SAP® Business One

A Single System to Streamline Your Entire Business

An Introduction, July 2014

SAP

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About SAP

EMPLOYEES AND BASIC FACTS

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 67,651 employees worldwide (30/6/2014)

CUSTOMERS

- SAP serves > 261,000 customers in 190 countries
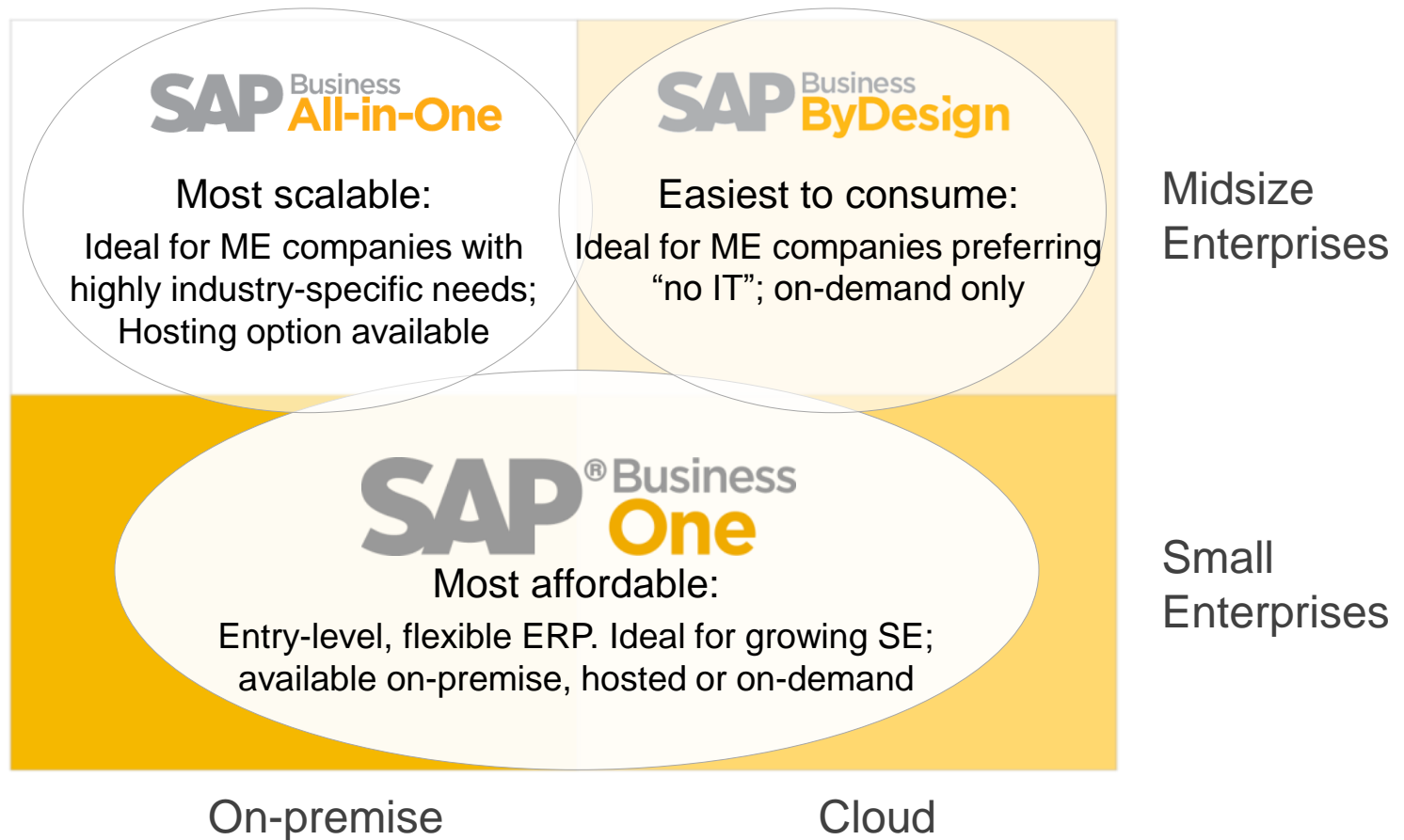- > 80% of SAP customers are SMEs

INNOVATION

- 14 Development centers (SAP Labs) worldwide
- 100 development locations worldwide
- Partner network with >11,700 SAP partner companies around the world

Source: Corporate Fact Sheet   Public   3

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

SAP Business All-in-One

Most scalable:
Ideal for ME companies with highly industry-specific needs; Hosting option available

SAP Business ByDesign

Easiest to consume:
Ideal for ME companies preferring "no IT"; on-demand only

Midsize Enterprises

SAP®Business One

Most affordable:
Entry-level, flexible ERP. Ideal for growing SE; available on-premise, hosted or on-demand

Small Enterprises

On-premise   Cloud

Positioning

Designed exclusively for small businesses*, SAP Business One is:

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

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

Extensible – A flexible platform with 41 localizations and 27 languages allows for growth and innovation. More than 500 pre-integrated, industry-specific, and horizontal solutions are available via SAP partners.

Innovative – Offered via mobile devices and providing real-time data insight, you get access to ground-breaking technologies – and you stay ahead of the competition.

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

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

The SAP Business One product offer
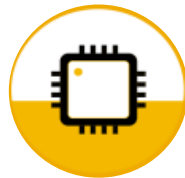
Core

Functional

Geographic

Extensibility

Global and Extensible for Small Enterprises

SAP HANA

New Business Scenarios

Analytics

Scalability & Performance

Solving "Big Data" Challenge

Cloud & Mobile

Multi-tenancy Hosting

On-demand Offering
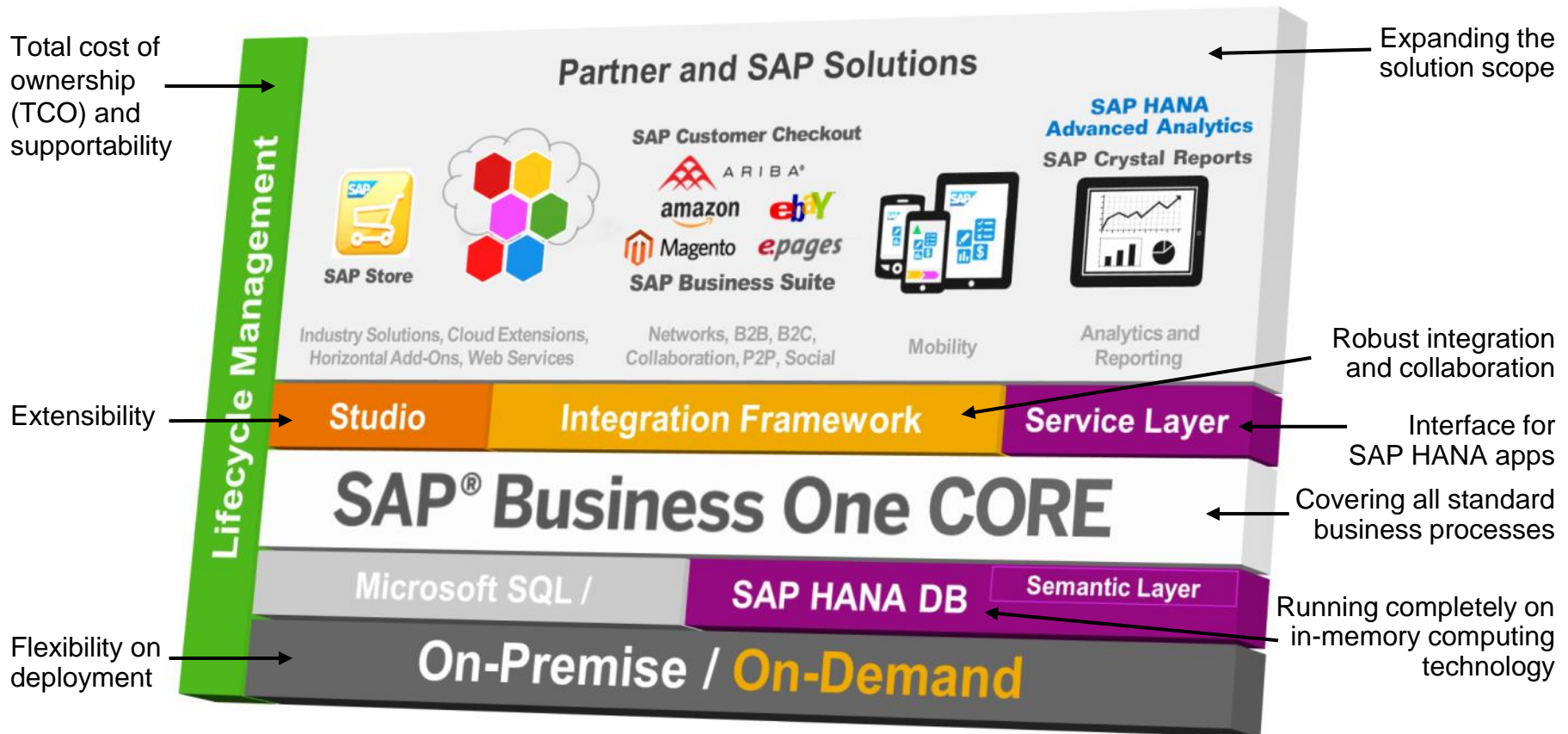
Mobile Offering

Ease of Consumption

Integration
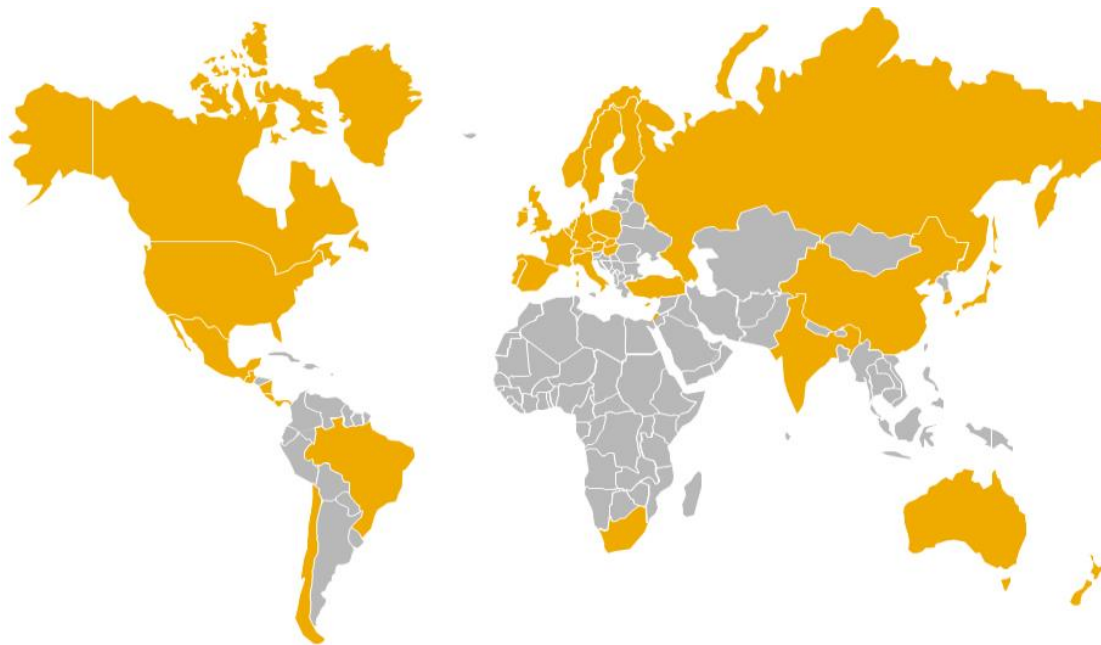
Integration solutions

Subsidiary business enablement

Easy, Robust Integration

A compact business solution stack

Total cost of ownership (TCO) and supportability

Extensibility

Flexibility on deployment

Expanding the solution scope

Robust integration and collaboration

Interface for SAP HANA apps

Covering all standard business processes

Running completely on in-memory computing technology

Partner and SAP Solutions

SAP Customer Checkout
ARIBA
amazon · eBay
Magento · epages
SAP Business Suite

SAP HANA Advanced Analytics
SAP Crystal Reports

SAP Store

Industry Solutions, Cloud Extensions, Horizontal Add-Ons, Web Services

Networks, B2B, B2C, Collaboration, P2P, Social

Mobility

Analytics and Reporting

Lifecycle Management

Studio · **Integration Framework** · **Service Layer**

SAP® Business One CORE

Microsoft SQL / · **SAP HANA DB** · Semantic Layer

On-Premise / On-Demand

SAP Business One used in 150+ countries

Current localizations

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

Current languages

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 (Portugal), Russian, Slovak, Spanish (Latin America), Spanish (Spain), Swedish, Turkish

Non-localized countries

Various countries/regions use other localizations or Partner solutions for SAP Business One

Core business functions and capabilities

Designed exclusively for smaller businesses, SAP Business One offers

- All relevant business functions as well as many other features
- Various extension capabilities via the SDK and the Integration Framework
- A very high usability and a Microsoft Office integration
- Fully integrated SAP BusinessObjects solutions for reporting and analysis
- The benefit of an universal code base for 41 localizations, covering legal requirements
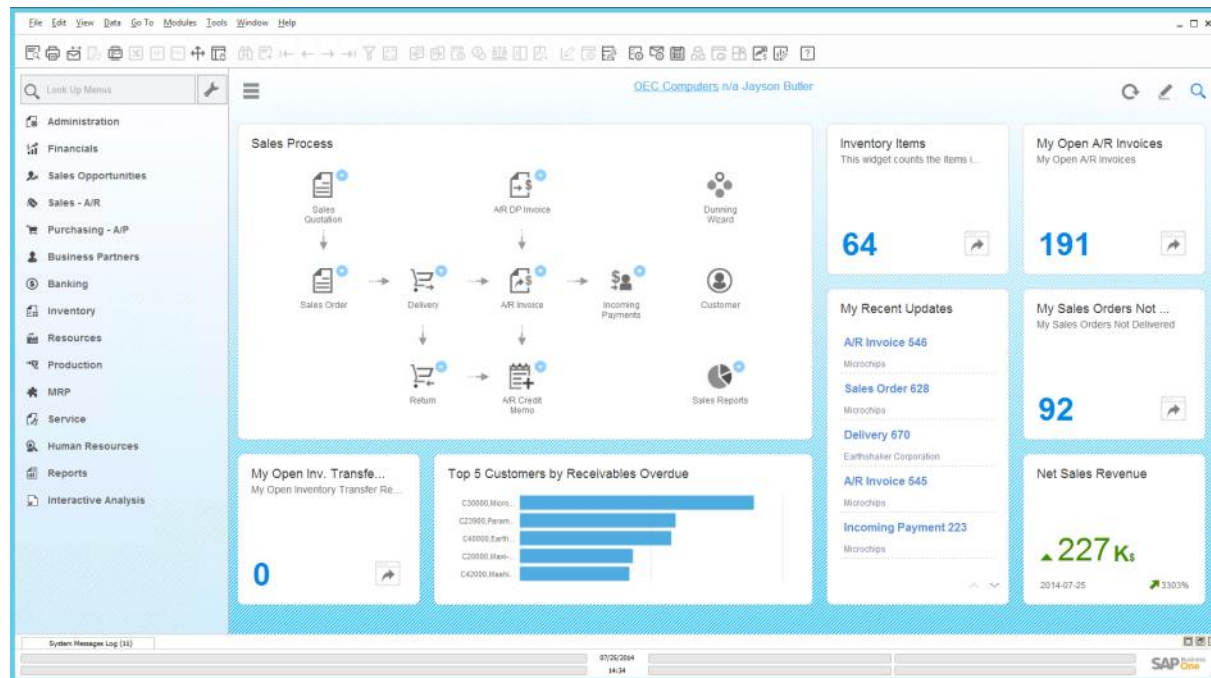
SAP Business One key functions

SAP Business One Client	Mobile	Analytics / Dashboards	Multilingualism / Localizations

| Financials	Sales	Service	Purchasing	Inventory	Production
• Chart of accounts	• Opportunity and pipeline mgmt	• Service mgmt	• Purchase request	• Item mgmt	• Bills of material
• Journal entries	• Contact mgmt	• Service planning	• Purchase quotations	• Item lists	• Item Sets
• Posting templates	• Activities mgmt	• Tracking across multiple customer interactions	• Web-enabled RFQ	• Price lists	• Production orders
• Recurring postings	• Calendar	• Equipment card handling	• Purchase orders	• Goods receipts	• Goods issues
• Exchange rates in multiple currencies	• Campaign mgmt	• Service Dashboards	• Goods receipt POs	• Goods issues	• Goods receipts
• Financial reports	• Blanket agreements	• Service contracts	• Goods returns	• Inventory transactions	• Production Dashboards
• Budget mgmt	• Quotations	• Mobile Interaction	• A/P Invoice	• Transfers	• GL Account Determination
• Cost accounting	• Purchase orders	• Recurring transactions	• A/P Reserve Invoice	• Serial number mgmt	• Life Cycle mgmt
• Multiple posting periods	• Deliveries	• Human resource integration	• Down-payment Invoice/Request	• Batch number mgmt	• Item cost calculation
• Incoming payments	• Returns	• Knowledge database	• Cancel Marketing Documents	• Pick and pack	• Forecasts
• Outgoing payments	• Invoices	• Service calendar	• A/P credit memos	• Recurring transactions	• MRP
• Payment run	• Dunning	• Service call processing	• Landed costs	• Inventory Tracking	• Drop Ship
• Bank statement processing	• Price lists in multiple currencies		• Intrastat	• Bin Location	• Make to order
• Checks	• Special prices		• Import Process	• Multiple Measurements	• Order recommendations
• Credits	• Period and volume discounts		• Workflow	• Inventory Counting	
• Deferred payments	• Customer mgmt				
• Account reconciliation	• Gross profit calculation				
• DATEV / ELSTER	• Microsoft Office integration				
• Fixed Assets					
• SEPA					

# Embedded analytic applications from SAP

Fully integrated standard printing and reporting platform:

- Customers receive Business Objects technology, a leading solution for printing and reporting
- Compelling embedded real-time reporting function with SAP Crystal Reports
- Powerful visualizations and built-in analytics with SAP Crystal Dashboard Design
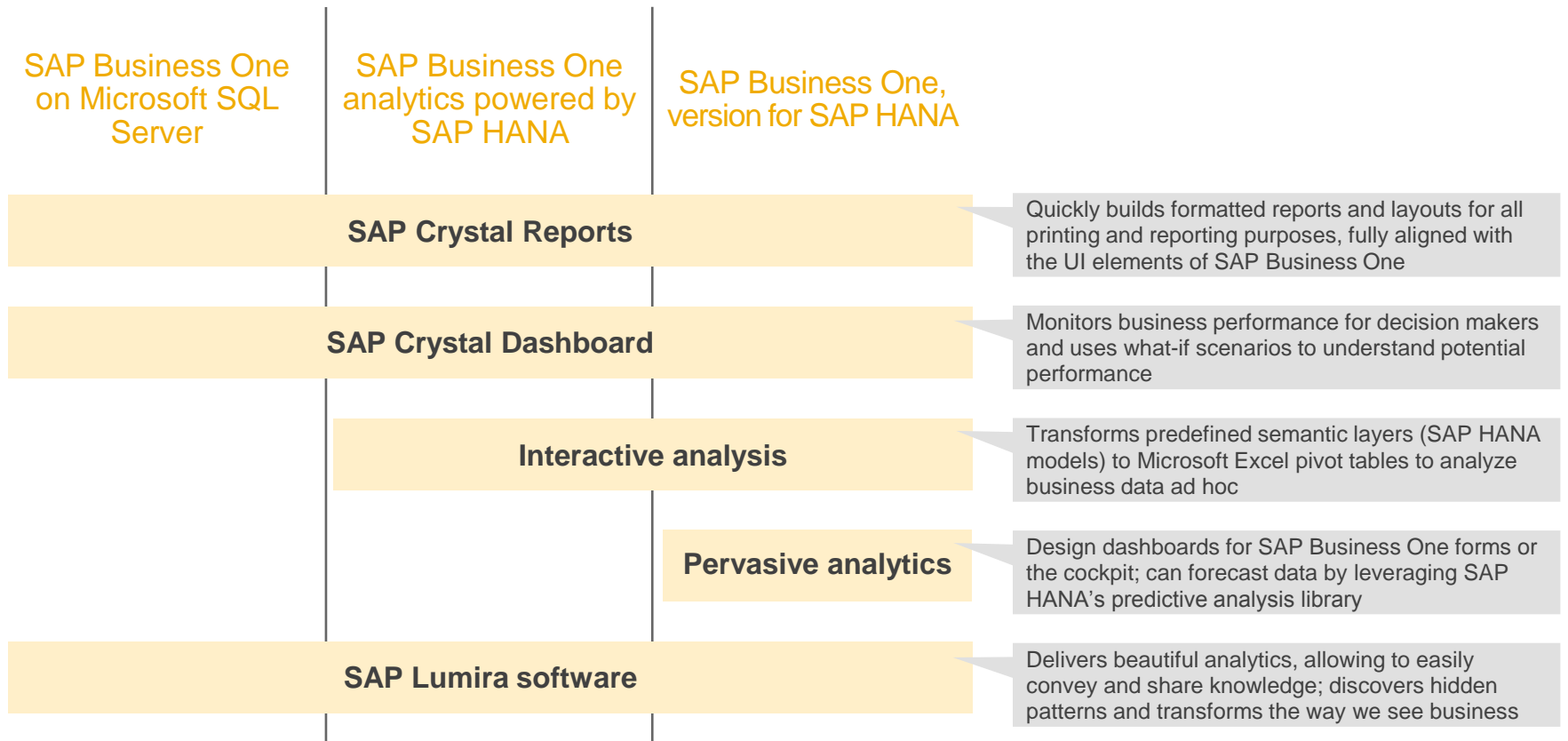- Real-time business transparency and clarity

SAP Crystal Reports Form
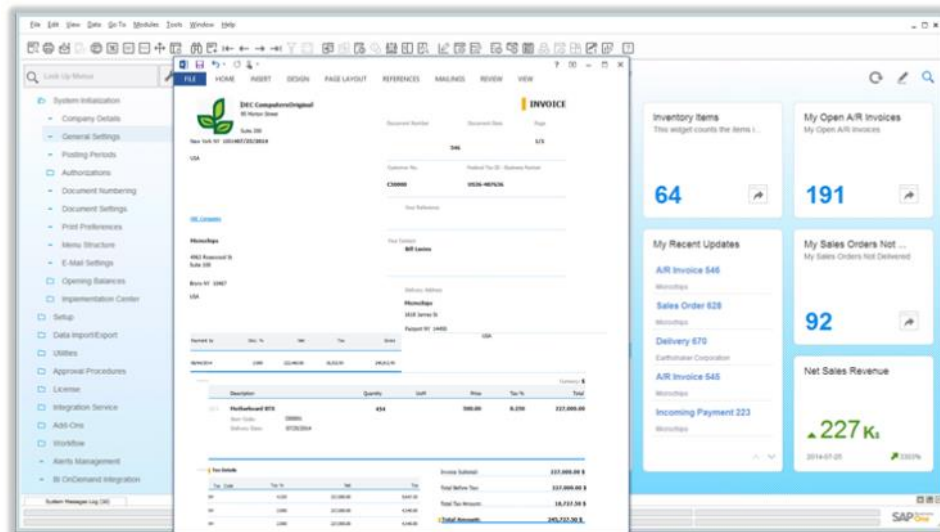
SAP Crystal Dashboard
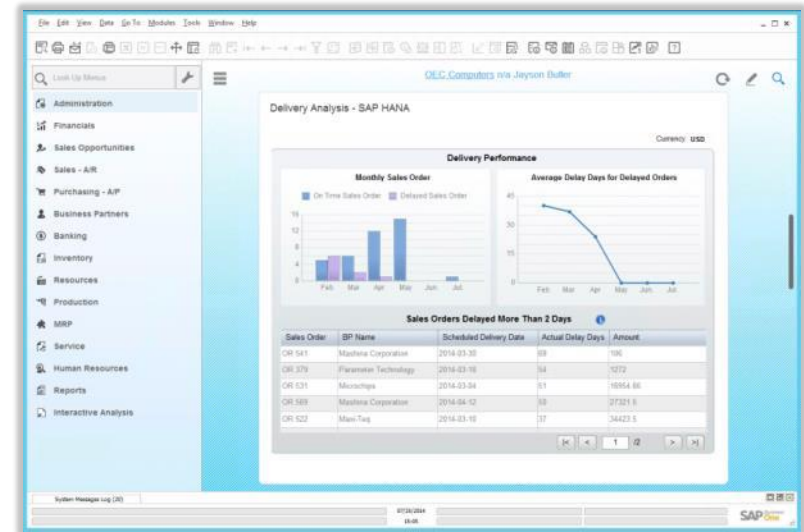
Business Intelligence / Analytic Applications *
for SAP Business One

SAP Business One on Microsoft SQL Server	SAP Business One analytics powered by SAP HANA	SAP Business One, version for SAP HANA	
SAP Crystal Reports			Quickly builds formatted reports and layouts for all printing and reporting purposes, fully aligned with the UI elements of SAP Business One
SAP Crystal Dashboard			Monitors business performance for decision makers and uses what-if scenarios to understand potential performance
	Interactive analysis		Transforms predefined semantic layers (SAP HANA models) to Microsoft Excel pivot tables to analyze business data ad hoc
		Pervasive analytics	Design dashboards for SAP Business One forms or the cockpit; can forecast data by leveraging SAP HANA's predictive analysis library
SAP Lumira software			Delivers beautiful analytics, allowing to easily convey and share knowledge; discovers hidden patterns and transforms the way we see business

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

Complementary solutions

Solutions developed by software solution partners extend SAP Business One

- Software solution partners have the industry expertise and customer focus to offer industry-specific and horizontal solutions
- The solutions are fully integrated into SAP Business One and certified by SAP
- The solutions can be deployed on premise, on demand, or for SAP Business One, version for SAP HANA

Industry solutions
Cover business needs for industries, such as:

- Automotive
- Chemicals
- Consumer products
- Retail
- Wholesale distribution
- Professional services
- Healthcare
- Pharmaceuticals
- High tech

- Industrial machinery and components
- Discrete and process manufacturing
- Engineering, construction, and operations
- Media
- Supply chain management
- Mill products

Horizontal extensions
Going beyond generic business needs, such as in:

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

SAP Business One 9.1

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

- Released to customer in June 2014 , general availability currently planned for end of Q4 2014
- One common code base for SAP HANA database and Microsoft SQL Server
- Focus on functional improvements and simplifications of implementing, operating, and using SAP Business One

SAP® Business One 9.1

| **Significant** simplifications | **Extended** functions |

| **Easier** extension | **Quicker** implementation | **Optimized** SAP HANA adoption |

| **Completed** localizations | **Enhanced** lifecycle management | **Better** cost structure |

SAP Business One 9.1 – functional highlights

Business logic and localization

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

Reporting and analytics

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

Extensibility/SDK

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

Infrastructure and architecture

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

Lifecycle management and support

- Remote support platform 3.1

Specific to SAP Business One 9.1, version for SAP HANA

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

Comprehensive lifecycle management
with Remote Support Platform 3.1 (RSP)

SAP HANA

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

Maintenance

Scheduled backups that care for **safe recovery**

SAP update notifications and **automated software distribution**

Support

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

Upgrade process

Upgrade readiness verification for maintenance planning

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

Simplified and automated lifecycle management processes

Reduce TCO by eliminating or automating time-consuming tasks

- Automated maintenance to reduce manual effort
- Reduced training costs for teaching maintenance tasks
- Lower costs for support thanks to detailed system "health checks"
- Improved system availability and reduced system downtime due to proactive issue reporting

Mobile solutions
SAP Business One mobile app for iOS and SAP Business One mobile app for Android

Key benefits

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

Detailed introduction and free trial:

SAP Business One mobile app for iOS

SAP Business One mobile app for Android

Unlock Business Value with SAP HANA
Reinvent Your Business to Achieve the Unthinkable
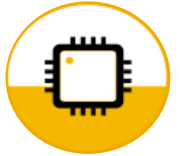
Smarter

- **Real-time visibility** into your business for more informed decision making
- **Deeper insights** into customer needs and wants
- **Get value from Big Data** and create new applications or redefine business models

Faster

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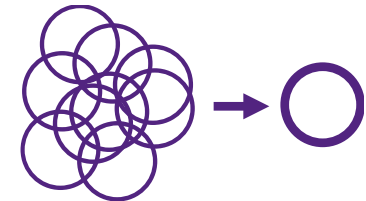
Simpler

- **Increase efficiency** and realize cost savings with automated business processes
- **Streamline IT landscape** with a single system for analytics and transactions and see lower TCO
- **User-friendly** and accessible on any device

SAP Business One and SAP HANA offerings
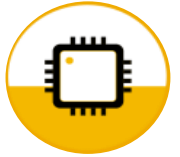
SAP Business One analytics powered by SAP HANA
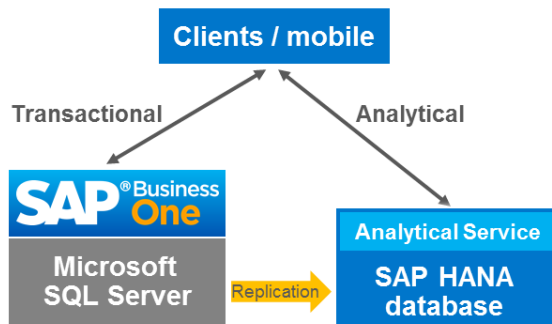
Key features

- Enterprise search
- Dashboards and analysis
- Ad hoc interactive reporting

Key benefits

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

SAP Business One, version for SAP HANA
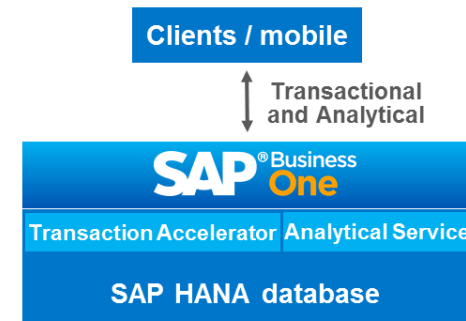
Key features

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

Key benefits

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

YouTube videos of apps for the version for SAP HANA
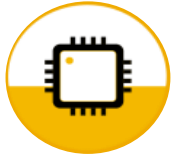
Cash flow forecast
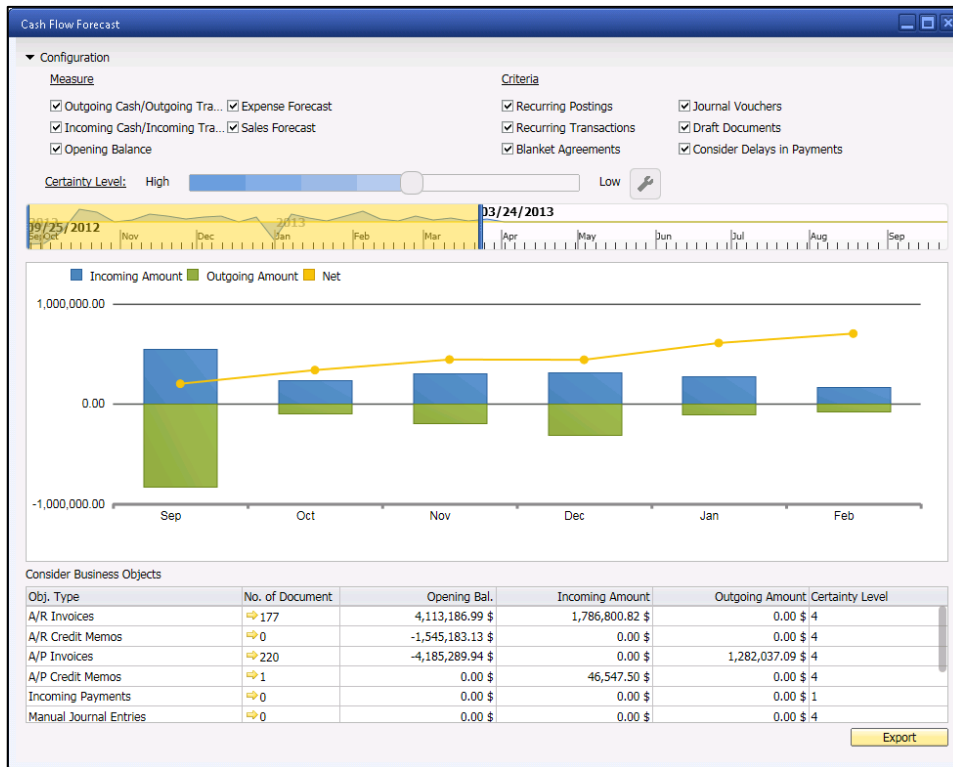
Available-to-promise
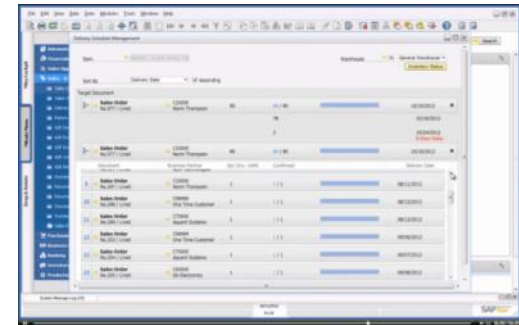
Pervasive analytics
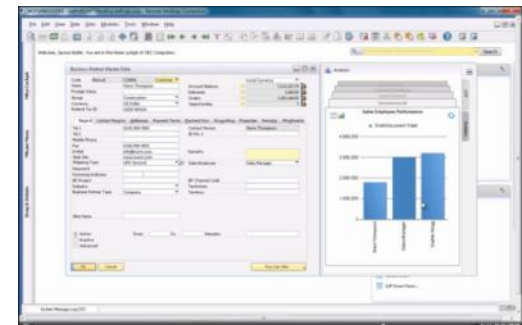
Affordable, cloud-based SAP Business One

Get the business software you need, the way you need it.

- Rely on the full, proven functionality of SAP Business One – in the cloud, hosted and maintained in secure, world-class data centers
- Start small and scale up as your business grows and needs change
- Realize significantly lower TCO with software-as-a-service (SaaS)
- Companies like Singtel, Seidor, Magyar Telekom, Versino, and Virtustream are some of the partners for selling, implementing, and supporting SAP Business One Cloud

Cloud Control Center

Web Application for cloud operators (incl. private clouds) to manage SAP Business One cloud (service units, tenants, upgrades, software components)

Integration capabilities at a glance

Standard integration scenarios

Dashboards, SAP mobile apps, outsourced payroll, automated request for quotation, integration of Web-based SAP Customer Checkout application, Ariba Network integration (purchase order and invoice automation)

Subsidiary integration
(SAP Business Suite to SAP Business One)

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

Business network integration

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

SAP Business One to SAP Business One

Full synchronization, financial consolidation, distributed operations

Subsidiary and intercompany integration
Two scenarios, based on the integration framework of SAP Business One

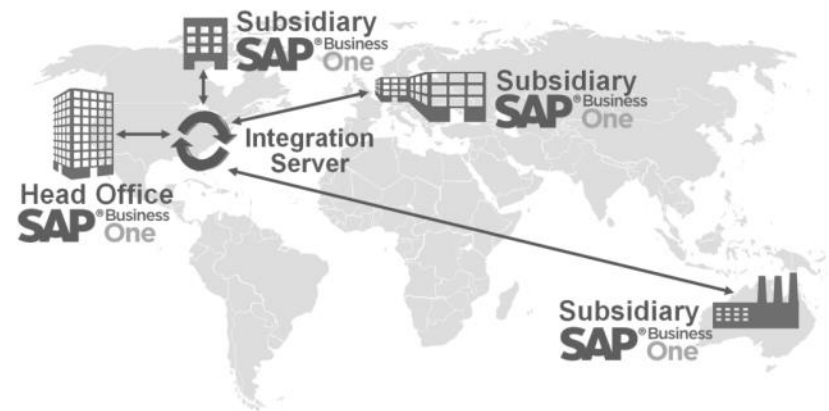| SAP ERP ⟷ SAP Business One	SAP Business One ⟷ SAP Business One
SAP Business One integration for SAP NetWeaver	**Intercompany integration solution for SAP Business One**
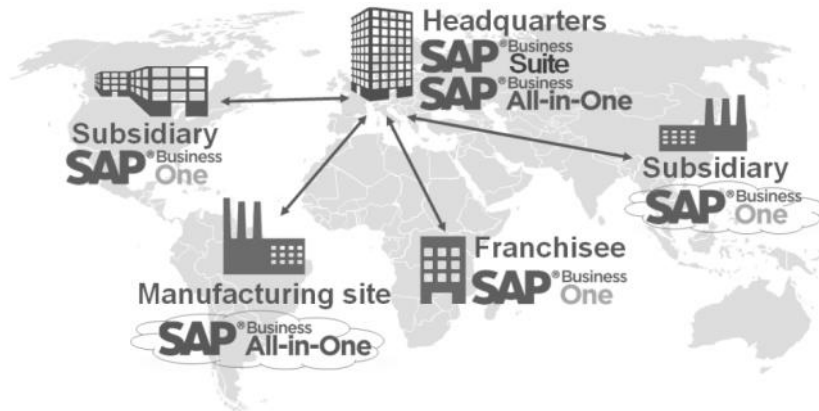
Highlights:

- Integrates SAP Business One running in subsidiaries* with SAP Business Suite software in headquarters' location
- Data harmonization, financial consolidation, business process standardization, and supply chain optimization
- Pre-configured scenarios and customer-specific content

Highlights:

- Manages intercompany transactions between partner companies running different SAP Business One installations
- Financial transactions and consolidation across SAP Business One systems delivered out-of-the-box
- Automated complex business processes

* Including branches or franchisees of large enterprises

Maintenance and Support Services by SAP

SAP PartnerEdge Portal

Innovation & Continuous Improvement

- SAP software upgrades such as major and minor releases, patches or Hotfixes
- Technological innovations, functional enhancements, legal changes, corrections
- Proactive remote services (remote support platform for SAP Business One)

Knowledge Transfer

- Solution database (SAP notes)
- Documentation resource center
- SAP Business One Education area
- SAP Community Network (SCN) / Forum
- Directory of Legal Requirements and Important Corrections

Problem Resolution

- Global problem resolution
- 24x7 handling of messages with very high priority
- Escalation handling
- Message queue platform
- Remote support

Customer Experiences

"SAP Business One is the perfect complement to our SAP R/3 software for our smaller business units. Also, the international footprint of SAP ensures that SAP is present wherever Groupe SEB does business." Benoît Champouillon, Business Units and Continents Relationship Manager
- World's largest manufacturer of small household appliances and cookware: 6 SEB products sold every second globally
- 320 Business One users in 9 subsidiaries, 3,400 R/3 users globally

"SAP Business One has enabled us to build an integrated business with always-on iPad connectivity for sales teams that will accelerate direct sales and expansion into new markets."
Frank Meier, Managing Director
- Medical Devices and Retail Company in Karlsruhe, Germany
- Implemented Business One in just 7 weeks, on budget and with only 2 day user training
- Uses Business One on ipad to connect account executives which has resulted in 500 new leads, 1000 new contacts

"Before we moved to Business One into the cloud, I was concerned about performance but the impact has been minimal. Often you don't see a difference at all." Glenn Rhodes, IT Manager
- Manufacturer of flame resistant clothing in Chicago, IL, USA
- 100% year over year growth in past two years.
- Uses SAP Business One in the cloud, hosted by partner, saving on hardware costs, staffing requirements and provided flexibility of employees to use system regardless of location.

Summary and today's facts

Compact business suite for small businesses . . .   . . . proven by 43,000+ customers

Perfect fit for large-enterprise affiliates   . . . run by 330+ large enterprises in
worldwide . . .   2,100+ affiliates

Global solution with local focus . . .   . . . 41 country localizations and 27 languages

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

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

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

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

More information for customers, prospects, and partners

Public Web site

SAP Business One Cloud free trial

Youtube

SAP PartnerEdge Portal
(partner only)

Thank You!

Appendix / slides for partners

Partner Value Proposition

- Leverage the SAP and SAP Business One brand

- Work with other skilled partners who have been certified to deliver solutions of the highest quality

- Leverage industry and innovation capabilities

  - Become an SSP to easily customize Business One for your customers

  - Offer new business models (i.e. on-demand) as a SAP Business One VAR

  - Answer pressing customer challenges (data management) with first hand access to ground breaking technologies (i.e. SAP HANA)

- Increase Revenue and Profit - for your organization and customer

CREDIBILITY AND COMMITMENT
Partner with a leading vendor that has longevity and a commitment to the channel

CLEAR PARTNER GO-TO-MARKET
SAP provides clear market definitions for partners to leverage immediately

INDIRECT CHANNEL DNA
With decades of experience, we understand how partners operate

PARTNER ECONOMICS
We understand partner investments and cash flow and provide benefits worth hundreds of thousands of dollars for marketing, enablement, and other tools and benefits

EASE OF PARTNERING
SAP is focused on simplifying our programs, resources, and partner experience

EASY ON-BOARDING
Follow our roadmaps and plans for rapid time-to-revenue

SAP Business One Messaging: for Partners

With SAP Business One, prospects and customers obtain a globally proven solution that will help them grown and manage all aspects of their business.

Customers who choose this solution are given choices, which map to their strategic business objectives: choice of deployment, innovative technologies to solve data challenges, and even mobile access.

Existing SAP Business One Partners:

- **Leverage knowledge and expertise** to extend your customer base and offer a vast portfolio of SAP offerings

- **Deliver additional opportunity** to increase customer satisfaction and elevate the conversation

- **Easily build** on Business One to offer customized solutions

- **Provide customers with choice** of deployment and consumption and access to the latest innovations

Partners delivering SAP Business One for the first time:

- Build on SAP software to **offer new customer solutions**, especially in innovation areas: SAP HANA, cloud, mobility

- **Enter the rich ecosystem** of SAP partners and gain access to new customers

- **Work closely with SAP** partner managers to achieve targeted, effective sales successes

- Provide ability to **scale globally with ease**

- **Extend your portfolio** to offer new solutions/ services, thus increasing share of wallet in current and prospective accounts

Partnership benefits, New partners (tasks/expectations)

How You Benefit

- Provide new business models to existing customers
- Enter new markets
- Leverage proven and established SAP Business One success
- Up-sell opportunity
- Utilize SAP marketing and branding for your own efforts
- Extend your solution portfolio

What SAP Provides

- Training
- Local product experts to help provide sales support in all regions
- Marketing content, programs and Tools
- Exposure to SAP Customer Base
- Access to partner ecosystem to expand your market reach

VARs have three different partnership levels with related benefits

SAP® PartnerEdge®

Gold

- All the benefits of Silver
- "Gold" Logo Branding
- Highest market development funding (MDF)
- Highest Service Entitlements

Silver

- All the benefits of Bronze
- Advisory Boards
- Increased MDF
- Increased Service Entitlements

Bronze

- Standard Benefits Package
- SW Discount
- MDF (if available in region)
- Service Entitlements
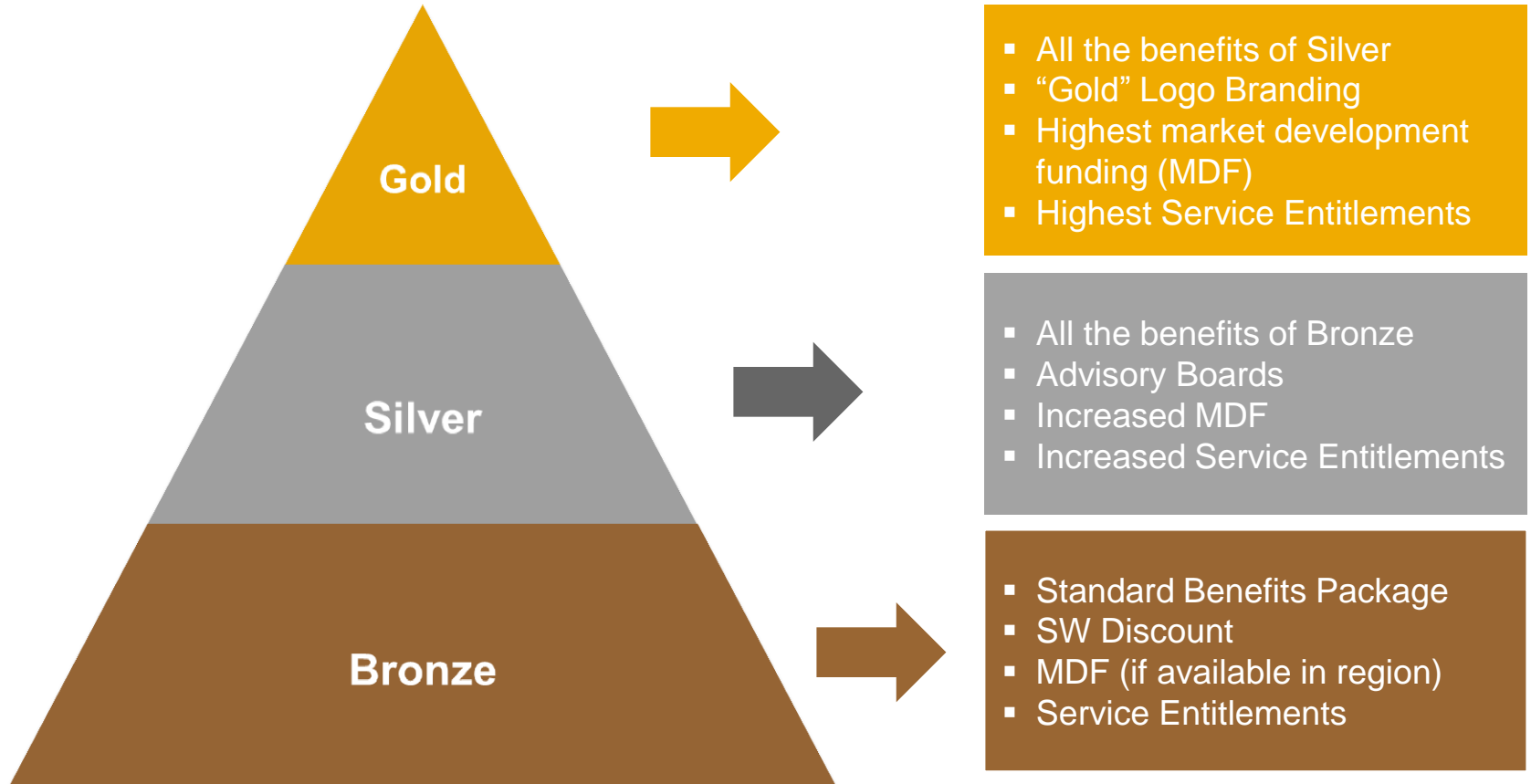
Standard Benefits Package (regardless of how many products sold)		
General Program Benefits	Business Enablement Benefits	Technical Support
Partner Education	Marketing and Selling Support	Solution Development Support

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