

The Business Management Solution for Small and Midsize Enterprises

Solution Overview



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Introduction

SAP helps companies of all sizes and industries run like never before. From back office to boardroom, warehouse to storefront, desktop to mobile device, SAP empowers people and organisations to work together more efficiently and use business insight more effectively to stay ahead of the competition. We do this by extending the availability of software across on-premise installations, on-demand deployments, and mobile devices.

SAP® Business One is an affordable, easy-to implement, complete business management solution available on-premise, in the cloud, and powered by our in-memory computing database (SAP HANA®). Designed specifically for small and midsize enterprises it enables company growth, helps increase profitability and control, and automates your business processes.

Managers and employees alike can process information more effectively, helping them make sound business decisions. Through one single system, business owners and managers can now get on-demand access to a true and unified picture of critical, up-to-the-minute business information across the entire organisation.

Through the SAP Business One Maintenance Programme, your business will automatically get access to new functionality as the product develops. Additionally, if your business is a subsidiary, customer or supplier of a global organisation already benefiting from SAP enterprise software, you can take advantage of pre-configured integration. The touch-points include control of master data management (items, customers, and suppliers), chart of accounts, consolidation of financial information, and intercompany trading.

“SAP Business One has turned out to be everything that we had hoped and expected it to be. It has cost considerably less than the previous system, which did not have the flexibility or scalability of SAP Business One which is important for any business.”

Keith Bilham – Financial Director, Plascoat



Key Differentiators

SAP Business One is a breakthrough in business management software – built from the ground up for growing small and midsize enterprises.

Unique Personalised Work Centres

Work centres provide users easy access to dashboard reports, one click access to common resources, embed personalised Web pages or even integrate Microsoft® Outlook® e-mail using drag and drop.

Integral Customer Relationship Management (CRM)

Integral CRM helps manage sales opportunities and conduct sales pipeline analysis; track customer and supplier profiles, contact information and account balance; support contract management and service planning.

Powerful Reporting Tools and Analysis

Unique enquiry and reporting tools, fully integrated with SAP Crystal Reports® software, allow drill down on virtually any item in a report to see all the relevant details.

International Trading

SAP Business One supports intercompany and business transactions in multiple currencies, with multiple companies and has the ability to produce

customer and supplier documentation in local language. It is available in 27 languages, with full legislative compliance in 42 countries and installed in over 120 countries across the globe.

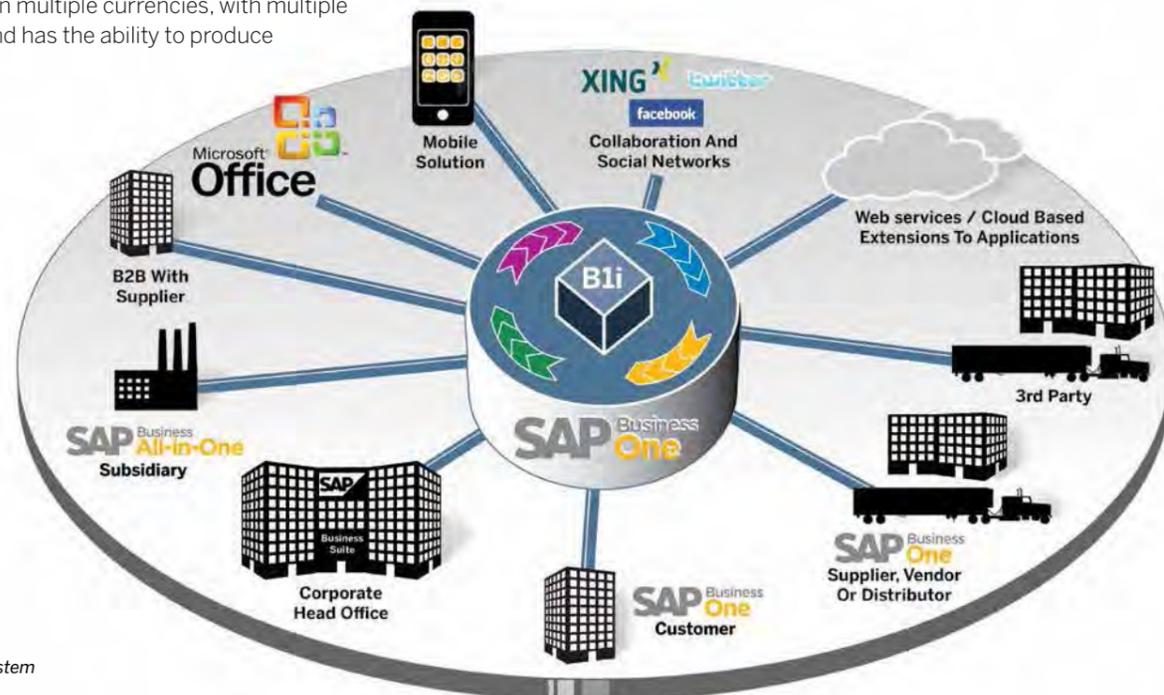
In-Memory Technology with SAP HANA

SAP Business One, version for SAP HANA, is the first business management solution for small and midsize enterprises (SMEs) running fully in memory.

The application is a scalable, affordable solution with embedded analytics capabilities and high-volume transactions to empower SMEs to run their businesses in real time.

Ecosystem

SAP Business One provides a flexible business platform that unlocks the potential of your ecosystem. From customers and suppliers to parent companies, mobile devices and Web services, users can integrate each aspect of your business using SAP Business One Integration Technology.



Managing the Enterprise Ecosystem

“After looking at a number of systems, we chose SAP Business One, primarily because we could customise the solution to our needs. This provided us with the greater flexibility to manage the varying requirements a business like ours has, and wasn’t something we saw in any other packages.”

Nick Carter – Technical Director, Raffenday



Business Benefits



SAP Business One enables you to boost productivity, cut costs, seize opportunities, and anticipate challenges like never before.

Increase Revenue

Easy access to real-time information anywhere in the system helps you identify new sales opportunities.

Reduce Costs

Avoid costly upgrades and customisation to maintain system compatibility when you add new functions.

Improve Customer Relationships

Integral CRM enables stronger sales and support to enhance customer satisfaction.

Clearer, Instantaneous Insights

Real time analytics powered by SAP HANA provide revealing snapshots of key performance indicators, for unprecedented day-to-day control.

Proactive Business Critical Alerts

Remain in control with the powerful proactive business alerts.

Improve Efficiency

One centralised data repository dramatically boosts efficiency by providing the right information to the right people and eliminating redundant data entry.

Local Support

A worldwide network of qualified business partners provides unsurpassed local support.

Fast Time to Value

Tried and tested best practice business processes enable easy implementation – get up and running in just weeks.

Grow your Business Overseas

SAP Business One supports multiple currency transactions and is available in 27 languages with full legislative compliance in 40 countries.

Flexible Deployment

Whether it's deployed in your office or in the cloud, you can access it from the road using the SAP Business One mobile application.

Easy Integration

SAP Business One is fully integrated with Microsoft® Office® and SAP Business Suite, its open architecture allows easy integration with solutions from other software vendors.

A Complete Solution for Growing Businesses

SAP Business One includes: accounting, CRM, sales, manufacturing, purchasing, banking, and stock control components.

“SAP Business One is now an integral part of our business. As a growing SME, it has been an essential part of supporting our confidence in approaching and trading with major national retail chains, purchasing from international suppliers and confidently planning our stock.”

Duncan Pratt-Thompson – Director, Scott Brothers

Functionality Overview

SAP Business One is a comprehensive and versatile business management solution with an easy-to-use interface and serves as the enterprise resource planning (ERP) application for your business.

Finance

Handle financial transactions including general ledger, account set up and maintenance, journal entries, multi-dimensional cost centres, foreign currency adjustments, and budgets.

Bank Transactions

Take care of all of financial processes such as receipts, bank transfers, deposits, advance payments, credit card payments, and bank reconciliation.

Sales

Easily create quotes, customer orders, set up deliveries, update stock balances, and manage all invoices and accounts receivables.

Purchasing

Manage supplier transactions such as issuing purchase quotes and orders, updating stock, calculating landed costs for imports, handling returns and credits, and processing payments.

Customer Relationship Management (CRM)

Control all the information on customers and suppliers including profiles, contact summaries, account balances, and sales pipeline analysis.

Stock Control

Handle stock levels, item management, price lists, special price agreements, transfers between warehouses, and stock transactions.

Materials Requirements Planning (MRP)

A simple yet powerful planning system that helps production planners or buyers schedule and manage items for production or purchasing based on a variety of criteria.

Reporting

Create powerful reports for nearly every aspect of your business including customer and supplier debt, sales, cash flow and more. Integral SAP Crystal Reports provide in-depth analysis and graphical reporting.

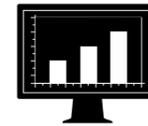
Service

Optimise the potential of service departments, providing support for service operations, service contract management, service planning and tracking of customer interaction activities.



SAP BUSINESS ONE FEATURES OVERVIEW*

Reporting and Data Navigation Capabilities
Underlying SAP Technologies (Drag & Relate, Alerts, User Interface Customisation)



Financials

- Chart of accounts
- Account segments
- Journal entries
- Journal vouchers
- Recurrent transactions
- Exchange rates in multiple currencies
- Financial reports
- Budget cost centres
- Sales tax calculations
- Multiple financial periods
- Deposits
- Cheques
- Credits
- Receipts
- Deferred payments



Sales

- Opportunities and pipeline management
- Contact management
- Quotations
- Orders
- Invoices
- Deliveries
- Returns
- Price lists in multiple currencies
- Client management
- Gross profit calculation
- Microsoft Office integration
- Available-to-promise



Service

- Service contract management
- Service planning
- Tracking across multiple customer interactions
- Knowledge database
- Service call management



Purchase

- Purchase quotations
- Purchase orders
- Purchase deliveries
- Purchase returns
- Purchase credit notes
- Purchase requisition
- Landed costs



Stock

- Item management
- Item queries
- Price lists
- Receipt to stock
- Release from stock
- Stock transactions
- Warehouse management
- Serial numbers tracking
- Batch management
- Pick and pack
- Kitting



Manufacturing

- Bill of materials
- Production orders
- Forecasting
- Materials resource planning wizard
- Recommendation reports

Software Development Kit and SAP Business One Integration Technology

* This is a non-exhaustive list

“SAP stood out because of the huge amount of functionality that is in there, and the fact that you can configure it for your business...it is a small business solution.”

Oliver O’Kelly – IT Director, Accounting Technicians Ireland

Accounting and Finance

SAP Business One provides a complete set of tools to help manage and streamline your financial operations. It automates everyday accounting tasks such as maintaining ledger and journal entries, supporting tax calculations, and enabling multicurrency transactions.

Most journal entries are posted automatically from sales, purchasing, and banking. SAP Business One also allows users to create journal entries and reverse month-end accruals postings automatically. Journal vouchers enable users to save multiple manual journal entries to a batch and process simultaneously. This allows verification and collection of postings before they are entered in the general ledger.

Multi-Dimensional Cost Centres

SAP Business One allows the management of cost centres in multiple dimensions providing the ability to easily analyse financial information. Businesses can easily structure their cost centre structure in hierarchies for sophisticated and accurate reporting.

Exchange Rate Differences

The solution lets users periodically evaluate their open items in foreign currencies, then identify differences and choose the appropriate correction transaction.

Budgets

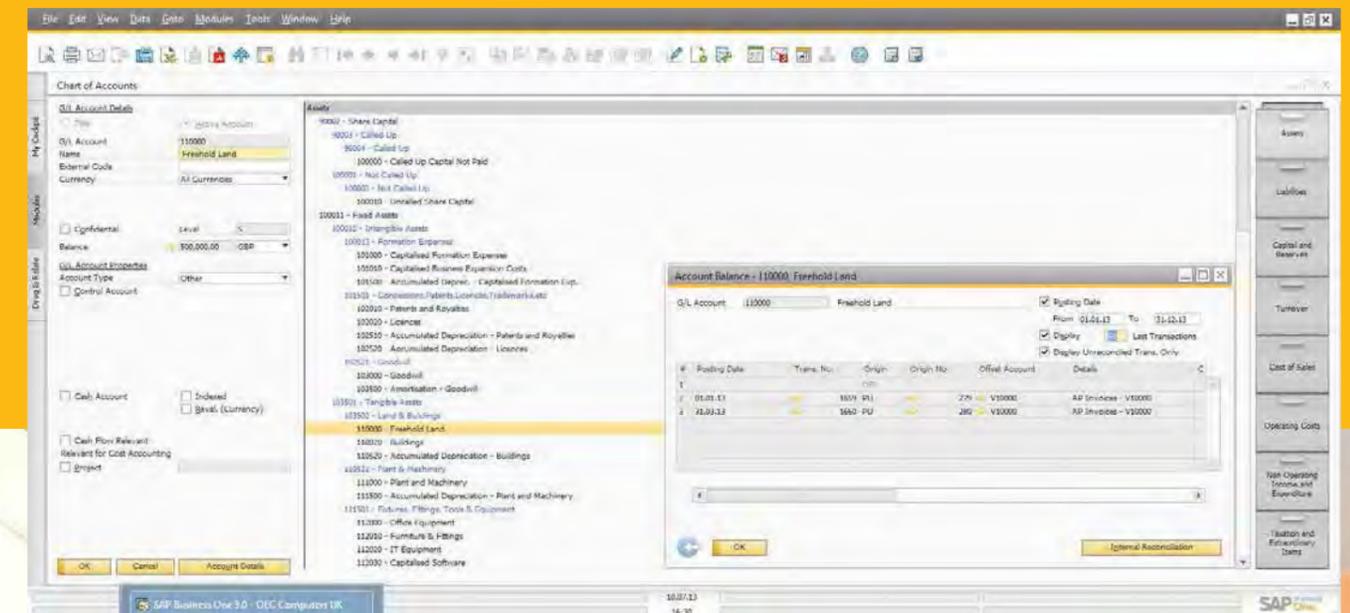
Users can configure budget allocation methods, define budget figures in any currency (local, foreign or both), and display a summarised budget report that compares actual and planned figures.

Integrated Reports

SAP Business One offers extensive integrated reporting tools for creation of business, accounting, warehouse, and financial reports, account statements, and creation of customised reports. Reports can be exported to a variety of different formats including Microsoft® Excel®, Microsoft® Word® and PDF.

“Management of the business has been transformed; we are no longer operating blindfolded. Cash flow and profitability have improved and we have visibility of profit on a customer by customer basis.”

Simon Peutrill – Group Finance Director, Sunraysia



Customer Relationship Management (CRM)

SAP Business One delivers fully integral CRM functionality as part of the complete solution.

This functionality enables complete control of customer acquisition, retention, loyalty, and profitability for the business. Tightly integrated features across marketing, sales, and service provide end-to-end visibility of the complete customer lifecycle.

Sales Opportunity Management

The SAP Business One CRM sales cycle management functions record every sales opportunity across the customer lifecycle, from lead identification, through discovery, qualification, proposal, closure, and ultimately through after-sale service and support. Integral CRM allows users to enter details of opportunities, including source, potential deal size, closing date, competitors, and activities.

Reports are a critical element of the CRM functionality allowing users to analyse opportunities by lead source, territory, industry, customer, and item. The reports manage forecasts and view anticipated revenue by a variety of date ranges, such as month and quarter.

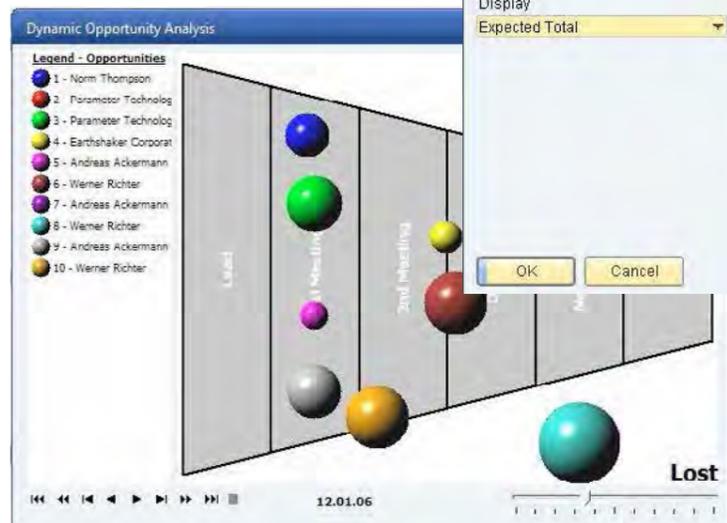
Key Features

Sales: Create quotes, enter customer orders, deliveries, update stock balances, and manage invoices and accounts receivable.

Purchasing: Manage and maintain supplier transactions such as issuing purchase quotations and orders, update stock numbers, calculate landed costs for imports, handle returns and credits, and process payments.

Business partners: Control all information on customers, resellers, and suppliers: including e-mail address, profiles, sales reports, activities with business partners, account balances, and provides a calendar for user activities with search capability to find the necessary item.

Marketing campaign management: Create, manage, and analyse marketing campaign activities and their impact.

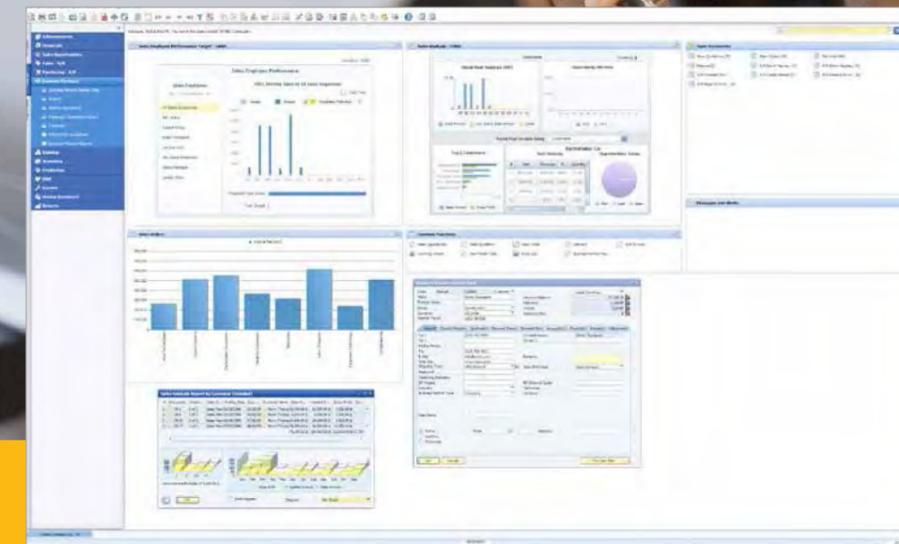


ID	Description	No.	Expected Total	Weighted Amount	%
1	Lead	6	53,390	2,490	
2	1st Meeting	5	100,182.5	20,036.5	
3	2nd Meeting	2	100,000	50,000	
4	Quotation	8	145,967.25	87,642.98	61
5	Negotiation	1	40,000	32,000	
6	Order	4	11,732.31	11,732.31	
			451,272.06	203,901.79	

Graphical Reporting

Powerful graphical reporting gives management complete visibility. Managers can view their entire pipeline or filter the report to see individual sales people, customers, leads, sales cycle stages and much more.

Sales



“The sales analysis function in SAP is incredible.”

Matt Phillip – Product Development Manager, QED

Key sales analysis information through interactive dashboards

SAP Business One provides all of the tools to help efficiently manage your entire sales process and customer lifecycle. From quotes to orders to deliveries to invoices, SAP Business One offers all of the required functions to easily manage the whole order-to-payment process.

Any marketing document in the sales process provides great flexibility. Subtotals can be created, free form text can be inserted, it is also possible to display recommended alternative items. Gross profit can be calculated for each document and last sales prices offered can be viewed easily. Once a document is created, users can easily export to Microsoft Word.

Sales order entry provides a full view of an item's stock position in multiple warehouses when a shortage arises. Available-to-promise functionality ensures the order taker can choose from a list of alternative items, or allow items to be partially delivered. Multiple delivery dates and ship-to addresses for each line item can also be specified even providing auto creation of a back-to-back purchase if required.

During the delivery process, the shipping department can generate the necessary packaging documentation. Tracking information and shipping status details are easily accessed whilst warehouse quantities are also automatically updated when a delivery is made. A return can be processed in multiple ways; with or without credit or even for repair returns using the returns documents.

The sales invoice automatically creates a corresponding journal entry. As a result, users can create an automatic receipt if the customer pays part of the invoice immediately.

A powerful dunning wizard handles multiple letters per customer and maintains a complete history. The wizard can be executed at regular intervals, such as monthly or weekly, to check all outstanding customer invoices.



Purchasing



SAP Business One provides your business with the tools that it needs to handle its entire procurement process, including orders, receipts, invoices, and payments.

Procurement

SAP Business One enables users to order materials or services from suppliers which will immediately be reflected in the available quantities for the stock item. Users are able to split a single purchase order into multiple parts when, for example, items need to be shipped to multiple locations. Splits or revisions are required so that different packing slips and delivery notes can be created for each shipment. Any line item within a purchase order can be shipped to, or specified as, a different warehouse location.

Warehouse and Accounting Integration

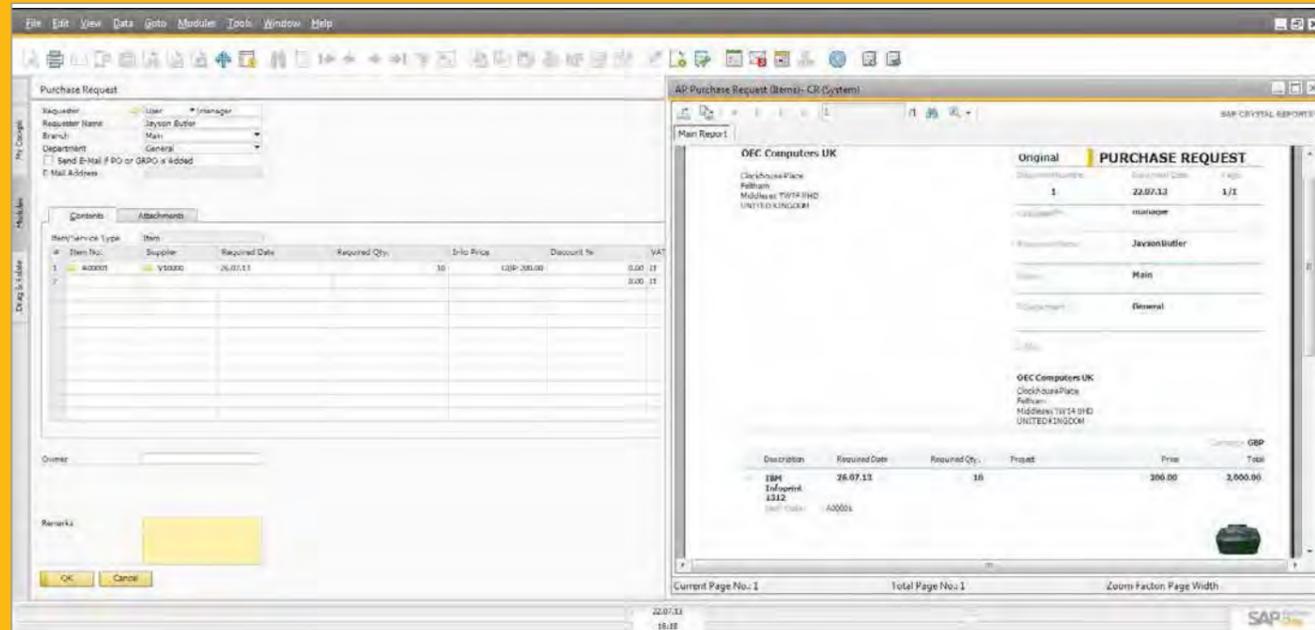
Goods receipts enable users to receive a delivery at the warehouse or allocate deliveries to multiple warehouses. These can be linked to a purchase order, and users are able to change the purchase order quantity versus the actual received quantity. Supplier returns for repair or without credit can be handled using the goods returns document.

When processing supplier invoices, SAP Business One also creates a journal entry. This information can be used to process subsequent payments to the supplier. Credit memos can be issued to the supplier for returned merchandise. The required data can easily be imported from the original invoice, as it is with any other sales and purchasing document.

SAP Business One enables users to calculate the purchase price of imported merchandise. They can allocate the various landed cost elements (such as freight, insurance, and customs duties) to the Freight on Board (FOB) costs of each item, updating its actual warehouse value.

Reporting

Reports can be generated with real-time data and displayed in various formats, within dashboards, or even on mobile devices.



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“We have a complete, integrated solution to manage our entire business. We improved purchasing planning significantly, reducing time and cost with better results. This let us increase sales and profits without additional resources.”

James Mills – Operations Director, Talar Made

Material Requirements Planning (MRP)



SAP Business One offers a simple yet powerful planning system that helps production planners or buyers schedule and manage items for production or purchasing based on a variety of criteria.

Forecasting and Planning

Forecasts allow users to predict demand based on potential future requirements, instead of relying solely on received orders. Forecast calculations help users foresee future demand for the product and adjust material planning accordingly. These demand forecasts can be used in the MRP wizard.

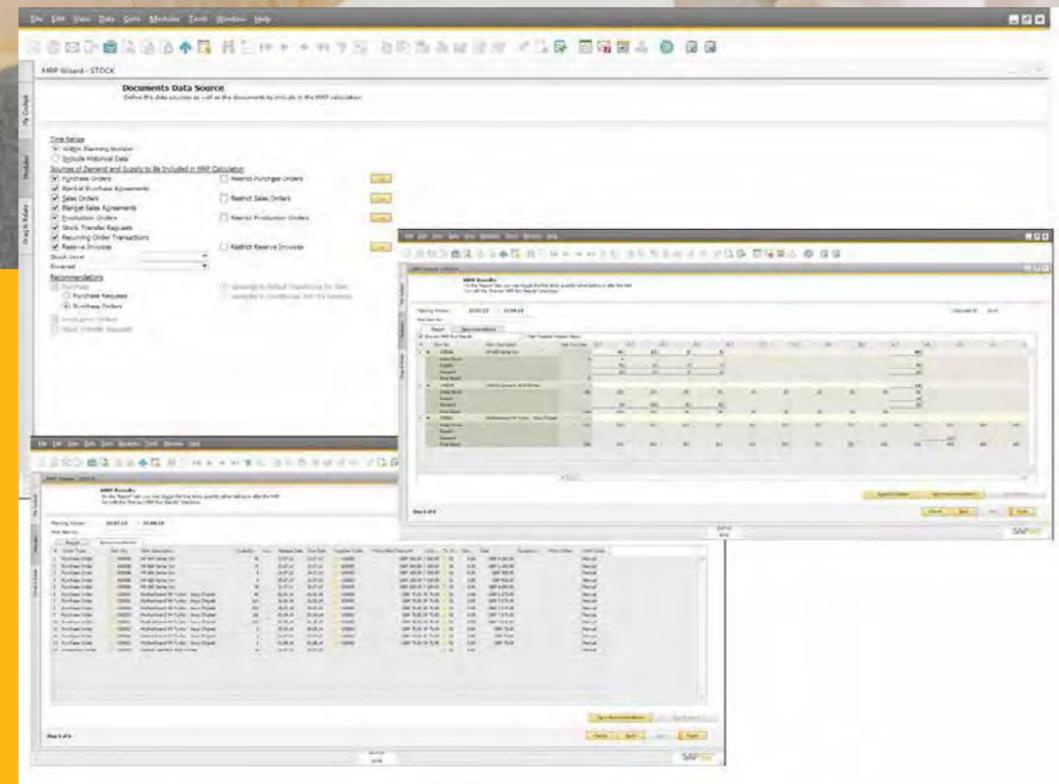
The MRP planning wizard takes users through the process of creating planning scenarios in five easy steps. Users define the planning horizon, which can be viewed in weeks or days. They can also opt to exclude non-working days from the production and purchase planning.

Scenarios can be run for a range of items or item groups. The user selects the desired criteria in the scenario, such as existing stock levels, open purchase orders, sales orders, work orders, and stock that has reached its minimum level, as well as pre-defined sales forecasts.

Once a scenario is executed, the solution presents a recommendation to 'make' or 'buy' items in a recommendation report. Drill-down options are available to allow planners to view the net requirement calculations and view the actual documents driving the gross requirements. Exception warnings and visual queries are also available. These help users identify orders that need to be expedited.

Order Recommendations

From the recommendation report, planners can automatically select recommended production orders and purchase orders for automatic creation. If an item needs to be outsourced, the system allows planners to easily convert a production order to a purchase order. Purchase orders to the same supplier can be optionally consolidated into one order, streamlining the purchasing process.



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“We used to have disparate and siloed systems, but today, thanks to SAP Business One, we have end-to-end visibility of products from order entry through manufacturing, fitting, alterations, and on to delivery.”

Olive Gunning – Chief Operating Officer, Trulife

Stock Control

Stock and Distribution

The stock capabilities of SAP Business One enable users to accurately manage inbound and outbound shipments, item master information as well as price lists. Users can also define alternative items, perform stock increase or decrease adjustments, revalue stock costs based on current market values and perform cycle counts, as well as generating pick lists for open sales orders.

Item Master Data

This feature allows users to define production (make) items, purchase (buy) items, or non-stock items, including labour, travel or fixed assets. Default information – such as purchasing supplier, purchasing and selling unit of measure, as well as the tax status for an item – is maintained here. Stocked items can be maintained in multiple warehouses – the solution can also maintain the costs for each item in each warehouse.

SAP Business One also supports different stock valuation methods on a per item basis. The methods currently supported are standard cost, weighted moving average and First In, First Out (FIFO).

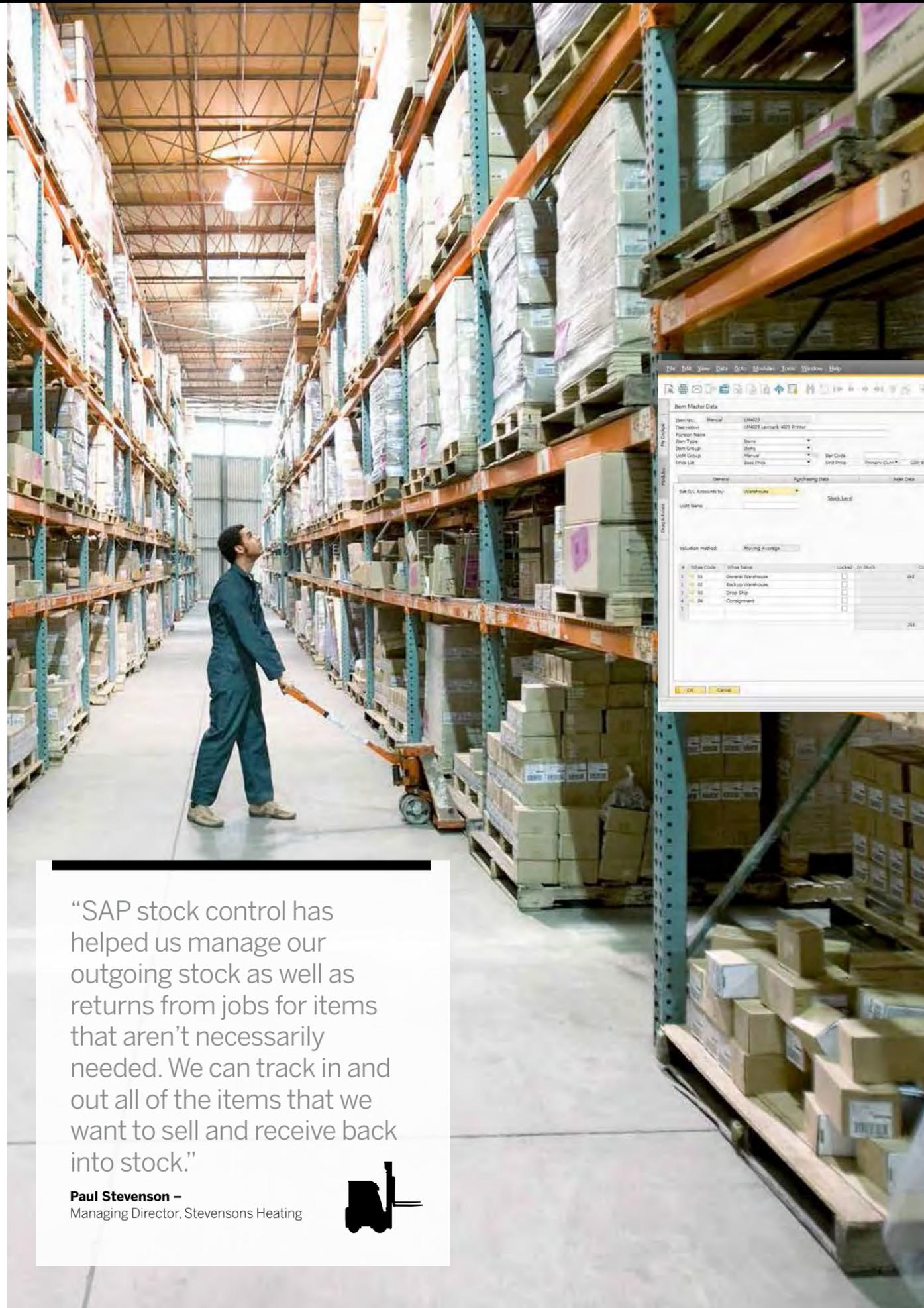
Planning data is also maintained within item master data. Users can define a procurement method (such as make or buy) as well as the order intervals in which to purchase an item (such as monthly, weekly or daily). They can also define the lot sizes in which to purchase items, as well as the minimum order quantity and average lead time.

Serial Numbers and Batches

Serial numbers can be automatically generated based on templates. They can also be manually created and assigned only on release of an item from stock or optionally on every transaction. Users can assign batches to products and classify them by shelf life or any other freely definable attributes. The batches can then be defined for these products in sales orders, delivery notes, and stock movements.

Stock Valuation

Different situations or market conditions may require changes of the valuation method for your stock. With the update stock valuation method report, users can easily select items from a list and change the current valuation method to an alternative method.

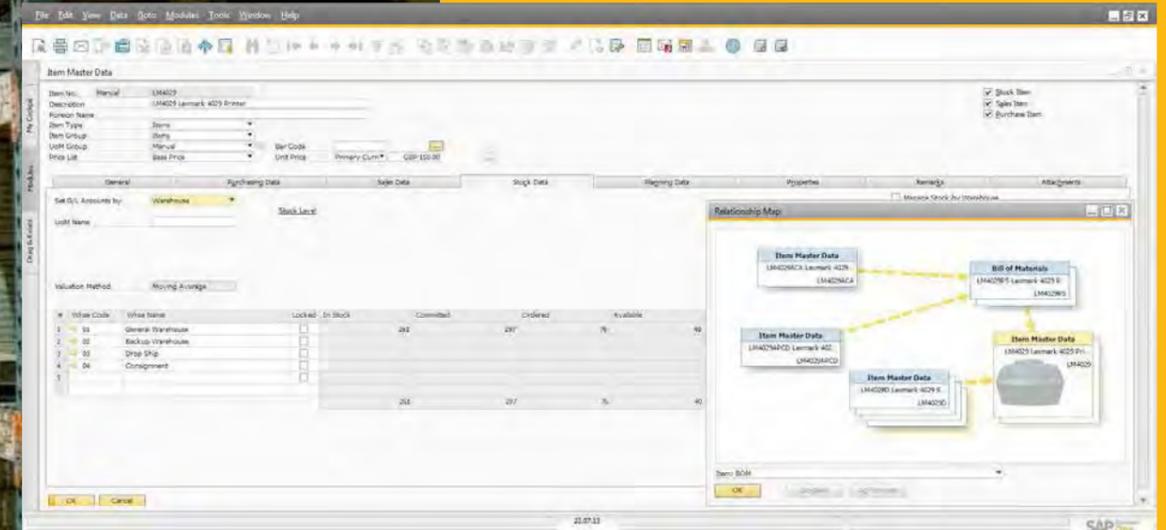


“SAP stock control has helped us manage our outgoing stock as well as returns from jobs for items that aren't necessarily needed. We can track in and out all of the items that we want to sell and receive back into stock.”

Paul Stevenson –
Managing Director, Stevensons Heating



Pick and Pack Manager
Extensive drill-down capabilities include customer, item master data and originating document.



Stock Locations

Multiple levels of stock location can be defined within a warehouse which will enable the stocking of goods within individual bin locations. These locations can be configured with their own parameters, restrictions, and requirements.

Stock Counting

In large warehouses, counting stock is often a continual process. This function streamlines the process by identifying when each item in stock is due to be counted. The alerts and reports produced help ensure that items of different levels of importance are counted as frequently as required.

Price List

Users can define any number of price lists and link them with customers or suppliers. It is also possible to specify prices by units of measure. For example, price per unit or per variant based on pack, box, case and so on.

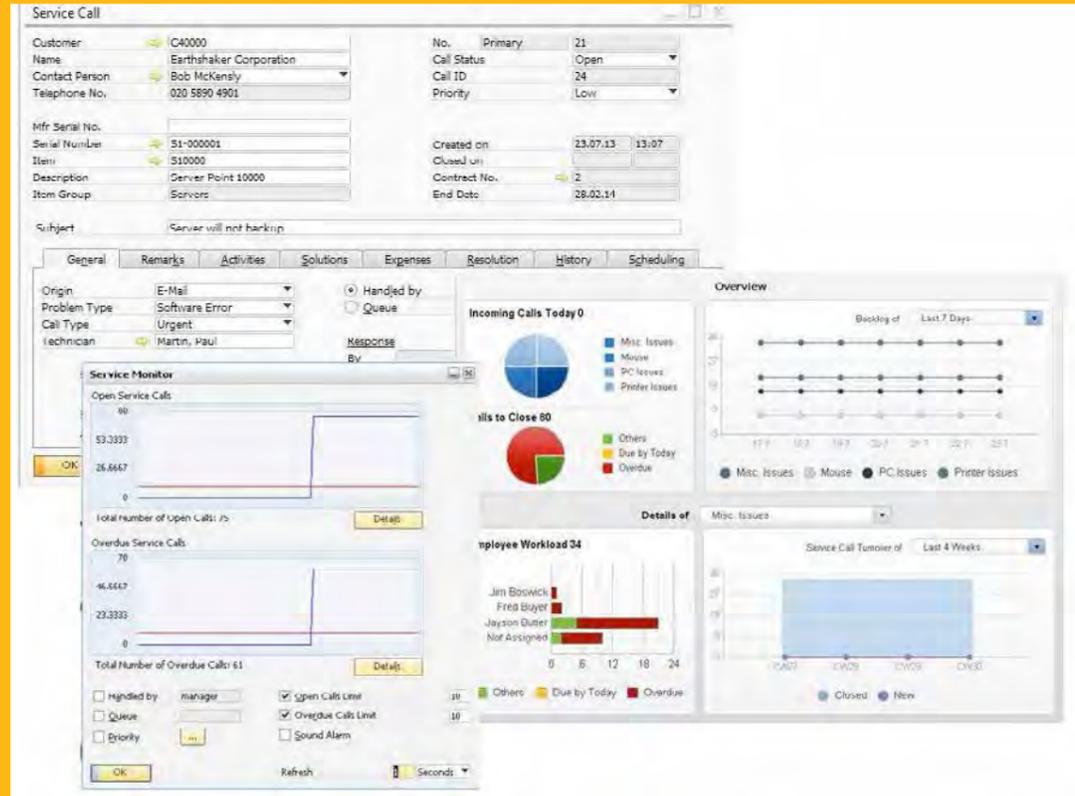
Pick and Pack

The pick and pack capabilities allow users to manage the picking and packing process within three queues. As sales orders are entered, they are displayed in an 'open' queue which can be released for picking and then delivered.

Service Management



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SAP Business One

The service management capabilities help service departments provide support for service operations, service contract management, service planning, tracking of customer interaction, activities, and customer support.

Key Features

Service contract: Allows users to create a regular support or warranty contract for items or services sold to a customer.

Customer equipment card: Provides service technicians with detailed information about an item sold to a customer, such as a manufacturer's serial number, replacement serial number, and all service call history. It also lists service contracts assigned to the item.

Customer equipment report: Shows all equipment and corresponding serial numbers sold to a customer or range of customers.

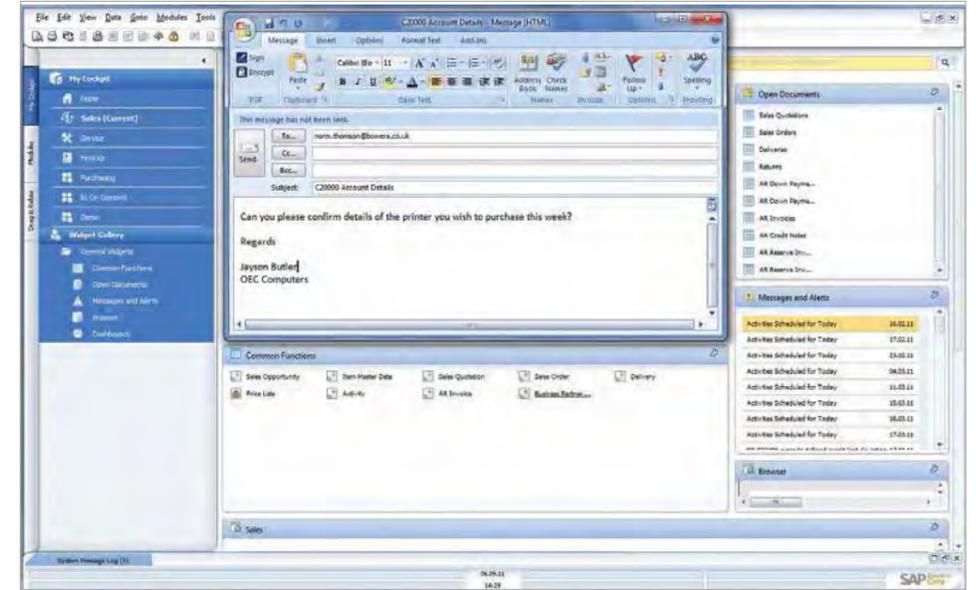
Service calls: Allows users to view all service calls entered into the system. Users can restrict the report to only see service calls for a specific queue, technician, problem type, priority, item, and call status. Users also can view only overdue calls.

Service calls by queue: Tracks all pending service calls in the queue. Various call statuses can be monitored, and calls can be assigned to individual technicians or maintained in a team queue.

Response time by assignee: Enables users to follow the interaction between a customer and service and to record the time necessary to respond to a single service call.

Knowledgebase: The system can accumulate a knowledgebase of typical faults and customer service suggestions. These are searchable from the service call logging.

Microsoft Office Integration



Microsoft Outlook

Microsoft Outlook integration for SAP Business One enables users to exchange and share data between SAP Business One and Microsoft Outlook so that all team members are kept up-to-date about account developments and can proactively respond to business opportunities. This features:

Data Synchronisation

A user can synchronise calendar appointments, contacts and tasks in SAP Business One and Microsoft Outlook.

Users can create snapshots of SAP Business One information and associate them with contacts in Microsoft Outlook.

Quotations

Users can import quotations from SAP Business One into Microsoft Outlook and then display, edit, and send them as e-mails. You can also create new quotations in Microsoft Outlook and save them automatically in SAP Business One.

E-mail Integration

Microsoft Outlook integration allows users to:

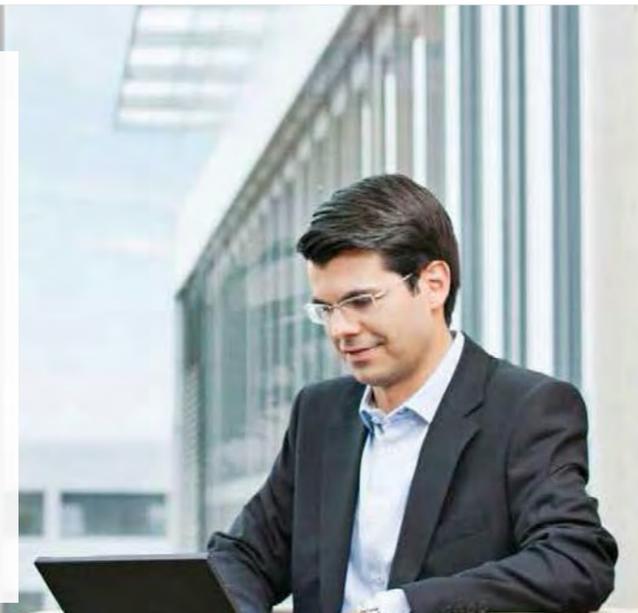
- Save a Microsoft Outlook e-mail as an activity in SAP Business One
- Save the original e-mail text and the original file attachments as an attachment to an activity in SAP Business One with drag and drop functionality
- Make follow-up and reminder settings for an activity

Connection to Microsoft Word and Microsoft Excel

Microsoft Outlook integration allows users to connect to SAP Business One from Microsoft Word and save a Microsoft Word document as an activity in SAP Business One. The same function is available for Microsoft Excel. Workbooks can be saved as activities with a business partner or contact person in SAP Business One.

“With SAP Business One we can produce our accounts very quickly, very soon after month end. We also have limited the amount of manual input in generating information and its links to Microsoft products, such as Excel, allows us to churn out reports very rapidly and quickly.”

Paul Rakkar, Group Financial Director, Time Out Ltd



Intercompany Integration

Intercompany Integration Solution

Many organisations have a need to share resources and information between their physical and virtual locations. With SAP Business One, it is possible to create multiple companies within the same installation, even on the same server. This often leads to a requirement to be able to share data across more than one company database and for reporting across multiple companies in one easy to understand report. With the Intercompany Integration Solution for SAP Business One, this is easily achieved.

The Intercompany Integration Solution for SAP Business One enables businesses running SAP Business One to manage intercompany transactions for more than one company, by automatically replicating corresponding transactions across multiple company databases. Automating the replication of such transactions significantly reduces the amount of end user effort and manual rekeying of data to maintain intercompany trading financial statements.

Key Features

Global master data enables the sharing of items, business partners, pricing, and more across multiple company databases.

Global credit limits can also be applied to a business partner in order to ensure that, even when shared across multiple companies, business processes can be tightly controlled.

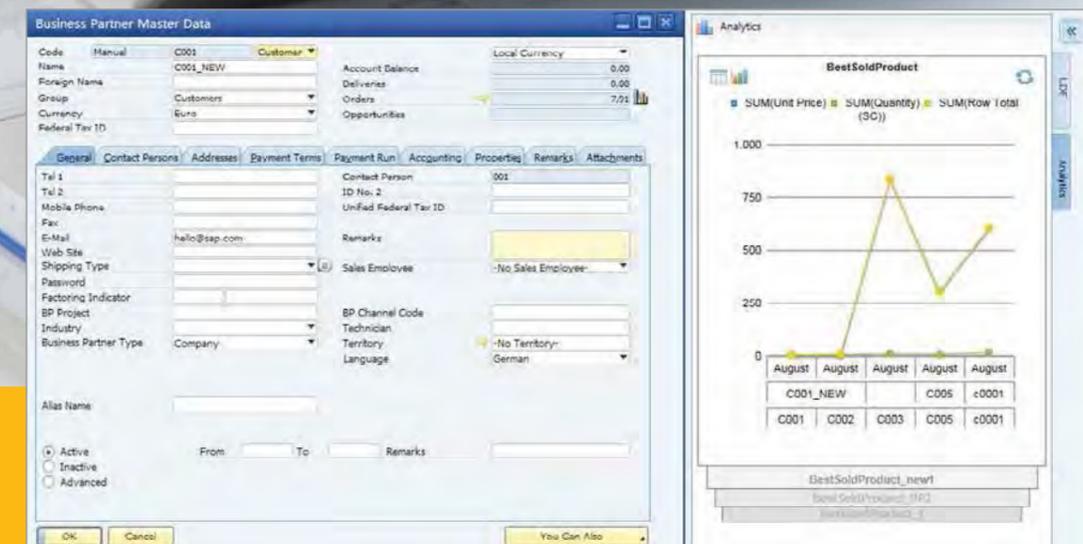
Intercompany trading that allows purchasing and sales processes to be carried out between company databases, and also provision from centralised payment of suppliers from head office.

Consolidated reports for financials, sales, stock and even ad-hoc reporting across multiple companies provide regular and clear views of the overall business.

Multi-currency and multi-localisation integration capabilities enable companies that operate within multiple regions of the world to be able to transact and report in required currencies.



SAP Business One, version for SAP HANA



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With SAP Business One, version for SAP HANA, the application and all of your SAP Business One data is powered by our in-memory computing database: SAP HANA.

The SAP HANA database is designed for scalability, easily handling huge volumes of data. You can take advantage of extremely fast application performance, real-time analysis as well as having more users accessing the application without compromising on performance.

You can speed up planning cycles, sales and production processes, and financial transactions while taking advantage of innovative business functionality such as 'extreme apps' to enhance the agility and effectiveness of your business. 'Extreme apps' such as the advanced available-to-promise (ATP) app, enable real-time stock control, the cash-flow forecasting app dramatically improves your cash balance visibility, and Pervasive Analytics that allows you to create your own exciting dashboards that display live data in a dynamic visual context.

Additionally, by simplifying your reporting landscape, you can reduce your technology ownership costs. Reports that used to take hours to run, now only take minutes, if not seconds. Even if your business accumulates huge amounts of data, you can still run highly complex and data-intensive analyses in real time.

Business Benefits

- Utilise the power of SAP HANA to improve performance and agility while lowering IT costs
- Execute real-time analytics for faster business insight and improved decision making
- New functionality enabling high-performance dashboards and reporting as well as real-time inventory, order management, and cash-flow visibility
- Dramatically improved responsiveness of planning, sales, production, and financial processes
- No performance compromise as more users access the software concurrently

Analytics powered by SAP HANA

With analytics powered by the SAP HANA database, the SAP Business One application lets you take advantage of the latest advances in in-memory computing technology for analysis and reporting.

You gain real-time access to information to support decision making – and a way to explore it in detail without IT assistance. As a result, you can make better decisions faster and increase employee productivity by putting your users in control of information.

Analytics and Reporting

Create and run reports on up-to-date data in SAP Business One in seconds, without IT assistance, and perform 'what-if' analysis with the data you use most.

Productivity Tools

Use predefined content and multi-dimensional data sources to analyse data and build reports, and use Microsoft Excel to explore and investigate real-time data.

Predefined Dashboards and Reports

Gain access to a variety of prebuilt reports, customised around the business processes you use most.

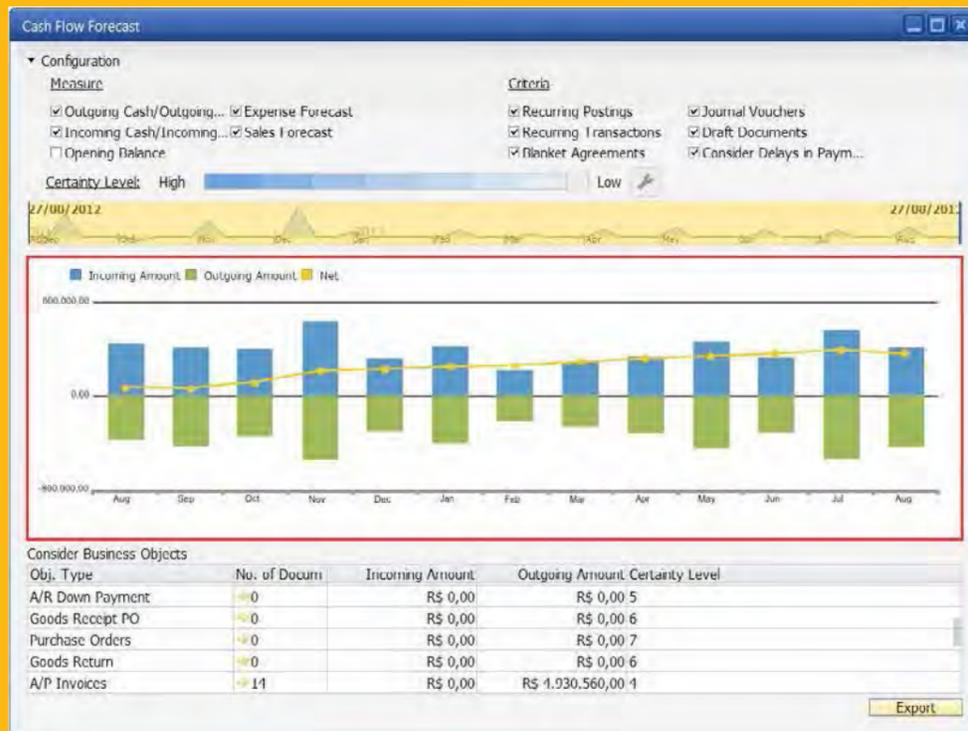
xdouh gvio ugh uidgvd
suf c` is zhfgi zv udhgiv cguh
zdigv hzdi ufg ciuhfg cizudh fgiz
uhgvciduzhgf ihgciuhgf ihfgdfugh
ciouhgid gviudh fgivduhg

Search

Find and access all data in SAP Business One with freestyle enterprise search.

Business Benefits

- **Better, faster decision making** thanks to fast reporting, enterprise search, and access to more data than ever before.
- **More efficient employees** by empowering them to generate standard and ad hoc reports in real-time using Excel without IT assistance.
- **Higher ROI** by leveraging transactional and operational data stored in SAP Business One to make the right decisions.
- **Secure, long-term investment** with a complete solution from a single vendor.



“It now takes just seconds for us to run reports that once used to take many minutes, even hours.”

Darren de Vries – CIO,
Nashua Communications (Pty) Ltd



SAP Business One Cloud

SAP Business One Cloud provides an integrated software business management solution for small businesses and subsidiaries of large enterprises.

Managed and provided by SAP Partners, SAP Business One Cloud provides customers with:

- Minimised upfront capital investment and a simple low cost pricing structure where one monthly payment covers software, service, and support¹
- Convenient and easy access to leading business management software without the IT concerns of new software acquisition, provisioning, and on-going maintenance
- The ability to quickly gain benefit from the solution through rapid deployment and implementation
- Access to the latest innovations with software that stays current, always providing the latest benefits, all without the hassle of software upgrades
- Peace of mind knowing that their data is stored in an SAP Certified Hosting Centre

In addition to specific SAP Business One Cloud benefits cloud computing delivers certain characteristics that offer additional benefit to customers:

- **Elastic scalability** allows the available computing resources to effortlessly scale up or down according to business requirements
- **Ubiquitous access** where customers can run their businesses anytime and anywhere, using a variety of network access devices
- **Resource pooling** where multiple customers are able to share the usage and cost of common resources leading to the dramatic decrease in end user cost

¹ End user pricing defined by SAP Partner

"The real power of SAP Business One Cloud is our users can access all of the information they need whenever they are on any device via any internet connection, which gives us unprecedented flexibility and efficiency"

Simon Smith – CEO, Extrinsica Global Limited [View the Cloud Solution Overview Video](#)



Mobility Solution

A large number of small and midsize businesses are utilising the technology provided by smartphones and tablets to run their businesses from any location, at any time in order to stay connected.

The mobile application provides real-time access to data that you can easily navigate, respond to, and trigger remote processes.



Key Features

Enterprise search: A "Google like" search across your data displaying your master and transactional data.*

Extreme apps: Available-to-promise, cash flow, pervasive analytics, delivery rescheduling.*

Alerts and approvals: Receive alerts on specific events, such as deviation from approved discounts, prices or credit limits. Process approval requests, generate remote actions and drill into relevant data or metrics to help ensure quick and efficient decision-making.

Real-time dashboards and reports: Access "out-of-the-box" reports that present key business information including a dynamic cash flow.

Customer and supplier data: Access and edit contact details, view historical activities and special prices. Create new business partner records and log new activities. Create sales opportunities,

sales quotations, and sales orders while being able to view open orders, quotations, and opportunities created back at the office.

Inventory monitoring: Check inventory levels and access detailed information about current products.

Service management: Contract and service call view. These are searchable by serial number and can have activities easily added by the engineer.

Sales catalogue: Allows you to use the device as if you're buying from the Web with pictures, technical information, and an easy buy button.

*Requires SAP Business One, version for SAP HANA.

User Defined Personalisation and Configuration



SAP Business One provides the tools needed to provide a personalised experience. Whether easily adding additional fields or tables, or by creating a personal work centre containing dashboards and browser feeds, users can easily ensure they have easy access to the required information.

Key Capabilities
Personal work centres: Configured as an individual's home screen for SAP Business One. Work centres contain pre-configured dashboards, Web browser widgets, common functions or even open document lists or a search toolbar. Hugely powerful, and simple to use, work centres can be used to deploy custom built reports and dashboards.

User defined fields and tables: Easily created when users have a need to go beyond those fields and tables available out of the box. Depending on authorisation, users create these in minutes, and start to benefit from using additional fields or tables instantly. Additional fields and tables are created within the existing database structure, preventing issues with existing reports and functions.

User defined values: Simple query based functions, embedded within existing or user defined fields, add great power to standard functions in SAP Business One. For example, they can be used to perform simple calculations within a document. Should any requirements go beyond what is available out-of-the-box, a software development kit is available for further customisation around SAP Business One using user and data interfaces.

SAP understands that every business is different, although many processes are similar in organisations. By providing these simple, yet powerful capabilities, it means that many different growing enterprises can run SAP Business One, personalised to their requirements.

Business Partner Master Data

Code: C20000 Customer
 BP Name: Bowers Ltd
 Other name:
 Group: Construction
 Currency: All Currencies
 VAT Number:

Account Balance: 104,151.66
 Deliveries: 2,316.06
 Orders: 281,670.48
 Opportunities: 6

Local Currency:
 Further notes regarding the customer are stored in this user defined field

General | Contact Persons | Addresses | Payment Terms | Payment System | Accounting | Properties | Remarks

Tel 1: 01332 345123
 Mobile No 2: 07000100100
 Mobile Phone:
 Fax: 01332 345124
 E-Mail:
 Web Site: www.bowers.co.uk
 Shipping Type: Next Day Delivery
 Password:
 Factoring Indicator:
 Project:
 Industry:
 Business Partner Type: Company

Contact Person: Jack Jones
 ID No 2:
 Unified VAT Number:
 Company Reg. Nu. (CRN):
 Remarks:
 Sales Employee: Sophie Beacon
 BP Channel Code:
 Technician: Spencer, Freddie
 Territory:
 Language: English (UK)

Alias Name:
 From: To: Remark:

Active Inactive Advanced

Update Cancel Related Service Calls Activity Related Activities

Credit Card: mactocard
 Catalogue Required?:
 sample field:
 Further Info Field: C:\Program Files\SAP
 Water Field:
 Warehouse field:
 Parcel Volume:

*xdouh gvio ugh uidgvd
 suf c' is zhfgi zv udhgv
 cguh zdigv hzdi ufg
 ciuhfg cizudh fgiz
 uhgvciduzhgf ihgciuhgf
 ihfgdfugh ciouhgid
 gviudh fgivduhg*



Get in Touch

To learn more about SAP Business One and how it can give you all the benefits of big company business software with small company flexibility and cost, get in touch with us today.

Visit the [SAP Business One website](#)

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Call us on:
0800 0852 631 (UK) or
+353(0)91404300 (Ireland)

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