SAP Business One Solution Brief

Gain greater control over your SME with SAP Business One

SAP Business **One**

SAP Business One designed for all your small and midsize company's needs
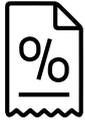
Affordable low total cost of ownership

Comprehensive all your departments needs from one solution

Quick and easy to implement, up and running in days or weeks

Powerful enough to help your business grow

Industry solutions tailored to your needs

28 languages, 50 localized versions, multi-currency support

**800 local partners** implemented in 150+ countries

65.000 customers run SAP Business One around the World

SAP Business One designed for all your small and midsize company's needs
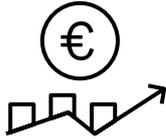
Financial management

Sales and customer management

Purchasing and inventory control
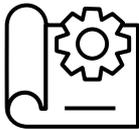
Production planning

Business intelligence

Analytics and reporting

Successfully manage and grow your business

The SAP Business One application offers an affordable way to manage your entire business – from accounting and financials, purchasing, inventory, sales and customer relationships, and project management, to operations and human resources. SAP Business One helps you to streamline processes, gain a greater insight into your business, so that you can act fast and make decisions based on real time information, to help you drive profitable growth.

A single view of your business to help you stay in control
We understand that businesses like yours have big dreams and big goals, and as your business grows it can be difficult to get a single view of what is happening at any given time, when information resides in different applications or even locations. SAP Business One is designed for small and midsized companies to grow with you, it is flexible, modular, yet powerful and with its user-friendly interface, it is simple to use.

SAP Business One
A complete and
customizable solution

SAP Business One is a single, integrated solution that provides clear visibility into your entire business and complete control over every aspect of your operations. It captures all critical business information for immediate access and use company-wide. Unlike accounting packages and spreadsheets, it delivers what you need to manage your key business areas.

Because every business is different, SAP Business One is designed with flexibility in mind. Whether it's deployed on premise or in the cloud, you can access SAP Business One at anytime, anywhere via any mobile device. And because SAP Business One runs on both the SAP HANA® and Microsoft SQL server platforms, you can choose the one that suits your business best.

What's more, your employees can start using it from day one. As your business grows, you can customize and extend SAP Business One to meet your evolving needs.

Do you want to grow your business overseas? SAP Business One supports 28 languages and 50 country-specific versions, delivered and supported locally by our extensive network of over 800 SAP Business One partners.

Total control of your finances

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

You can conduct all your banking activities – including processing bank statements and payments, as well as reconciling accounts. You can also manage cash flow, track budgets, and compare actuals versus plans to see where your business stands at a moment's notice.

By integrating your financial operation in real time with other business processes, such as purchasing and sales, you can speed transactions and improve visibility into cash flow.

Financial management

Accounting – automatically handle all key accounting processes, such as journal entries, accounts receivable, and accounts payable.

Controlling – accurately manage cash flow, track fixed assets, control budgets, and monitor project costs.

Simplified – management of fixed assets, the virtual fixed asset function frees you from repetitive manual data entry.

Banking and reconciliation – quickly process reconciliations, bank statements, and payments by various methods including checks, cash, and bank transfers.

Financial reporting and analysis – create standard or customized reports from real-time data for business planning and audit reviews.

Create a loyal customer base

Acquiring new customers is important for success, but maximizing customer relationships is just as crucial. SAP Business One provides the tools to help you efficiently manage the entire sales process and customer lifecycle – from initial contact to final sale, to after-sales service and support.

Its integrated functionality provides a complete view of prospects and customers so you can better understand and meet their needs. As a result, you can turn prospects into customers, increase sales and profitability, and improve customer satisfaction.

Sales and customer management

Sales and opportunity management – track opportunities and activities from the first contact to deal closing.

Marketing campaign management – create, manage, and analyze marketing activities.

Customer management – store all critical customer data in one place, synchronize and manage customer contacts stored in Microsoft Outlook

Service management – manage warranty and service contracts efficiently, enter and respond to service calls quickly.

Reporting and analysis – create detailed reports on all aspects of the sales process, including sales forecasting and pipeline tracking, using time saving templates.

Mobilize your sales team – manage your sales information on the move with SAP Business One Sales mobile app.

Optimize buying and purchasing to increase margins

Every small business needs a systematic approach to managing the procurement process, from requesting vendor quotes, to creating purchase requests and paying vendors. SAP Business One helps manage the complete order-to-pay cycle, including receipts, invoices, returns, and payments. Integrated reporting tools let you easily compare suppliers and prices to negotiate better deals and identify opportunities for cost savings.
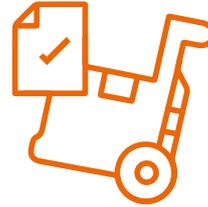
Purchasing and inventory control

Procurement – create purchase requests, POs, and goods receipts; link purchasing documents and view document trails for audit purposes; and manage returns, additional expenses, and multiple currencies.

Master data management – manage detailed data in a user-friendly interface, view account balance and purchase analyses, and maintain detailed item purchasing information with price lists and tax information.

Warehouse and accounting integration – achieve real-time synchronization of goods receipts and inventory warehouse levels;

Process accounts payable invoices, cancellations, and credit memos with a PO reference; plan your material needs; and schedule your purchases accordingly

Easier, up-to-date reporting – generate reports with real-time data and display them in various report formats or dashboards.

Transparent inventory control and distribution

SAP Business One provides accurate information about inbound and outbound shipments, inventory, and item location. You can value inventory using standard costing, moving average, FIFO, and other methods; monitor stock levels; and track transfers in real time. You can run real-time inventory updates and availability checks and manage standard and special pricing. You can also apply volume, cash, and customer discounts and run reports that reveal their impact.
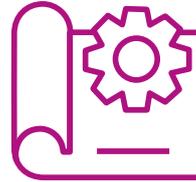
Purchasing and inventory control

Warehouse and inventory management – manage inventory using various costing models, maintain item master data, and use multiple units of measure and pricing.

Bin location management – manage stock in multiple warehouses, by dividing each one into multiple subzones, set up allocation rules, optimize stock movement, and reduce picking times.

Goods receipt and issue control – record goods receipts and issues; track stock locations and transfers; enable consignment, drop-ship, and other orders; and perform inventory and cycle counts.

Production and material requirements planning create and maintain multilevel bills of materials (BOMs), issue and release production orders manually or by backflush, and globally maintain prices for BOMs.

Efficient reporting – generate reports with timely data and display them in various formats or dashboards.

See your business clearly with business intelligence, analytics and reporting

SAP Business One provides powerful analytic and reporting tools. It includes a complimentary and fully integrated version of SAP Crystal Reports® for SAP Business One, so you can gather data from multiple sources and generate timely and accurate reports based on company-wide data. Integrated with Microsoft Office, SAP Crystal Reports lets you choose from a variety of report formats and control access to information displayed.

With optional analytics powered by SAP HANA, SAP Business One takes advantage of in memory computing for analysis and reporting. You gain real-time access to predefined dashboards and reports, as well as productivity tools to support decision-making. You can tailor forms and queries to meet specific requirements without technical training. You can also configure settings to define exchange rates, set authorization parameters, and create import and export functions for internal mail, e-mail, and data.

Business Intelligence

Report creation and customization – access data from multiple sources, create new reports, and customize existing ones in a variety of layouts with minimal IT overhead.

Interactive analysis – use with standard MS Excel features to create reports and see your business from new angles.

Intuitive tools – drag and relate, drill downs, search assistance, and workflow-based alerts.

Analytics plus pre-defined KPIs (key performance indicators) help you to see average delivery variance days, top five sales employees

Enhance your reports with powerful visualizations by integrating SAP Lumira for SAP Business One.

Empower your people to make smart decisions faster

SAP Business One empowers your employees to make smart, confident decisions, faster by capturing all critical information across sales, customers, operations, and finance – making it instantly available company-wide. By integrating this data in one system instead of multiple disconnected spreadsheets, it eliminates duplicate data entry, costs, and related errors. Workflow-based alerts trigger automatic responses when important business events occur, allowing you to focus on the most critical events. You have clear visibility into how your business is performing and greater confidence in the information used to make decisions.
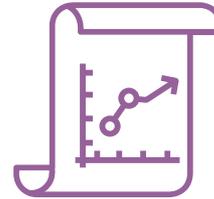
Analytics and reporting

Together with the fully integrated SAP Crystal Reports for SAP Business One you can create dashboards and reports that provide insight into all business areas. Intuitive, interactive drill-down functionality helps you get answers to your most pressing questions. Employees can address customer needs faster, and managers can accurately track revenues, costs, and cash flow to assess performance and take quick corrective action.

For even faster information access, the SAP HANA n you need and create standard or ad hoc reports in a moment.

And now there is a SAP Business One to suit your business today and tomorrow and the future.

Cloud

You can now deploy SAP Business One Cloud for a monthly licence fee, so when your business grows your SAP Business One solution grows with you.
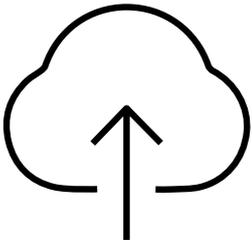
Mobile

Manage your business on the move and mobilise your sales team with SAP Business One mobile apps, so you are in control, available anytime, anywhere and on any mobile device.
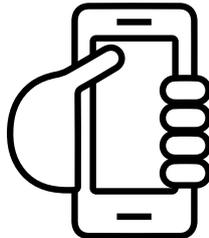
On premise

If you want to deploy your SAP Business One solution in the office – that's just fine too, we have a deployment solution to suit all our customers' needs
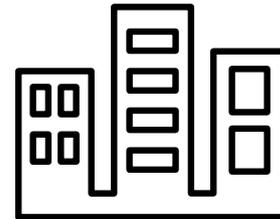
Industrial Machinery and Components

Meet customer demand and develop new revenue streams with SAP Business One for the industrial manufacturing industry. Shrink supply chain costs, accelerate cycle times, minimize scrap and re-work – and ultimately speed time to profit.

- **End-to-end business management** – Get full visibility into your business processes, including accounting, production, sales and marketing, and more

- **Goods distribution** – Minimize stock by efficiently dispatching finished goods to distributors and end-customers

- **Production planning** – Optimize yield and increase the efficiency of your production process

- **Supplier control** – Increase visibility and control of supplier information, from component purchasing to stock management

- **Inventory management** – View and report on component supplies in production and finished goods

- **Order information** – Improve visibility into sales, orders, pricing, and products in your warehouses and dispatch

3-minute video: C.R. Daniels, Inc. success story

3-minute video: VELUX success story

Professional Services

Deliver consistent, high-value services to your clients with SAP Business One software for professional services and consulting firms. Establish a repeatable process for service delivery – and improve resource planning, project management, billing, and more.

• **End-to-end business management** – Get full visibility into opportunity and bid management, resourcing, billing, project management, sales and marketing, and more

• **CRM** – Access up-to-date sales and marketing information, forecasts, and order history – and zero-in on profitable customers with repeat business opportunities

• **Resource supply management** – Identify qualified and available employees, recruits, and contingent workers – and optimize overall resource management

• **Business process management** – Manage end-to-end business processes for selling services, scheduling resources, delivering projects, invoicing, and more
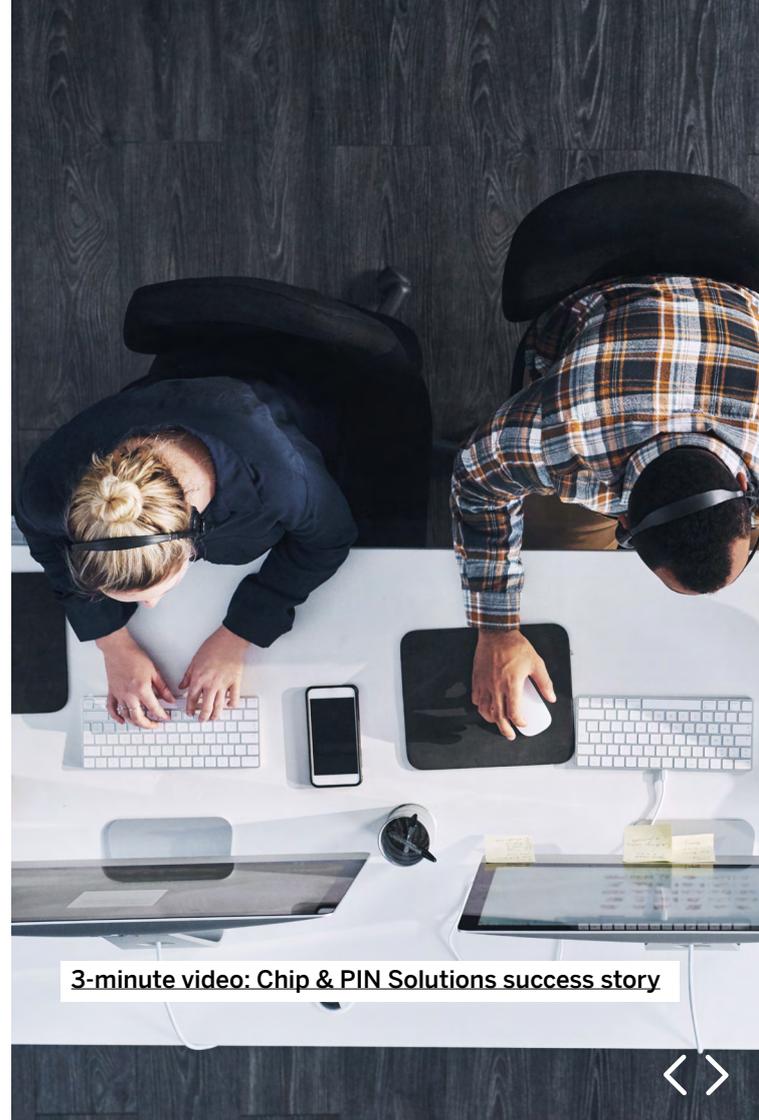
3-minute video: Chip & PIN Solutions success story

Wholesale Distribution

Proactively meet customer and supplier demand with SAP Business One for wholesale distribution. Improve everything from demand planning to inventory and supply chain management – and run flexible, tightly integrated processes to achieve operational excellence.

- **End-to-end visibility** – Get full visibility into your business, including accounts, inventory, sales order processing, invoicing, and deliveries

- **Supply chain and supplier management** – Streamline your supply chain processes, and build and manage your supplier network

- **Chargeback management** – Increase profitability with smarter, more efficient chargeback management

- **Ordering and order processing** – Improve the overall customer experience with multi-channel ordering and fast order processing

- **Reporting** – Create fast, accurate reports on inbound and outbound shipments, inventory, and item locations

3-minute video: Compass Distribution success story

SAP Business One Version for SAP HANA

Run your growing business smarter, faster and simpler

Speed and agility are vital to outmaneuvering larger competitors with greater resources. You need to understand the implications of every decision and action without losing momentum – or losing sight of your vision.

Run your growing business smarter, faster and simpler

That's why over 60,000 start-ups, scale-ups and subsidiaries worldwide trust the SAP Business One application to manage their finances, sales, customers, purchasing, inventory and production planning. And now that performance can be supercharged with SAP Business One version for SAP HANA®, bringing the power of in-memory computing to application performance and Big Data analysis.

SAP Business One version for SAP HANA puts as-it-happens business insights into decision-makers' hands, to help them define and focus on the right priorities. With a single platform for analytics and transactions, you can solve the seemingly unsolvable with real-time simulation and planning, and measurably boost the performance of all your key business processes.

Empower your employees to become more productive with information search capabilities and interactive analyses, and the ability to execute business tasks on the go from their mobile device. You won't experience any dip in performance as your workforce grows and more users access the software concurrently. And it's an opportunity to simplify your IT landscape with a single, streamlined solution that gives you big business value at a small business price.

Unlock valuable business insights

SAP Business One version for SAP HANA transforms reporting by searching your SAP Business One application data to give you the answers you need right now. Locate business data or transactional information as quickly easily as you would search the internet, then filter, sort and drill down into the results.

Reports that used to take hours or days to run are compiled in minutes, if not seconds. And no matter how much data your business accumulates from any source, you can run highly complex and data-intensive analyses in real-time.

Benefit from embedded analytics to gain live, in-context insights instantaneously, to inform decision-making at the moment of truth or the point of transaction, and gain deeper insight into the past, present and future of your business.

Keep your customer promises

SAP Business One version for SAP HANA includes an advanced available to promise (ATP) app that provides real-time visibility into current inventory, ordered stock, replenished stock and stock being delivered. You can immediately reserve current stock for future delivery dates and reschedule existing orders on the fly.

Embed dashboards in transaction screens so front-line employees can see the data they need to make business decisions in the moment, such as customer purchasing habits or creditworthiness.

Equip your sales personnel to make intuitive product recommendations from within orders and quotations based on the customer's buying history and what similar customers were interested in.

See your cash position at a glance

For growing businesses, the quality of cash flow forecasting can make the difference between thriving or closing for good. SAP Business One version for SAP HANA includes a cash flow forecasting app that dramatically improves your cash balance visibility.

In a few clicks, you can configure the calculations to track the moving parts of your cash flow: sales orders, purchase orders, down payments, recurrent postings and other critical cash-related transactions.

The end result is a clear snapshot of your cash balance, taking into account thousands of documents, accounts, orders and payments, so you can ensure you have the cash you need to run your business and seize new opportunities.

Easy on the IT

SAP Business One version for SAP HANA lets you run your business on a single, affordable enterprise solution that will scale as your enterprise grows. It simplifies your IT landscape by taking advantage of in-memory computing and by delivering application, database and integration services in one platform.

It will transform the efficiency of your IT team by eliminating the time-consuming data preparation, pre-aggregation and tuning tasks demanded by traditional reporting and analytics tools, while empowering business users to do more on their own.

SAP Business One version for SAP HANA eliminates the layers of complexities and unnecessary business costs typical of legacy IT architecture, so your business can run simper as well as smarter. With less hardware and maintenance than traditional database solutions, you can expect lower Total Cost of Ownership, too.

Quick Facts

Summary

With the SAP Business One® version for SAP HANA®, you can instantly analyze growing volumes of data and gain the benefits of fast application performance without complicating your IT landscape. And with embedded analytics and high-performance apps, you can understand your growing business like never before.

Objectives
- Harness the power of SAP HANA to improve performance and agility while lowering IT costs
- Analyze growing volumes of data instantly to streamline business processes and improve decision making
- Run your business on a single, affordable enterprise solution that will scale as your business grows

Solution
- Real-time analytics that can crunch through all of your SAP Business One data in seconds
- New functionality enabling high-performance dashboards and reporting as well as real-time inventory, order management, and cash-flow visibility
- Single software platform that simplifies IT administration

Benefits
- Dramatically improved responsiveness of planning, sales, production, and financial processes
- Faster business insight for better decision making with more predictable outcomes
- Reduced IT ownership costs

Intercompany Integration Solution for SAP Business One

Gain Greater Efficiency and Control by Automating Intercompany Transactions

For any company with multiple business units or subsidiaries, intercompany transactions and integration create operational complexity. Minimizing this complexity is critical when you need to consolidate financials across all operations for reporting, provide visibility into the sales performance of each business entity, or streamline intercompany procurement transactions.
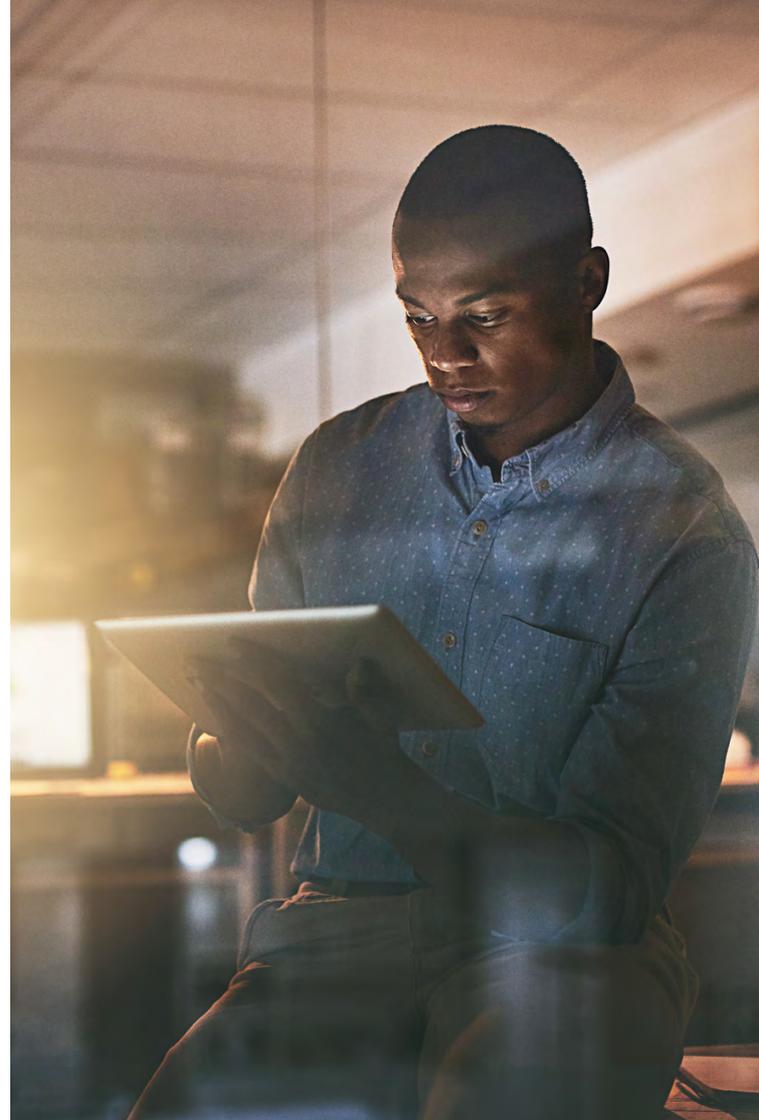
Streamline intercompany transactions and integration

The SAP Business One application, designed for small and midsize companies and subsidiaries of large enterprises, lets you coordinate operations, increase visibility, and transform decision making cost-effectively.

The intercompany integration solution for SAP Business One streamlines processes such as financial consolidation and intercompany procurement between two or more organizations running the application. Already used in more than 60 countries, it supports multiple subsidiaries, each running their own instance of SAP Business One, including those using different currencies.

Now you can:
- Consolidate, coordinate, and view activities across all business units running SAP Business One without manual reconciliation
- Manage multiple subsidiaries, business units, legal entities, and currencies
- Reduce the cycle time to collate, consolidate, and report financial data
- Apply standardized and transparent financial processes across business entities
- Easily and intuitively manage cross-subsidiary financial information
- Increase productivity as a result of time saved and simplified transactions

Standardized, transparent business processes across entities

The intercompany integration solution automatically creates an intercompany transaction as a reciprocal transaction in the SAP Business One application of another business unit. This eliminates manual data entry, improves employee productivity, and reduces the potential for errors from rekeying data.

The intercompany integration solution for SAP Business One supports common processes, including:
• Exchange of intercompany trade documents – for example, POs, receipts, invoices, and credit memos
• General ledger (GL) allocations of income and expenses
• Accounts-payable service invoice allocations
• Centralized payments

Master data replication and content sharing

Visibility into operations across business entities
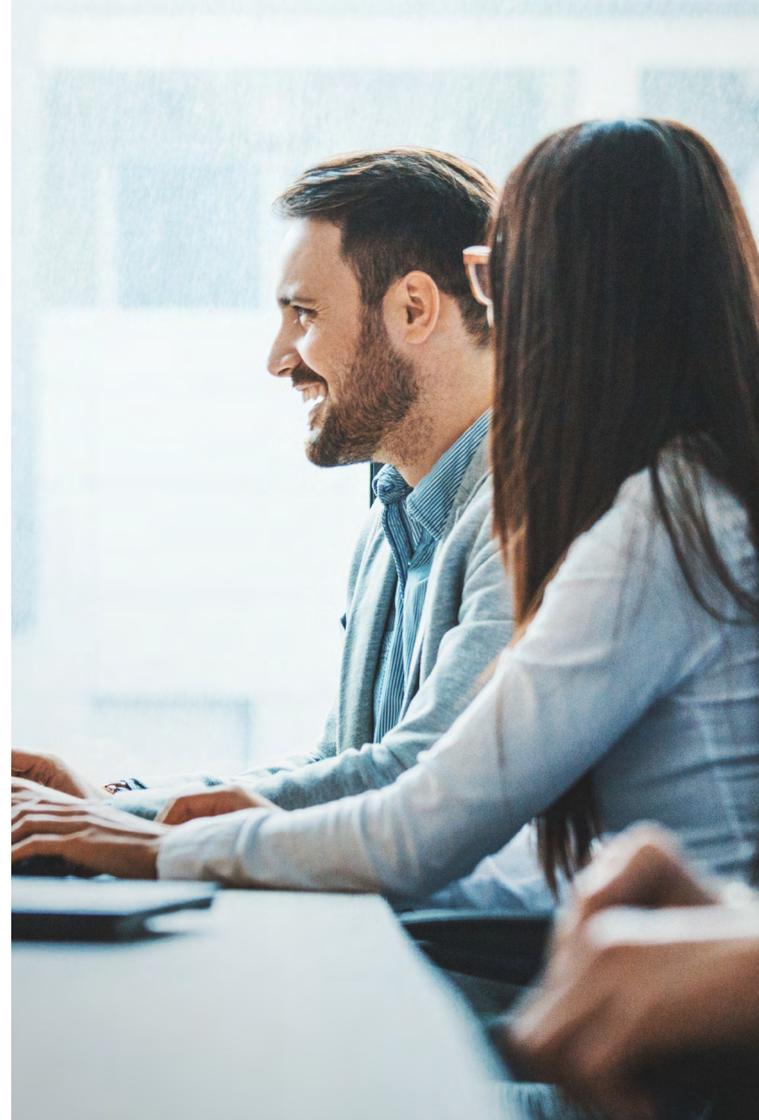
With the intercompany integration solution, you can be confident that your master data is consistent across all organizations, providing a common language among business entities for intercompany transactions. Having common master data also eliminates the manual effort associated with aggregating data across your organizations, so you can be confident that all your business units are using consistent master data, **including:**

• Item name and key item attributes
• Vendor name and key supplier attributes
• Bill of materials
• Price list
• Customized, user-defined fields

Create a common language among your business entities for intercompany transactions such as procurement and invoicing.

Operational visibility and risk management are key considerations for any business with multiple operational units. Your corporate controller needs an accurate and timely roll-up of GL accounts for financial consolidation while your supply chain managers need visibility into inventory balances at various storage locations across the organization, including those in other countries and subsidiaries.

The intercompany integration solution for SAP Business One helps you meet these requirements by providing:

• Multilevel financial consolidation
• Intercompany warehouse inventory report
• Branch balances report
• Consolidated sales analysis report
• Unposted transactions report

Improved control and collaboration

Automation of intercompany business processes and visibility into the operations of business units are not enough. Each organization also needs control over activities that impact it from the time those activities originate in other business entities.

The intercompany integration solution for SAP Business One enables control and collaboration with:
• Consolidated credit-limit check
• Intercompany workflow
• Business transaction notifications
• Multicurrency and multi-instance support
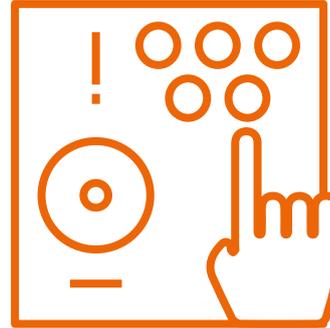
Automate your intercompany consolidation and collaboration processes to maximize productivity and minimize errors.

Quick Facts

Summary

For companies with multiple business units or subsidiaries that run the SAP Business One® application, intercompany integration capabilities allow them to reconcile and consolidate financial data across business entities, streamline intercompany activities such as purchasing, and gain visibility into inventory across business units.

Objectives
- Reduce the time and effort associated with intercompany transactions and aggregation
- Eliminate costly errors resulting from manual reconciliation and aggregation

Solution
- Master data replication and content sharing
- Support for standardized, transparent processes across business entities
- Financial and operational visibility across business entities
- Control and collaboration across business entities
- Support for intercompany transactions in multiple currencies

Benefits
- Consolidate, coordinate, and view activities across all business units running SAP
- Business One without manually intensive reconciliation
- Minimize errors and duplicate data entry
- Increase employee productivity

Whatever your business we've got you covered

SAP Business One designed specifically for small companies and midsize businesses, the SAP Business One application is a single, affordable solution for managing your entire company – including financials, sales, customer relationships, and operations.

Sold exclusively through SAP partners, it helps streamline your operations from start to finish, gain instant access to complete information, and accelerate profitable growth.

SAP Business **One**

http://go.sap.com/product/enterprise-management/business-one.html