



SAP Business One Integration for SAP NetWeaver Overview Presentation

SAP Business One, Global Roll-out
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PUBLIC

Integration Across Global Network

Business Challenges

As organizations expand, business processes typically become more complex.

Businesses grow both organically and by acquisition:

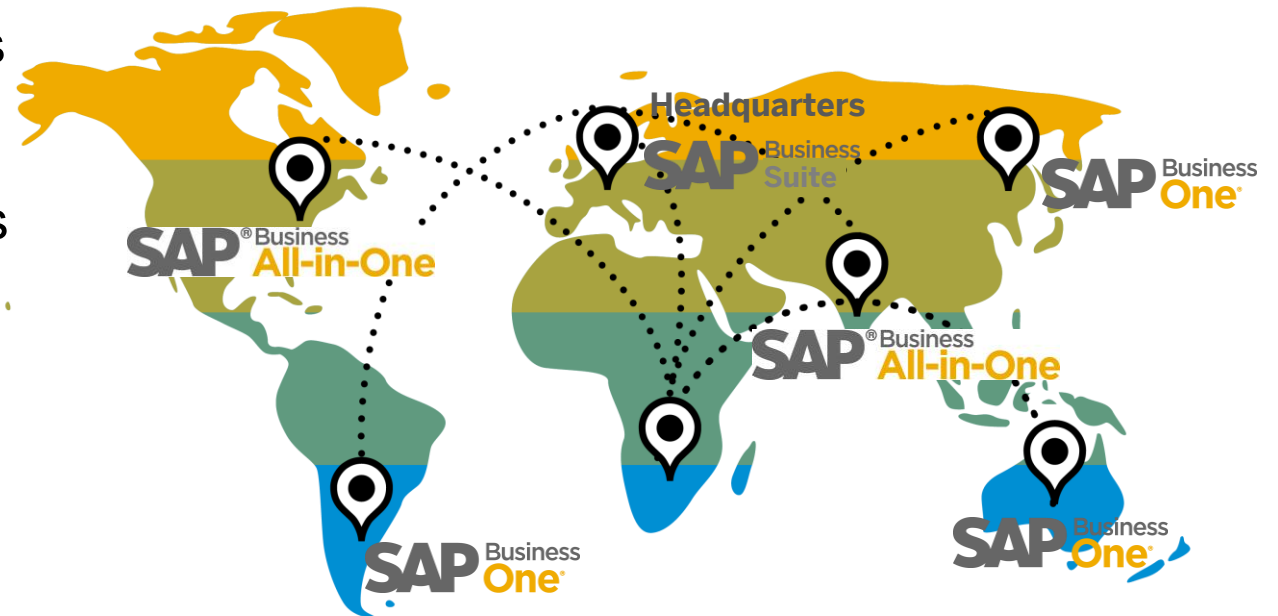
They need an easy way to harmonize the business processes that run at headquarters with those that run in their affiliates and subsidiaries.



Create a Unified Environment

Across the business network with **SAP Business One** integration for the SAP NetWeaver

- Connect your business network all-over and improve visibility by lowering costs
- Provide integration of multiple installations of SAP Business One across the network
- Standardize and unify business processes across the business ecosystem



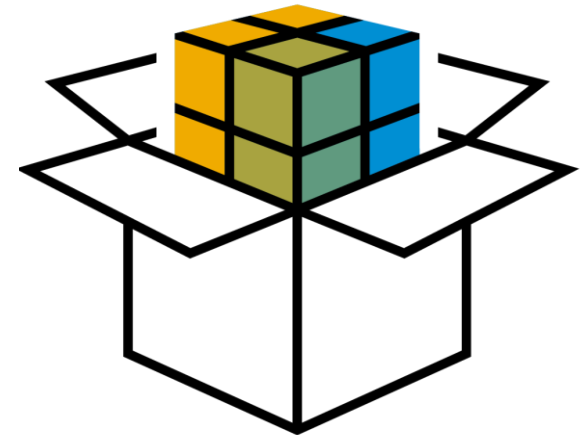
What is Included?

SAP Business One Integration for SAP NetWeaver includes

Preconfigured out-of-the-box integration content for most common subsidiary integration scenarios

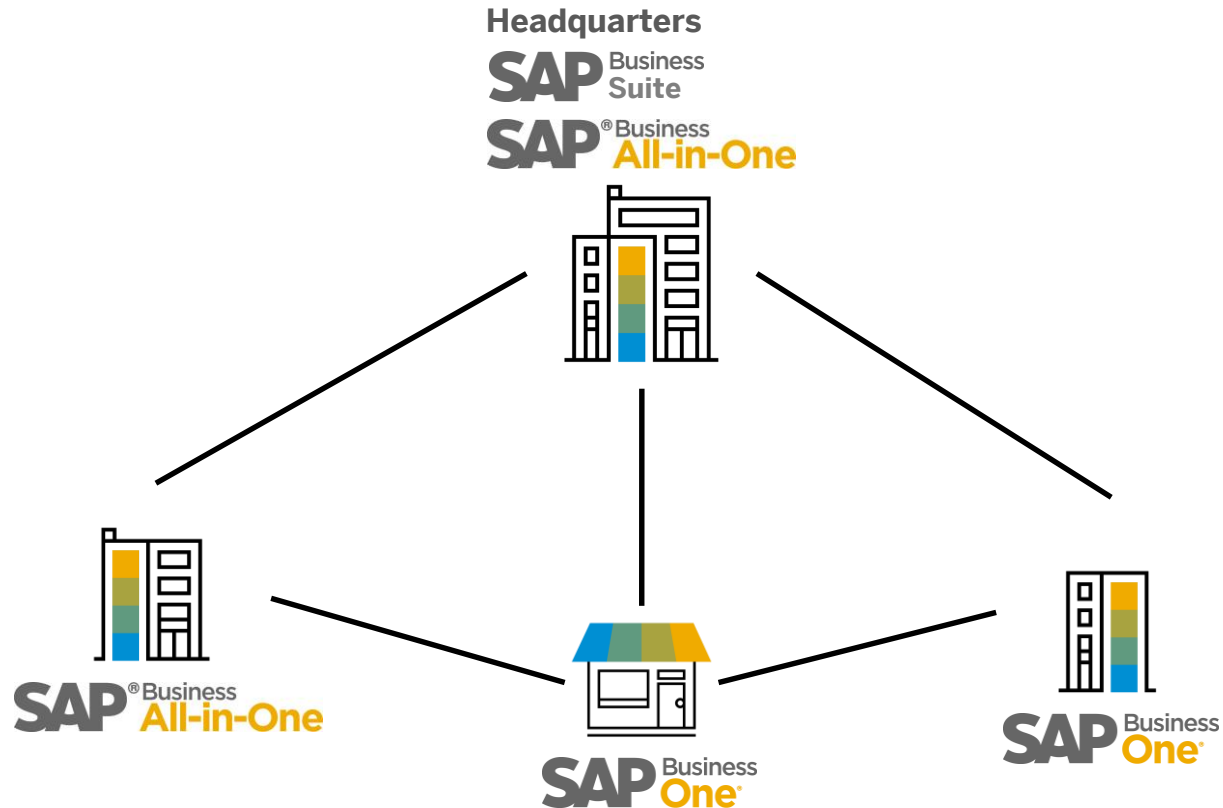
- SAP Business One <-> SAP Business Suite / SAP NetWeaver
- SAP Business One <-> SAP Business One

Based on the **Integration Framework for SAP Business One** with the complete range of development and monitoring tools, and possibility to develop own scenarios.



SAP Business One ↔ SAP Business Suite / SAP NetWeaver

“Headquarters uses SAP Business Suite”

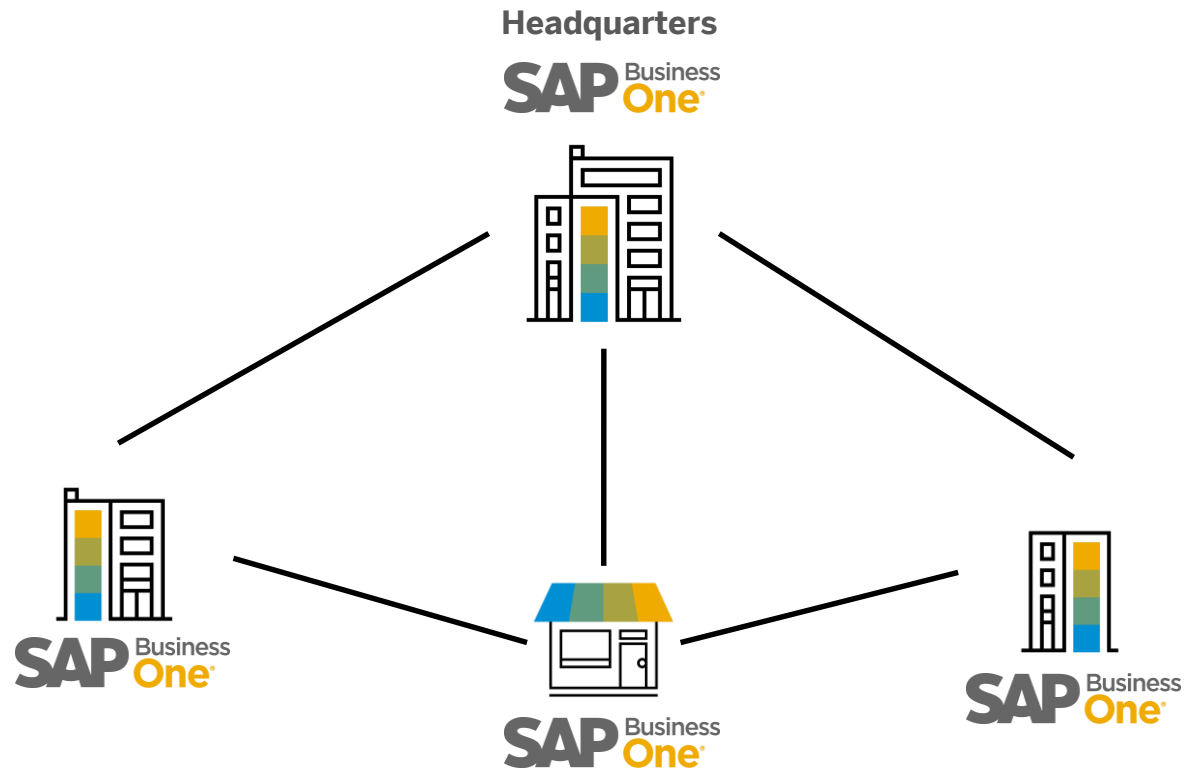


Out-of-the-box scenarios

- Customizing data distribution
- Master data distribution (product & customer)
- Intercompany purchasing
 - Sales from central stock (3rd party direct ship)
 - Sales from local stock (subsidiary has local warehouse)
- Management reporting – sales analysis (integration into SAP BW)
- In-house cash
- Liquidity forecasting

SAP Business One ↔ SAP Business One

“Headquarters uses SAP Business One”



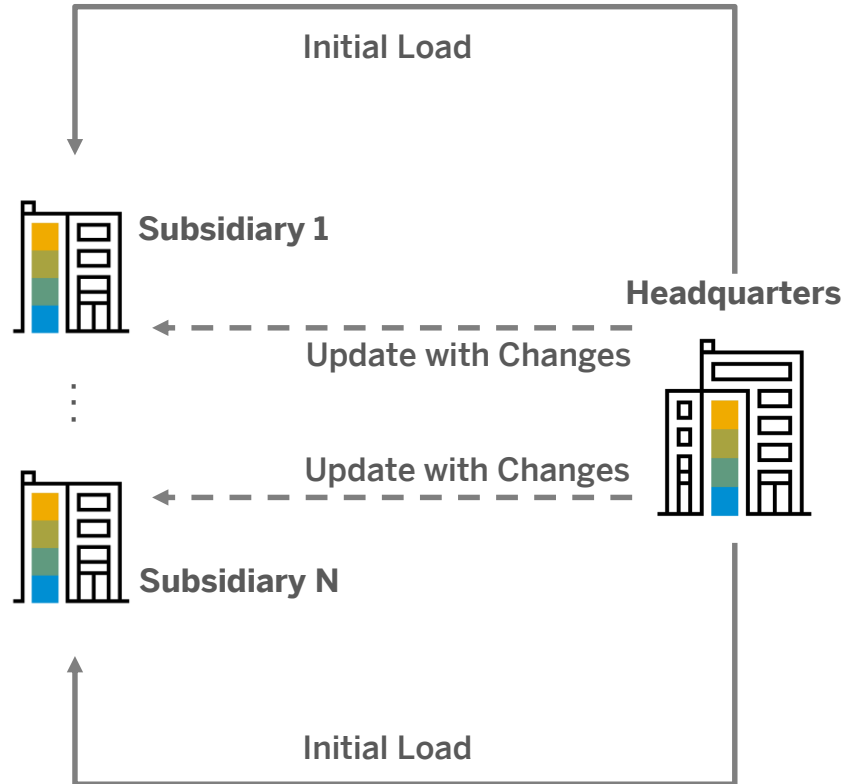
Out-of-the-box scenarios

- Master data distribution (item & customer)
- Intercompany purchasing
 - Sales from central stock (3rd party direct ship)
 - Sales from local stock (subsidiary has local warehouse)
- Financial consolidation – journal entries

Integration Scenarios

Scenario – Master Data Distribution

SAP Business One with SAP Business Suite
SAP Business One with SAP Business One



Purpose

- Synchronized customer and item master data in your complete company network

Benefits

- Automatic process guarantees a high level of data consistency and low level of erroneous data
- Cost reductions due to high amount of automation

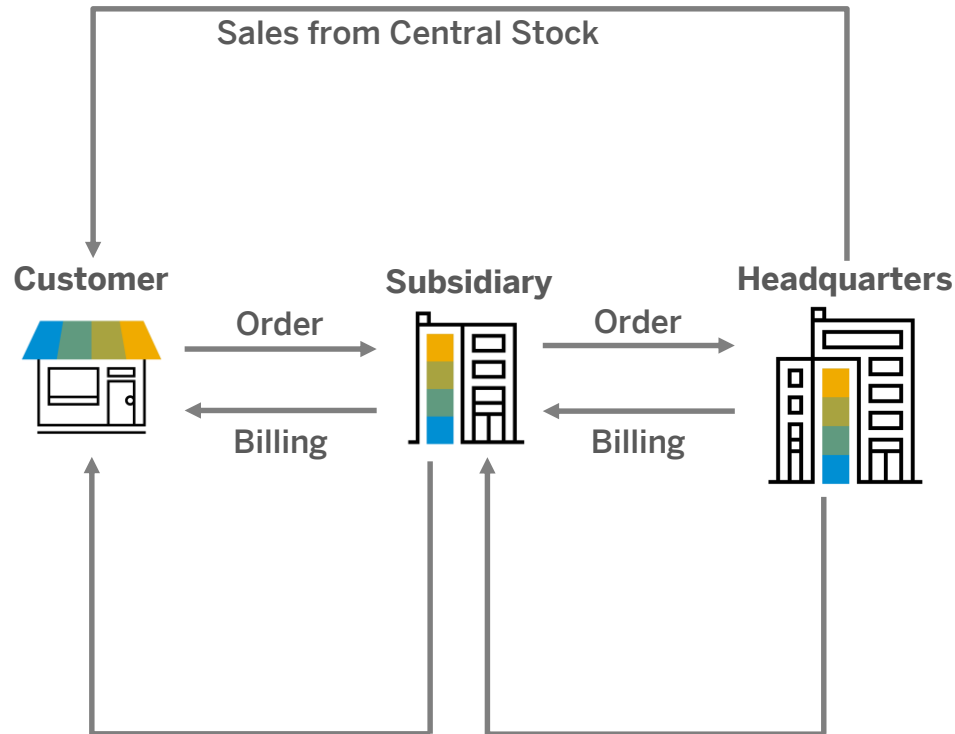
Key process flows covered

- Performs initial customer and item master data upload from central system to one or more SAP Business One systems
- Synchronizes records on an ongoing basis to mirror changes across the network

Scenario – Intercompany Purchasing

SAP Business One with SAP Business Suite

SAP Business One with SAP Business One



Purpose

- This scenario enables intercompany purchasing between subsidiaries and headquarters by providing reliable data exchange and support for required logistical and financial processes across the network.
- Headquarters supplies subsidiaries with sales products, where subsidiaries act as either sales offices (Sales from Central Stock) or local distribution centers (Sales from Local Stock)

Benefits

- Cost reductions due to high amount of automation
- Accelerated sales and supply processes
- Increased visibility within the process chain

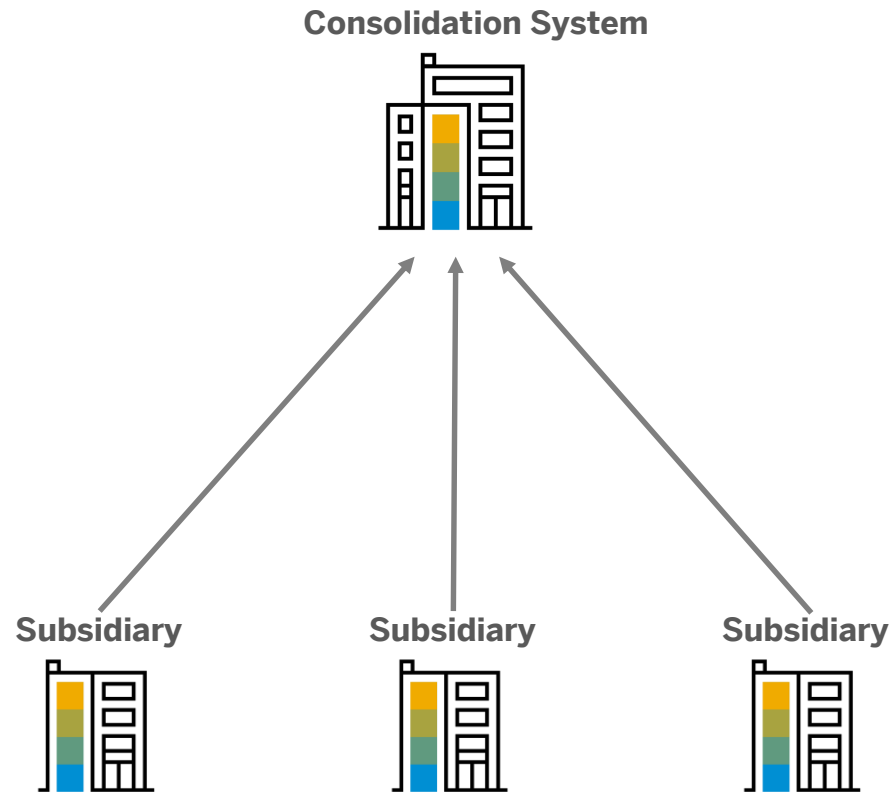
Key process flows covered

- Sales from Central Stock (subsidiary as sales office)
- Sales from Local Stock (subsidiary with own warehouse)

Integration Scenarios – **SAP Business One to SAP Business One**

Scenario – Financial Consolidation

SAP Business One with SAP Business One



Purpose

- Having a consolidated view over the financial situation of the local SAP Business One companies in one consolidation SAP Business One
- Providing the concern's / company's financial situation to internal as well as to external parties
- Additional manual correction adjustments could be done to this virtual consolidated company database
- This scenario is meant to be a simple consolidation scenario

Benefits

- Automatic process guarantees a high level of data consistency and low level of erroneous data
- One central system to generate financial reports for internal and external parties

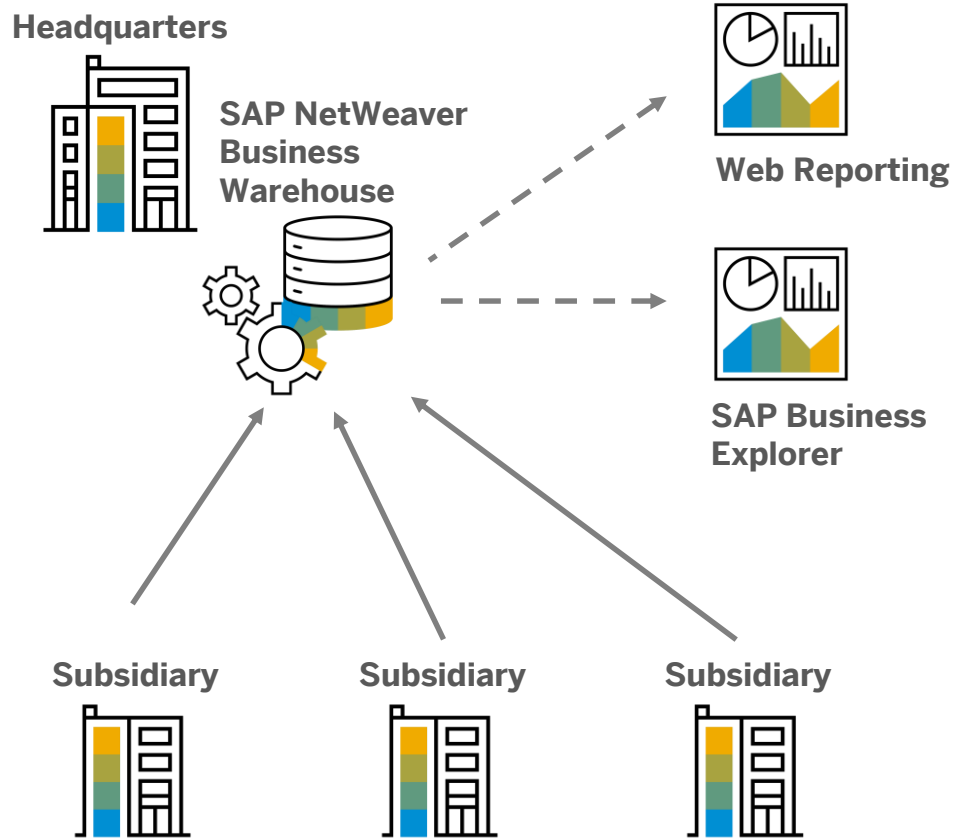
Key process flows covered

- Inserts and changes of journal entries in the subsidiaries SAP Business One will be transferred to on central consolidation SAP Business One

Integration Scenarios – **SAP Business One to SAP Business Suite**

Scenario – Management Reporting

SAP Business One with SAP Business Suite



Purpose

- This scenario allows headquarters to consolidate information from SAP Business One systems in subsidiaries to produce reports that provide statistical data for decision-making and further analysis using SAP BW

Benefits

- Reduced manual interaction in building company-wide, consolidated reports
- Improved decision making and collaboration with insight into each operation
- Quicker response to customer and market changes with improved visibility

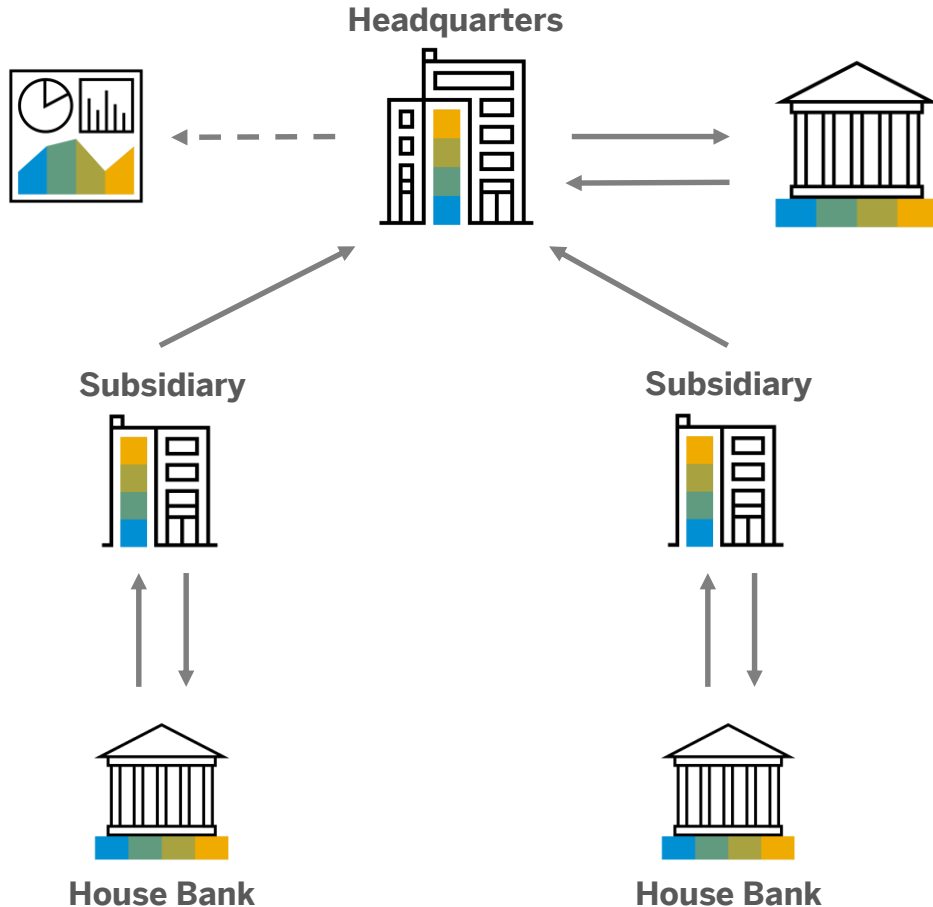
Key business objects covered

- Sales orders
- Delivery / returns
- Invoices / credit memos

(Initial load and update changes are supported)

Scenario – Liquidity Forecasting

SAP Business One with SAP Business Suite



Purpose

- Liquidity forecasting provides headquarters with a central access to information about the current state of your bank account status of their subsidiaries.
- It also provides an overview of the short-term and mid term cash flow forecast financial situation based the posted invoices (both outgoing and incoming) of all subsidiaries

Benefits

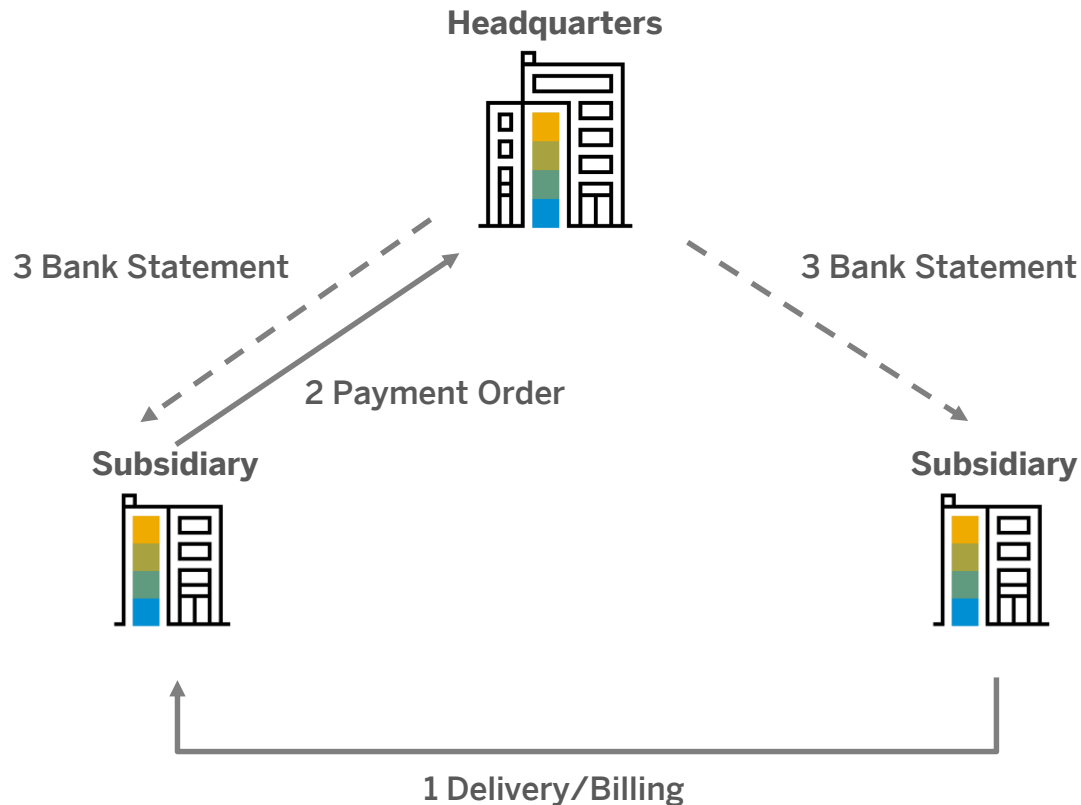
- Up-to-date clarity on cash status and liquidity requirements across the network

Key process flows covered

- Collection of cash management data from different subsidiaries
- Transfer of datasets to headquarters using IDocs
- Retrieval of subsidiary data in headquarters

Scenario – In-House Cash

SAP Business One with SAP Business Suite



Purpose

- In-house cash provides an optimization of cash flow for group companies (headquarters and several subsidiaries)
- Centralization of payments
- In-house cash center of the headquarters company manages all payments (incoming and outgoing payments for sales transactions) between two subsidiaries
-> keeping cash resources within the group

Benefits

- Optimize cash resources
- Fewer external bank accounts
- Reduce costs for cross-country payments
- Gain greater flexibility with the execution of payment netting transactions

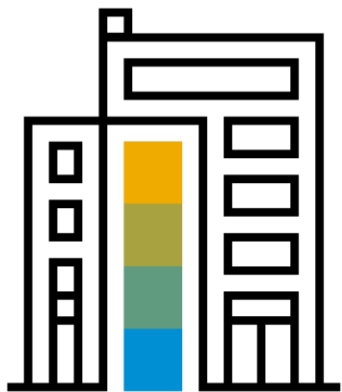
Key process flows covered

- Creation of payment orders in subsidiaries for headquarters
- Creation of bank statements in headquarters for subsidiaries
- Receive of bank statements by subsidiaries for incoming or outgoing payments

Summary

Headquarters

- SAP Business Suite/ SAP NetWeaver
- Tailored for standardized and sophisticated processes
- Consolidation and group reporting



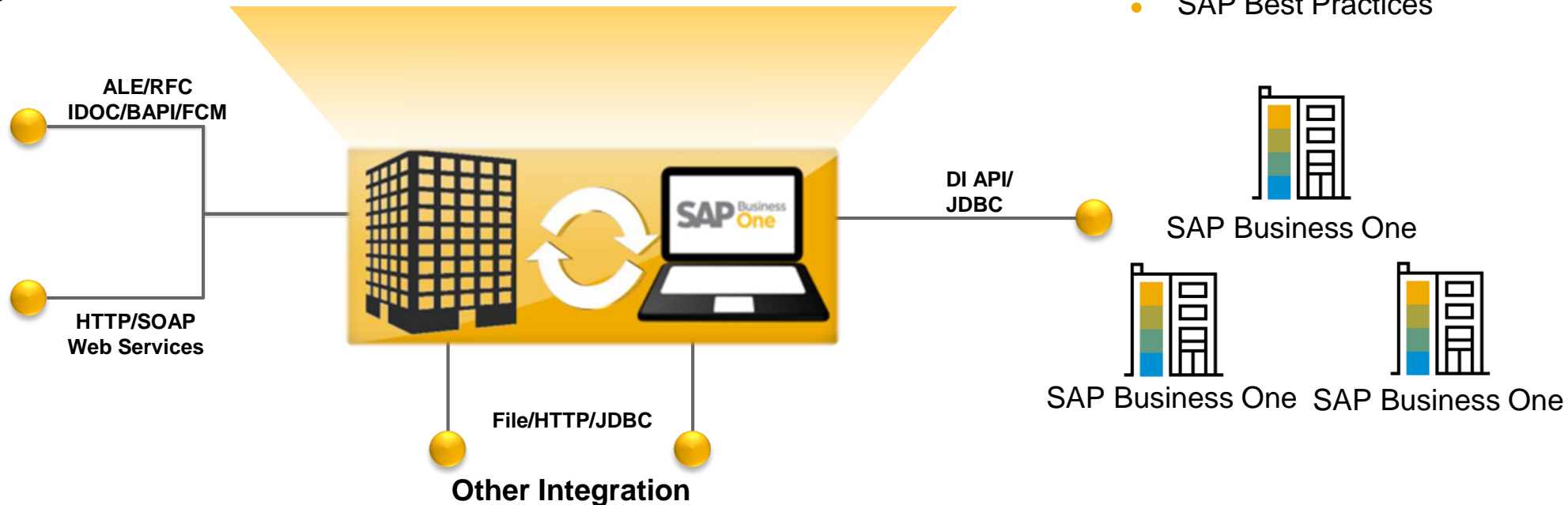
SAP Business Suite
SAP Business All-in-One

SAP Business One Integration for SAP NetWeaver Plus Business Integration Scenarios:

- Customizing data distribution
- Master data distribution (product, customer)
- Intercompany purchasing (sales from central and local stock)
- Management reporting, sales analysis into SAP BW
- In-house cash

Subsidiaries

- SAP Business One
- Tailored for small business
- Localized and adapted to local regulations
- SAP Best Practices



Benefits of SAP Business One Integration for SAP NetWeaver

Integrating subsidiary SAP Business One applications with your other SAP applications helps you:

- Reduce total cost of ownership and integration costs
- Improve productivity and transparency
- Increase profitability
- Improve decision support

Supported Business Processes and Software Functions

- End-to-end processing – Take advantage of the power of integration technology to eliminate multiple application interfaces and intervention points
- Ready-to-use integration content – Shorten time to integration using preconfigured content, including data transformation rules and routing rules defining interactions between systems
- Configure and run – Make it easy for partners to develop integration solutions based on preconfigured content, or create new solutions with built-in step-by-step procedures

Key Information on the SAP Business One Integration for SAP NetWeaver

- Various assets on [SAP Help Portal](#)
- SAP Passport
 - SAP Note [2701269](#) – SAP Passport for Volume Based Licensing
 - SAP Note [2731443](#) – Intercompany Purchasing Scenario Package Considers Information for Volume Based Pricing
 - [How to Create and Forward the SAP Passport](#)

SAP Business One Partners only:

- [SAP PartnerEdge.com](#) -> SAP Business One Integration for SAP NetWeaver (B1iSN) for all assets

Thank you.

SAP Business One Global Roll-out

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