MRP
- Drop Ship
- Make to order
- Order recommendations

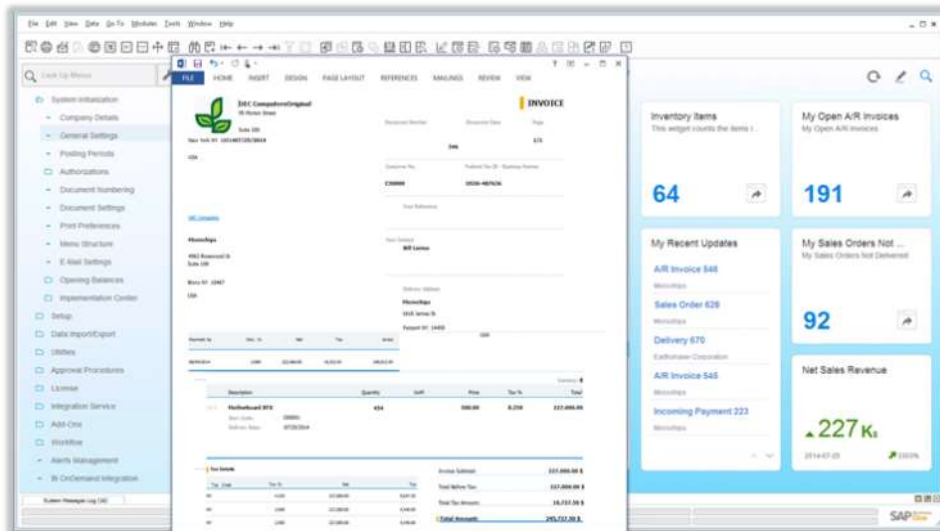
Embedded analytic applications from SAP



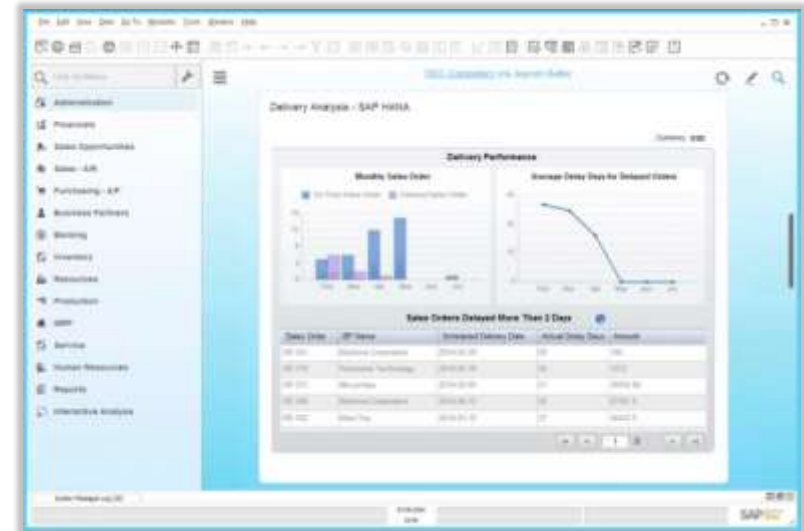
Fully integrated standard printing and reporting platform:

- 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

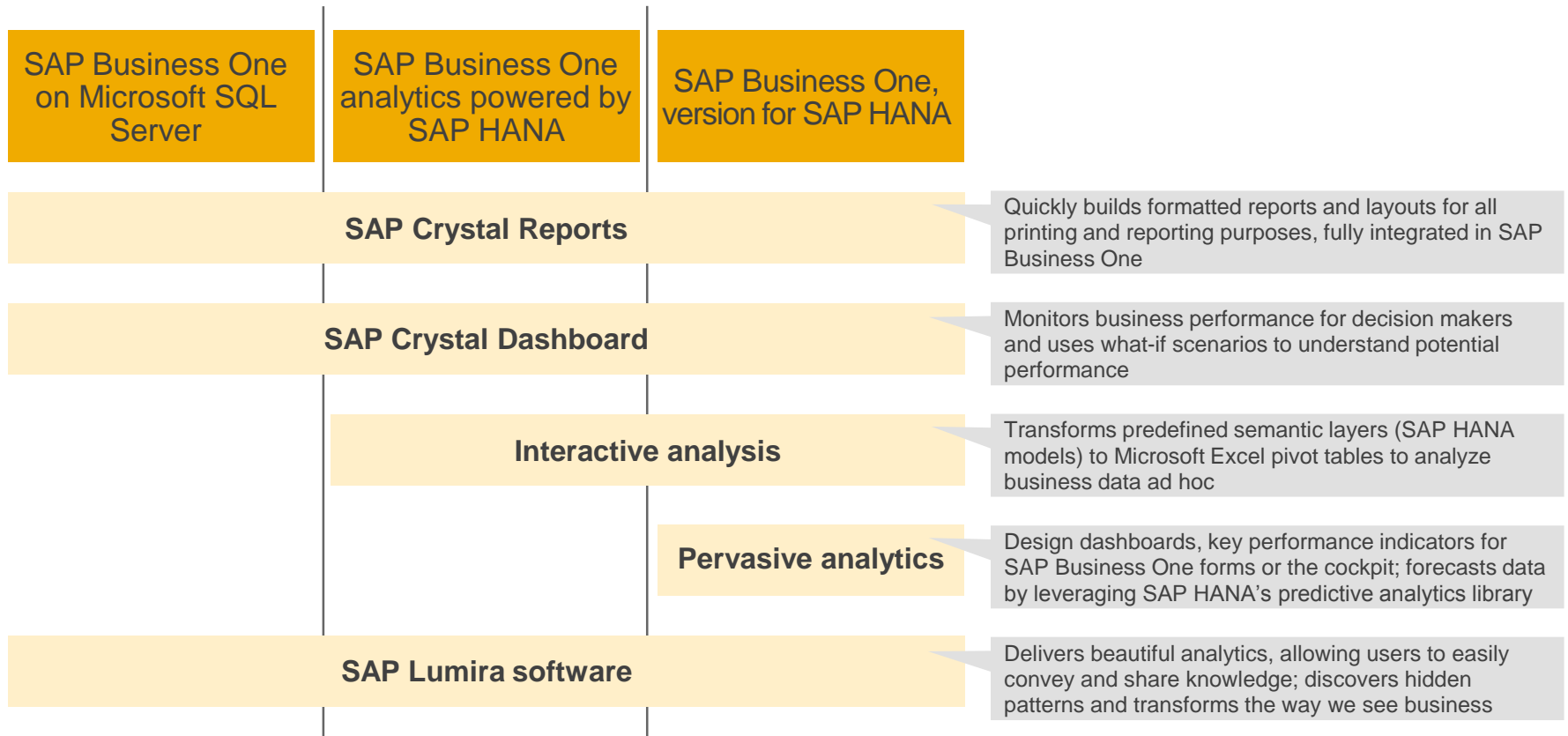


SAP Crystal Dashboard



Business Intelligence / Analytic Applications *

for SAP Business One



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



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, on demand, or for SAP Business One, version for SAP HANA

Industry solutions

Cover business needs for industries, such as:

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

Horizontal extensions

Going beyond generic business needs, such as in:

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





Two new releases, SAP Business One 9.1 and SAP Business One 9.1, version for SAP HANA

- General availability since December 2014, one common code base for SAP HANA database and Microsoft SQL Server
- Simplifications and functional improvements for implementing, operating, and using SAP Business One:
 - Increased transparency when managing business units across a single legal entity
 - Better control over production costing
 - Calculation of profit margins for specific serial numbers, batches, or items
 - More tailored user experience through personalized work centers and interactive dashboards
 - Less time and money spent on installation, implementation, updates, and support



SAP Business One 9.1 – functional highlights



Business logic and localization

- Enhanced production module (resources and bill of materials enhancements)
- Inventory item cost valuation based on serial or batch number
- Display balances for goods receipt POs and purchase orders in BP master data
- Enablement of negative payments in payment wizard
- Multiple branches function splits transactions by business unit
- Project enhancements (initially for Russia)
- Rounded-off functions (G/L account determination, multiple unit of measurement, price lists, bin location, pick and pack, and more)
- Fixed assets enhancements
- Extended tax reporting
- Bank statement processing for additional localizations
- Localization enhancements and legal compliance
- Default values

Reporting and analytics

- SAP Crystal Reports 2013
- Default settings and report layout (selected countries)

Extensibility/SDK

- Additional DI/UI objects and services
- Enhanced lifecycle management for extensions
- SAP Business One studio and workflow enhancements

Infrastructure and architecture

- Permission group authorizations
- Performance improvements; security enhancements
- Hiding business functions
- Configurable UI framework
- Copy and paste between SAP Business One grids and Microsoft Excel
- Simplified e-mail and printing process

Lifecycle management and support

- Remote support platform 3.1
- Fast implementation and configuration
- Combined wizard for installation and upgrade
- Smaller product and patch packages

Specific to SAP Business One 9.1, version for SAP HANA

- Service layer that exposes business objects by Web service
- Role-based work center for analytics and simplified system use (based on HTML5)
- New action types and prediction capability for pervasive analytics
- Supplementary dashboards easily created via the pervasive analytics designer (advanced dashboards)
- Performance optimization (transactional and reporting)
- App framework enhancement for partners
- Supported by remote support platform

Comprehensive lifecycle management with Remote Support Platform 3.1 (RSP)



SAP HANA

Health checks and system status report enabled for SAP Business One, version for SAP HANA

Maintenance

Scheduled backups that care for **safe recovery**
SAP update notifications and **automated software distribution**

Support

Proactive health checks to help assure **efficient support** by providing key data for root-cause analysis

Upgrade process

Upgrade readiness verification
Guided upgrade process with silent mode and recovery – **safer and more automated**

Key benefit: Reduce TCO by automating time-consuming tasks

- Automated 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

- Managers, sales, and service employees stay informed about their business, view reports, manage contacts, and handle sales and service activities
- Better-informed employees have access to the most relevant data and business processes
- Real-time business decisions anytime and anywhere mean higher productivity



Detailed introduction and free trial:

[SAP Business One mobile app for iOS](#)

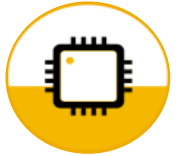


[SAP Business One mobile app for Android](#)



Unlock Business Value with SAP HANA

Reinvent Your Business to Achieve the Unthinkable



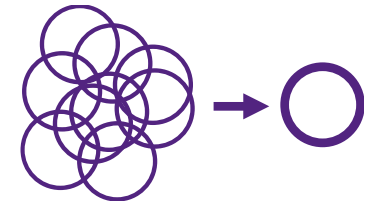
Smarter

- **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

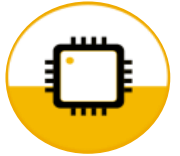
- **Immediate analysis** of data – in seconds instead of days
- **Faster execution** when adjusting to changes in market dynamics
- **Powerful performance** whether deployed on-premises or in the cloud



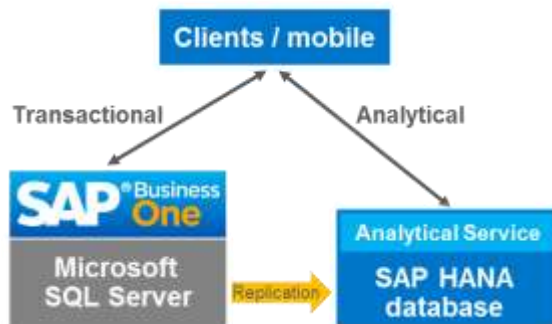
Simpler

- **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 interactive reporting

Key benefits

Speed and flexibility with analytics based on an in-memory database side by side with a transactional server

SAP Business One, version for SAP HANA



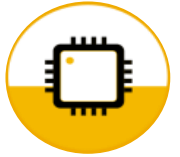
Key features

- Enterprise search
- Dashboards and analysis
- Ad hoc interactive reporting
- Pervasive analytics
- Apps available with SAP Business One , version for SAP HANA (advanced available-to-promise (ATP) and cash flow forecasting)

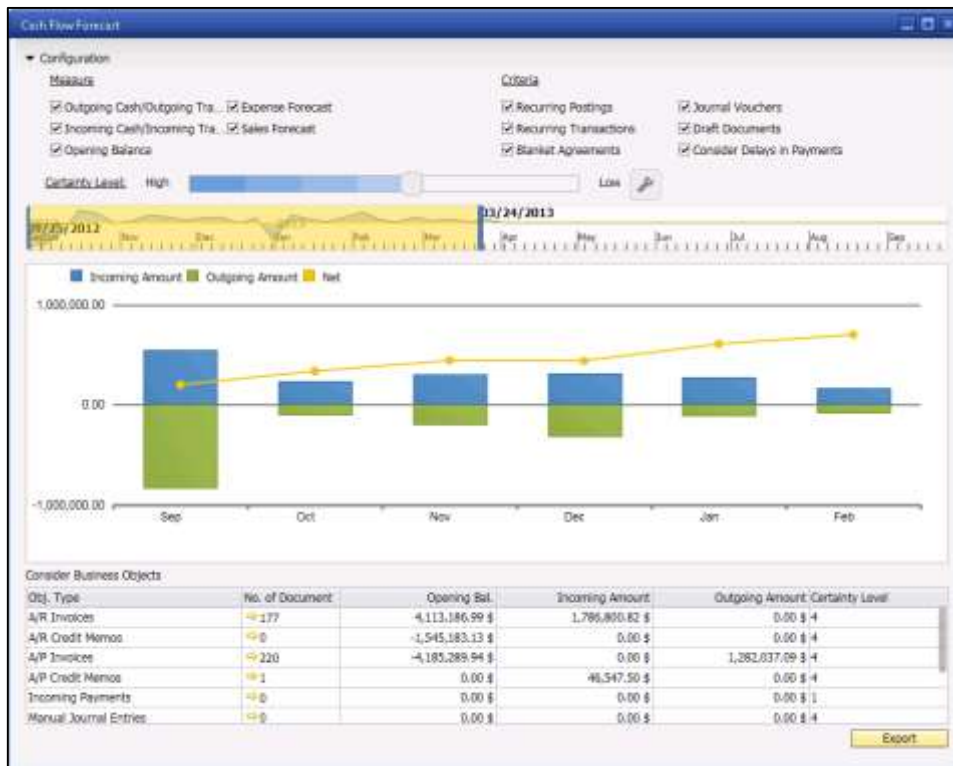
Key benefits

Real-time analytics, innovative scenarios, and high transactional throughput on the SAP HANA platform

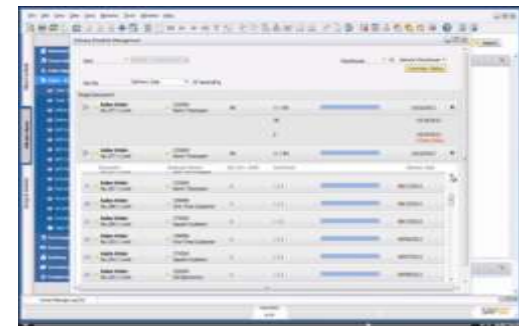
YouTube videos of apps for the version for SAP HANA



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

Customer Management

- Customers
- Tenants
- Trial Requests
- License Files

Landscape Management

System Configuration

Support Management

About

SAP Business One

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

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

Tenants Overview

6	5	0	0	4	1	0	0
TENANTS	Online	Offline	Maintenance	Productive	Testing	Demo	Trial

Customers Overview

3	3	0	3	0
CUSTOMERS	Online	Offline	Customers	Trial Customers

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

(SAP Business Suite–to–SAP Business One systems)



Various scenarios for master data, sales, purchasing, HQ reporting, and finance

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

(SAP Business One–to–SAP Business One systems)



Full synchronization, financial consolidation, distributed operations

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



“SAP Business One is the perfect complement to our SAP R/3 software for our smaller business units. Also, the international footprint of SAP ensures that SAP is present wherever Groupe SEB does business.” Benoît Champouillon, Business Units and Continents Relationship Manager

- World's largest manufacturer of small household appliances and cookware: 6 SEB products sold every second globally
- 320 Business One users in 9 subsidiaries, 3,400 R/3 users globally

“SAP Business One has enabled us to build an integrated business with always-on iPad connectivity for sales teams that will accelerate direct sales and expansion into new markets.”

Frank Meier, Managing Director

- Medical Devices and Retail Company in Karlsruhe, Germany
- Implemented Business One in just 7 weeks, on budget and with only 2 day user training
- Uses Business One on iPad to connect account executives which has resulted in 500 new leads, 1000 new contacts



“Before we moved to Business One into the cloud, I was concerned about performance but the impact has been minimal. Often you don't see a difference at all.” Glenn Rhodes, IT Manager

- Manufacturer of flame resistant clothing in Chicago, IL, USA
- 100% year over year growth in past two years.
- Uses SAP Business One in the cloud, hosted by partner, saving on hardware costs, staffing requirements and provided flexibility of employees to use system regardless of location.

Compact business suite for **small businesses** proven by 49,000+ customers

Perfect fit for **large-enterprise affiliates** run by 360+ large enterprises in
worldwide 2,300+ affiliates

Global solution with local focus 42 country localizations and 27 languages

Affordable and flexible **deployment** available on demand and on premise

Enables enterprises to operate **worldwide** manifold integration capabilities

Solid **road map** adopting new requirements, technologies, industry trends

Fully **future-proof** protecting investment of partners and customers



More information for customers, prospects, and partners



[Public Web site](#)



[SAP Business One Cloud free trial](#)



[Youtube](#)



[SAP Business One Academy](#)



[SAP PartnerEdge Portal](#)
(partner only für Partner)