



SAP Business One Introduction

Digitalization for Your Business

March, 2022

PUBLIC

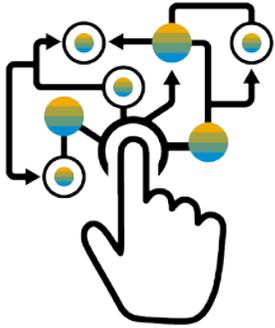
SharpthinkIT
Smart Into Digital

THE BEST RUN 

Introduction to **SAP Business One**

Why Become a Digital Business?

As your business changes, a solid underlying foundation is critical



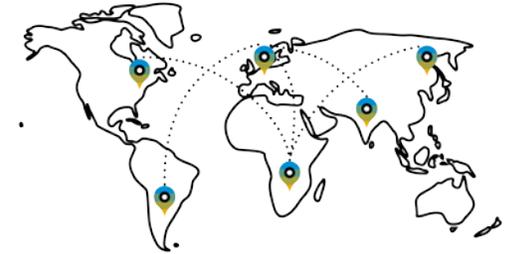
It's time to go digital

- 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

Competitive Advantage



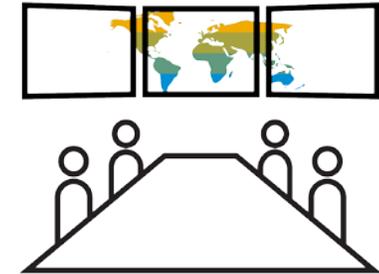
- Become relevant in the global economy by implementing robust business processes
- Allow your business to adapt to market changes, and anticipate business trends

Connected Business Functions



- 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

Easy Access to Data



- 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

Start Changing Your Business – Now

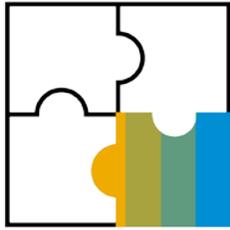
Meet the Digital Core for SMEs

SAP Business One



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

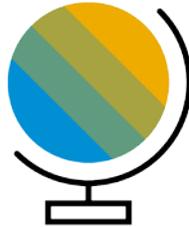
- Quick to set up and optimize
- Easy to use
- Get the latest technology priced for small and growing businesses

SAP Business One

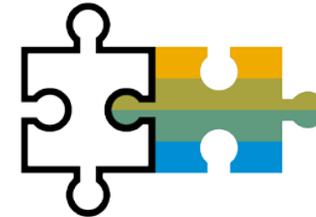
SAP's best selling ERP solution by number of customers



Used by **70,000+** customers



Available as **50** country localizations
and in **28** languages



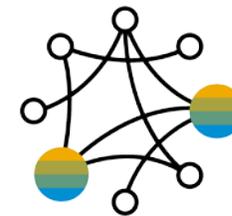
~300 Software Solution Partners
with **500+** solutions



Implemented by more than **850** Value
Added Resellers worldwide



SAP Business One is used in **>170**
countries



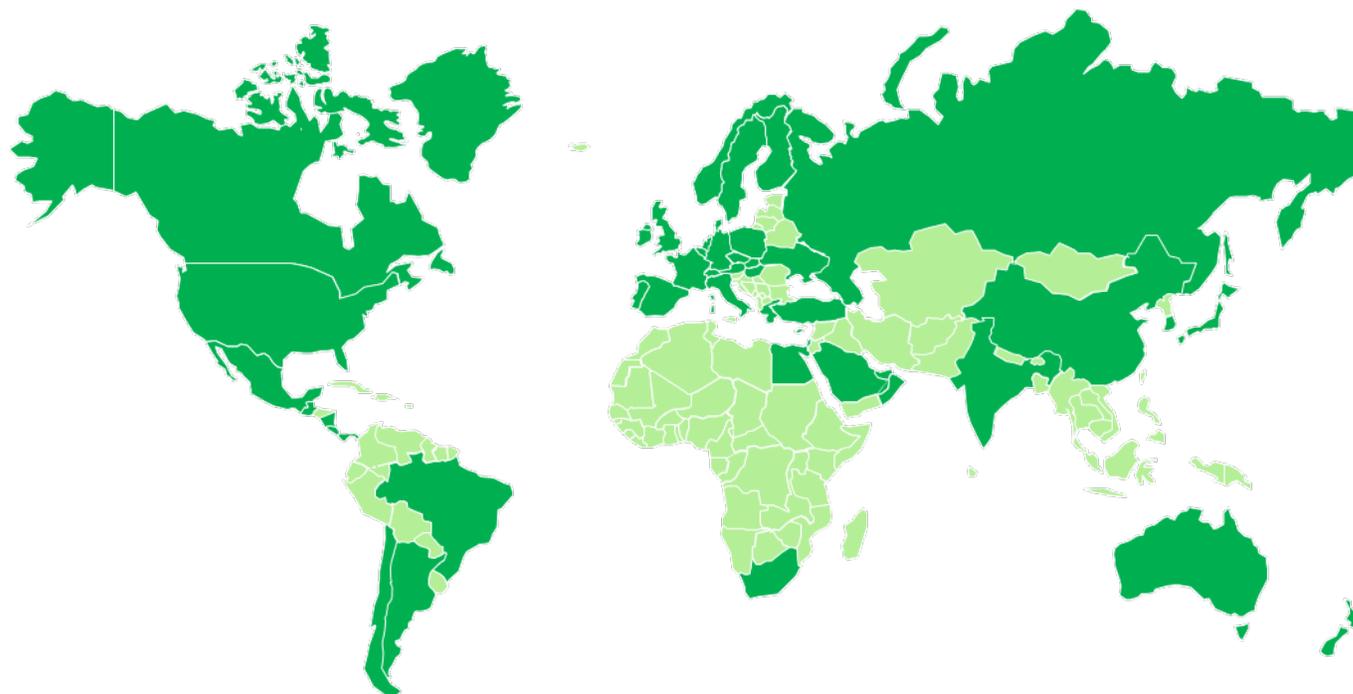
360+ large enterprises are running SAP
Business One in **5,600+** subsidiaries

SAP Business One used in more than 170 countries

Master the challenge of globalization in your business

Current localizations (50)

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



Countries making use of localizations

Customers in more than 170 countries use localization of other countries, own customization, or partner solution

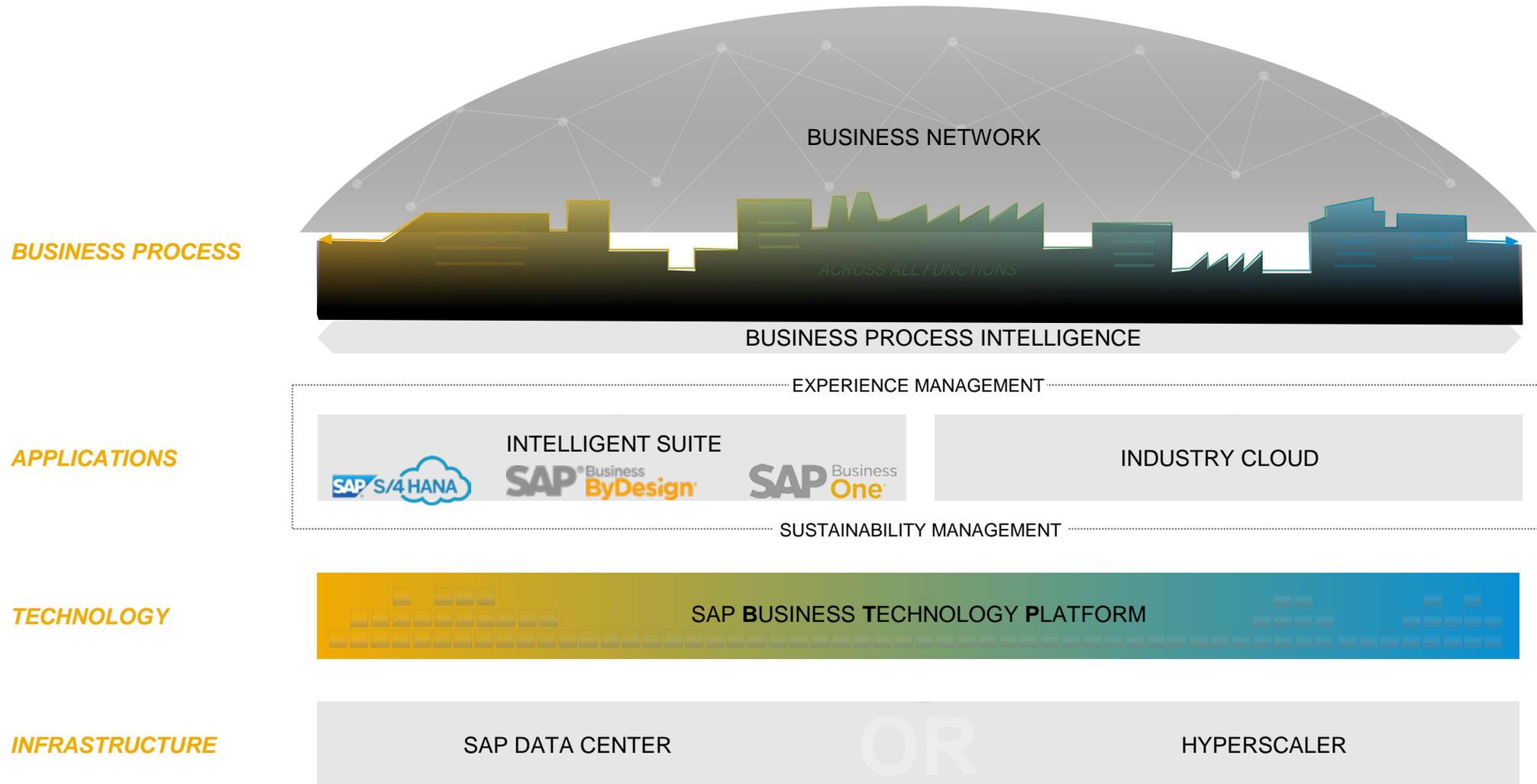
Current system languages (28)*:

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

*Convenient option to make additional languages available is using a partner solution (for some countries bundled with functional add-ons) or to define customer specific UI terms using the Custom Language Tool as detailed in SAP Note [1757764](#).

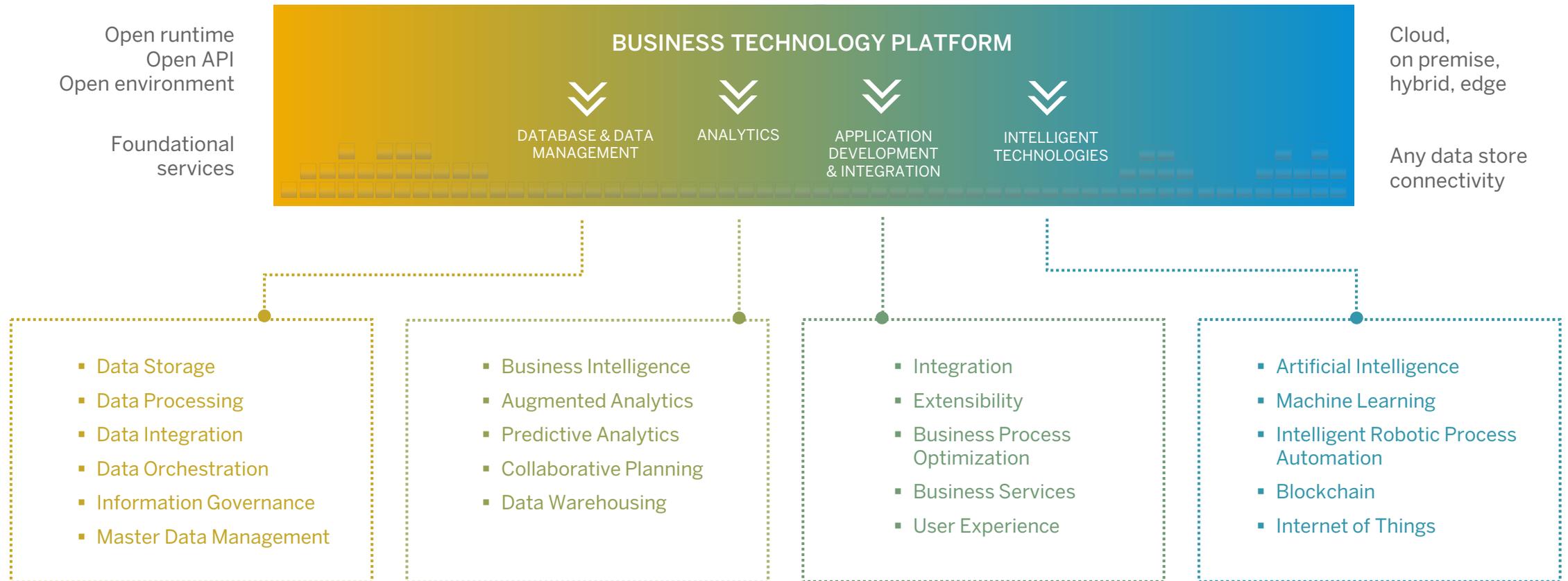
The Intelligent Enterprise and **SAP Business One**

The Intelligent Enterprise



SAP Intelligent Enterprise Framework

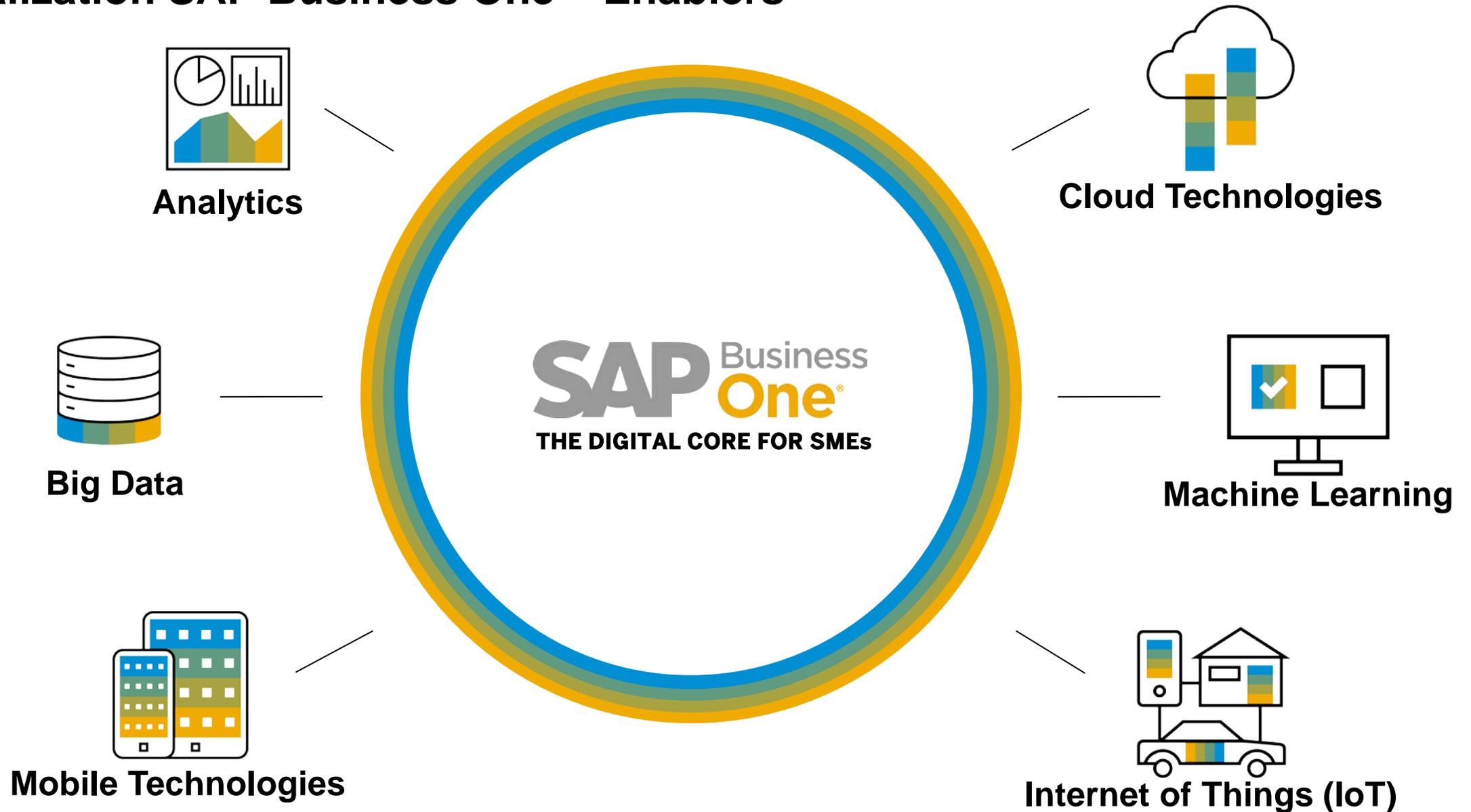
Business Technology Platform (BTP) Deep Dive – Business Process Intelligence



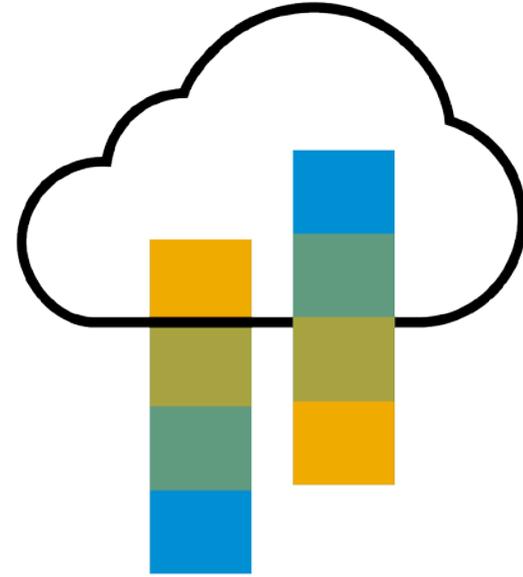
Allows you to use advanced technologies to simplify and automate processes, and adapt business models

Digitize on the SAP Business One Platform

Digitalization SAP Business One – Enablers



Cloud Technologies



Cloud Technologies for SAP Business One

SAP Business One is a flexible application, which can be consumed as a cloud solution, allowing companies to benefit from the ERP software while minimizing the IT investment.



SAP Business One Cloud

Hosted by **SAP**

- Delivering **software-as-a-service**
- Secure access from anywhere, at any time
- Manage your most critical business functions flexible
- Easy and affordable deployment

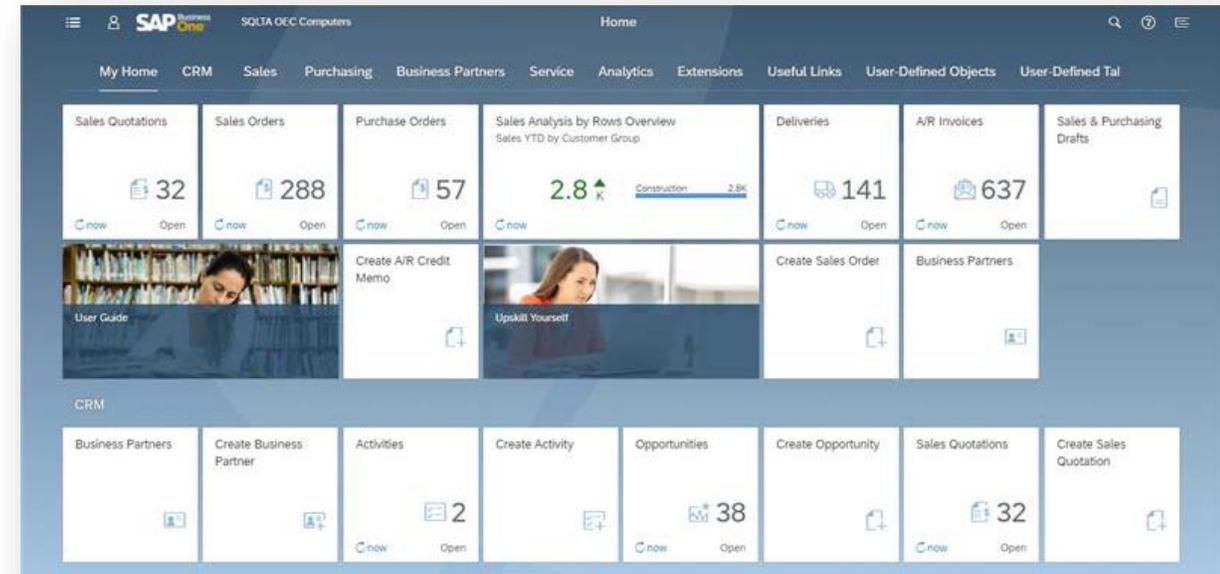
Hosted by **Partner**

- **Subscription** based licensing
- Subscription licensing allowing for operational expenditure flexibility
- Available in Public and Private Cloud environments

Web Client for SAP Business One

Optimize user experience

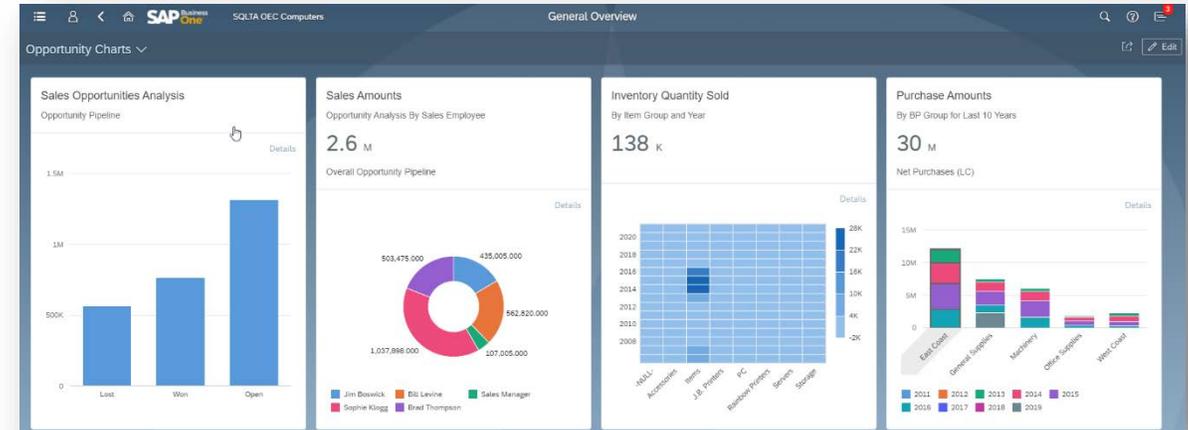
- Based on SAP Fiori design principles, encapsulating SAP Business One core processes and business logic
- Focused on creation, processing, and updating CRM, sales and purchasing documents and payments
- Support:
 - Creation and update of items, business partners, activities and time sheet
 - Service calls and solution knowledge base
- Integration with:
 - Microsoft 365 (Excel, Word)
 - Outlook 365
 - MS Teams



Web Client for SAP Business One

The Best of All Worlds

- Sophisticated analytic charting capabilities and predefined analytics content
- Flexible deployment options - on-premise and in the cloud, can be used side by side with the SAP Business One client
- Support Extensibility – user-defined tables (UDTs), user-defined fields (UDFs), user-defined objects (UDO), URL mashup, and SAP Fiori and HTML5 app support



The screenshot shows the 'Sales Order' form for customer 'C20000' (Maxi-Teq). A 'Credit Limit Utilization' pop-up window is displayed, providing details on the current progress of credit limit utilization. The form includes fields for Customer Details, Series/No., Posting Date, Delivery Date, Document Date, Sales Employee, and Owner. A red callout box points to the pop-up window.

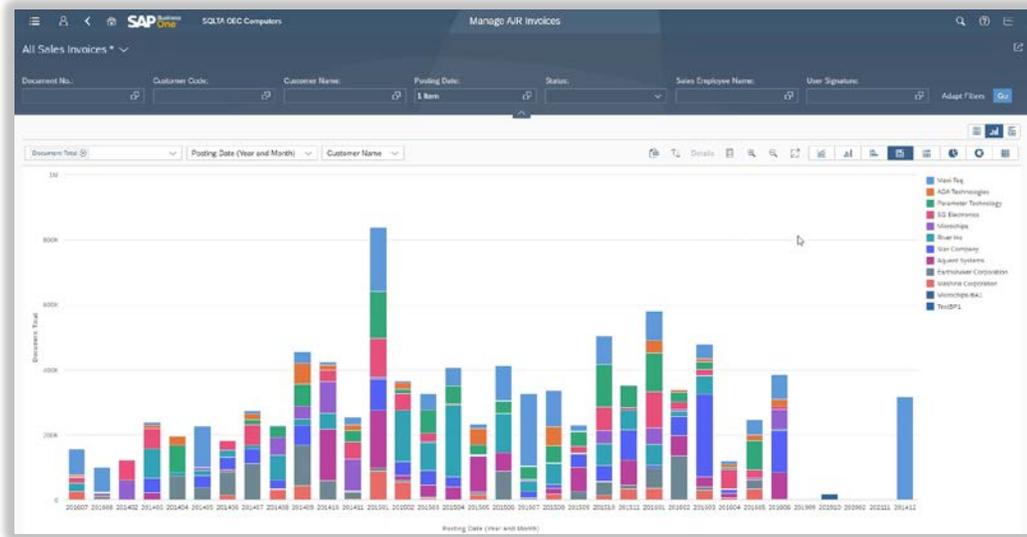
■ **Web assistant adoption**

Analytics



SAP Business One Web Client Analytics

Simple and Powerful Analytics Platform

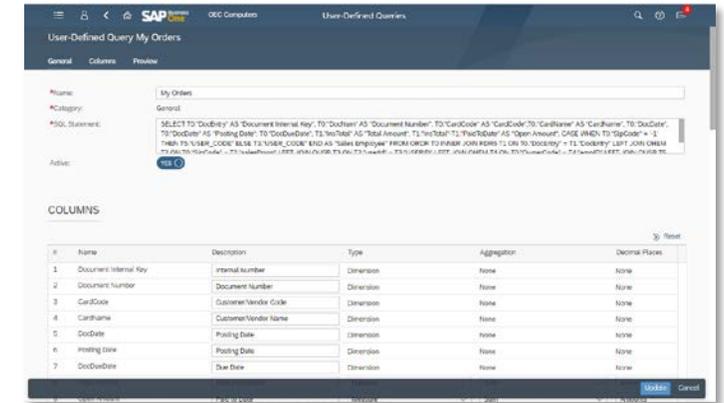
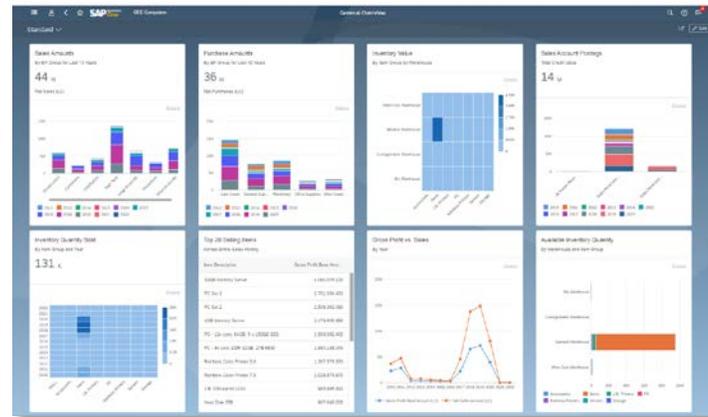
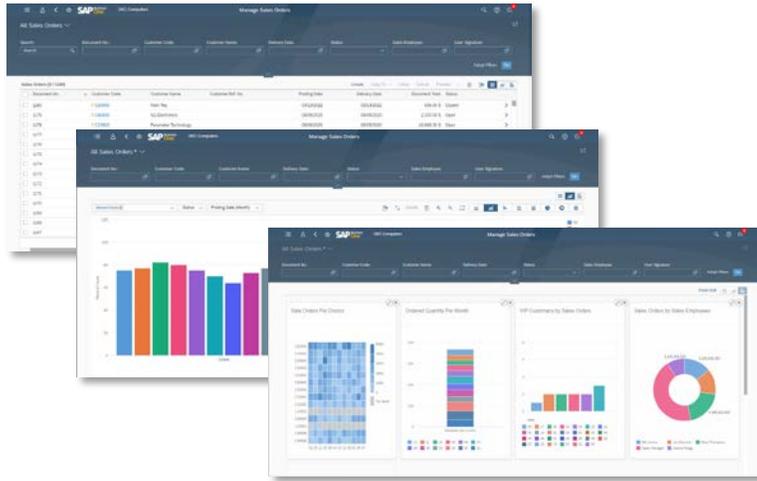


Streamline Business Processes with Analytics

- SAP Business One Web Client Analytics empowers the user in a simple approachable way
- Comprehensive off-the-shelf business process modelling
- Enables the users to simply build screens to fill most missing **Micro Business Process** steps

SAP Business One Web Client Analytics

Powerful analytics at the tip of your fingers



List View: Object-Centered Analytics

- Flexible and sophisticated filtering capabilities for deriving the exact data you need in every object list view
- Various visualization options allow you design chart view or card collection for the given object to best fit your needs and data presentation

General Overview: The Added Value of Multiple Data Sources

- User-friendly interface allows you to design cards using any **List View**, analytical chart, User-Defined Objects and Tables, or **User-Defined Query** as data source, showing the information you need from various aspects

User-Defined Queries (UDQs)

- WYSWYG interface for managing, creating, editing and previewing UDQs, including the ones created in the SAP Business One desktop client*
- Presentation as standard **List View** utilizing all List View related capabilities
- Can be leveraged as a data source for cards on the **General Overview** screen

* UDQs created in the SAP Business One desktop client that do not include run-time parameters or expressions which change field labels

Analytical Portfolio for SAP Business One

SAP Business One, version for SAP HANA

- Dashboards and KPIs
- Advanced Dashboards
- Interactive Analysis
- Semantic Layer
- Pervasive Analytics Designer

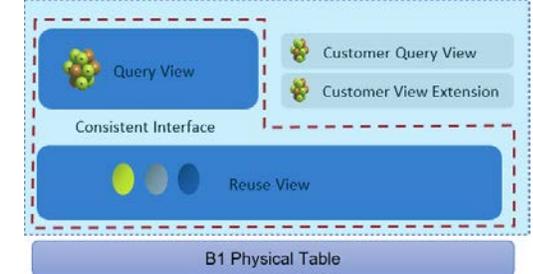
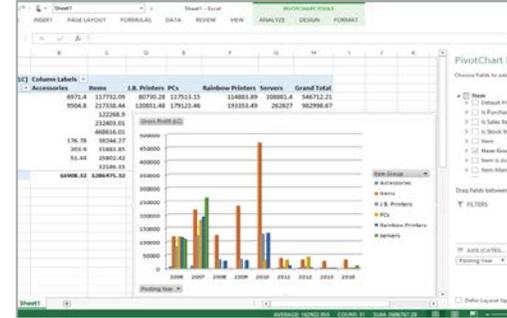
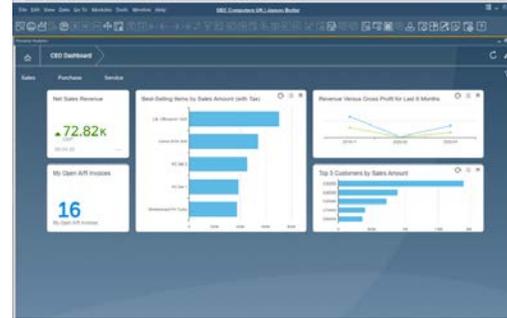
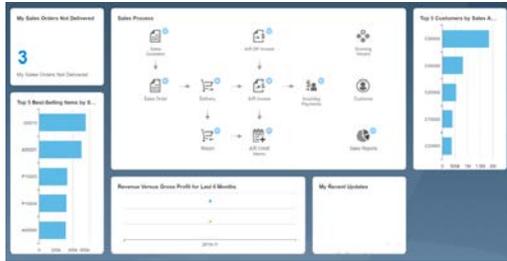
Data Visualization and Analysis

- SAP Analytics Cloud

Business Intelligence Reporting

- SAP Crystal Reports
- Excel Report Designer
- Analytical Portal

Analytical Portfolio – SAP Business One, version for SAP HANA



Dashboards and KPIs

Insightful data dashboards and KPIs to make your business measures better to understand

Cockpit

Visualize all analytics in your user specific SAP Business One Desktop

Advanced Dashboards

Consolidate a collection of Dashboards and KPIs related to specific areas of your business

Pervasive Analytics Designer

Customize and create new analytics, amplifying the end user experience

Interactive Analysis

Reporting capabilities for you, performed within MS Excel, based on the SAP HANA Semantic Layer

Semantic Layer

Pre-delivered information views representing your business content for reporting and analytical consumption

Analytical Portfolio – Data Visualization and Analysis



SAP Analytics Cloud (Subscription)

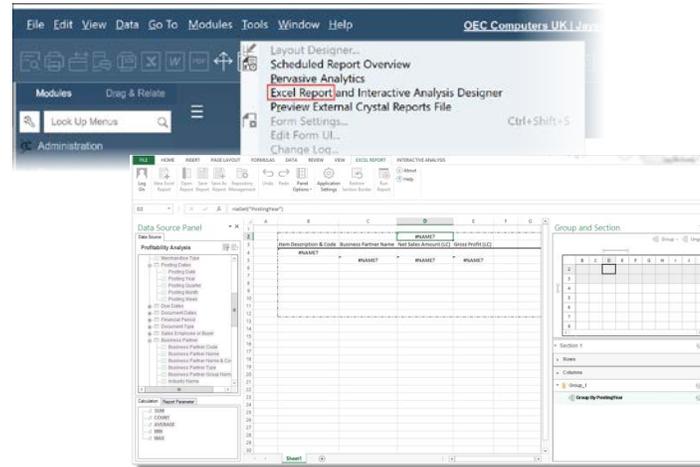
One integrated experience that allows you to discover, analyze, plan, predict, and collaborate – designed for the cloud

Analytical Portfolio – Business Intelligence Reporting

Original INVOICE

Customer: OEC Computers UK
Document Number: 1367
Customer No: 1007
Your Reference: C2990
Your Contact: Brad Thompson

Description	Quantity	Unit	Price	Tax %	Total
J.B. Offprint 1420 Item Code: A3000	10		300.00	20.00	3,900.00
Rainbow ColorJet 5 Item Code: A3004	10	Unit	375.00	20.00	3,750.00
WLAN Card Item Code: C3005	15		45.00	20.00	675.00



SAP Business One Analytical Portal showing report scheduling and a list of reports.

Scheduled Task	Report Name	Category	Type	Creation Time	Action
Monthly Customer Status	Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:53	
Purchase Analysis	Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:29:28	
Opportunity Report	Sales Opportunities Report	Customer Relationship Man.	Excel	2017-07-14 13:29:28	
Sales Analysis	Annual Sales Analysis (by Q.	Sales	Crystal	2017-07-14 13:30:25	

SAP Crystal Reports

Standard business intelligence reporting where you can create richly formatted, interactive business reports in SAP Business One

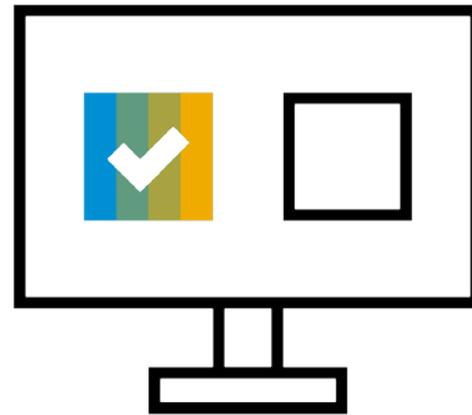
Excel Report

Generate powerful MS Excel reports for your business using the SAP Business One Semantic Layer

Analytical Portal

Enable your business to access, organize and schedule your reports from a Web browser, anytime, anywhere

Machine Learning



Machine Learning – Potential

When machine learning matures to the point that it can handle unstructured data (still an issue today), when organizations openly share data, and when algorithms begin to interact with each other more freely, machine learning will be embedded in all systems, devices, machines, and software.

That will enable highly context-sensitive insight at both the organizational and individual levels. We can only guess at the level of automation that will result, but the impact on business – and society – will be significant.

Already, commercial machine-learning applications based on these technologies are available, and more are being created all the time. That is why business leaders should engage now with trusted providers that can help them evaluate data structures and availability, free up information from siloed systems, and identify the richest areas for machine-fueled insight and improvement.

Machine Learning for SAP Business One, version for SAP HANA

The screenshot shows the 'Sales Recommendation' window in SAP Business One. It displays customer information for customer C30000, including name (Microchips), contact person (Judy Brown), and currency (GBP). The main table lists recommended items, with item A00001 (J.B. Officeprint) highlighted. The total value is GBP 300.00. The interface includes tabs for Contents, Logistics, Accounting, and Attachments, and a summary section at the bottom showing total before discount, discount, freight, tax, and total.

Sales Recommendation

Display of product recommendations based on the buying histories of your customers and similar customers in sales documents

The screenshot shows the 'Generate Intelligent Forecast' window. It includes configuration options for 'Select Items By' (Item), 'Item No.' (From A00001 to A00001), 'Item Group' (All), and 'Calc. Method' (Automatic Selection). A table displays forecast values for item A00001 across months from 2020-04 to 2020-12. Below the table is a line chart showing 'Past Data' (blue), 'Customized Data' (dotted), and 'Forecast Data' (orange) from 2012-10 to 2021-04. The chart shows a clear seasonal pattern with peaks in the second and fourth quarters of each year.

Item No.	Warehouse Code	2020-04	2020-05	2020-06	2020-07	2020-08	2020-09	2020-10	2020-11	2020-12
A00001	01	5	6	4	8	4	2	5	4	4

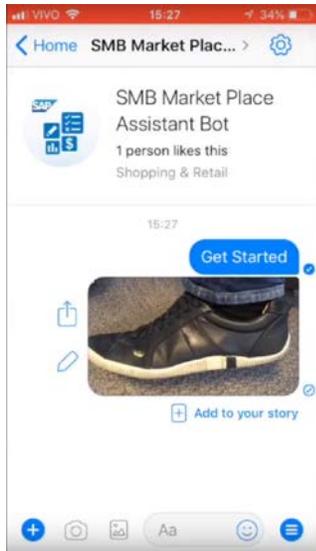
Intelligent Forecast

Interact with built-in statistical forecast algorithms to analyze inventory levels and optimize your demand

Machine Learning for SAP Business One, version for SAP HANA

**Important Note:*

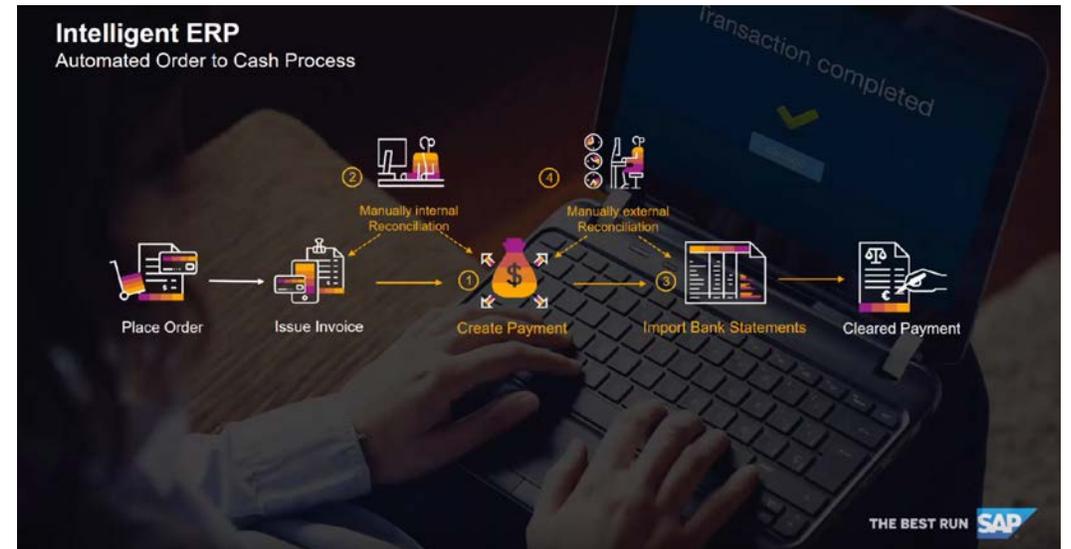
This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept.



SAP SMB Market Place*

Loosely-coupled mobile solution concept for a new buying experience, working across products and customers' segments

[Link](#) to YouTube Playlist – [Link](#) to Blog



Order to Cash Automation*

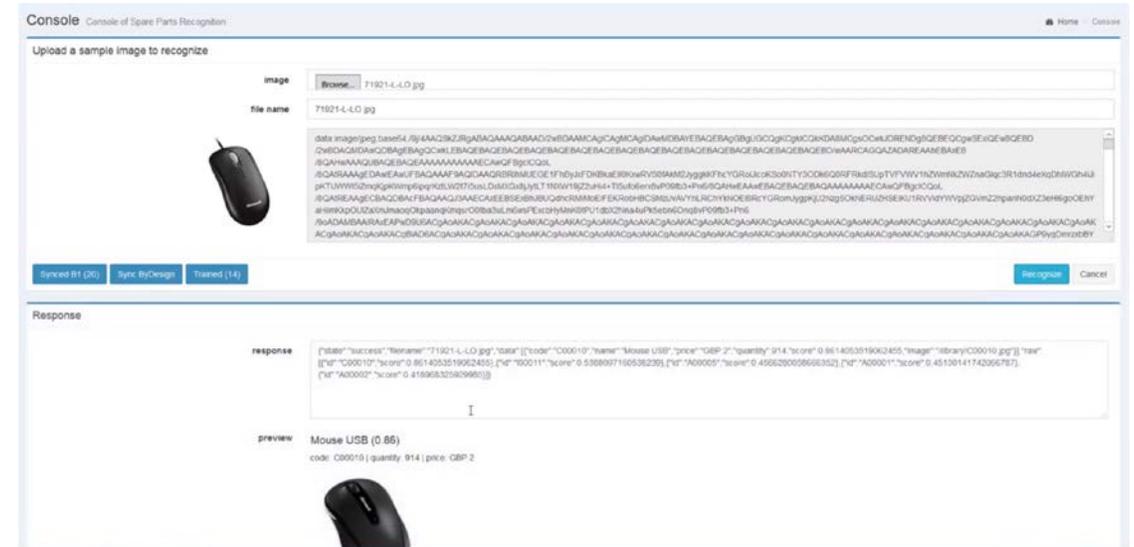
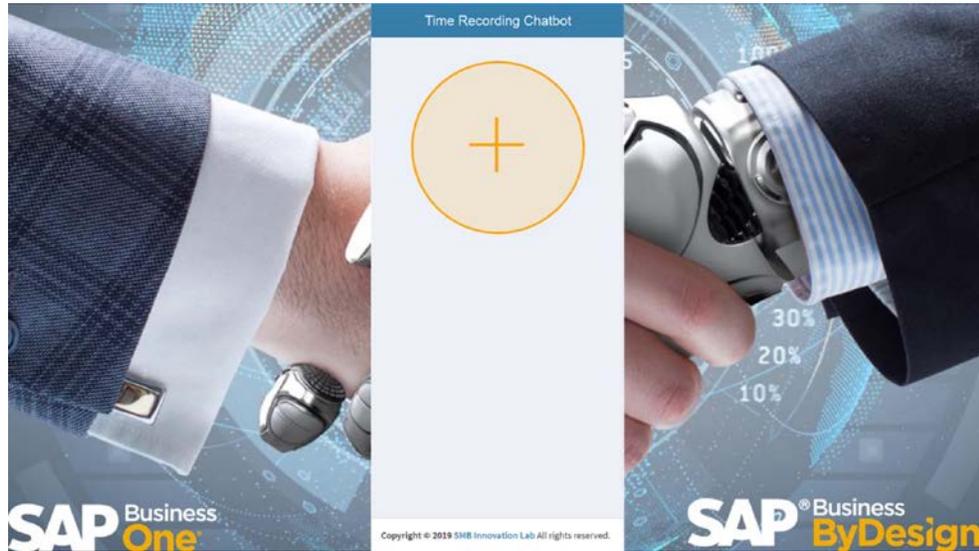
This is a proof-of-concept leveraging machine learning/artificial intelligence technologies to automate business processes

[Link](#) to YouTube Clip

Image Recognition and Conversational AI

**Important Note:*

This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a prototype.



Time Recording*

Take advantage of this prototype to enable your employees to easily record their time with face recognition and conversational AI.

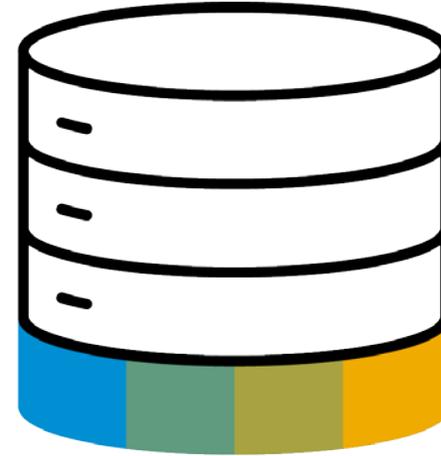
[Link](#) to YouTube Playlist – [Link](#) to Blog

Image Recognition*

Utilize the sample code of this prototype and build your own app to identify spare parts using image recognition on inventory items.

[Link](#) to YouTube Playlist – [Link](#) to Blog

Big Data



Big Data – What is meant by Big Data?

Big Data is neither a problem nor a solution in itself, or even a single technology. It is not important how many ...bytes of data business has accumulated. The issue is how to get value from Big Data by exploiting its combination of speed, complexity, and diversity?

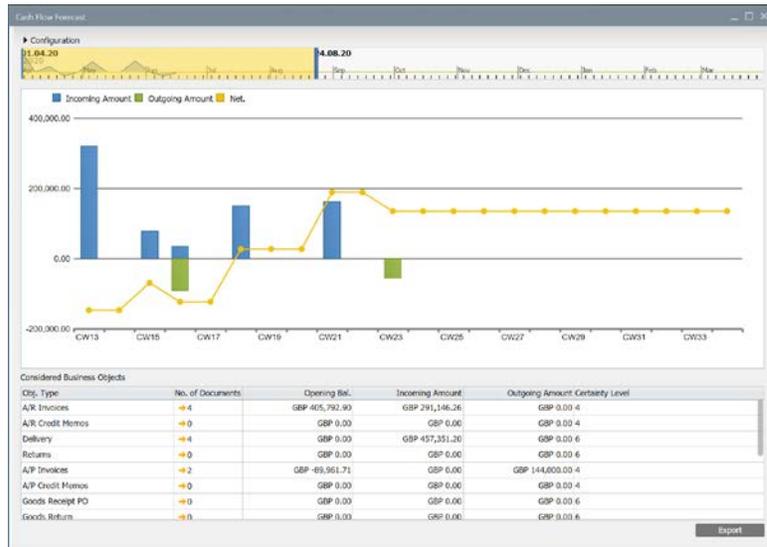
It is an opportunity to develop a foundation for decision management systems, incorporate new business signals into human and machine workflows, and drive growth and profit through innovation. One of the most popular aspects of Big Data today is the realm of predictive analytics.

Examples of Big Data Opportunities

- Make information transparent and usable at a higher frequency
e.g. enhance the customer's experience as it is happening
- Identify hidden relationships, patterns, and trends within data
e.g. anticipate and avert business problems or risks before they materialize
- Deliver via Scheduled Management
e.g. Prioritize customers orders via a drag-and-drop interface, ensuring on-time delivery
Suggest other items on-the-fly based on historical buying patterns of the customer and items

Big Data in SAP Business One, version for SAP HANA

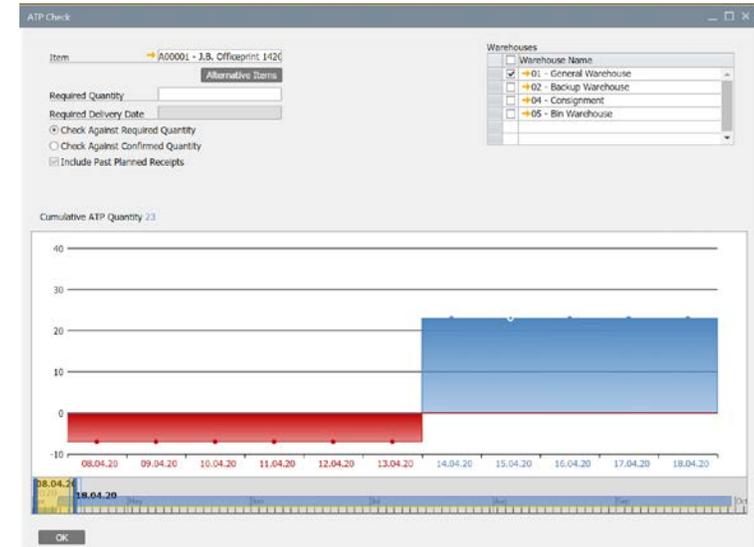
The SAP HANA Apps bring unstructured data into one view and analyze your data:



Cash Flow Forecasting

Graphical display of your cash flow.

Make informed decisions instantly, ensuring healthy liquidity ratios.

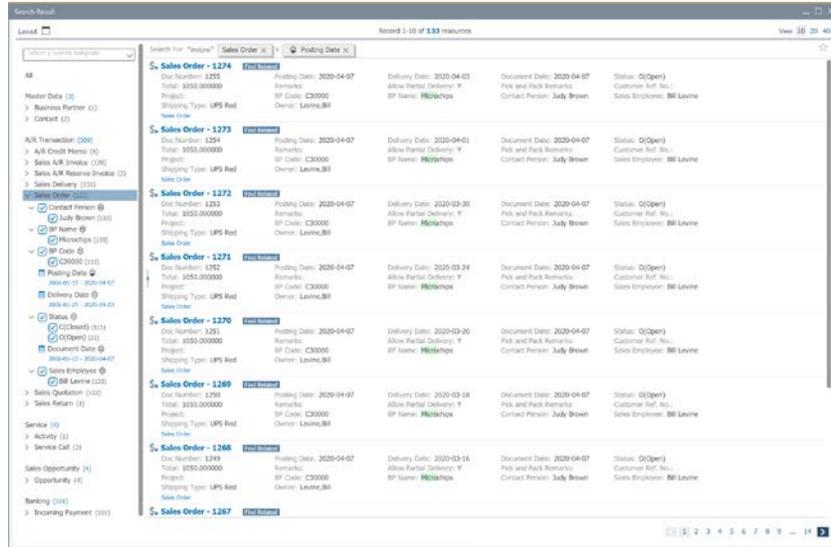


Advanced Available-to-Promise

Get transparency about your inventory dynamically, in real-time to minimize costs.

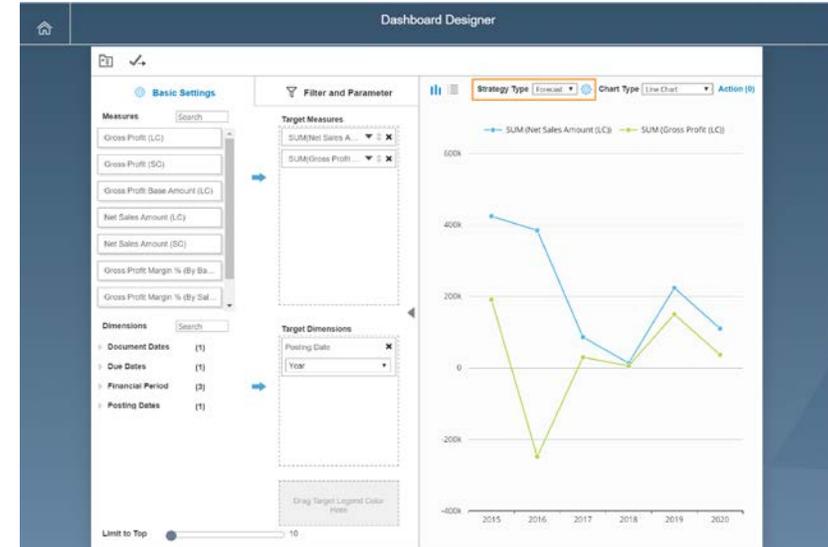
Interact with current and future stock levels to ensure you can satisfy your customer demands.

Big Data in SAP Business One, version for SAP HANA



Enterprise Search

Locate your business information via freestyle search, and drill down to the documents and sources itself.



Predictive Analysis

Use *Forecasting* strategies within your Dashboards to predict future and seasonal trends based on your historical data

Intelligent Forecast

Implement lean inventory management techniques thus improving efficiency and increase profits

Internet of Things (IoT)



Internet of Things (IoT) – Definition

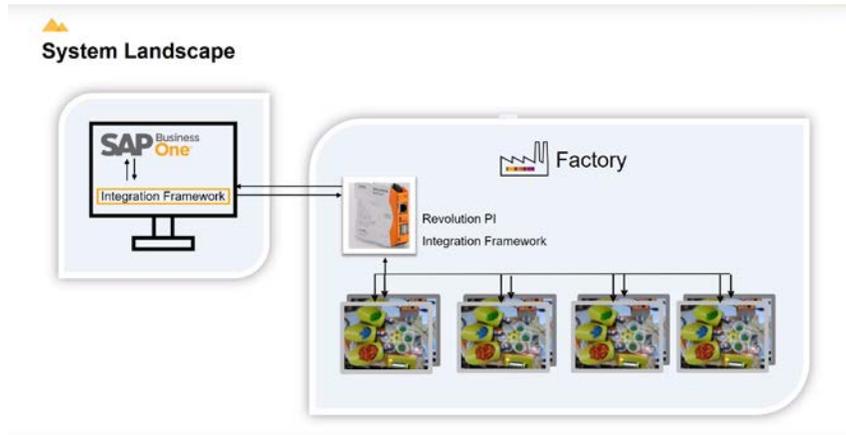
The Internet of Things is a network of physical objects – vehicles, machines, home appliances, and more – that use sensors and APIs to connect and exchange data over the Internet.

The IoT depends on a whole host of technologies – such as application programming interfaces (APIs) that connect devices to the Internet. Other key IoT technologies are Big Data management tools, predictive analytics, AI and machine learning, the cloud, and radio-frequency identification (RFID).

IoT in SAP Business One

Using the Integration Framework for SAP Business One

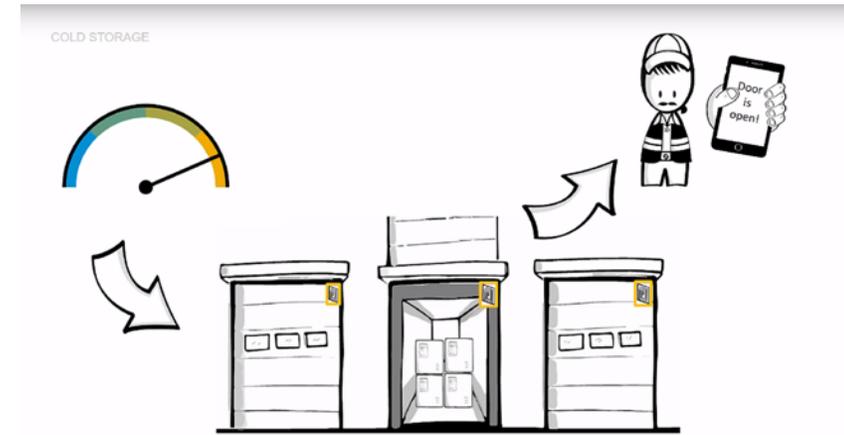
**Important Note: This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept.*



Factory Automation*

Example on how to have full control and monitor production orders by connecting the machines with SAP Business One using sensors.

[Link](#) to YouTube Playlist

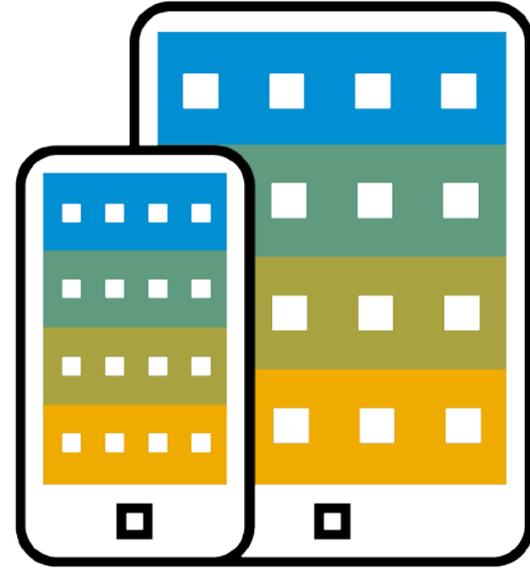


Cold Storage*

Example on how to connect operational areas or machines with SAP Business One via sensors to alert responsibilities in case of failures.

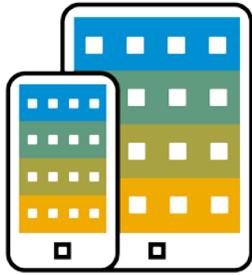
[Link](#) to YouTube Playlist

Mobile Technologies



Run your Business with native Apps

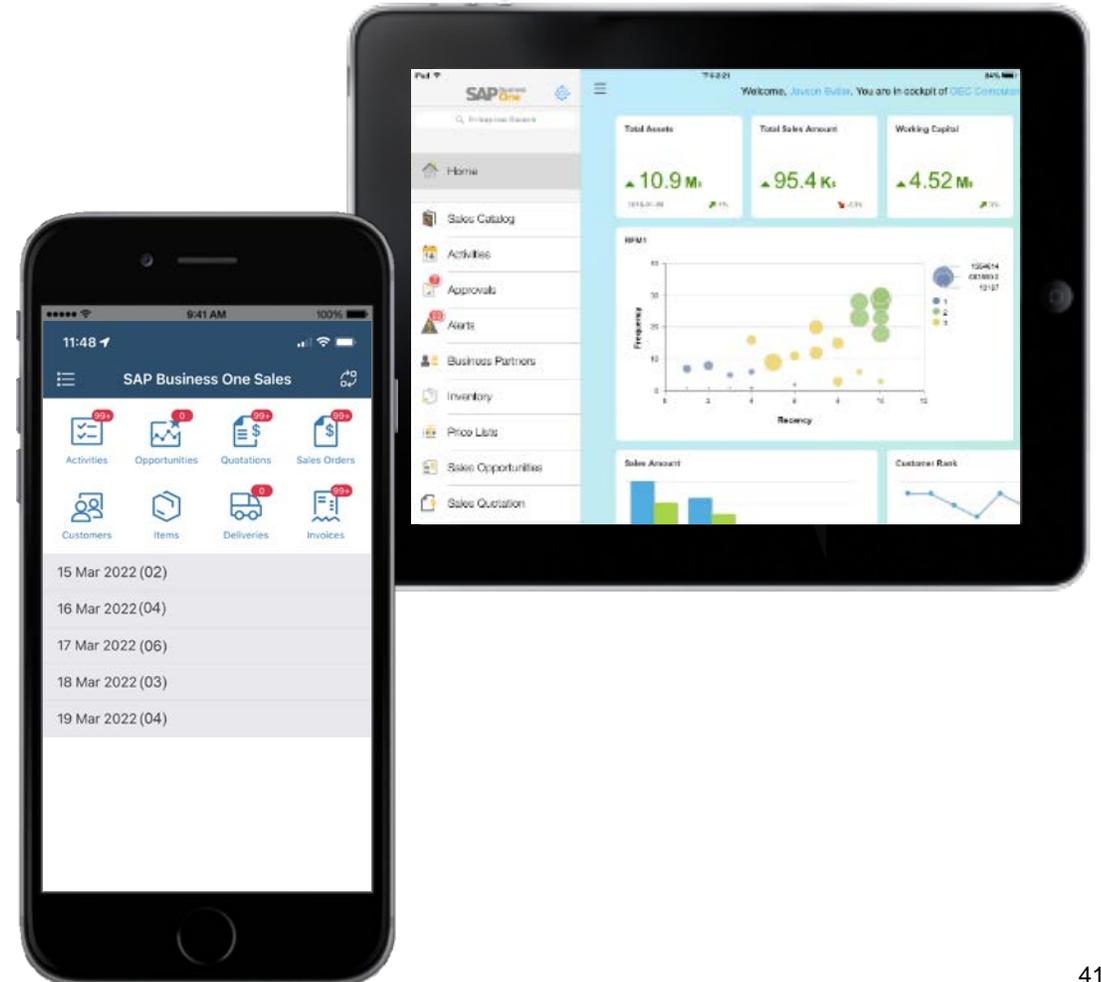
Access important business data from any location at any time



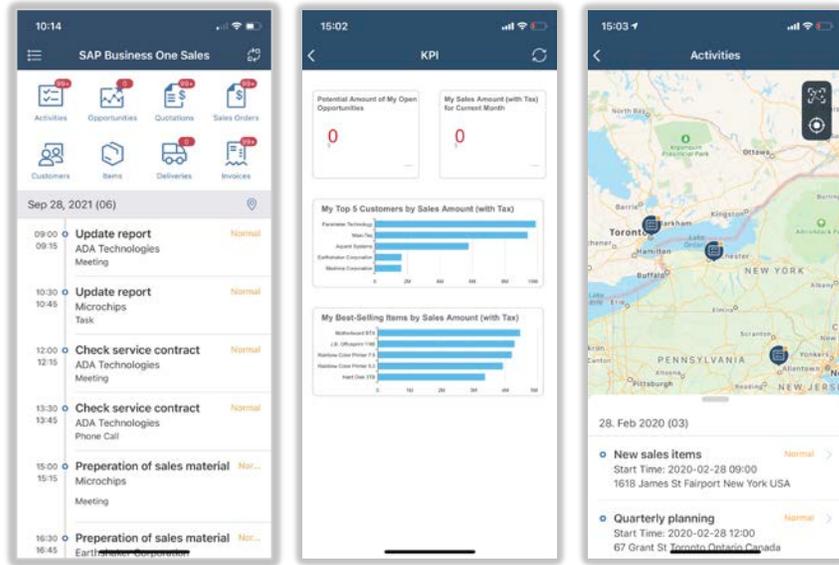
Mobile Apps

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

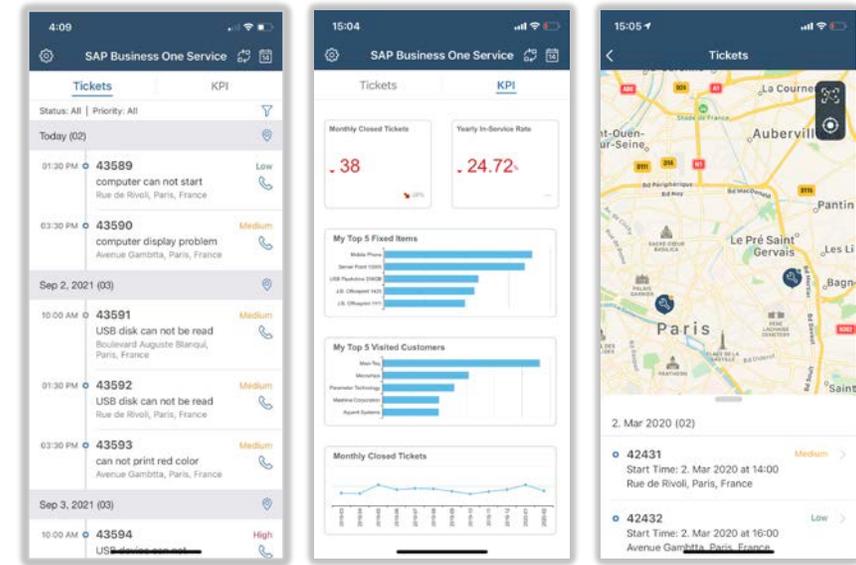


Mobile Technologies for SAP Business One



SAP Business One Sales App

Handle effectively your sales activities anywhere, anytime



SAP Business One Service App

Manage and fulfill your service anywhere, with integrated scanner, map, personalized signature and more

Additional Elements for **SAP Business One**

Integration Options for SAP Business One

Connecting your business networks



Integration Scenarios

(integral part of the SAP Business One solution)

Integration framework as development environment as well as runtime for predefined integrations, such as

- Dashboards, mobile apps, outsourced payroll, automated request for quotation, SAP Customer Checkout, web services, other SAP and non-SAP applications



Integration Hub

(ready-made integration scenarios)

Preconfigured templates to integrate cloud-based business applications and services, such as

- Shopify, Magento, Aramex, DHL, FedEx, UPS, Fixer, Mailchimp, SendGrid, Nexmo, Expensify, automated request for quotation



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
- Preconfigured 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

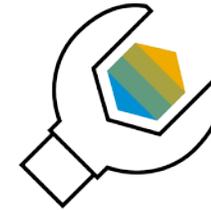
Extend to meet your specific business and industry challenges

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



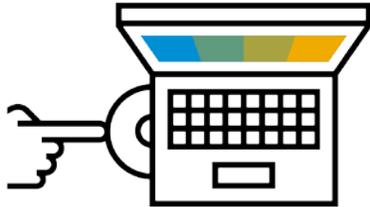
Horizontal Extensions

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



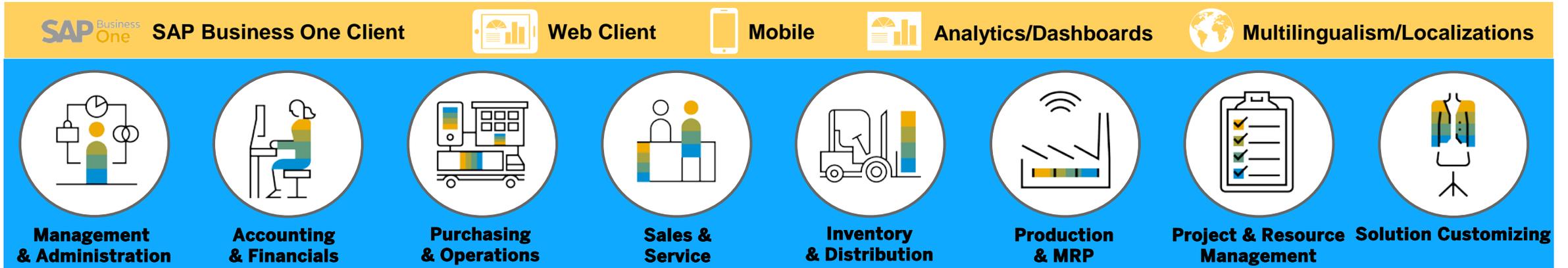
Cloud

Key Benefits

- Easy and affordable deployment
- Secure browser-based 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 in your Web browser.

Appendix

SAP Business One Key Functionality



- 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
 - GDPR

- 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
 - PEPPOL

- 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

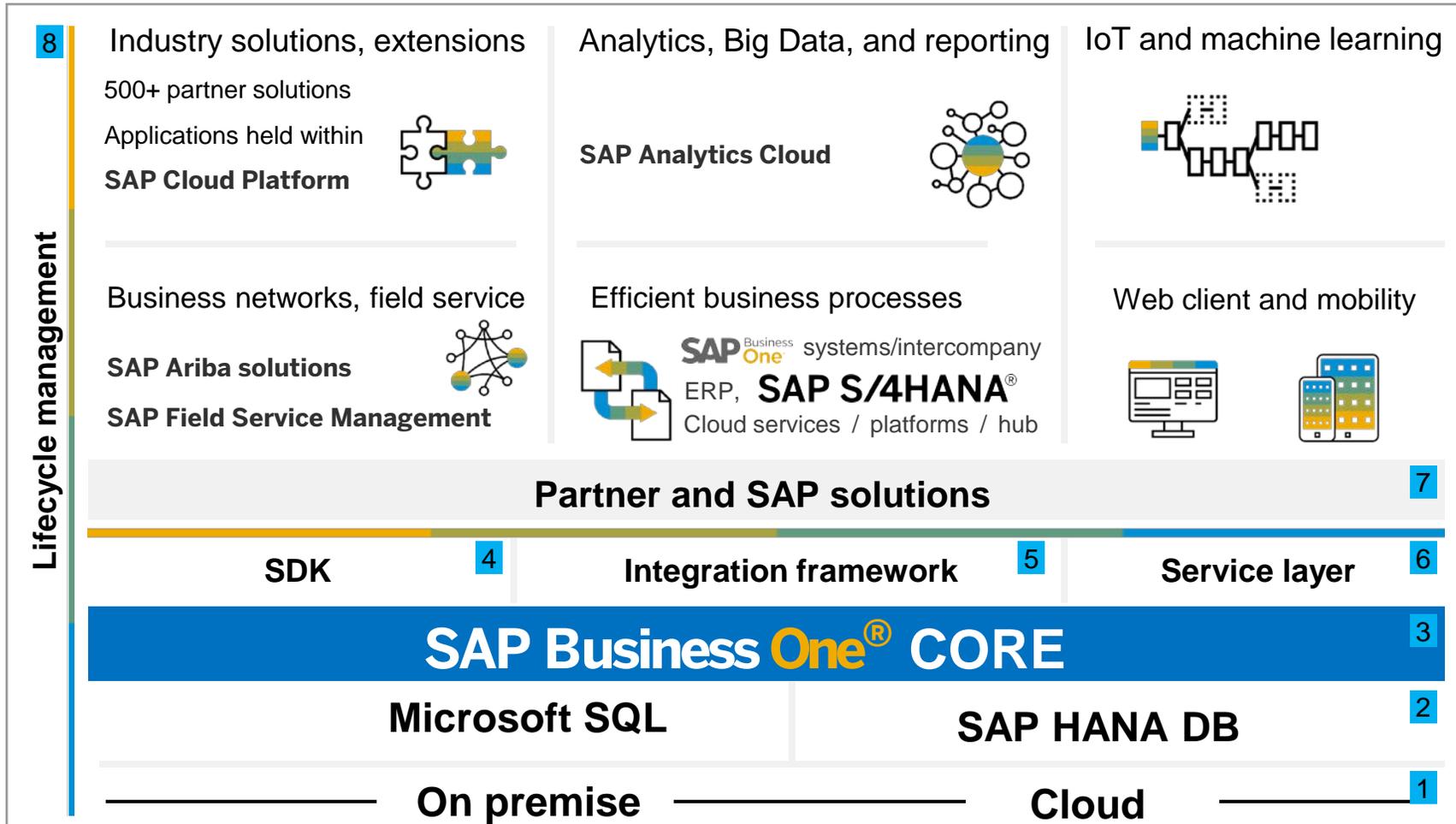
- Production & MRP**
- Bills of material
 - Item Sets
 - Production orders
 - Goods issues
 - Goods receipts
 - Production Dashboards
 - GL Account Determination
 - Life Cycle Mgmt.
 - Item cost calculation
 - Forecasts
 - MRP
 - Make to order
 - Order recommendations
 - Production Routing

- 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

SAP Business One solution stack

Customer needs and the value propositions of the product



- 1 Full deployment flexibility
- 2 Runs on in-memory technology
- 3 All standard business processes covered
- 4 Basic application programming interfaces (APIs)
- 5 Robust integration and collaboration
- 6 Interface for SAP HANA and MS SQL applications
- 7 Extends the solution scope based on extensibility layer
- 8 Low cost of ownership and efficient support

Thank you.

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