SAP® Business One

Product Road Map

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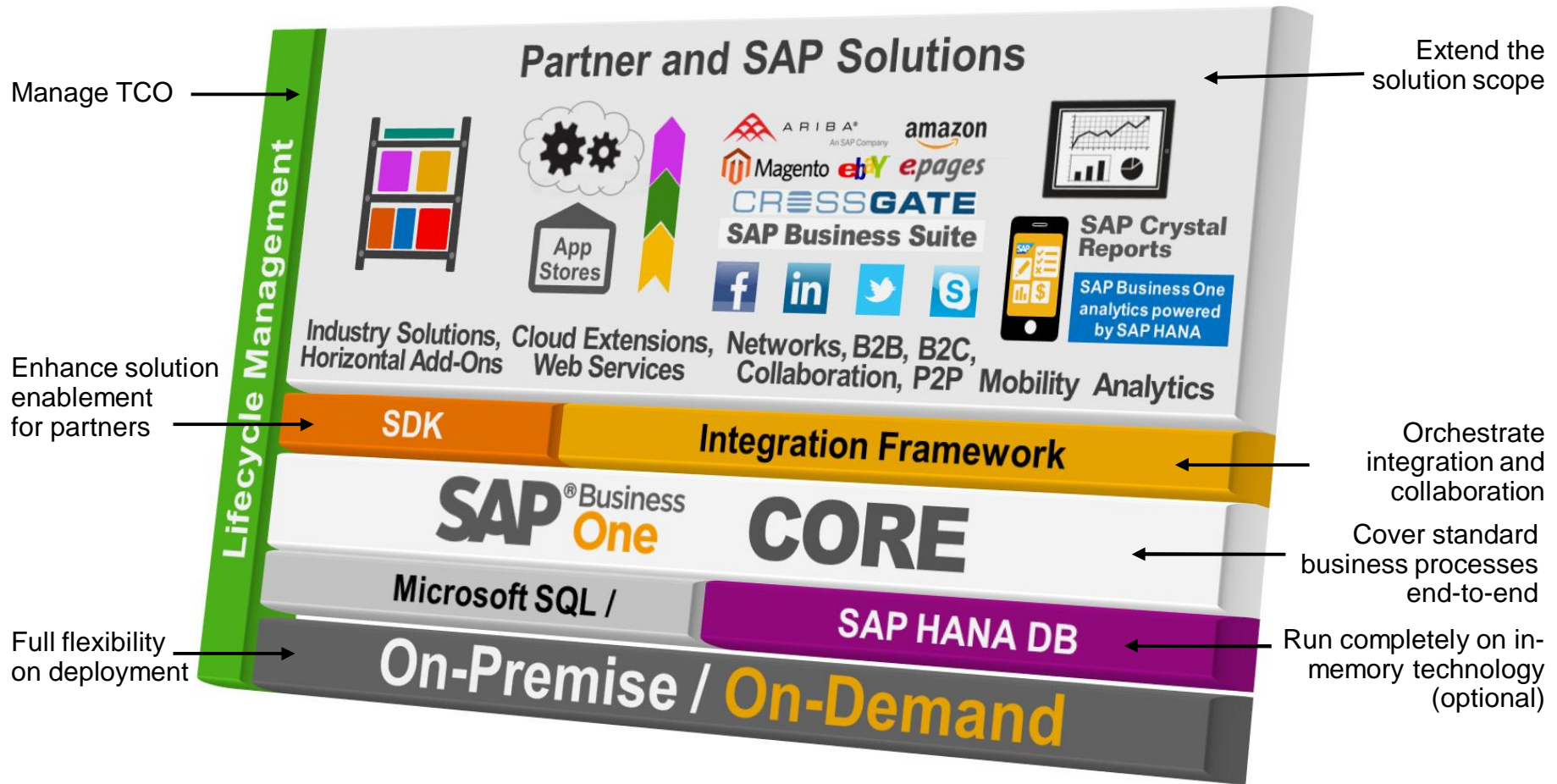
Positioning of SAP Business One

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

Complete: All essential business functions (accounting, CRM, operations, sales, marketing, service, warehousing and more) are available out-of-the-box. This ensures complete visibility and better control to 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 APIs.

Extensible: The flexible platform allows for future growth and innovation. There are 41 localizations and over 500 pre-integrated, industry-specific, and horizontal solutions available via SAP partners.

Innovative: Offered via mobile devices and providing real time data insight, you get the 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. An on-demand solution is available for a monthly fee.

* Small enterprises (SE) including subsidiaries or remote offices of large enterprises (LE) ** Not available in all regions
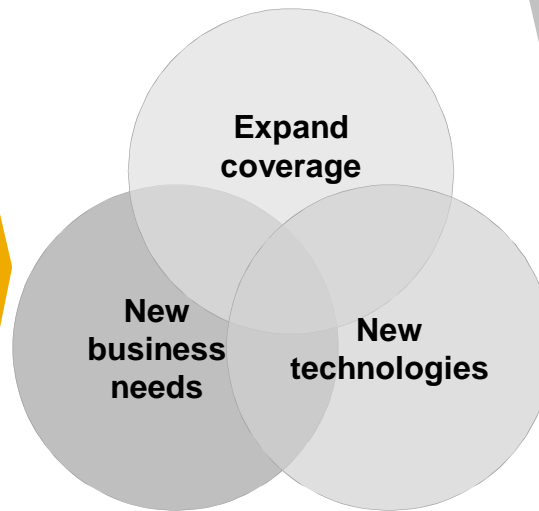
A compact business solution stack

Manage TCO

Extend the solution scope

Partner and SAP Solutions

ARIBA® An SAP Company
amazon
Magento eBay epages
CROSSGATE
SAP Business Suite
SAP Crystal Reports
SAP Business One analytics powered by SAP HANA

App Stores

Industry Solutions, Horizontal Add-Ons
Cloud Extensions, Web Services
Networks, B2B, B2C, Collaboration, P2P
Mobility
Analytics

Enhance solution enablement for partners

Lifecycle Management

SDK

Integration Framework

Orchestrate integration and collaboration

SAP® Business One **CORE**

Cover standard business processes end-to-end

Microsoft SQL /

SAP HANA DB

Full flexibility on deployment

On-Premise / On-Demand

Run completely on in-memory technology (optional)

Overview of road map for SAP Business One

Extensive investment + **innovations** = unparalleled dedication to small business success

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP® Business One

- Expand coverage
- New business needs
- New technologies

SAP® Business One

- Global and scalable
- Real-time business anywhere
- Revolutionary insights
- Embrace new business models
- Simplified and more affordable software consumption
- Access to new technology
- Easier partner engagement

Solution today

Planned innovations

Future direction

Recent Innovations for SAP Business One

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP® Business One

Available now

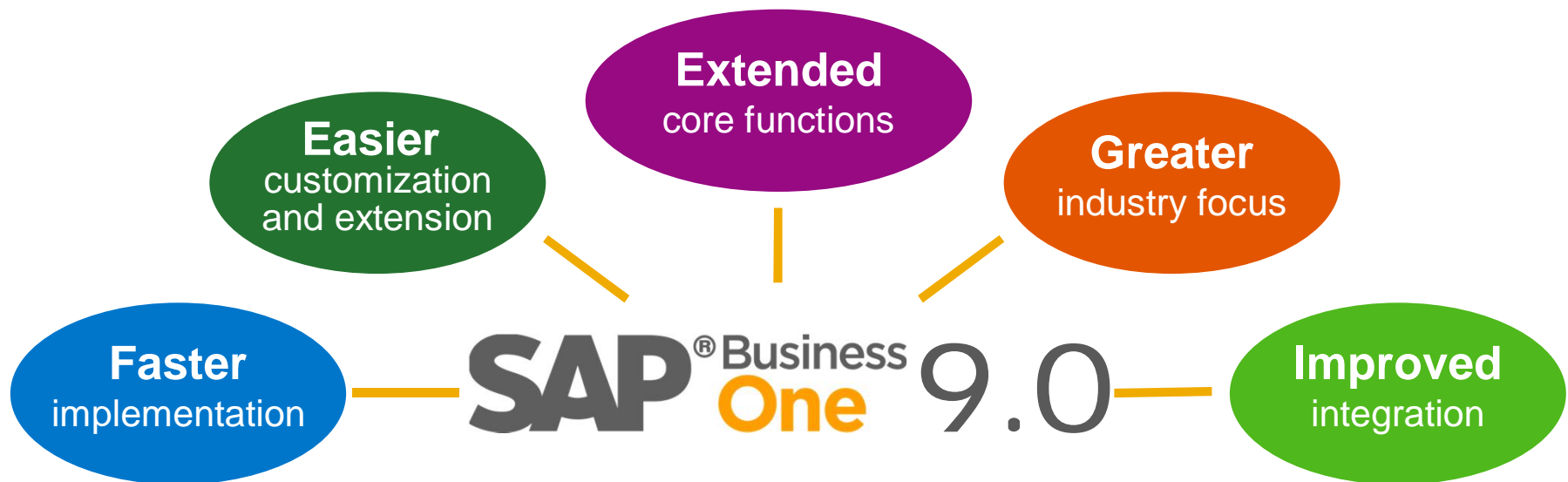| Key needs	Key innovations	Release
• Focus on market need, legal compliance, business process coverage and completeness • Accelerate partner add-ons and vertical industry solutions • Manage TCO and supportability	• Significant improvements in business logic, user friendliness, performance, and TCO. • Improved localizations for Brazil and Russia • Increased adaptability and object exposure in SDK • Lifecycle management • Extension of Remote Support Platform	• SAP Business One 9.0 • Remote Support Platform 3.0 • Complimentary solution by SSPs
• Increased globalization and networking within and among companies	• Easy and reliable subsidiary integration • Management of intercompany transactions • New integration scenarios and capabilities	• SAP Business One Integration for SAP NetWeaver / The intercompany integration solution for SAP Business One
• Greater speed and flexibility for analytics and reporting • Better data-driven decisions faster- anytime, anywhere • Increased data volume processing • Excellent user experience • Empower casual users	• New real-time scenarios and applications with groundbreaking in-memory computing • Mobile app covers more business processes end-to-end	• SAP Business One analytics 1.1 powered by SAP HANA / SAP Business One 9.0, version for SAP HANA • SAP Business One for iPhone and iPad
• Flexible deployment models	• SAP Business One in partner-managed clouds	• SAP Business One OnDemand 1.0

Solution today

SAP Business One 9.0

Scope

- New major release, general availability since May 2013
- More than 50 significant enhancements in business-logic, reporting, and analytical functions
- Continued investments for improved performance, integration, usability, and extensibility
- Merging SAP add-ons back to the core

Key benefits

Extended core functions

Easier customization and extension

Greater industry focus

Faster implementation

SAP® Business One 9.0

Improved integration

Solution today

SAP Business One 9.0 – functional highlights

Business logic

- Bin locations
- Inventory counting
- Multiple units of measure
- Purchase requests
- Price lists & discounts
- Payment & deposit cancellation
- Marketing document cancellation
- G/L account determination
- Fixed assets integration
- Drop ship
- Landed costs
- Item cost on A/R returns & credit memos
- System currency reconciliations

Business infrastructure

- Implementation center (Implementation tasks & projects)

Localization

- Intrastat integration
- Payment wizard & correction invoices
- Deferred tax on journal entries
- Financial reporting & search enhancements
- G/L accounts search enhancements
- Manual reconciliation of down payment requests

Extensibility

- SAP Business One Studio - Standalone
- SAP Business One Studio for MS Visual Studio
- SAP Business One Workflow
- SDK enhancements
- Custom language tool (CLT)

Lifecycle and support

- Installation & upgrades
- Remote support platform 3.0

Reporting and analytics

- SAP Crystal Reports 2011, SAP Crystal Reports Server 2011
- Electronic file manager (EFM) Multi-language support

Technical infrastructure

- System landscape directory (SLD)
- Single sign on (SSO)
- 64-bit OS support
- Security enhancements
- Database user credentials per company
- Accessibility standards
- Data structure lengths for monetary reporting

Business process integration

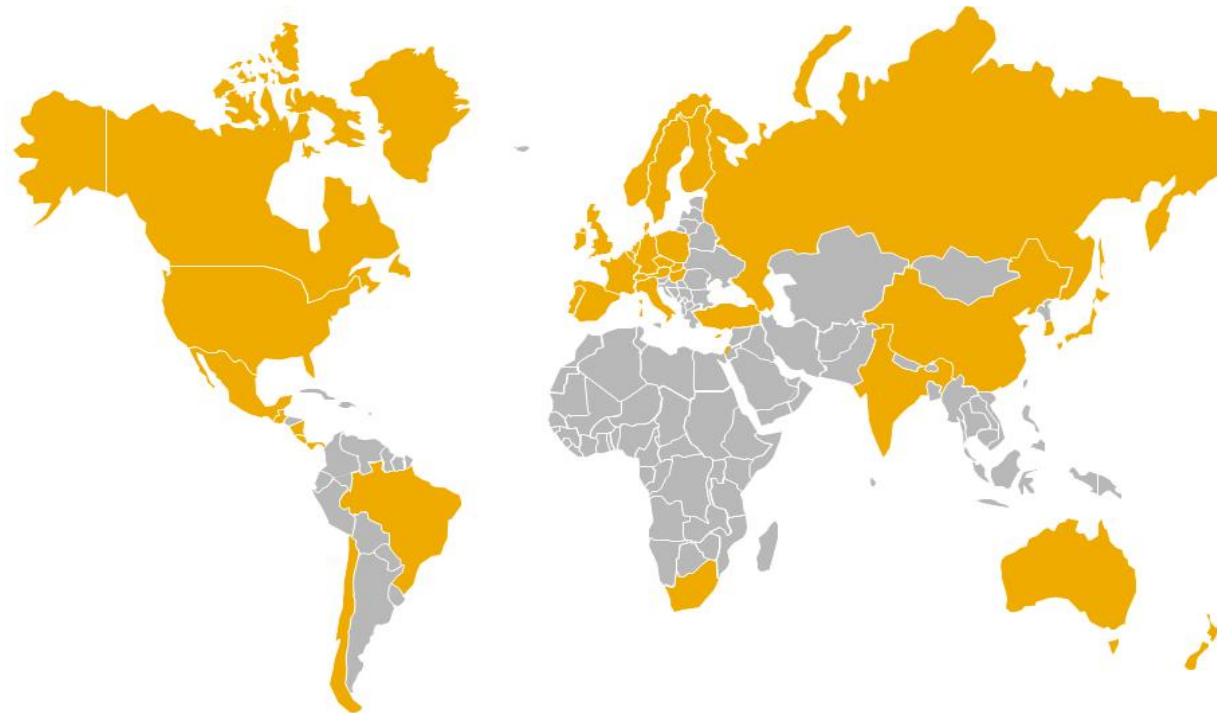- Electronic data interchange* (EDI)

Solution today

* Available for Austria, Germany, and Switzerland only via SAP Information Interchange OnDemand

SAP Business One used in 120+ countries

SAP Business One

Current localizations

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

Non-localized countries

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

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

Solution today

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP Business One

Integration capabilities at a glance

SAP Business One out-of-the-box integration scenarios

Dashboards, mobile, EDI*, BI OnDemand, outsourced payroll, automated request for quotation (RFQ) process, generic interface for Web-based POS solution SAP's CashDesk Plus, Ariba Integration (purchase order and invoice automation)

Subsidiary integration
(SAP Business Suite/NetWeaver to SAP Business One)

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

Integration Framework

SAP® Business One CORE

Sales | Production | Inventory
Purchasing | Financials | Service

Ecosystem integration

Non-SAP, cloud-based extensions, social networks, collaboration (B2B, B2C), Web shop, Web service

SAP Business One to SAP Business One

Full synchronization, financial consolidation, distributed operations

Solution today

* Available for Austria, Germany, and Switzerland only via SAP Information Interchange OnDemand

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Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP Business **One**

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

SAP Business Suite ⟷ SAP Business One

SAP Business One Integration for SAP NetWeaver

SAP Business One ⟷ SAP Business One

Intercompany Integration Solution for SAP Business One
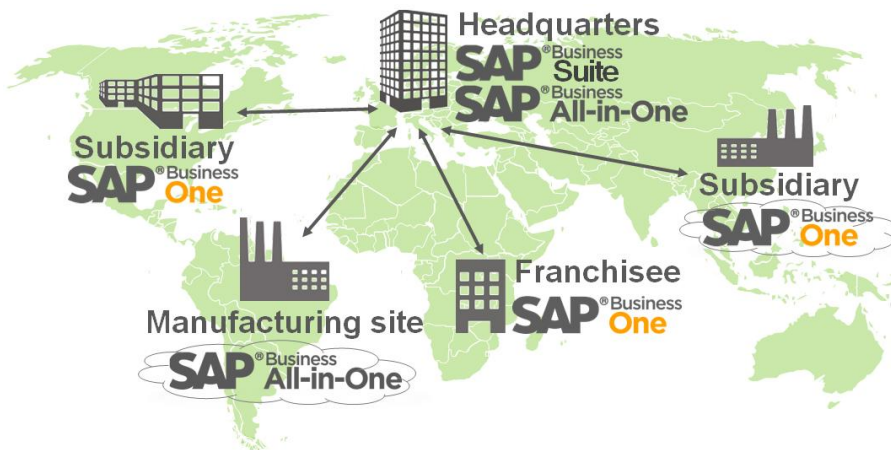
Highlights:

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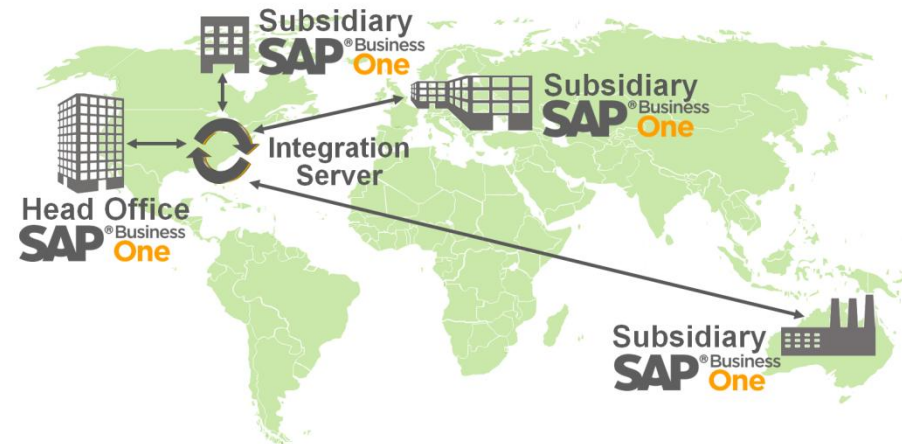
Highlights:

- 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

Solution today

* Including branches or franchisees of large enterprises

Comprehensive lifecycle management

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP Business One

Installation	Maintenance	Support	Upgrade process
Silent mode for installation means fewer clicks and enables automation of SW deployment	**Scheduled backups** with advanced options enable s**afe recovery** New SAP update notifications and **automated SW distribution** for customers	RSP 3.0 performs **proactive health checks** and enables **efficient support** by providing key data for a root cause analysis	Verification of **upgrade readiness** via RSP enables planning of maintenance. Guided and safe upgrade process with silent mode and recovery**. Fewer clicks, more automation**

Simplified & Automated Lifecycle Management Processes ➔ Lower TCO

Key benefits: Reduce TCO by eliminating or automating time-consuming tasks in lifecycle management

- Automated maintenance reduces manual effort
- Reduced training costs for teaching maintenance tasks
- Lower costs for support thanks to detailed health-checking
- Improved system availability and reduced system downtime due to proactive issue reporting
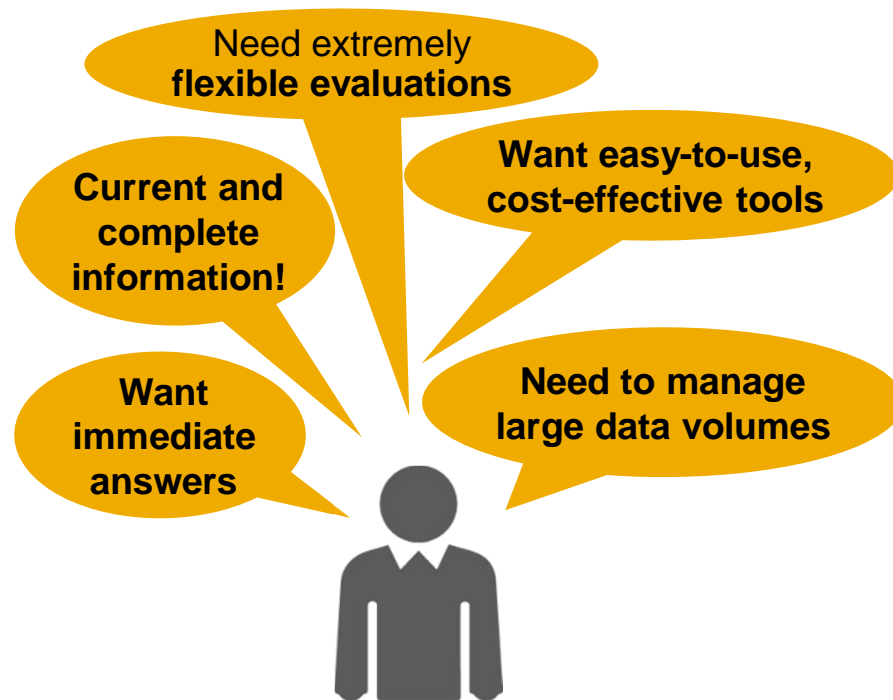
Solution today

SAP Business One and SAP HANA
A game-changing business management system with analytics

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP Business One

The challenge

Need extremely **flexible evaluations**

Current and complete information!

Want easy-to-use, cost-effective tools

Want immediate answers

Need to manage large data volumes

The answer

Harness the power and performance of SAP Business One and SAP HANA, SAP's in-memory platform

- ✓ Ability to process large volumes of data
- ✓ Speed and performance
- ✓ Access to accurate, "real-time" data
- ✓ Quick search provides instant answers
- ✓ User-friendly reporting while running business process transactions
- ✓ Easy to implement, ready-to-use content
- ✓ Attractive pricing model specifically designed for small businesses

Solution today

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SAP Business One and SAP HANA offerings

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA
SAP Business One	

SAP Business One analytics powered by SAP HANA

Windows	Mobile
B1 clients	

Transactional   **Analytical**

Windows	Linux
Server Tools	Analytical Service
MSSQL Replication →	HANA DB
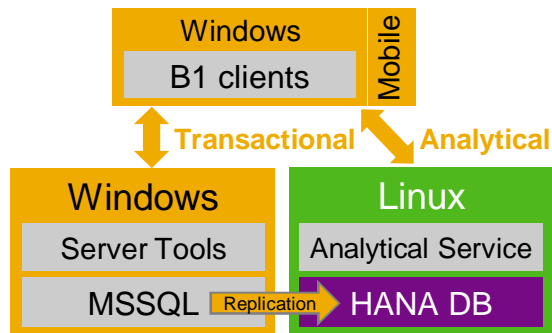
Key features

- 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

Windows	Mobile
B1 clients	

Transactional and Analytical

Linux	
Transaction Accelerator	Analytical Service
HANA DB	
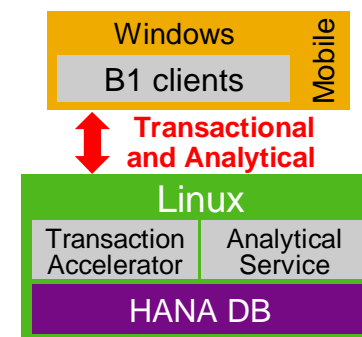
Key features

- Enterprise Search
- Dashboards and analysis
- Ad-hoc interactive reporting
- Pervasive analytics
- Extreme apps (advanced ATP and cash flow forecasting)

Key benefits

Performance and innovation with a transactional system running on an in-memory database on one appliance

Solution today

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP Business One

Complementary solutions

Extend SAP Business One functions with solutions developed by Software Solution Partners (SSPs)

- SSP's have the industry expertise and the customer focus to offer proven, affordable, industry-specific, and horizontal solutions designed to work with SAP Business One
- Complementary solutions are fully integrated into SAP Business One and certified by SAP
- 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
- Engineering, construction, and operations
- Healthcare
- Pharmaceuticals
- SCM
- High tech
- Industrial machinery and components
- Media
- Mill products
- Professional services
- Retail
- Wholesale distribution
- Discrete and process manufacturing

Horizontal extensions
Going beyond generic business needs such as in

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

Solution today

Mobile solutions

Scope

- **SAP Business One for iPhone and iPad** covers all important business processes, as well as supports ease in extensibility

- **Software Solution Partners** co-innovate and distribute apps for Industries, business processes or specific technical approaches on various platforms
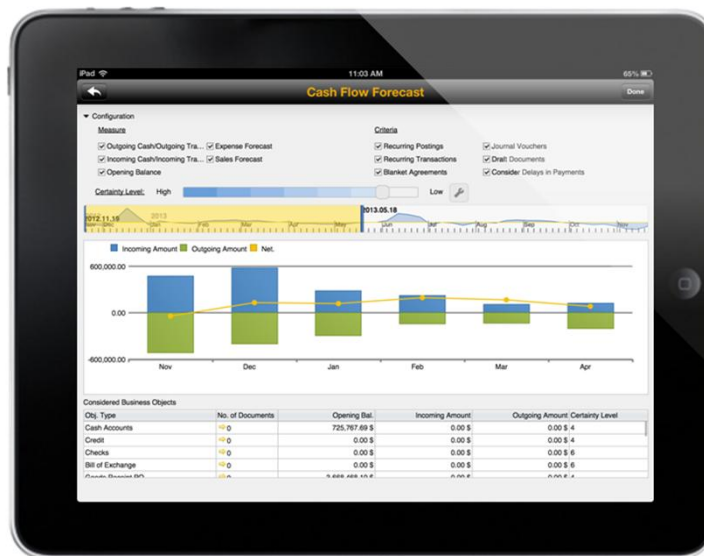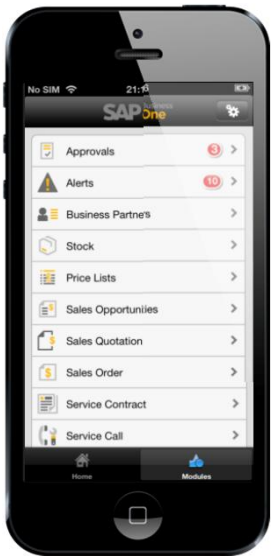
Key benefits

- Better informed employees with access to the most relevant data

- Managers, executives, sales reps, and service techs stay informed about their business, view reports, manage contacts, and handle sales and service activities

- Real time business decisions anytime, anywhere

- Higher productivity

More information:

Introduction of SAP Business One for iPhone and iPad (scope, details, and free trial)

SAP Store - Business mobile apps from SAP and partners

Solution today

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP Business One

SAP Business One Cloud

Scope

- On-demand consumption of SAP Business One core functions

- Available globally, sold, delivered, and operated exclusively by trusted SAP partners at a competitive price

- An ERP solution operated on-demand by local and certified SAP partners who understand the SE segment

Key benefits

- Easy and affordable consumption

- Certified partners operate the solution

- Additional choice of consumption for customers

- The solution scales according to business needs

- Easy to operate via compelling lifecycle management tools that reduce the TCO for partners
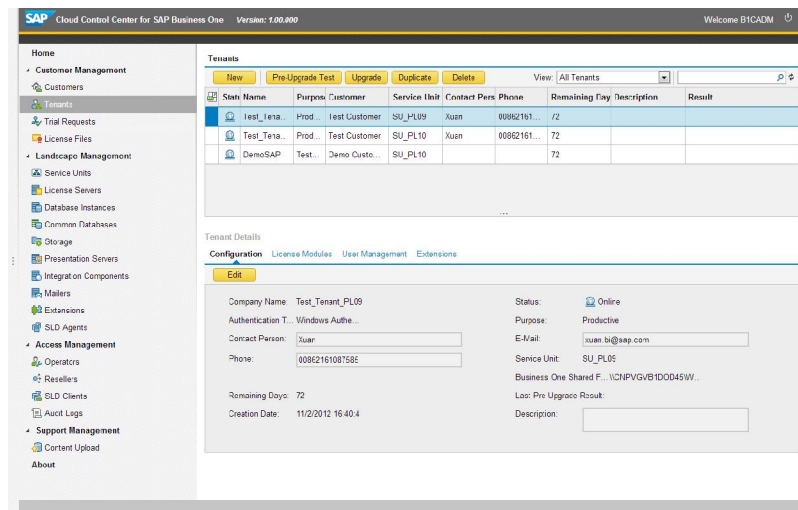
Solution today

Overview of road map for SAP Business One

extensive investment + **innovations** = unparalleled dedication to small business success

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP ®Business **One**

Expand coverage

New business needs

New technologies

SAP ®Business **One**

- Global and scalable
- Real-time business anywhere
- Revolutionary insights
- Embrace new business models
- Simplified and more affordable software consumption
- Access to new technology
- Easier partner engagement

Solution today
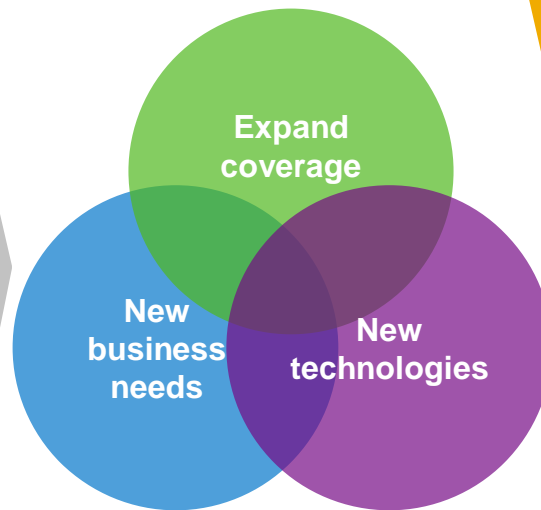
Planned innovations

Future direction

Customer needs
How key innovations support 1/2

Key needs

Key innovations

In a rapidly changing world, our solution plays a crucial role to help SE **run more effectively and efficiently**
- Manage the entire business with greater clarity, streamline end-to-end operations, gain instant access to complete information, and accelerate profitable growth
- Ensure the competitiveness on functional and localization level
- Reduce TCO for customers and TCD for partners

Functions and localization
- Enrich core functions and business process coverage
- Enhance the localizations of key country markets
- Expand the lifecycle management, renew architecture and technology

Leverage big technology trends that transform our industry, such as mobile, social, in-memory, and cloud
- Deliver additional innovation and value to the customer
- Continuing to support MSSQL

SAP HANA
- SAP Business One analytics powered by SAP HANA
- SAP Business One, version for SAP HANA

Planned innovations

Customer needs
How key innovations support 2/2

Key needs	Key innovations
Flexible, easy-to-use solutions for efficient business	**User experience:** mobile-first design, HTML5, client app, integration of social elements, and support of additional mobile platforms
• User-friendly and intuitive software solutions	
• Choice of consumption for customers: flexible solutions that can be easily extended, taking local conditions into account for global solutions	**On-demand offers:**
• Innovative scenarios for mobilizing the enterprise	• New and innovative on-demand platform and scenarios
• Enable business process outsourcing or centralized business network for collaboration between large enterprises and their affiliates (orders, financials, inventory)	• Extension of the on-premise offering with on-demand solutions
Ecosystem partnering	**Extensible Platform**
• Customers need to be globally competitive	• Expansion of the Integration Platform
• Integration of business networks and/or legal entities	• Enhancement of the platform for maximized partner flexibility
• Improved purchasing and sales processes for greater efficiency and lower costs	
• Allow partners to easily extend SAP Business One for target industries: Support local needs and OEM the product offerings	

Planned innovations

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Clear and solid Product Road Map
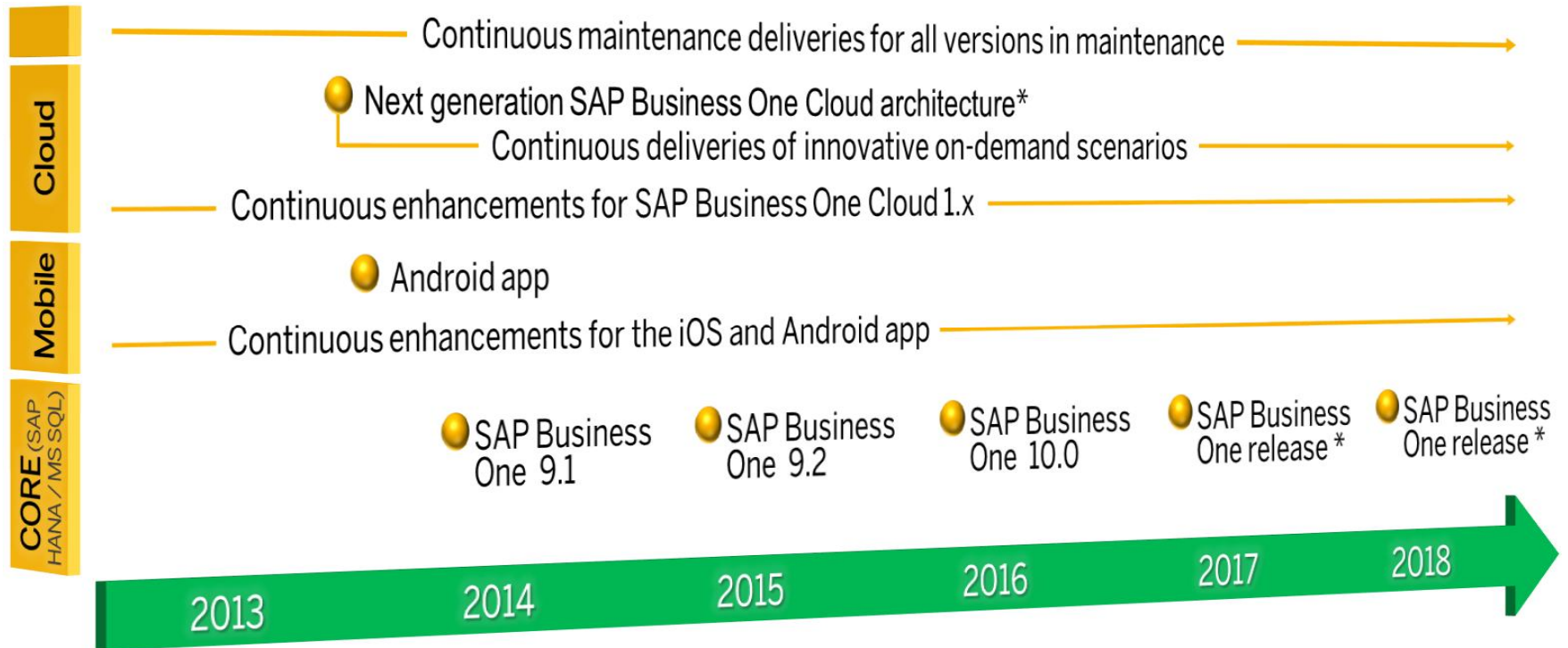
Schematic illustration of major deliveries according to current planning.

Planned innovations

* Concrete version numbers and names are subject to be defined later.

Enrich core functions

Scope

- Continuously increase product competitiveness by streamlining key business processes (quote to cash, make to buy, financial operations,…)

- Enhance key market segments (wholesale distribution, retail, professional services, and manufacturing)

- Expand core business processes by leveraging integration, mobile, SAP HANA and cloud platforms

- Continuously enhance the SAP Business One client, embed collaborative features, and analytic applications

- Expand customization and implementation capabilities

Key benefits

- Increase customer and partner satisfaction

- Expand market share of SAP Business One and provide solid core foundation for building vertical solutions

- Enable users to consume core business processes across multiple platforms

- Increase solution desirability as user experience becomes more important, especially for SE

- Reduce TCO

Planned innovations

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Ensure local competitiveness
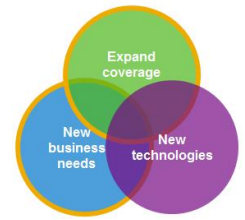
Scope

- Increase localization competitiveness by focusing on key best practices in key markets (electronic invoicing, XBRL taxonomies, tax report saving, SEPA, and other payments)
- Enhance key market localizations, such as BRIC
- Localization expansion to potential new markets
- Increase the number of supported languages

Key benefits

- Increase customer and partner satisfaction, lower TCO
- Provide best conditions to compete with local ERP vendors
- Help companies meet their legal obligations (accounting, tax, invoicing, reporting)
- Higher reporting flexibility for IFRS, US GAAP, group reporting or any local legal reporting requirements
- Expand market share of SAP Business One
- Reduce costs by merging back legal add-ons

Planned innovations

Expand lifecycle management

RSP* 4.0

Widget in SAP Business One client

Simplified support processes (database upload)

Single entry point for landscape management

Simpler and more intuitive user interface

RSP Studio

Partners manage the customer landscape remotely via RSP studio

Partners distribute software updates to customer, partner tasks, and receive monitoring data

Supportability

Provide support and configuration without an additional user license via "Support User"

Log file management – Centrally accessible support information

Custom documentation for SAP Business One client

Upgrade process

Improved performance of DB upgrade to minimize maintenance downtime

Test automation tool for partners verifies compatibility of implemented business processes with new version

Key benefits

- Reduced TCO for customers and partners via automation, faster upgrades and simplified landscape management (supportability and maintainability)
- Less time and costs required for maintenance

Go-Live Check   **Monitoring**   **Upgrade**   **Support**
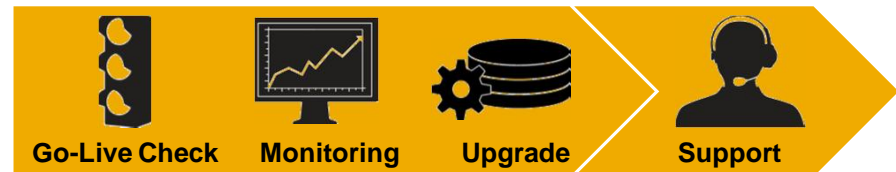
Planned innovations

* Remote Support Platform

Better management and analytical capabilities
with SAP Business One analytics powered by SAP HANA

Scope

- Major acceleration of complex reports

- Enhancements for lifecycle management and supportability

- Extensible and configurable replication services

- Support for multiple SAP Business One servers

- Question-driven Enterprise Search: fuzzy search, question-driven analytics

- Analytical and reporting platform based on semantic layer for all BI clients

- Complete and centralized analytical and reporting platform for ecosystem

Key benefits

- Consistent and fast reporting services

- Moving towards centralized analytical and reporting platform for SAP Business One and ecosystem

- Lower TCO

Analytics powered by SAP HANA

SAP Business One, core on MSSQL

Planned innovations

Embedded transactional and analytical capabilities
with SAP Business One, version for SAP HANA
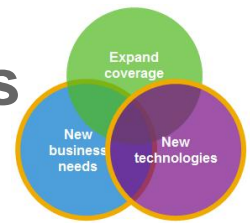
Scope

- Merge code line with SAP Business One 9.x in 2013

- Further performance optimization for major transactions and complex reports

- Migrate surrounding components to appliance

- New extreme apps (such as customer value intelligence, sales forecast)

- Framework for development of extreme apps by partners

- Optimize and accelerate core business processes (such as MRP, Document Generation Wizard)

- Holistic view of customer-centered business data (such as sales forecast, aging, revenue, product) for sales excellence

Key benefits

- Latest SAP Business One release on SAP HANA, provide customers with all recent features

- Efficient partner development with tools and guidance within app development framework

- Expose the full potential of SAP HANA (L Programming Language, predictive analysis etc.) to ecosystem

- Reduce TCO with true "one-box" solution and simplified IT landscape as one-stop-shop to offer both DB and ERP

- Further optimized reporting, transactions, and business processes as well as a brand new scenario to tackle "unsolvable" problems, enabling comprehensive insights and faster decisions

Analytics on SAP HANA

Extreme Apps on SAP HANA

Partner Apps on SAP HANA

SAP Business One, version for SAP HANA

Planned innovations

Flexible, easy-to-use solutions for efficient business
with SAP Business One On-Demand Offers and Mobility
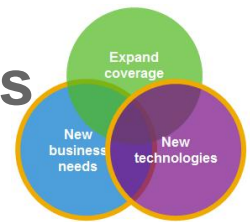
Scope

SAP Business One Cloud

- Continuous improvement of lifecycle management and reduction of TCO
- Support of SAP Business One 9.0

New cloud platform and innovative on-demand scenarios

- Cloud platform combines today's SAP Business One Core with HTML5 UI rendering for cross-device usage
- Innovative scenarios with social elements and mobile-first design can be used as standalone solutions or extensions of SAP Business One and leverage this cloud platform
- New scenario for sales productivity covers the process from campaign to order, providing apps for Android and iOS that integrate native device functions via a shell concept

Additional extension of mobile offerings:

- Continuous improvement of SAP Business One for iPhone and iPad
- App for Android devices for SAP Business One on premise provides functional scope comparable to SAP Business One for iPhone and iPad
- Executives can run their complete business on mobile

Key benefits

- Benefit from major trends: Mobile enterprise and cloud computing as game changers
- Significantly accelerate customer adoption and distribution of SAP Business One Cloud
- Powerful on-demand platform provides more flexibility
- Increased productivity through excellent user experience and social integration
- Improve customers' sales efficiency
- Attractive for new and existing customers
- New business opportunities for partners with customized solutions, using the extensibility and built-in integration options of the platform
- Flexible selection of mobile devices

Planned innovations

Broaden system and network capabilities
with the integration platform

Scope

- Breakthrough integration use cases

- Integration solution on Linux on same server as SAP Business One, version for SAP HANA

- Central subsidiary integration server on SAP HANA for powerful central consolidation and analysis

- Full integration for occasionally connected SAP Business One systems

- Subsidiary integration provides multi-language support for key markets

- Connect SAP Business One as buyer/seller to Ariba network; SAP Business One RFQ to interact via Ariba network

- Cloud operation support (LCM) for SAP Business One Cloud

- Scenario package for order process via SAP Information Interchange OnDemand

- Intercompany integration solution for SAP Business One:
  - Available for more localizations
  - Flexible configuration of data replication
  - Enhanced support of SAP Business One 9.0 business processes

Key benefits

- Key differentiator capabilities for SAP Business One to compete with local competitors

- Data provision to any external system and data consumption from any external provider

- Harmonization of subsidiary landscape for drastic reduction of TCO and streamlined business processes

- Central control for subsidiary landscapes, incl. subsidiaries with unreliable/expensive networks

- Added customer value through Ariba network

- More flexible integration

Planned innovations

Ensuring extensibility and partner flexibility
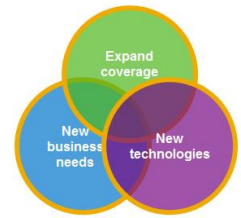
Scope

- Lightweight deployment model for add-ons
- More customization and extensibility without creating an add-on
- Extend today's SDK to the partner development infrastructure to cover on-premise, on-demand, Mobile, and SAP HANA
- End-to-end development experience via an integrated SAP Business One Studio Suite
- Support new capabilities of SAP Business One, such as HTML5 user interface development, scripting, workflow
- Continuously increase SDK (UI API & DI API) coverage
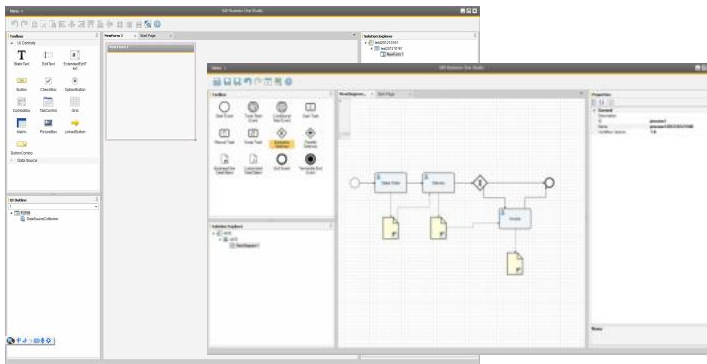
Key benefits

- Reduce efforts for customization and extension
- Richer SDK for add-ons to create different solutions
- Provide new capability for add-ons to reach SAP HANA extreme apps, Web add-on solutions, mobile extensibility areas
- Create new add-ons easily with more efficient tools and low total cost of development (TCD)
- Orchestrate customer processes and collaboration easily to achieve business transparency and agility
- Manage add-ons more efficiently for both on-demand and on-premise
- Simplify add-on packaging for add-on creators
- Make SAP Business One more extensible for OEM
- Easy add-on consumption for customers and new go-to-market business model for add-ons

Planned innovations

Overview of road map for SAP Business One

extensive investment + **innovations** = unparalleled dedication to small business success

Lifecycle management	On-premise / On-demand
Integration	Mobile
Localizations	Partner solutions
Core	SAP HANA

SAP ®Business **One**

Expand coverage

New business needs

New technologies

SAP ®Business **One**

- Global and scalable
- Real-time business anywhere
- Revolutionary insights
- Embrace new business models
- Simplified and more affordable software consumption
- Access to new technology
- Easier partner engagement

Solution today   Planned innovations   **Future direction**
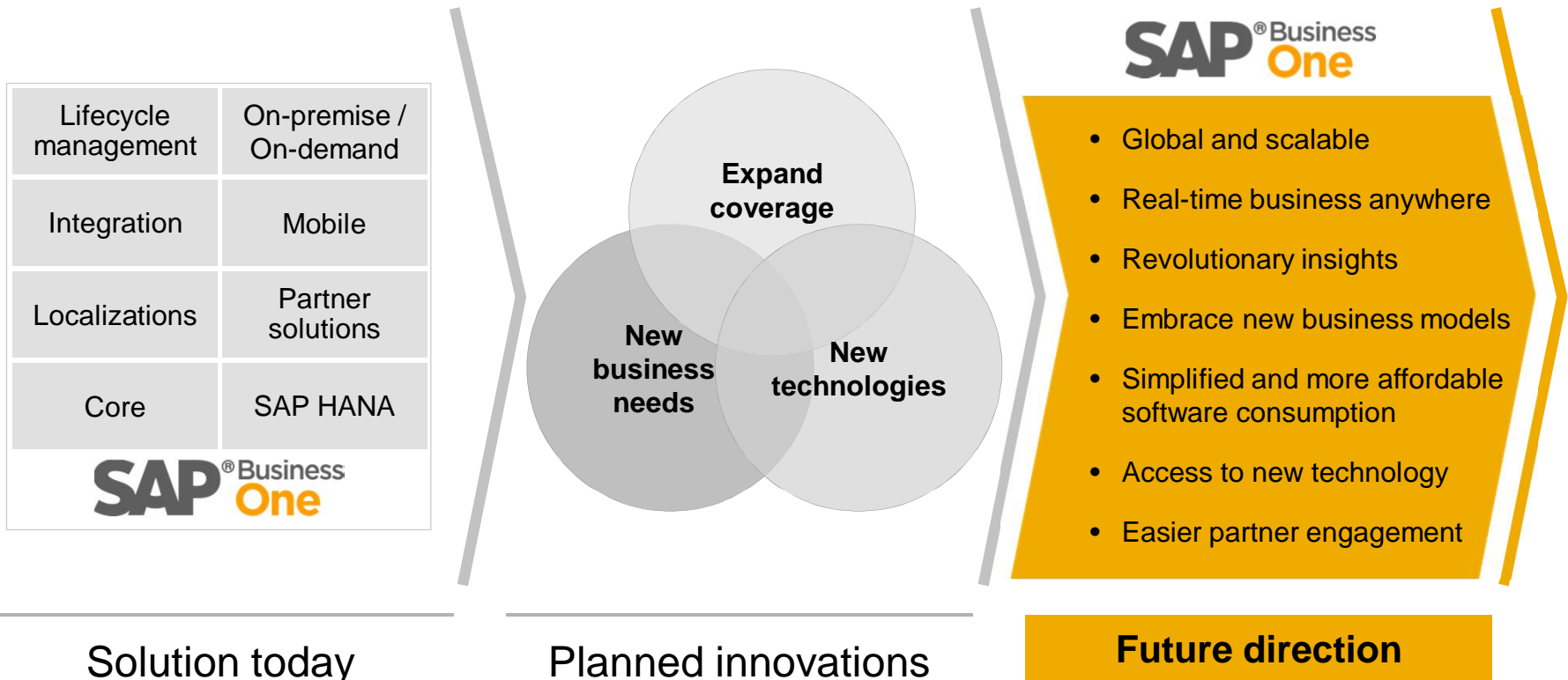
Future direction of SAP Business One

- Global and scalable

  Continuously improve functions and localizations, offer customers the best solution for growth or specialization

- Real-time business anywhere

  Drive mobility and enhance mobile scenarios

- Revolutionary insights

  Harness the power of SAP HANA for processing "Big Data"

- Embrace new business models

  Extend and simplify integration capabilities, embed on-demand scenarios

- Simplified and more affordable software consumption

  Push cloud computing, deliver new on-demand scenarios

- Access to new technology

  Transform technology into customer value

- Easier partner engagement

  Ensure extensibility and flexibility

Future direction

Summary and today's facts

SAP Business One

SAP's compact business suite for **SE**… …proven by 39.000+ customers

Perfect fit for **LE affiliates** worldwide… …run by 300+ LE's in 2.000+ 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**… …adopt new requirements, technologies, industry trends

Fully **future-proof**… …protect investment of partners and customers

More information for customers, prospects, and partners

- More information about SAP Business One on our public Web site — http://sap.com/businessone

- Experience SAP Business One firsthand with a guided tour — https://my011073.sapbydesign.com/sap/bc/bsp/sap/ztd_run_app/public/index.do?key=FP35_B1_EN_RECO

- SAP Business One and Quicklinks on SAP PartnerEdge (Topics such as Solution Overview, Integration, Availability, SAP BusinessObjects, Industry Solutions, Selling, Marketing, Implementation, Support, and Education) — http://sappartneredge.com/B1/quicklinks (requires partner logon)

- SAP Business One SSP Solutions on EcoHub — http://ecohub.sap.com/catalog/solution-type/business-one

Thank You!

Contact for feedback: SAPBusinessOne@sap.com

Appendix / backup slides

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

Solution today

SAP Business One and analytic applications from SAP –
Embedded analytics on MSSQL

Scope

- Fully integrated standard printing and reporting platform, which is based on Business Objects technology

- Compelling embedded real-time reporting function

Key benefits

- Customers receive the leading solution for printing and reporting, designed specifically for the needs of SE

- Real-time business transparency and clarity

- Instant access to real-time, business critical information with SAP Crystal Reports

- Powerful visualizations and built-in analytics with SAP Crystal Dashboard Design

SAP Crystal Reports Form
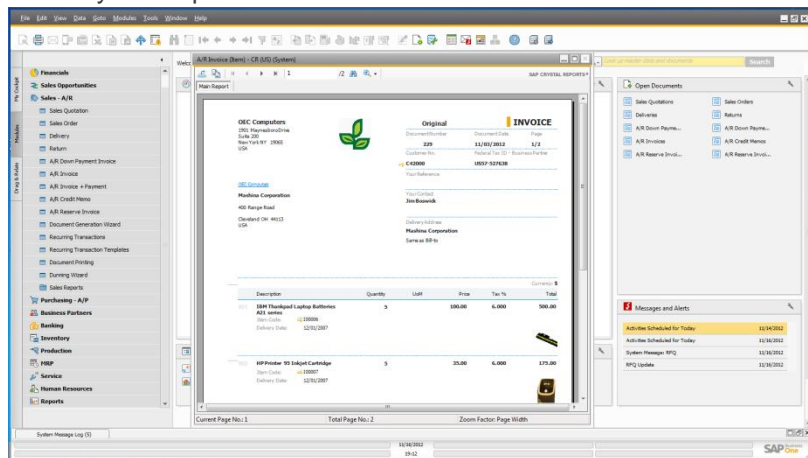
SAP Crystal Dashboard
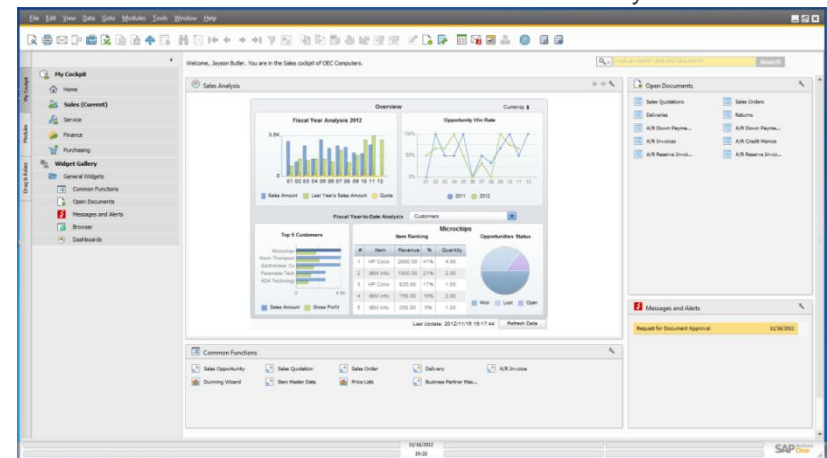
Solution today

SAP Business One analytics powered by SAP HANA

Scope

- Analytics offering powered by SAP HANA for the large customer and partner base of SAP Business One on MSSQL
- Key features:
  - Side-by-side real-time data replication
  - Full text Enterprise Search for all business objects and navigation among business objects
  - Selected reports and dashboards acceleration
  - Pre-defined SAP HANA models called semantic layer covering financials, sales, inventory modules
  - Ad-hoc interactive analysis

Key benefits

- Plug-n-Play data warehouse for SAP Business One installed base customers without disruption
- Empower casual users to explore business data
- Real-time analytical insight
- Reduce development barrier and reinforce consistency through pre-defined SAP HANA models
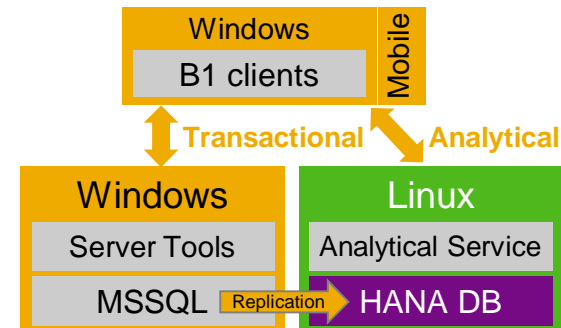
Solution today

SAP Business One, version for SAP HANA

Scope

- Offering highly competitive ERP and analytics on SAP HANA to new customers and installed base

- Key features:
  - In an OLTP context, SAP HANA DB behaves like any other existing RDBMS in the stack underneath SAP Business One
  - Selected transactions and reports are optimized for SAP HANA
  - Pervasive analytics (embedded analytics and lightweight dashboard designer)
  - All capabilities of SAP Business One analytics powered by SAP HANA
  - Extreme apps: advanced available-to-promise (ATP) and real-time cash flow forecast

- Enable partner add-on migration from MSSQL to SAP HANA

Key benefits

- Real-time enterprise with the first ERP that combines both OLAP and OLTP in one SAP HANA system

- Faster business insight for improved decision making without leaving the context of business processes

- Tackle previously "unsolvable" problems by introducing two extreme apps powered by SAP HANA

- Unmatched scalability and performance gains as more users access the system concurrently

- Reduced IT ownership costs and simplified landscape by removing the data warehouse

Windows	Mobile
B1 clients	

Transactional and Analytical ↕

Linux	
Transaction Accelerator	Analytical Service
HANA DB	
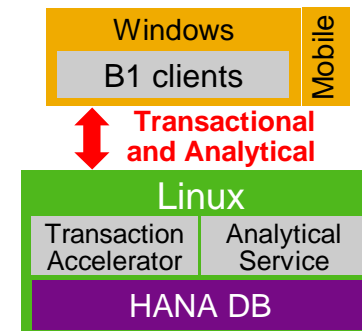
Solution today

YouTube videos of extreme apps powered by SAP HANA as part of SAP Business One, version for SAP HANA

Cash flow forecast
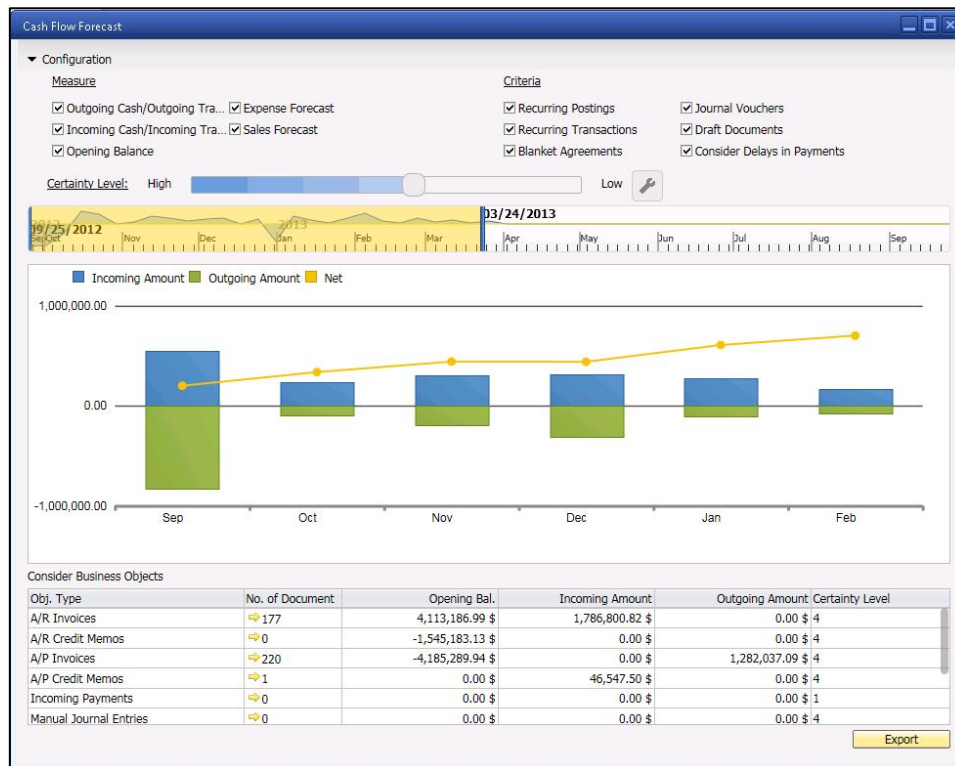
Available-to-promise
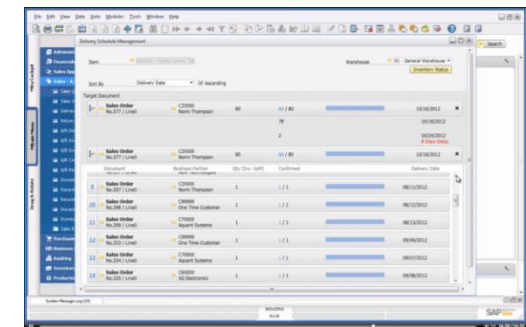
Pervasive analytics
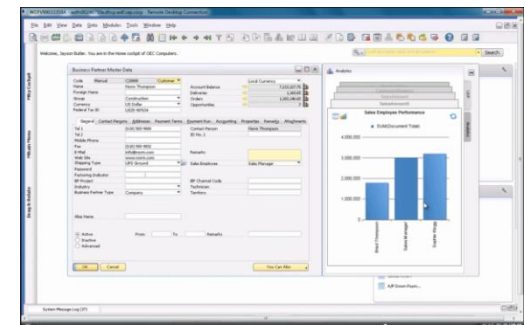
Solution today

Extreme apps powered by SAP HANA on SAP Business One for iPhone and iPad

Available-to-promise

Cash flow forecast

Pervasive analytics
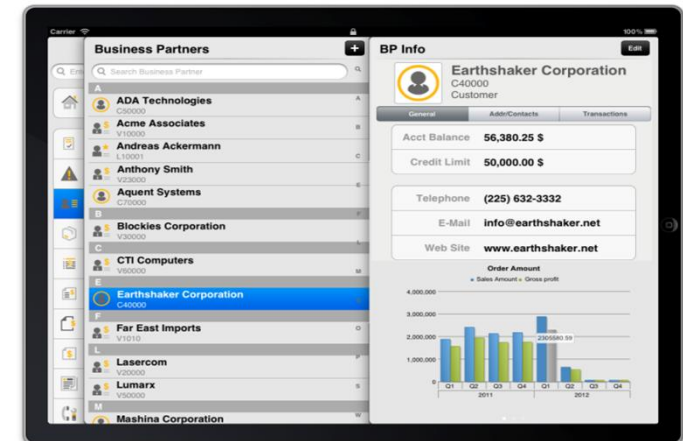
Solution today

SAP Business One Cloud – Cloud Control Center

Solution today

Comprehensive lifecycle management
Screens

Remote Support Platform 3.0

Upgrade Wizard

Solution today

New scenario for sales productivity
Leveraging the new SAP Business One Cloud platform*
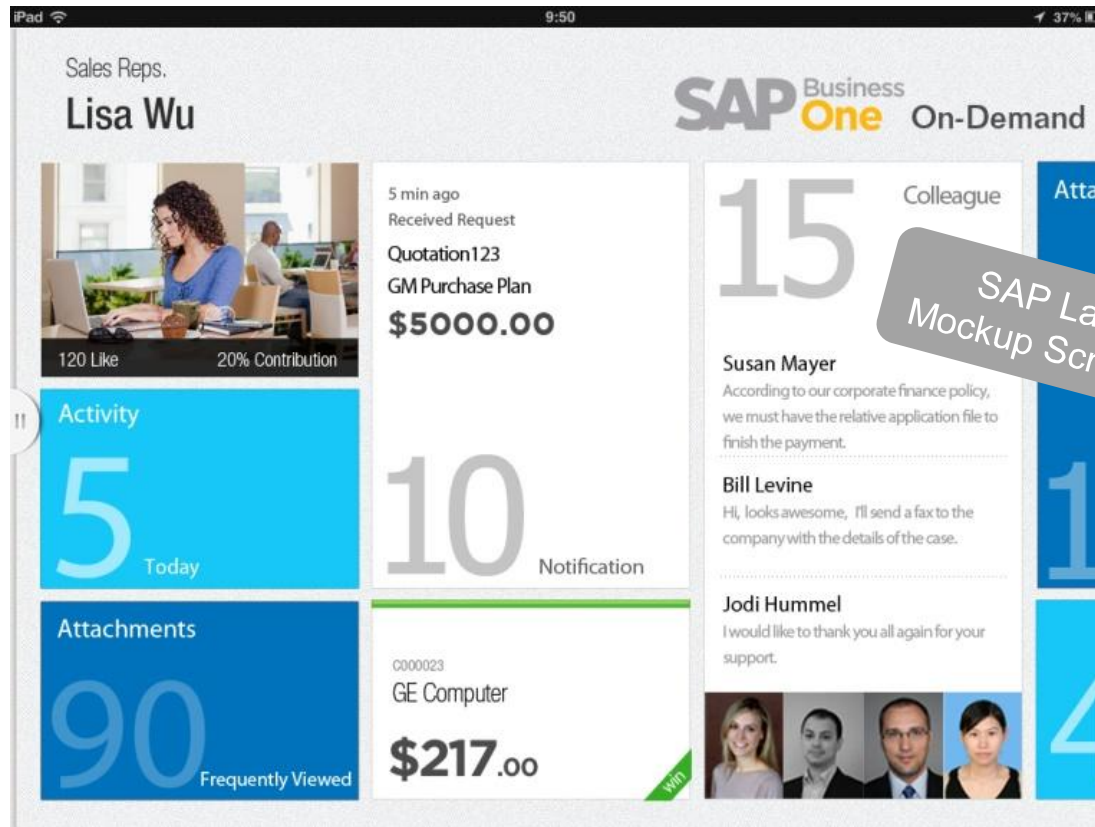
Planned innovations

* Concrete name is subject to be defined later.

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