SAP Business One Introduction

Digitalization for Your Business

Global Roll-out, SAP
January, 2021
Introduction to SAP Business One
Why explore ERP system?
As your business changes, a solid underlying foundation is critical

It’s time to go digital
- You want to make the right business decisions at the right time, with real-time access to information
- You need to automate your business processes, to increase productivity

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

You are expanding
- If you are expanding into new markets, you need business software that will enable you, not hinder you
- Enable your subsidiary network to harmonize business and intercompany processes
Run your Business with a Digitized ERP Solution

Keep your focus on running your business!

Competitive Advantage
- Become relevant in the global economy by implementing robust business process, allowing you to adapt to market changes, and anticipate business trends

Connect Business Functions
- Your entire business runs more smoothly by touching all business areas which assists by natural cross departmental collaboration within your organization

Easy Access to Data
- Analytics and reports helps you to keep informed about your business to make decisions on the back of real-time data insights
Meet the Digital Core for SMEs
SAP Business One

- Management & Administration
- Accounting & Financials
- Inventory & Distribution
- Project & Resource Management
- Production & MRP
- Purchasing & Operations
- Sales & Service
Digital Business – Enablers

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

...accelerated by the Internet of Things (IoT), advances in Machine Learning and innovations like Blockchain.

These technologies give your company the ability to change your business models, and create new products and services in the digital economy.
The Digital Core For SMEs
Enhanced by the Digital Enablers

Analytics

Cloud Technologies

Mobile Technologies

Internet of Things (IoT)

Big Data

Machine Learning

THE DIGITAL CORE FOR SMEs

Purchasing & Operations

Sales & Service

Project & Resource Management

Production & MRP

Inventory & Distribution

Accounting & Financials

Management & Administration
Additional Elements for SAP Business One
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.
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

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

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

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

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

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.
Make Real-Time Business Decisions with Apps…
Support your business decisions with accurate information

SAP HANA Apps

- **Enterprise Search**
  Find any information within your organization, just like searching on an internet search engine!

- **Cash Flow Forecast**
  Make informed decisions instantly, ensuring healthy liquidity ratios

- **Available-to-Promise**
  Interact with current and future stock levels to ensure you can satisfy your customer demands

- **Delivery Schedule Management**
  Prioritize customers orders via a drag-and-drop interface, ensuring on-time delivery

- **Intelligent Forecast**
  Implement lean inventory management techniques thus improving efficiency and increase profits

- **Sales Recommendation**
  Suggest other items on-the-fly based on historical buying patterns of the customer and items
...and Analytics
Support your business decisions with accurate information

Analytics and Reporting

- Interactive Analysis
  Create flexible ad-hoc analysis within the familiar Microsoft Excel

- Pervasive Analytics Designer
  Customize and create new analytics, amplifying the end user experience

- Dashboards and Advanced Dashboards
  Embed across all business forms and functions empowering end users with up-to-the-second information

- Key Performance Indicators (KPIs)
  Track business-critical measures

- Cockpit
  Visualize all analytics in your user specific SAP Business One Desktop

- Excel Report Designer
  Create predefined Microsoft Excel reports with a real-time connection to your business data

- Analytical Portal
  Run and schedule Crystal Reports and Excel Reports in real time through a web browser

- Semantic Layer
  Aiding end users to access information freely using common business terms

- SAP Crystal Reports
  Generate and create feature rich and interactive reports with the embedded
Launch the Web Client
… and optimize user experience

The Web Client

- Is based on SAP Fiori design principles encapsulating SAP Business One core processes and business logic
- Focuses on creation, processing, and updating of Sales Quotations, Sales Orders, A/R Deliveries, and A/R Invoices
- Supports creation and update of items, business partners, and activities
- Provides sophisticated analytic charting capabilities
- Can be launched in either a desktop computer or tablet; or directly from the SAP Business One desktop application
Run your Business with native Apps
Access important business data from any location at any time

Key Benefits

- Instant access for employees who need to view and update data from anywhere
- Integrated analytics enable decisions to be made in real time
- Comprehensive sales and service functions
- Increase productivity of employees on the road
Simplified and Automated Lifecycle Management
With Remote Support Platform 3.2 for SAP Business One

Key Benefits

▪ Reduce your TCO due to increased operational effectiveness and decreased time for support
▪ Reduce time for system maintenance, i.e. simplified upgrades, automated back-ups, and repairs
▪ Get accelerated and predictable problem resolution
▪ Achieve peak system performance, stability and improved data consistency
▪ Minimize unplanned downtime and business disruption
Start Changing Your Business – Now
Why Become a Digital Business?

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

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

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

Expansion
- If you are expanding into new markets, you need business software that will enable you
A good ERP Solution…
allows you to focus on running your business

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

- Procurement and production systems are connected to finance. Business data is connected to sales and service
- Your entire business runs more smoothly by touching all areas of collaboration within your organization

- Integrated analytics and reports should always keep informed on the health of your business
- Better decisions can be made on the back of real-time data insight
Easy to Set Up, Use and Optimize
Get started quickly and see results

Complete and Integrated
- All essential business functions – from accounting and sales to purchasing and inventory
- Available “out of the box”
- Gain complete visibility and control

Fast Time to Value
- Intuitive and easy for your employees to adopt and use
- Implement in a short time period
- Embedded implementation tools based on the proven Accelerated Implementation Program

Simple and Affordable
- Quick to set up and optimize
- Easy to use
- Get the latest technology priced for small and growing businesses
SAP Business One
SAP’s best selling ERP solution by number of customers

Used by 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
Appendix
SAP Business One Positioning for Small and Midsize Enterprises
The SME ERP solution that uses in-memory technology and offers “freedom of choice” deployment.
### SAP Business One Key Functionality

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<th>SAP Business One Client</th>
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<th>Mobile</th>
<th>Analytics/Dashboards</th>
<th>Multilingualism/Localizations</th>
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<td>Authorizations</td>
<td>Multiple currencies</td>
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<td><strong>Accounting &amp; Financials</strong></td>
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<td>Journal entries</td>
<td>Posting templates</td>
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<td><strong>Purchasing &amp; Operations</strong></td>
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<td>Purchase request</td>
<td>Purchase quotations</td>
<td>Web-enabled RFQ</td>
<td>Purchase orders</td>
<td>Goods receipt POs</td>
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<td><strong>Sales &amp; Service</strong></td>
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<tr>
<td>Opportunity and pipeline Mgmt.</td>
<td>CRM</td>
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<td>Blanket agreements</td>
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<td><strong>Inventory &amp; Distribution</strong></td>
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<tr>
<td>Item management</td>
<td>Item lists</td>
<td>Price lists</td>
<td>Goods receipts</td>
<td>Goods issues</td>
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<td><strong>Production &amp; MRP</strong></td>
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<tr>
<td>Bills of material</td>
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<td>Production orders</td>
<td>Goods issues</td>
<td>Goods receipts</td>
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<tr>
<td><strong>Project &amp; Resource Management</strong></td>
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<tr>
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<td>User-defined fields creation</td>
<td>User-defined tables creation</td>
<td>User-define queries creation</td>
<td>SQL Query Generator</td>
<td>Form UI configurator</td>
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</tbody>
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About SAP SE

Employees and Basic Facts

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 101,450 employees worldwide (09/30/2020)
  - 145 nationalities worldwide

Customers

- SAP serves >440,000 customers in >180 countries
- Approx. 80% of SAP’s customers are SME
- 77% of the world’s transaction revenue touches an SAP system

Market Position

- SAP is market share leader in:
  - Enterprise resource planning (ERP)
  - Analytics
  - Supply chain management
  - Human capital management
  - Experience management software & customer experience
- Top Cloud Vendor
  - Cloud user base: ~230m users
  - 65 datacenters in 35 locations in 16 countries
SAP Business One solution stack
Customer needs and the value propositions of the product

<table>
<thead>
<tr>
<th>Lifecycle management</th>
<th>Industry solutions, extensions</th>
<th>Analytics, Big Data, and reporting</th>
<th>IoT and machine learning</th>
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<tbody>
<tr>
<td></td>
<td>500+ partner solutions</td>
<td>SAP Analytics Cloud</td>
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<td>Applications held within</td>
<td>Efficient business processes</td>
<td>Web client and mobility</td>
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<td>SAP Cloud Platform</td>
<td>SAP S/4HANA®</td>
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<td></td>
<td>Business networks, field service</td>
<td>ERP, systems/intercompany</td>
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<td>SAP Ariba solutions</td>
<td>Cloud services / platforms / hub</td>
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<td>SAP Field Service Management</td>
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<tr>
<th>Partner and SAP solutions</th>
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<tbody>
<tr>
<td>1. Full deployment flexibility</td>
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<tr>
<td>2. Runs on in-memory technology</td>
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<td>3. All standard business processes covered</td>
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<td>4. Basic application programming interfaces (APIs)</td>
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<td>5. Robust integration and collaboration</td>
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<td>6. Interface for SAP HANA and MS SQL applications</td>
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<td>7. Extends the solution scope based on extensibility layer</td>
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<tr>
<td>8. Low cost of ownership and efficient support</td>
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</tbody>
</table>

SAP Business One® CORE
Microsoft SQL On premise
SAP HANA DB Cloud
Thank you.