



SAP Business One Introduction

Digitalization for Your Business

PUBLIC



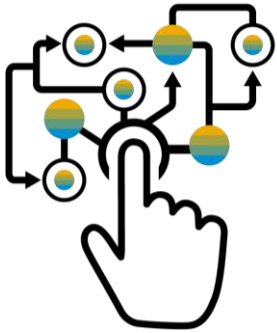
BlueOceanSystems
Software Made Simple

SAP[®] Business
One

Introduction to **SAP Business One**

Why explore ERP system?

As your business changes, a solid underlying foundation is critical



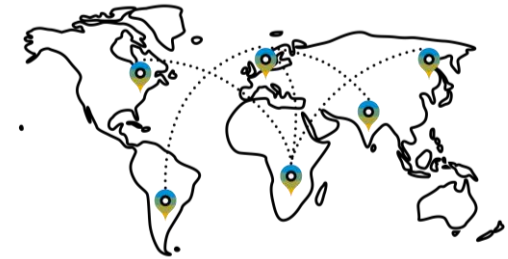
It's time to go digital

- 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

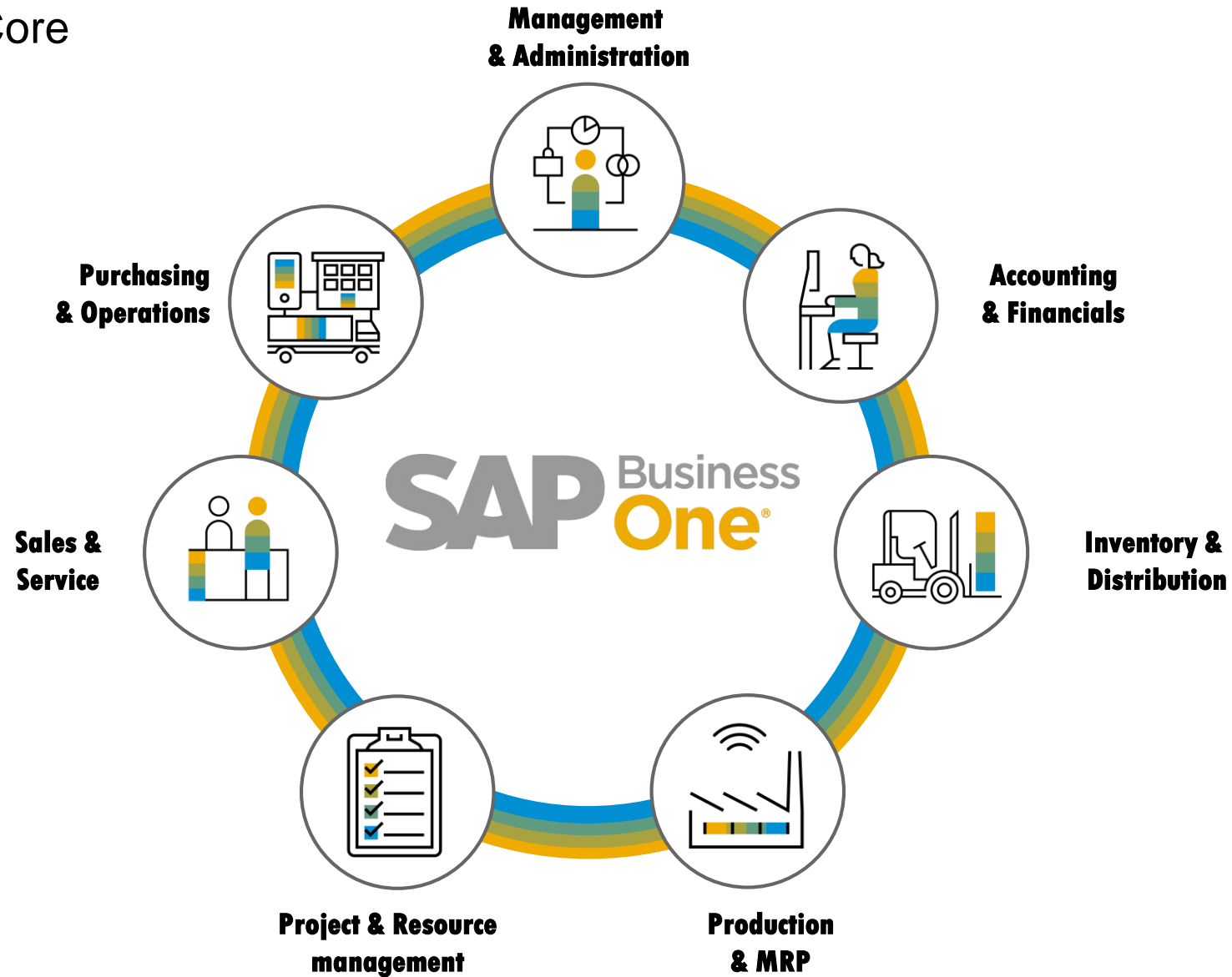
Easy Access to Data

- 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 Platform for SMEs

SAP Business One Core



Digital Business – Enablers

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



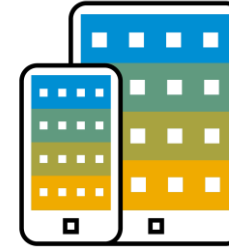
Analytics



Big Data



Cloud Technologies



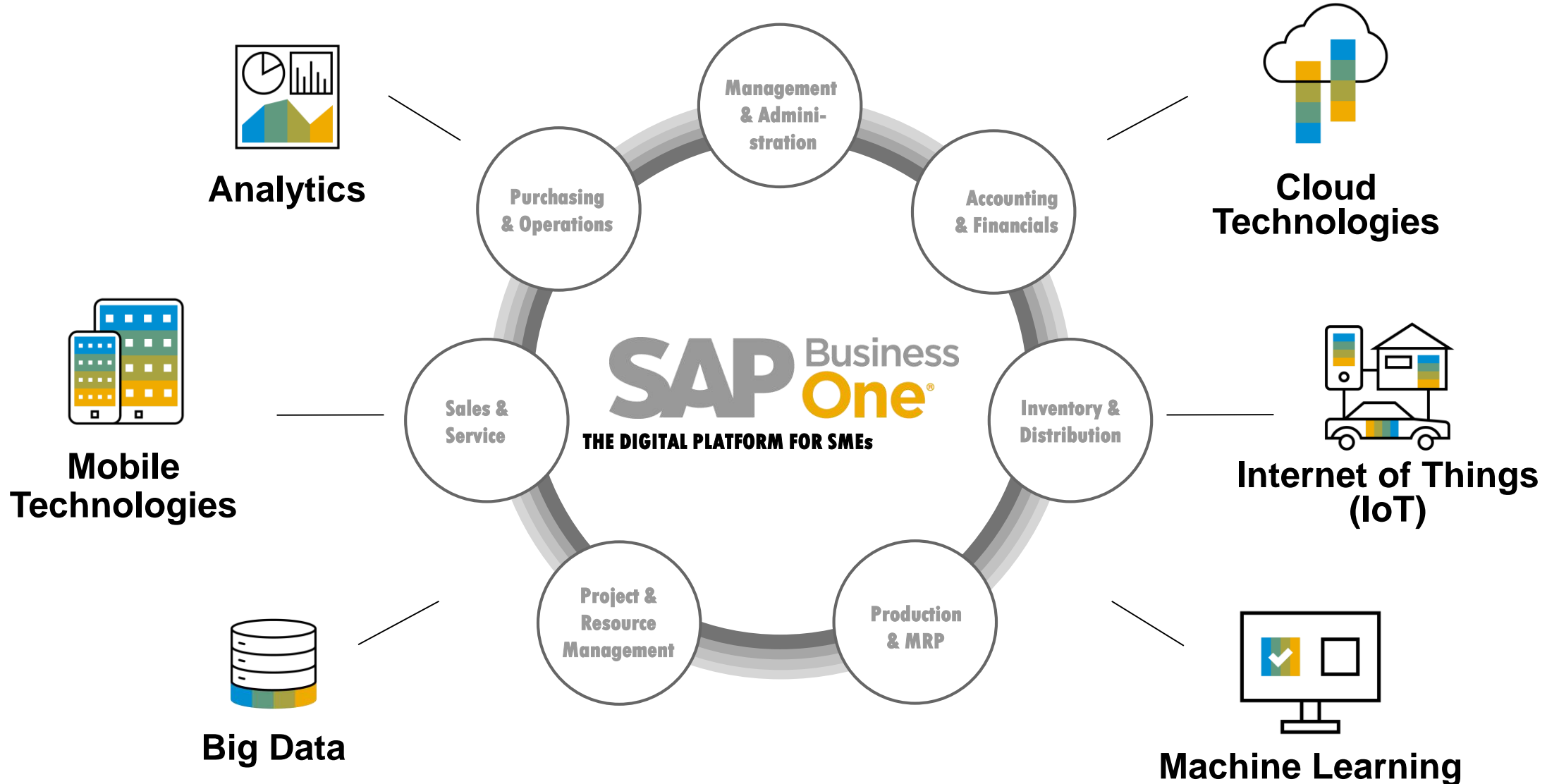
Mobile Technologies

...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 Platform For SMEs

Enhanced by the Digital Enablers



Additional Elements for SAP Business One

Used in 170+ Countries with 44 Country Specific Localizations

Achieve globalization demands within your business

Current localizations (44)

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

Countries making use of existing localizations

Customers in 170+ countries use localizations of other countries, own customization or partner solution



Languages solution currently translated to (28)*

Arabic, Chinese (simplified), Chinese (traditional), Czech, Danish, Dutch, English (UK), English (US), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (Brazil), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish, Ukrainian.

* There are several convenient options to make additional languages available. One option is using a partner solution, for some countries these are bundled with functional add-ons. Another simple option is to define customer specific UI language terms using the Custom Language Tool as detailed in SAP note [1757764](#).

Integration Products at a Glance

Connecting your business networks



Standard Integration Scenarios

(capability delivered with SAP Business One)

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), SAP Hybris Cloud for Customer (best practice for sales side), Concur



Possible Integration Scenarios

(Integration framework as development environment)

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



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
- Pre-configured scenarios for master data, sales, purchasing, HQ reporting, and finance as well as customer-specific content



Intercompany Integration Solution

(dedicated application out-of-the-box)

Integrates different SAP Business One databases in a seamless and easy to consume way:

- Streamline and automate intercompany transactions and processes, such as master data distribution and financial consolidation

* Including branches or franchises of large enterprises

Industry-specific Solutions

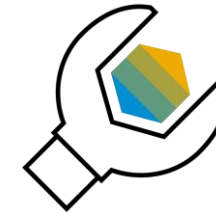
Extend to meet your specific business and industry challenges

Software solution partners have the industry expertise and customer focus to offer industry-specific and horizontal solutions



Industry Solutions

- Automotive
- Consumer Products
- Engineering
- Food & Beverage
- Healthcare
- High-tech
- Industrial Machinery/Components
- Retail
- Wholesale Distribution



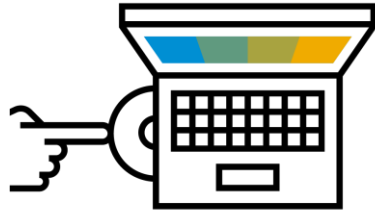
Horizontal Extensions

Go beyond generic business needs by extending:

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

SAP Business One Deployment Options

On premise and Cloud



On premise

Key Benefits

- Compliance with internal Data Security Policies
- Direct control and access to your data, allowing flexibility in local reporting accesses
- Better ability to customize and extend your business process
- Leverage internal hardware and existing IT infrastructure and resources
- Perpetual licensing, with higher upfront cost but better long-term TCO
- Less dependence on always-connected internet



Cloud

Key Benefits

- Easy and affordable deployment
- Secure 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 flexible

Make Real-Time Business Decisions with Apps...

Support your business decisions with accurate information



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

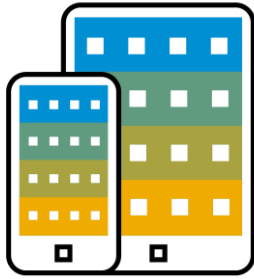
Analytics and Reporting

- **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
- **Semantic Layer**
Tap into our, aiding end users to access information freely using common business terms
- **SAP Crystal Reports**
Generate and create feature rich and interactive reports
- **Analytical Portal**
Organize and schedule reports as MS Excel and Crystal Reports



Run your Business with native Apps

Access important business data from any location at any time



Mobile Apps

Key Benefits

- Instant access for employees who need to view and update data from anywhere
- Integrated analytics enable decisions to be made in real time
- Comprehensive sales and service functions
- Increase productivity of employees on the road



Simplified and Automated Lifecycle Management

With Remote Support Platform 3.2 for SAP Business One



Key Benefits

- Reduce your TCO due to increased operational effectiveness and decreased time for support
- Reduce time for system maintenance, i.e. simplified upgrades, automated back-ups, and repairs
- Get accelerated and predictable problem resolution
- Achieve peak system performance, stability and improved data consistency
- Minimize unplanned downtime and business disruption

The screenshot displays the 'Remote Support Platform for SAP Business One' interface. It features a navigation bar with 'Overview', 'Tasks', 'Task Results', and 'Download & Upload'. Below this, there are tabs for 'All (52)', 'Incoming Tasks (43)', 'Active Tasks (8)', 'Inactive Tasks (0)', and 'Rejected Tasks (1)'. A table lists various tasks with columns for GUID, Name, Description, Version, Priority, Category, Last Execution, and Source. The table includes tasks such as 'Missing stored procedure', 'System Maintenance', 'System Status Report', 'Tasks Retrieval', 'Task Results Upload', 'Error: This entry already exists...', 'Service type AR Credit Mem...', and 'check warehouses'. Below the table, there is a 'Task Configuration' section with tabs for 'Document', 'General', and 'Communication'. The 'Document' tab is active, showing a message: 'This health check task detects if stored procedures Tmsa_SettingAccumulators_Buid, Tmsa_IVSR_AutomaticallyRequiredQuery, Tmsa_BOM_IsFather_Group or Tmsa_BOM_IsFather exists in database. For additional information, please refer to the SAP Note 1827389 at: https://service.sap.com/sap/support/notes/1827389'. The footer of the interface shows 'Agent Service:localhost:48800, Version: 320000, Database Server:' and the SAP Business One logo.

GUID	Name	Description	Version	Priority	Category	Last Execution	Source
0001857921	Missing stored procedure	Could not find stored procedure(s)	4	Medium	Health Check	* N/A	SAP
0001290011	System Maintenance	System task to limit the total file size o...	2	High	System	* 2016-10-14 12:00 AM	SAP
0001290086	System Status Report	Analyze the status of SAP Business On...	32	High	Health Check	* 2016-10-17 11:30 AM	SAP
0001290087	Tasks Retrieval	System task to retrieve tasks	3	High	System	* 2016-10-14 4:39 PM	SAP
0001290093	Task Results Upload	Upload Task Results	2	High	System	* 2016-10-17 12:29 PM	SAP
0002221881	Error: This entry already exists...	When trying to update batch master d...	2	Medium	Corrective	* N/A	SAP
0001580715	Service type AR Credit Mem...	AR Credit Memo of service type appo...	2	Medium	Corrective	* 2016-10-15 11:58 PM	SAP
905.7781354	check warehouses		1	Medium	Simple SQL	* 2016-05-05 1:05 PM	Partner

Start Changing Your Business – Now

Why Become a Digital Business?

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



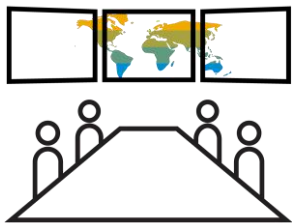
Digital Economy

- You want to make the right business decisions at the right time, with real-time access to information



You are Growing

- You are a fast growing company, and your needs are out-pacing your current system capabilities
- As you business grows, you need to put best-practice processes in place
- You need to automate your business processes, to increase productivity



Expansion

- If you are expanding into new markets, you need business software that will enable you

A good ERP Solution...

allows you to focus on running your business

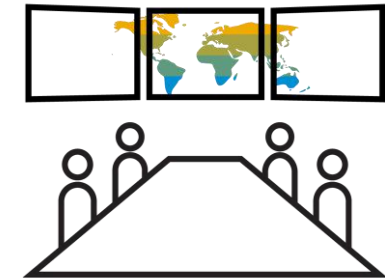
Competitive Advantage



Connected Business Functions



Easy Access to Data



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

- 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

- 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

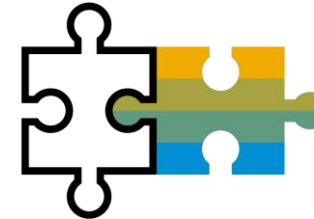
SAP's best selling ERP solution by number of customers



Used by **59,000+** customers and more than **950,000+** users



Available as **44** country localizations and in **27** languages



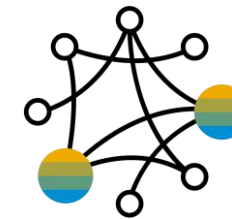
~300 Software Solution Partners with **500+** solutions



Implemented by more than **700** Value Added Resellers worldwide



SAP Business One is installed and used in **170** countries

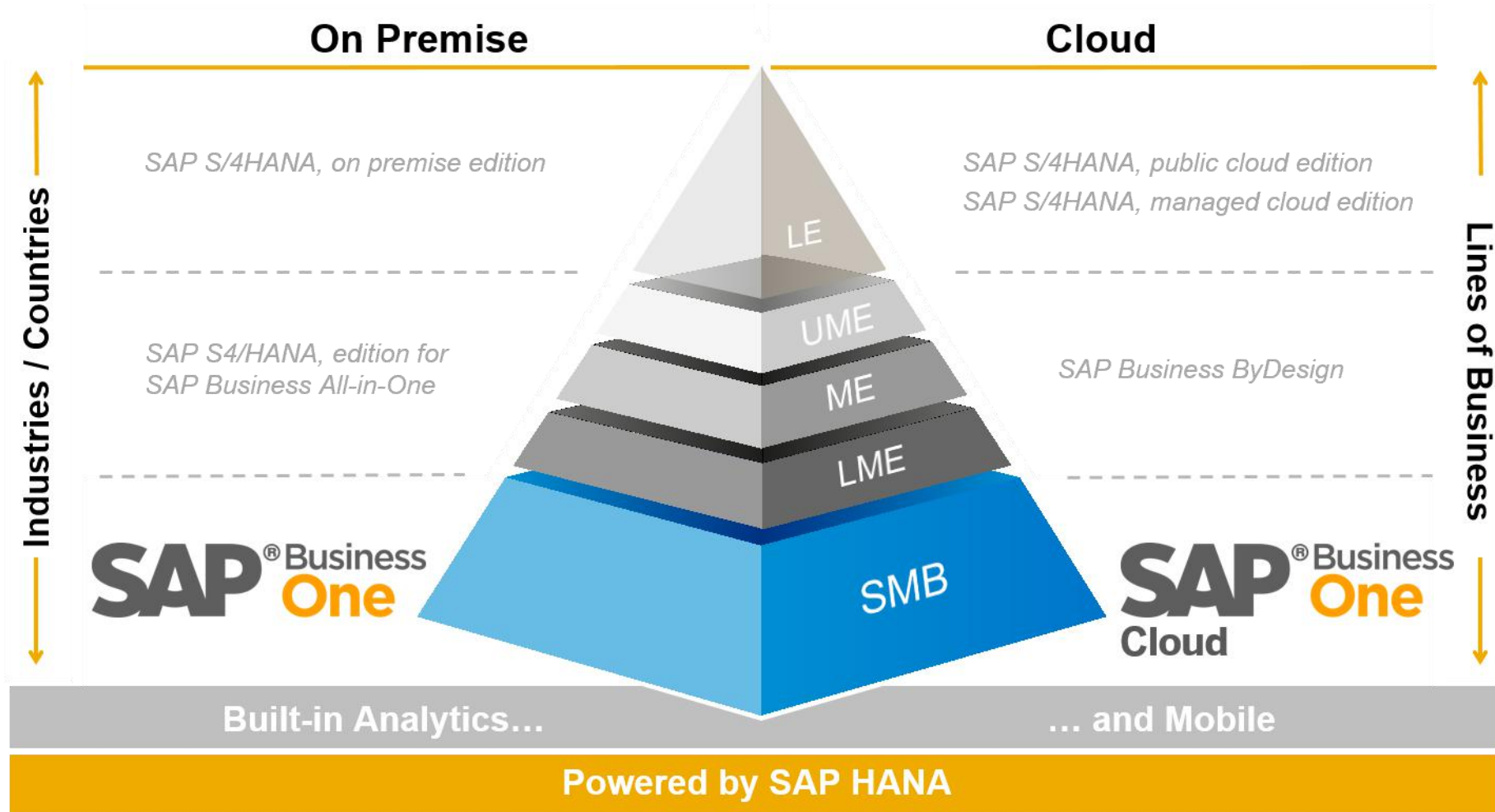


360+ large enterprises are running SAP Business One in **2,400+** subsidiaries

Appendix

The SAP Business One Positioning

SAP's ERP Solution for small and midsize businesses



SAP Business One Key Functionality



SAP Business One Client



Mobile



Analytics/Dashboards



Multilingualism/Localizations



Management & Administration

- User administration
- Authorizations
- Multiple currencies
- Exchange rates
- Multiple posting periods
- Multi-branch
- Data import
- Opening balances
- Approval processes
- Calendar
- Microsoft Office integration
- Mobile Interaction
- Recurring transactions
- Drop Ship



Accounting & Financials

- Chart of accounts
- Journal entries
- Posting templates
- Recurring postings
- Financial reports
- Budget management
- Cost accounting
- Incoming payments
- Outgoing payments
- Payment run
- Bank statement processing
- Checks & credit cards
- Deferred payments
- Account reconciliation
- DATEV / ELSTER (DE)
- Fixed Assets
- SEPA



Purchasing & Operations

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



Sales & Service

- Opportunity and pipeline Mgmt.
- CRM
- Campaign Mgmt.
- Blanket agreements
- Quotations
- Sales orders
- Deliveries & Returns
- Invoices
- Dunning & Customer Mgmt.
- Gross profit calculation
- Service Mgmt.
- Service planning
- Customer interactions tracking
- Equipment card handling
- Service Dashboards
- Service contracts
- Human resource integration
- Knowledge database
- Service calendar
- Service call processing



Inventory & Distribution

- Item management
- Item lists
- Price lists
- Goods receipts
- Goods issues
- Inventory transactions
- Transfers
- Serial number mgmt
- Batch number mgmt.
- Price lists in multiple currencies
- Special prices
- Period and volume discounts
- Pick and pack
- Recurring transactions
- Inventory Tracking
- Bin Location
- Multiple Measurements
- Inventory Counting



Production & MRP

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



Project & Resource Management

- Project management
- Project stages
- Stage dependencies
- Sub-projects handling
- Project Time Reporting
- Internal project handling
- Employee master data
- Time sheet entries
- Resource master data
- Resource capacity planning
- Gantt chart capacity viewing



Solution Customizing

- User-defined fields creation
- User-defined tables creation
- User-define queries creation
- SQL Query Generator
- Form UI configurator
- User-defined alerts
- Transaction notifications
- Workflow designer
- Business process checklist
- User defined Cockpit
- User-defined workbench

About SAP SE

Employees and Basic Facts

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 88,543 employees worldwide (12/31/2017)
 - >130 nationalities worldwide

Customers

- SAP serves >378,000 customers in >180 countries
- Approx. 80% of SAP customers are SMEs

Market Position

Enterprise Application Software

- SAP is market leader in:
 - Enterprise application software
 - Analytics
 - Business Intelligence
- Fastest growing amongst the top 4 database vendors
- Broadest portfolio of modular and suite solutions available on premise, in the cloud and hybrid: customers have full choice of consumption model

Top Cloud Vendor

- Cloud user base: ca. 150m subscribers
- Largest cloud portfolio: >100 solutions for all lines-of-business (LoB) as well as business suites



SAP Business One Solution Stack

Customer needs and the value proposition of the product



Thank you.

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