



SAP Business One 10.0, version for SAP HANA

Overview of the Exclusive Features

SAP Business One, Global Roll-Out
April 2020

PUBLIC

SAP Business One

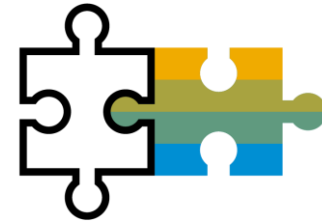
SAP's best-selling ERP solution by number of customers



Used by **70,000+** customers



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



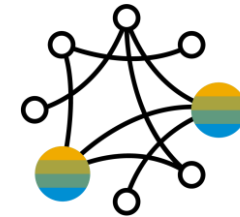
~300 Software Solution Partners
with **500+** solutions



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



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

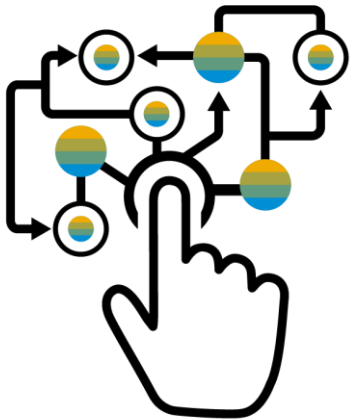


360+ large enterprises are running SAP
Business One in **5,600+** subsidiaries

SAP Business One, version for SAP HANA

Leverages the **power of SAP HANA in-memory computing** to transform your business to run **smarter, faster, and simpler** in a digital world.

Agile: Get real-time business information when you need it, so that you can clearly define and focus on the right priorities.



Insight: Leverage a single platform for analytics and transactions to get unprecedented insight-to-action capabilities. Take advantage of real-time apps for cash flow and other processes to solve “un-solvable” problems.

Efficiency: Empower employees with information search capabilities and interactive analysis tools to help them become more productive and independent of IT staff.

Value: Maintain a simplified IT landscape with a solution priced for small businesses and designed for scalability.

Exclusive Capabilities in SAP Business One, version for SAP HANA*

User Experience

- Web Client (including Analytics)
- Fiori-Style Cockpit
- Enterprise Search
- Analytical Portal
- SAP Business One Sales Mobile Native App
- SAP Business One Service Mobile Native App

Embedded Real-time Apps

- Cash Flow Forecast
- Advanced Available to Promise (ATP)
- Intelligent Forecast
- Delivery Schedule Management

Analytics

- Pervasive Analytics
- Customer 360°
- Interactive Analysis
- Excel Reports
- Sales Recommendation

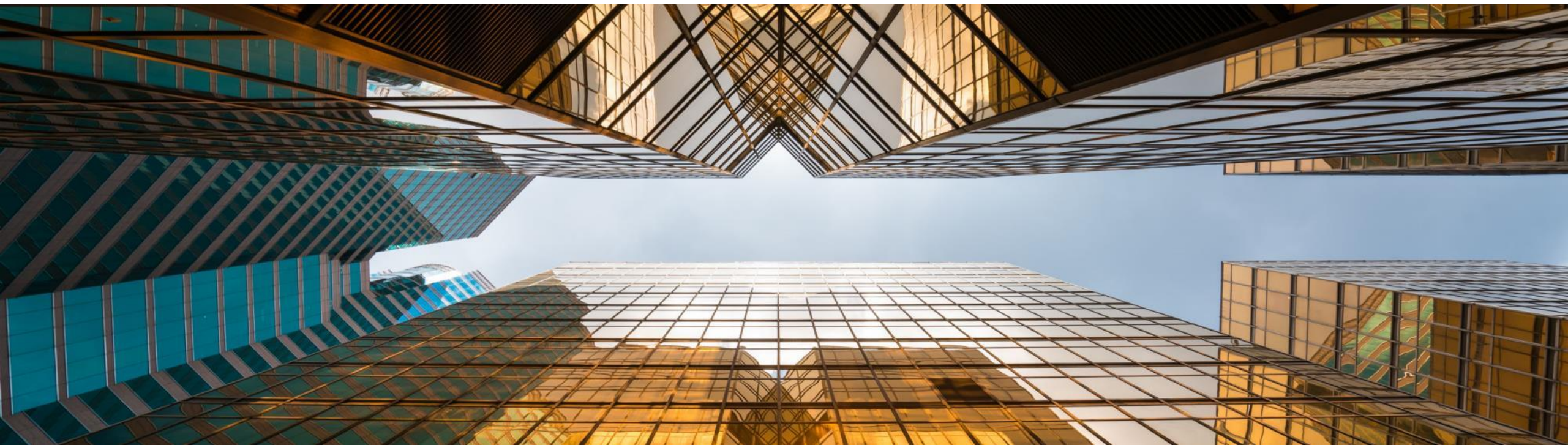
Platform Extensibility

- App Framework for Custom Development
- Service Layer
- Semantic Layer

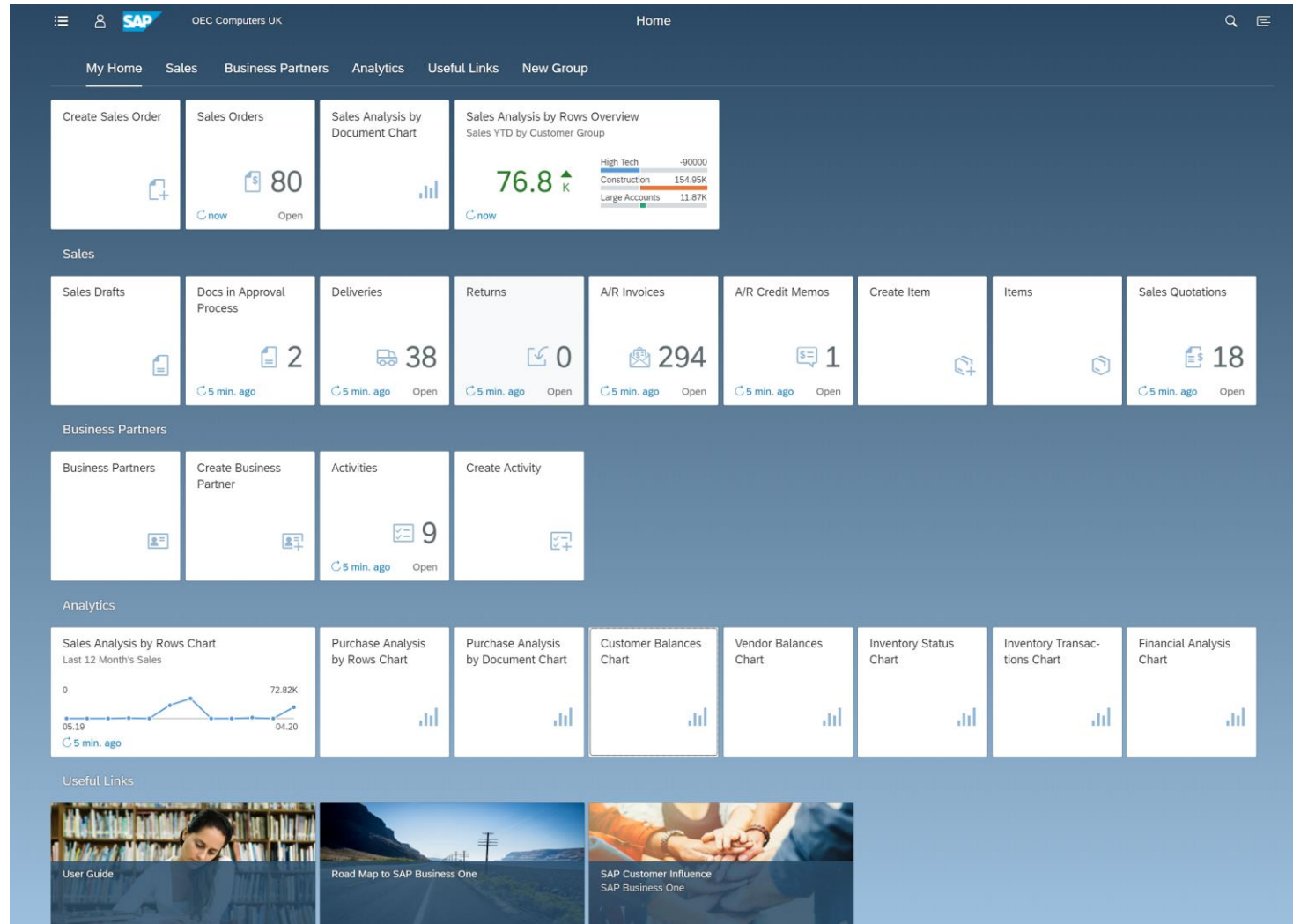
* For a complete picture of SAP Business One, see this [Introduction to SAP Business One](#)

User Experience

All screenshots are showing the new skin “Belize Deep” that is available as of release 10.0

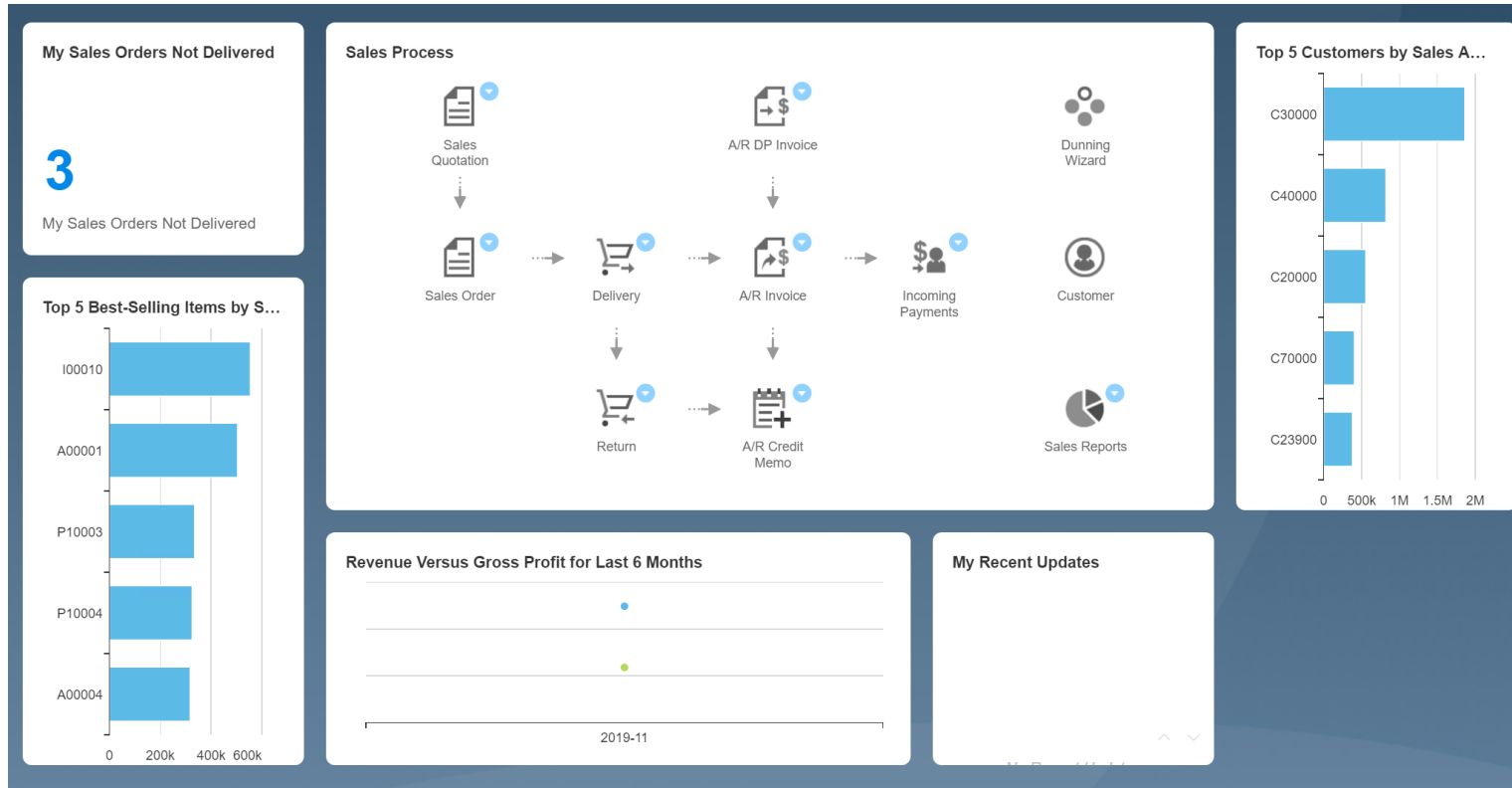


Web Client Built-in Analytics



- Sophisticated analytic charting capabilities and content available
- Analysis to get insights to
 - ✓ Sales Quotation
 - ✓ Sales
 - ✓ Purchase
 - ✓ Customers
 - ✓ Vendors
 - ✓ Inventory
 - ✓ Financials
- Creation of multiple dashboard screens using the Screen Designer
- Adapting *Filters* gives flexibility to configure different sets of data
- See the [Web Client User Guide](#) for an overview of all Web Client features

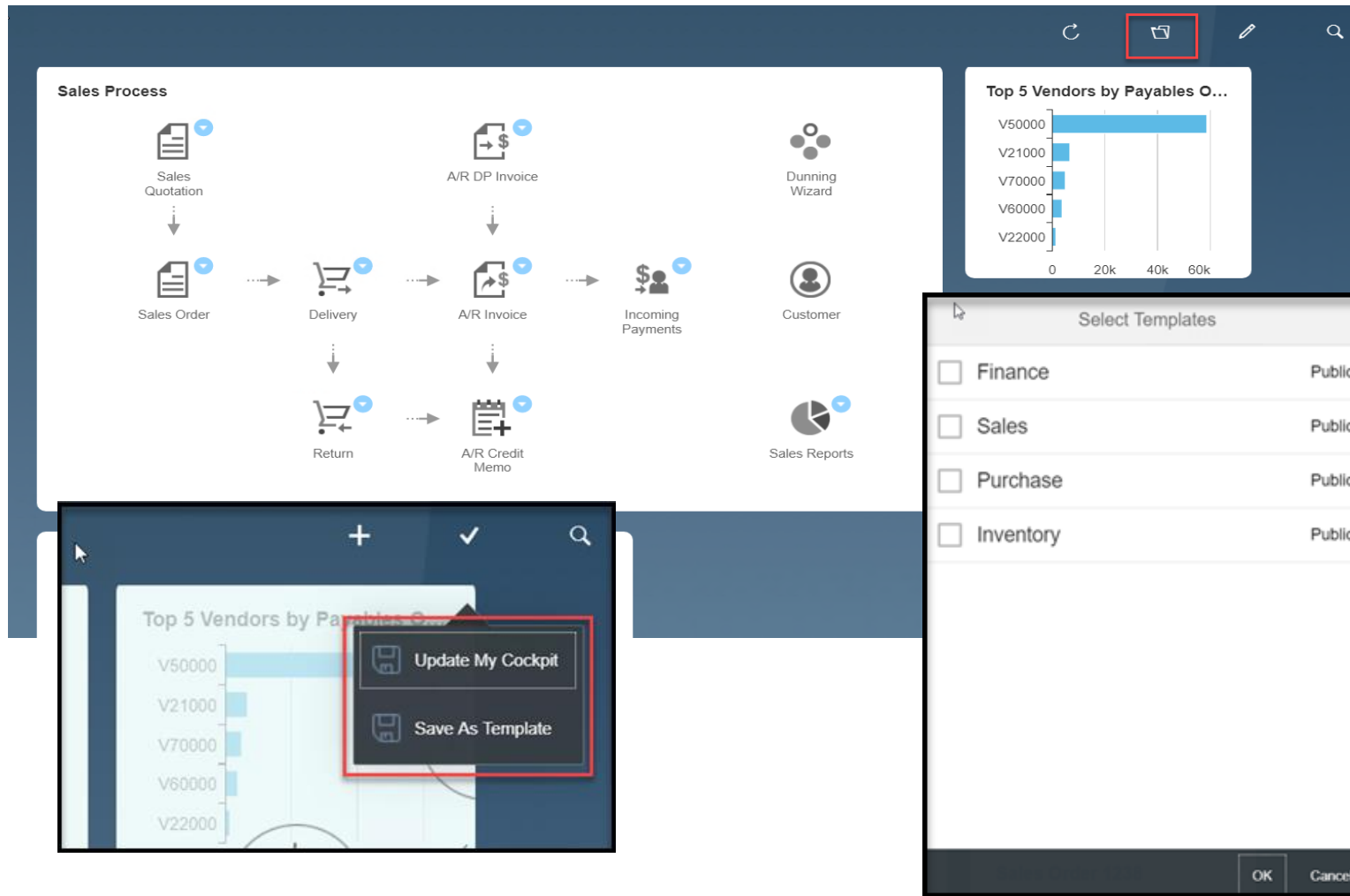
Fiori-Style Cockpit



- Personalized work center to view, search, organize, and perform your regular work
- User-based Cockpit leveraging HTML5
- Fiori-style
- Widgets can be selected from Widget Gallery
- Simplifies access to information
- Improves user experience

Fiori-Style Cockpit

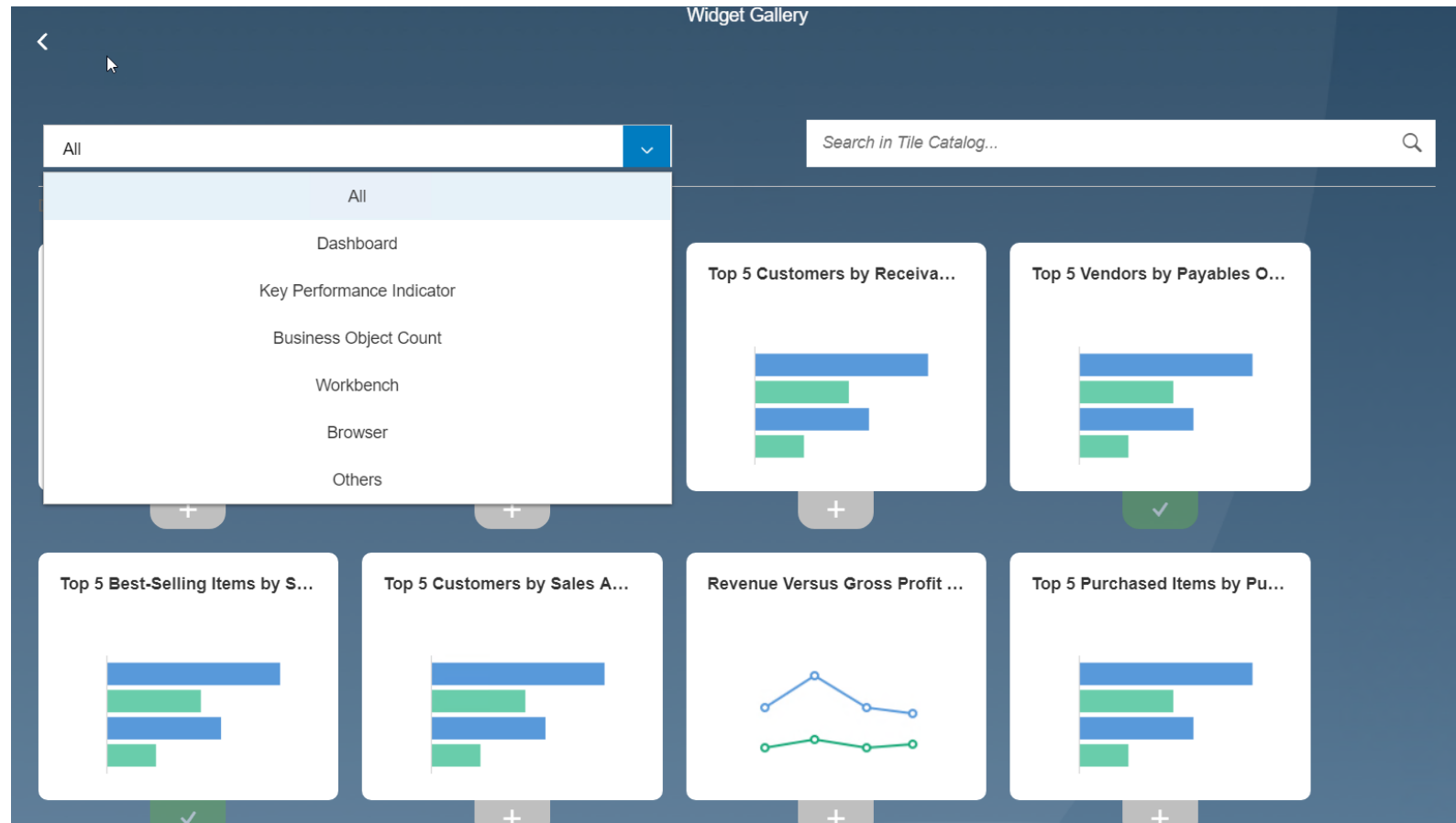
Cockpit Templates



- Predefined Cockpit templates for finance, sales, purchase and inventory
- Creation of own Cockpit templates
- Assign templates to user groups
- Central template management and assignment

Fiori-Style Cockpit

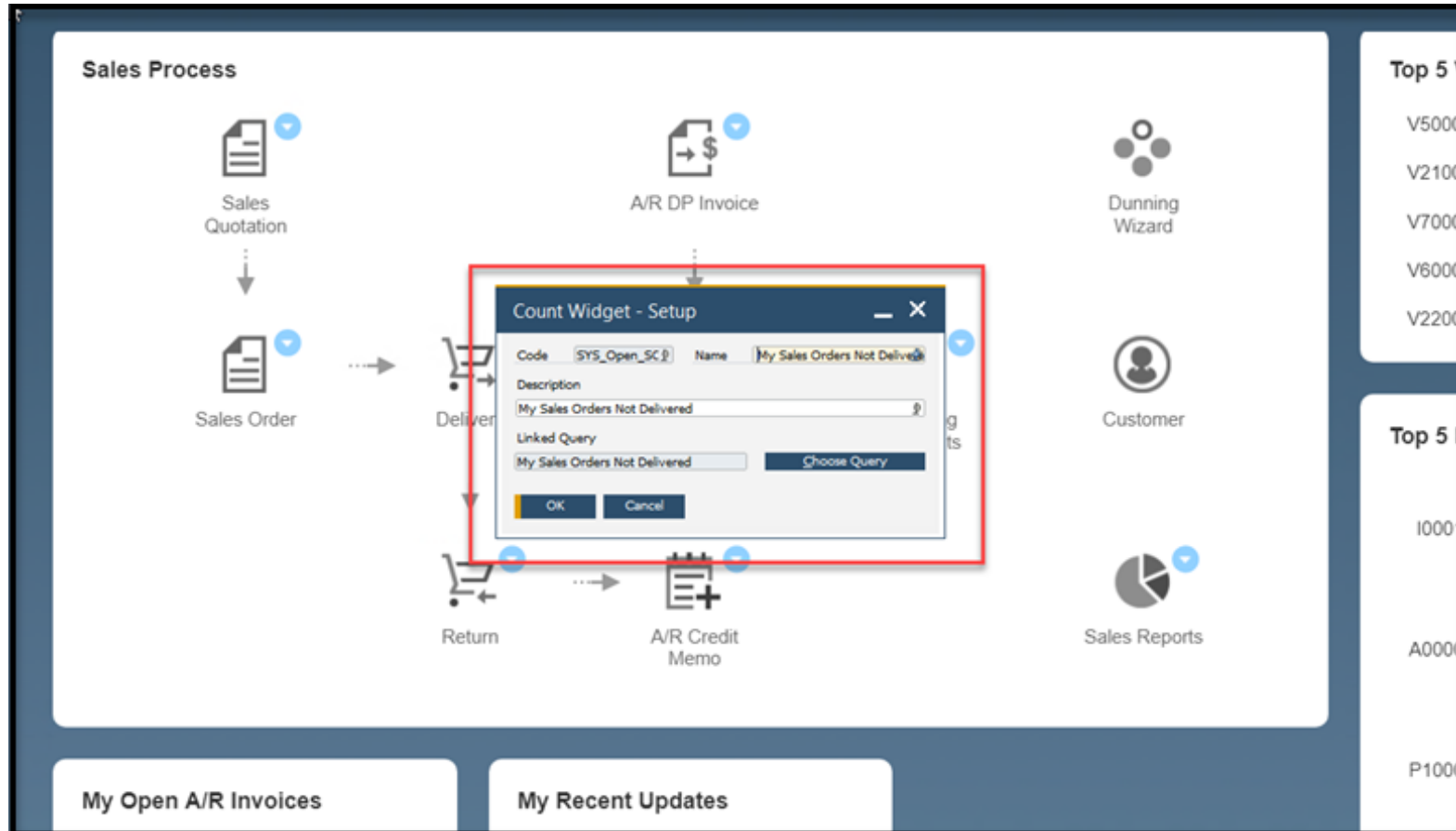
Widget Gallery



- Several predefined Widget types available:
 - ✓ Dashboard Widgets
 - ✓ KPI Widgets
 - ✓ Count Widget
 - ✓ Workbench Widget
 - ✓ Common Function Widget
 - ✓ Browser Widget
 - ✓ Messages and Alerts Widget
 - ✓ Recently Updated Widget

Fiori-Style Cockpit

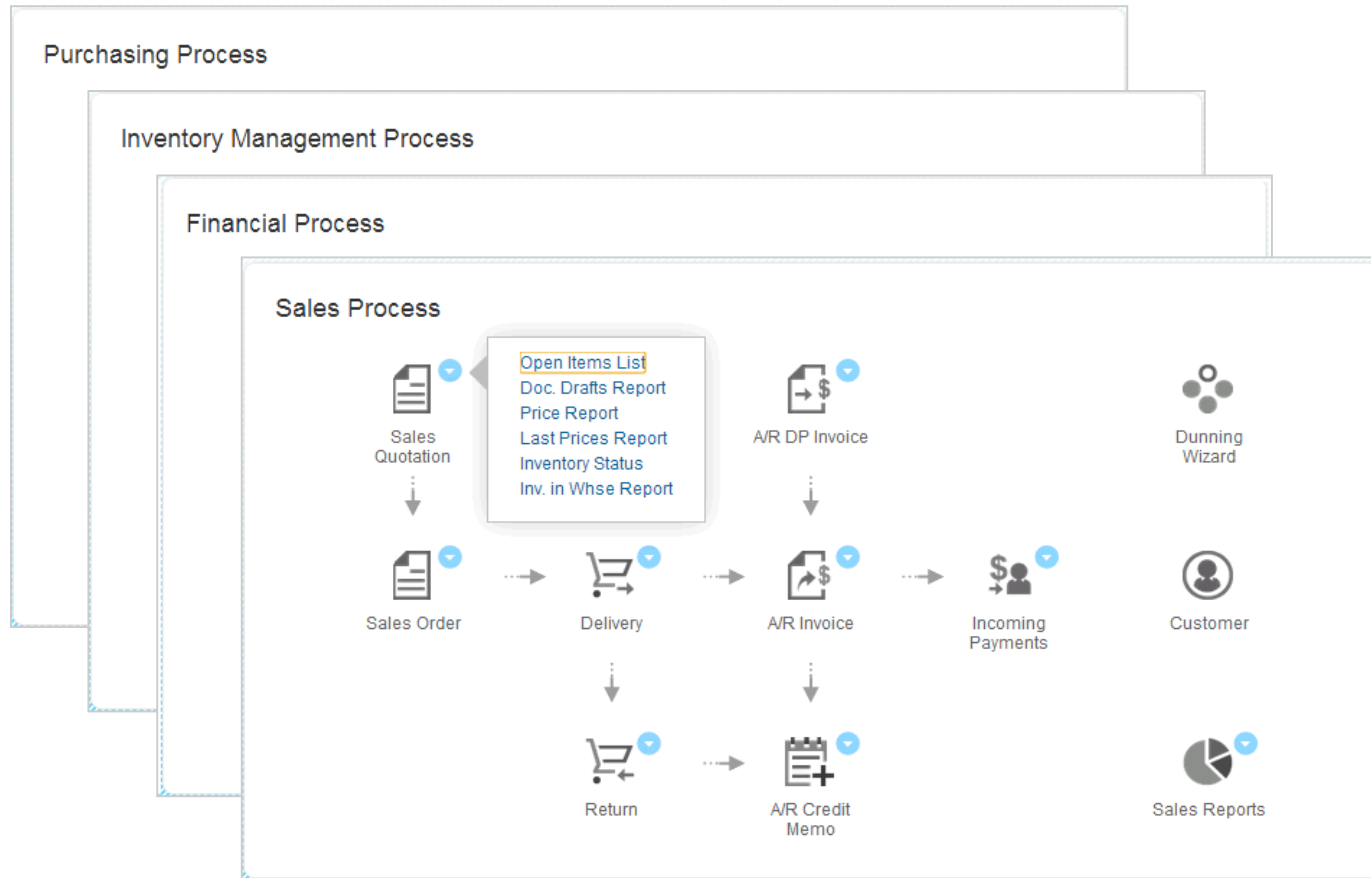
Count Widget



- 5 predefined Count Widgets
 - ✓ Sales Orders Not Delivered
 - ✓ Open A/R Invoices
 - ✓ Purchase Orders Not Received
 - ✓ Open A/P Invoices
 - ✓ Open Inventory Transfer Requests
- Create new Count Widgets based on user-defined queries
- Count Widget counts query results
- Click on result to get a detailed list of your business insights based on your query
- Simple but powerful feature to get insights of your business

Fiori-Style Cockpit

Workbench



- Widgets to cover most of the daily operation
- Process flow Widget to create and manage documents for:
 - ✓ Sales
 - ✓ Purchasing
 - ✓ Inventory Management
 - ✓ Financials
- Guides user through key business processes
- Provides easy access to related functions
- Instructions for implementation:
 - ✓ [SAP Note](#)
 - ✓ [Clip](#)

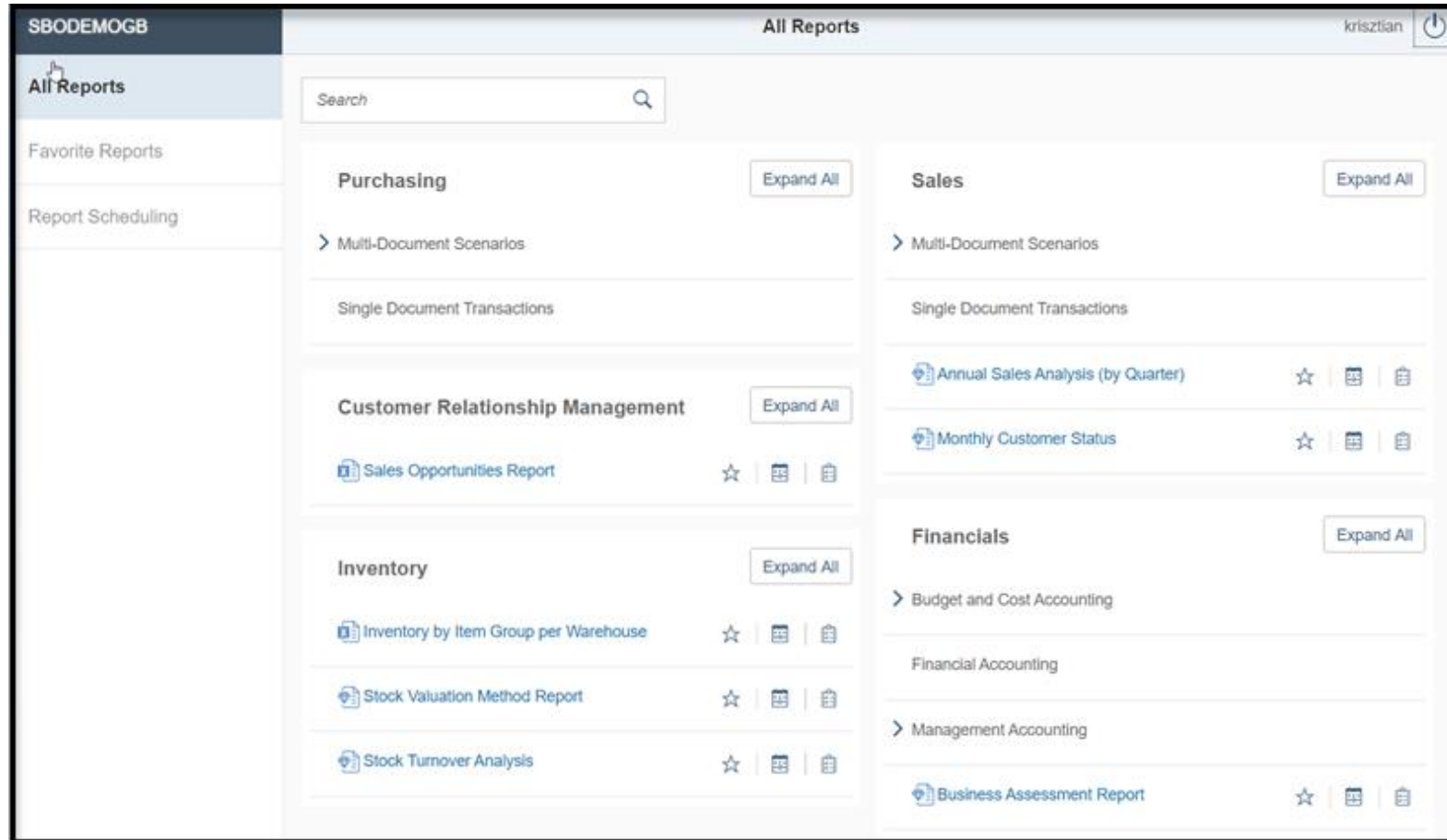
Enterprise Search

The screenshot displays the SAP Enterprise Search interface. On the left, a sidebar shows a search template 'micro' and a list of filters including Master Data (3), A/R Transaction (509), Sales Order (133), Status (22), and Sales Employee (133). The main area shows search results for 'micro' with filters for Sales Order and Posting Date. The results are displayed in a table with columns for Doc Number, Total, Project, Shipping Type, Posting Date, Remarks, BP Code, Owner, Delivery Date, Allow Partial Delivery, BP Name, Document Date, Pick and Pack Remarks, Contact Person, Status, Customer Ref. No., and Sales Employee. The results are sorted by relevance and show a list of sales orders with their details.

| Doc Number | Total | Project | Shipping Type | Posting Date | Remarks | BP Code | Owner | Delivery Date | Allow Partial Delivery | BP Name | Document Date | Pick and Pack Remarks | Contact Person | Status | Customer Ref. No. | Sales Employee |
|------------|-------------|---------|---------------|--------------|---------|---------|-------------|---------------|------------------------|------------|---------------|-----------------------|----------------|---------|-------------------|----------------|
| 1274 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-04-03 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1273 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-04-01 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1272 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-03-30 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1271 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-03-24 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1270 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-03-20 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1269 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-03-18 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1268 | 1050.000000 | | UPS Red | 2020-04-07 | | C30000 | Levine,Bill | 2020-03-16 | Y | Microchips | 2020-04-07 | | Judy Brown | O(Open) | | Bill Levine |
| 1267 | | | | | | | | | | | | | | | | |

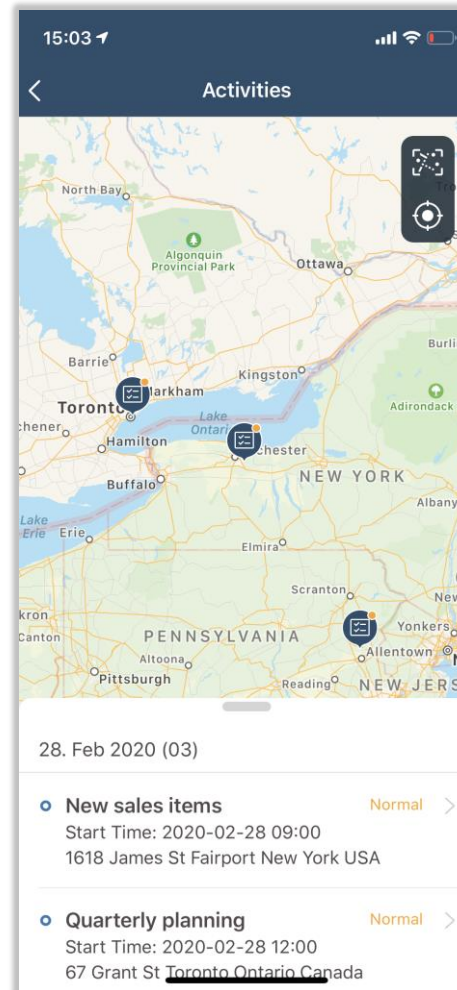
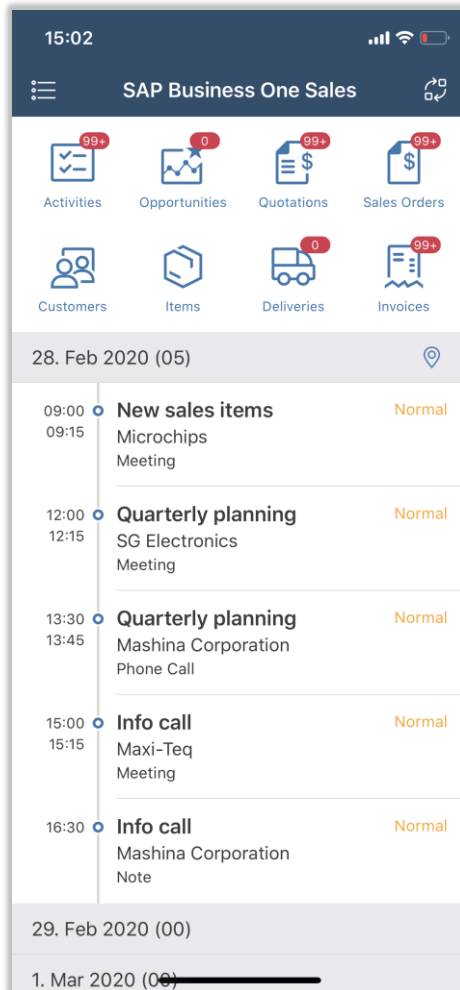
- Access the most relevant SAP Business One data with freestyle search
- Locate business information just as you would do a search on the internet
- Enjoy a seamless user experience
- Search templates
- Filter on dates
- Sort results
- Configurable search scope

Analytical Portal



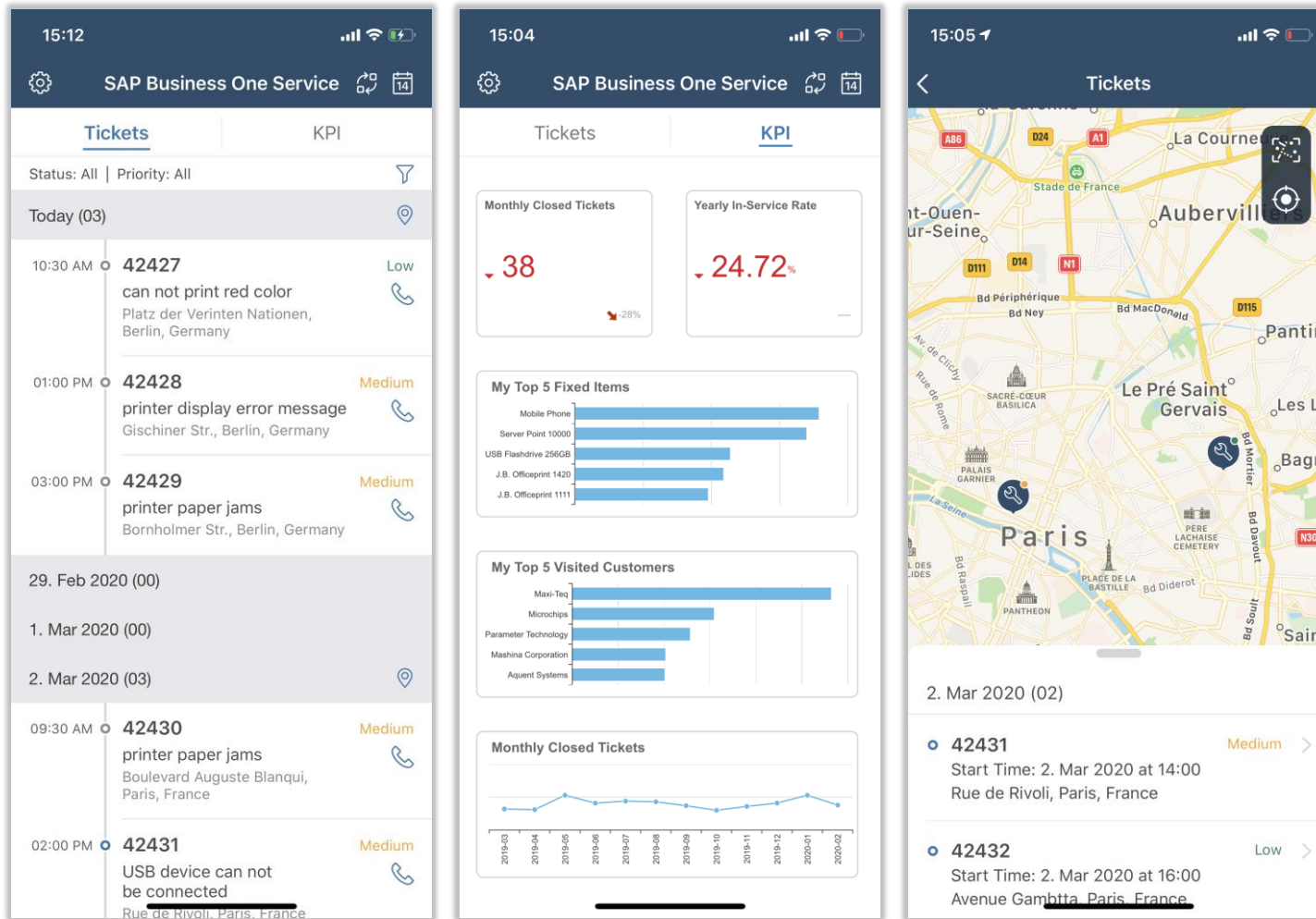
- Ability to publish and share documents:
 - ✓ Crystal Reports
 - ✓ MS Excel documents
- Authorized reports are being displayed
- Documents can be scheduled and sent via mail or downloaded in different formats:
 - ✓ MS Excel – PDF, MS Excel or HTML
 - ✓ Crystal Reports – PDF
- Documents can be run on different devices

SAP Business One Sales Mobile Native App



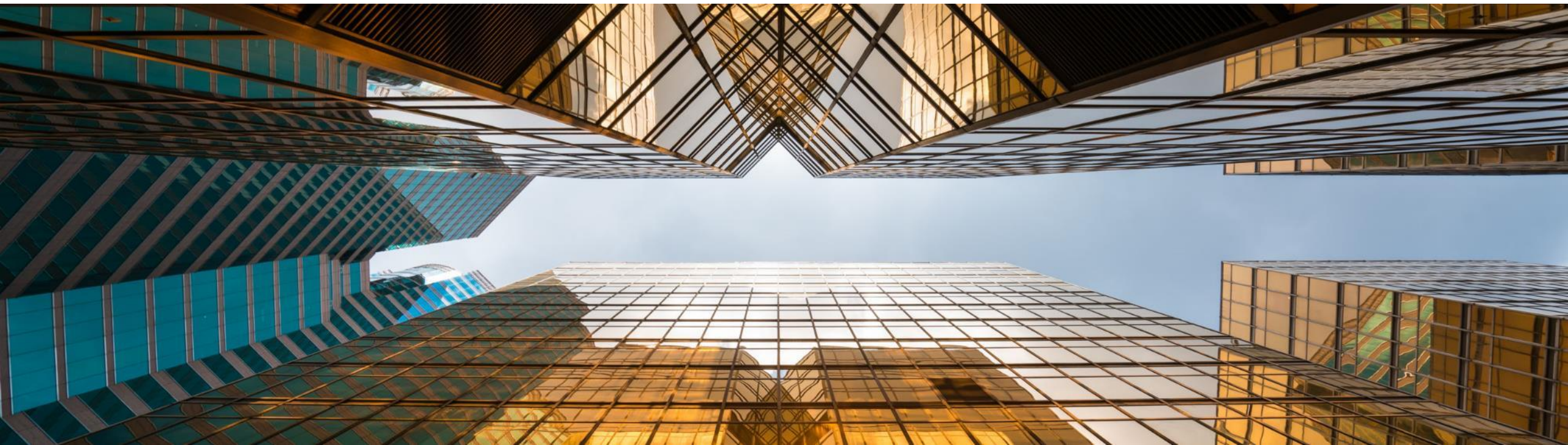
- Mobile solution, tailored for handling sales activities, anywhere, anytime
- Holistic CRM management drives sales productivity
- Insight to customers, deals, predictability in sales operations. Supported functions:
 - ✓ Managing activities
 - ✓ Check in location of sales activities
 - ✓ Customer data management
 - ✓ Viewing items
 - ✓ Managing sales documents (opportunities, quotation, order)
- Access data in real time, all changes automatically updated in the SAP Business One system
- Respond directly and trigger processes

SAP Business One Service Mobile Native App

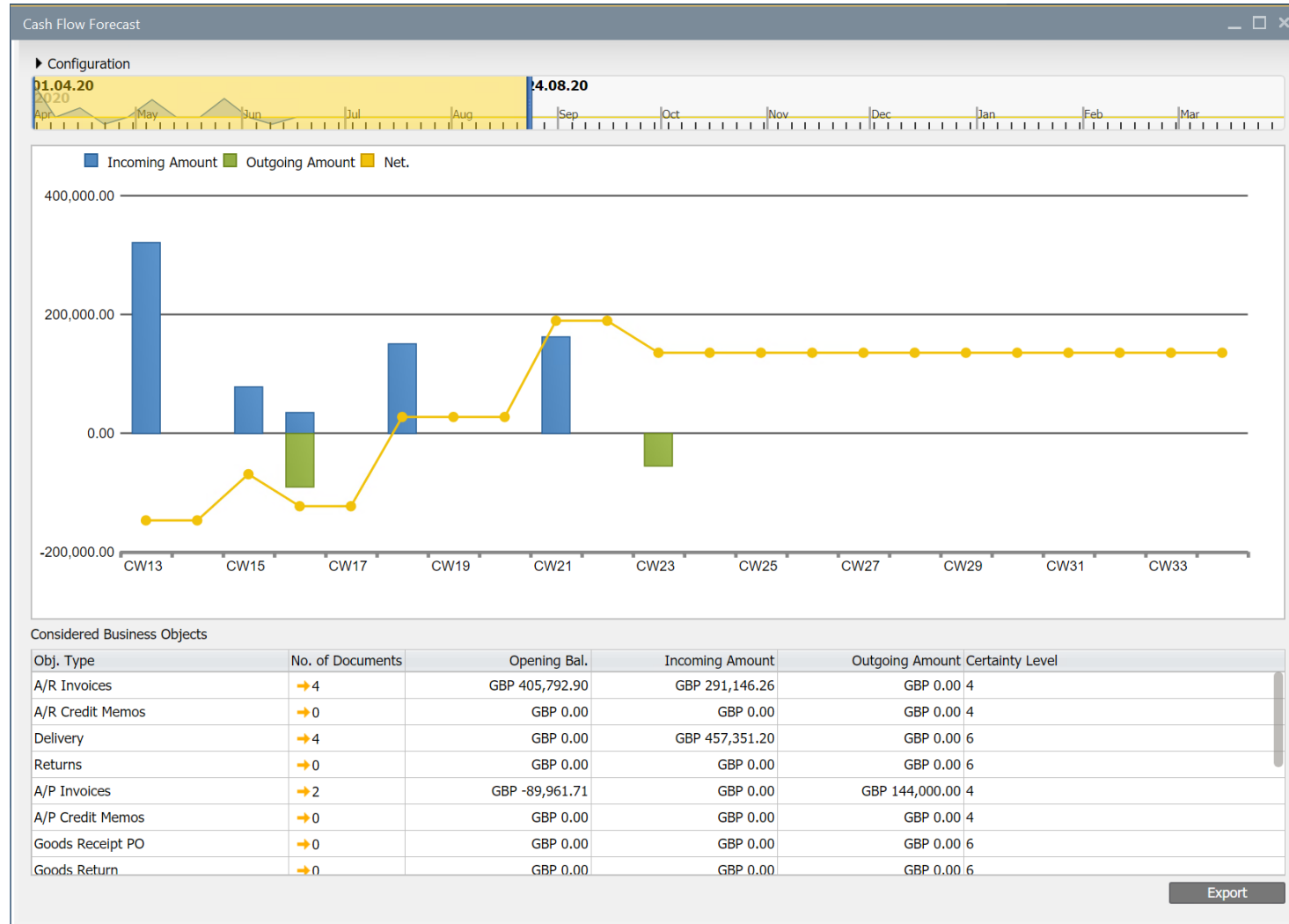


- Mobile solution to manage and fulfill service activities, anywhere, anytime
- Integrated scanner and maps
- Personalized signature
- Check in and check out
- Access data and get insights about:
 - ✓ Customers
 - ✓ Service Calls and history
 - ✓ Resolutions
 - ✓ Attachments
 - ✓ Sales Orders
- Access data in real time, all changes automatically updated in the SAP Business One system
- Respond directly and trigger processes

Embedded Real-time Apps

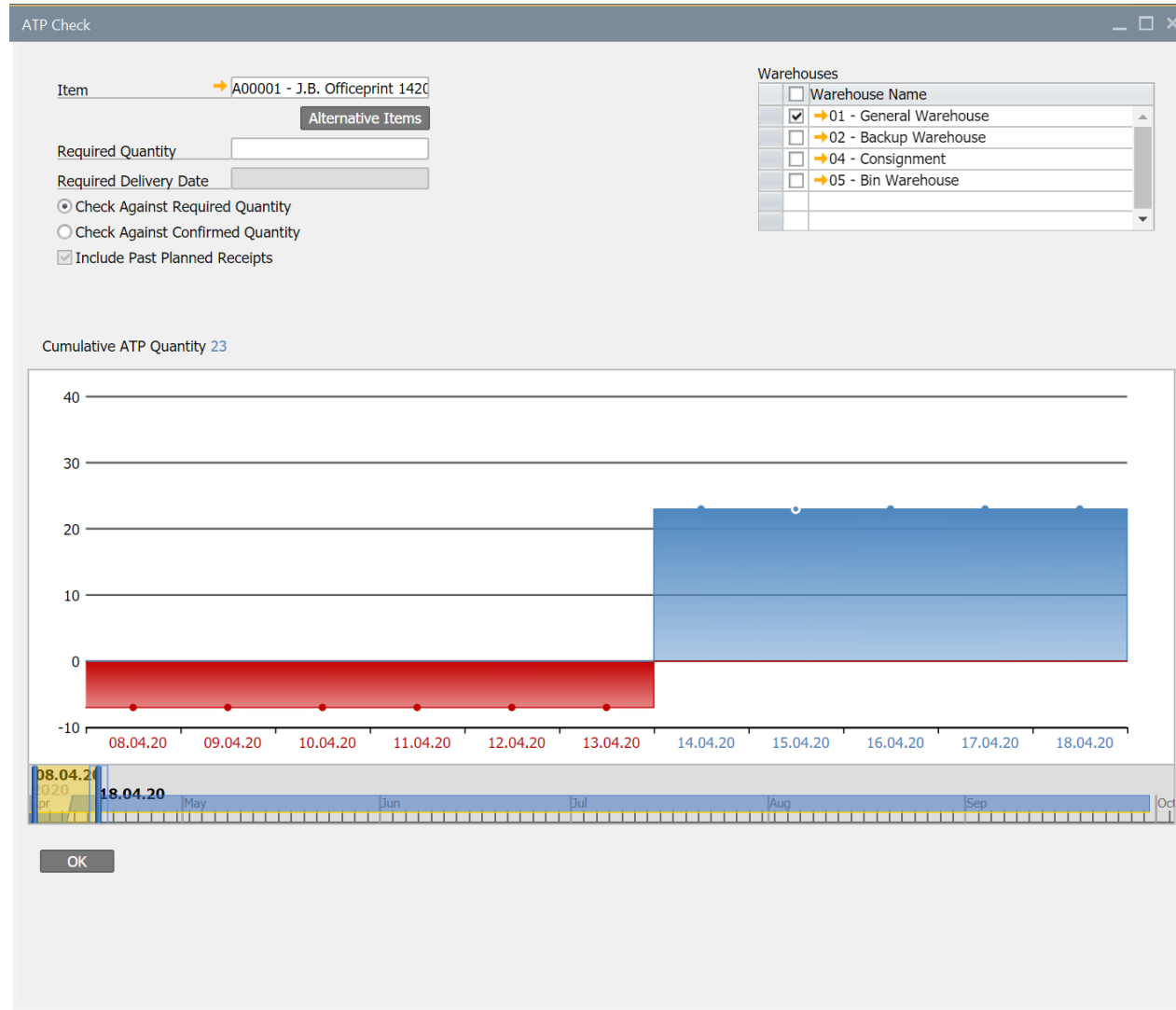


Cash Flow Forecast



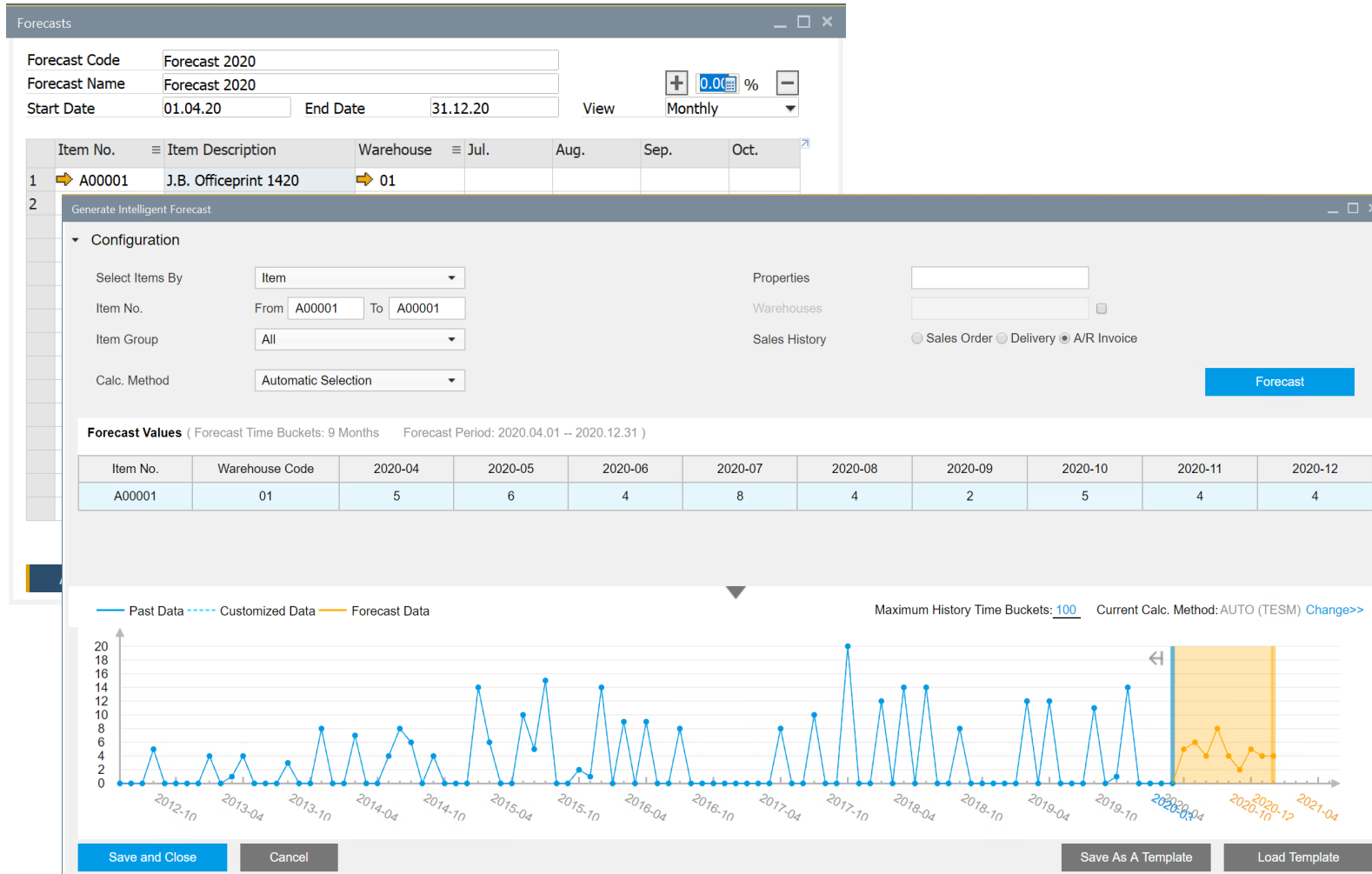
- Gain a complete, accurate and timely picture of your cash flow
- Include optionally open documents like POs and sales orders in calculations
- Assess probability of payment with sophisticated calculations

Advanced Available to Promise (ATP)



- Obtain real-time inventory transparency
- Aggregate inventory on hand, promised and desired dynamically
- Minimize costs by re-scheduling sales orders

Intelligent Forecast



- Statistical forecast with built-in models, incorporating trends and seasonal factors
 - ✓ TESM (Triple Exponential Smoothing)
 - ✓ LRDTSA (Linear Regression with Damped Trend and Seasonal Adjust)
- SAP Business One automatically selects the best algorithm
- Hindcast to dynamically adjust outlier and what-if scenarios
- Forecast results can be used in MRP wizard

Delivery Schedule Management

Delivery Schedule Management

Item

→ A00001 - J.B. Officeprint 1420

Warehouse

→ 01 - General Warehouse

Inventory Status

Sort By

Delivery Date

Ascending

To reassign quantities for a specific document, drag the target document here. To perform automatic reassignment for all documents, choose "Preview".

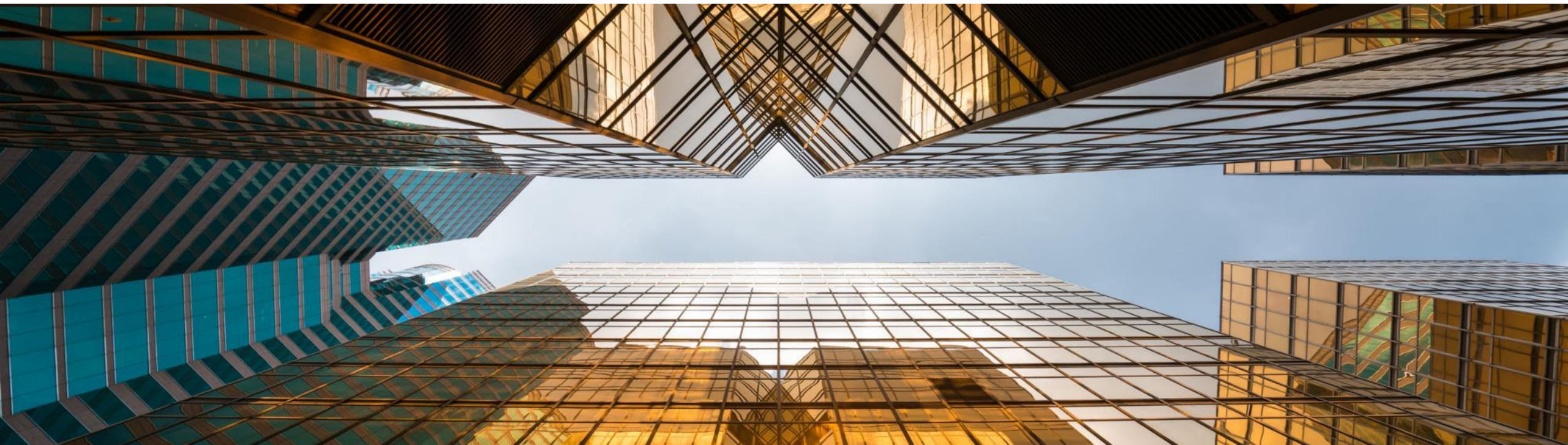
| Document | Business Partner | Qty (Inv. UoM) | Confirmed | Unconfirmed | Delivery Date |
|---------------------------------|-------------------------------|----------------------|---------------|-------------|--------------------------|
| 1 → Sales Order No.1256 / Line0 | → C20000 Maxi-Teq | 35 | 35 5 Delay | | 11.04.20 |
| | | Scheduled Delivery 1 | 30 | | 11.04.20 |
| | | Scheduled Delivery 2 | 5 | | 14.04.20 3 Days Delay |
| 2 → Sales Order No.1226 / Line2 | → C20000 Maxi-Teq | 1 | 1 | | 10.04.20 |
| 3 → Sales Order No.1226 / Line0 | → C20000 Maxi-Teq | 1 | 1 | | 10.04.20 |
| 4 → Sales Order No.1237 / Line0 | → C23900 Parameter Technology | 1 | 1 | | 08.04.20 |
| 5 → Sales Order No.1239 / Line0 | → C20000 Maxi-Teq | 1 | 1 | | 07.04.20 |
| 6 → Sales Order No.1239 / Line1 | → C20000 Maxi-Teq | 1 | 1 | | 07.04.20 |

Preview

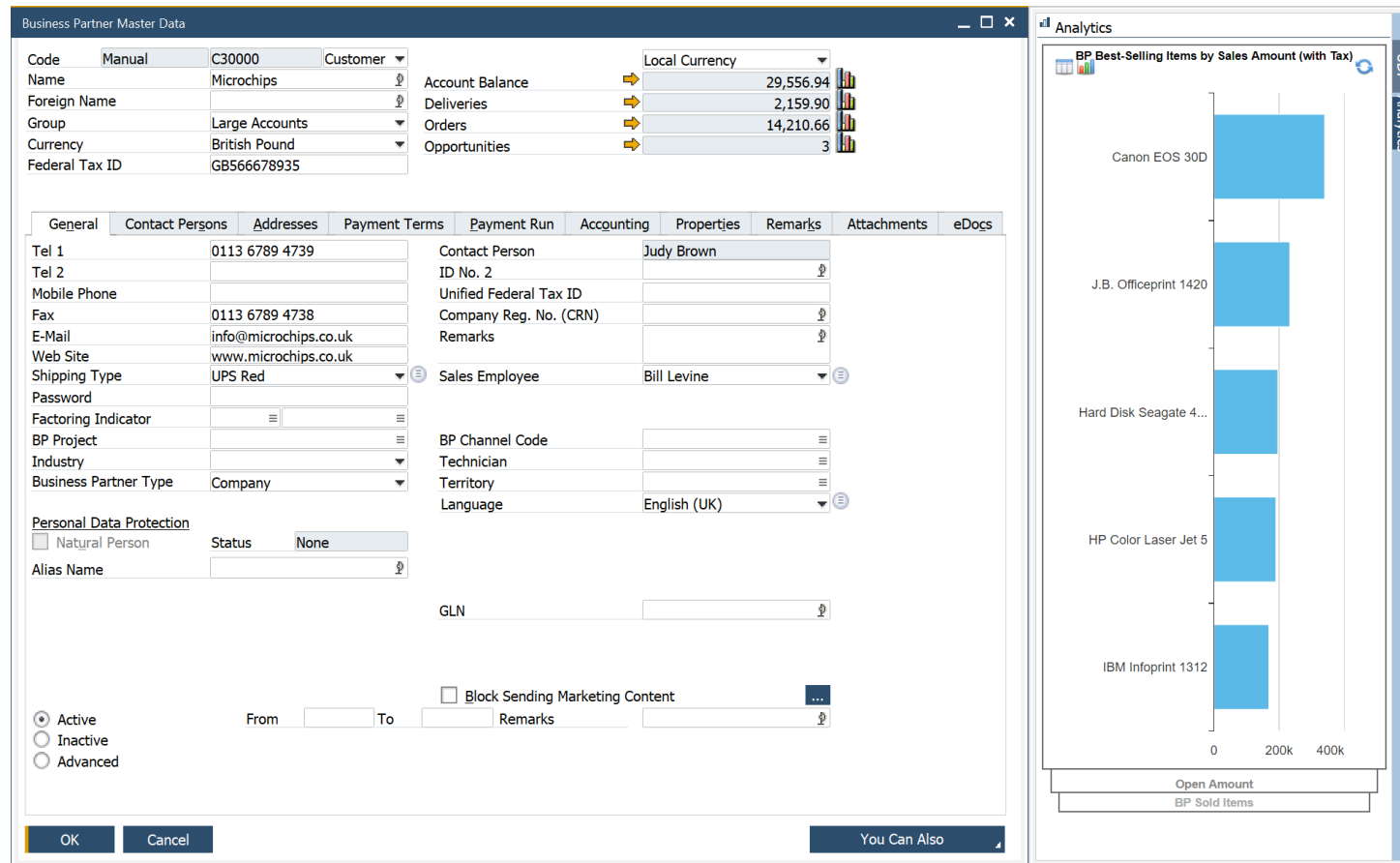
Cancel

- Stay on top of your scheduled deliveries, changing quantities on the fly
- See scheduled delivery date and quantity of:
 - ✓ Sales orders with positive quantity
 - ✓ A/R reserve invoices with positive quantity
 - ✓ Inventory transfer requests
 - ✓ Production orders
 - ✓ Purchase orders with negative quantity
 - ✓ A/P reserve invoices with negative quantity
- Reallocate quantities of documents to fulfill the quantity of the target document
- Preview and confirm the outcome

Analytics

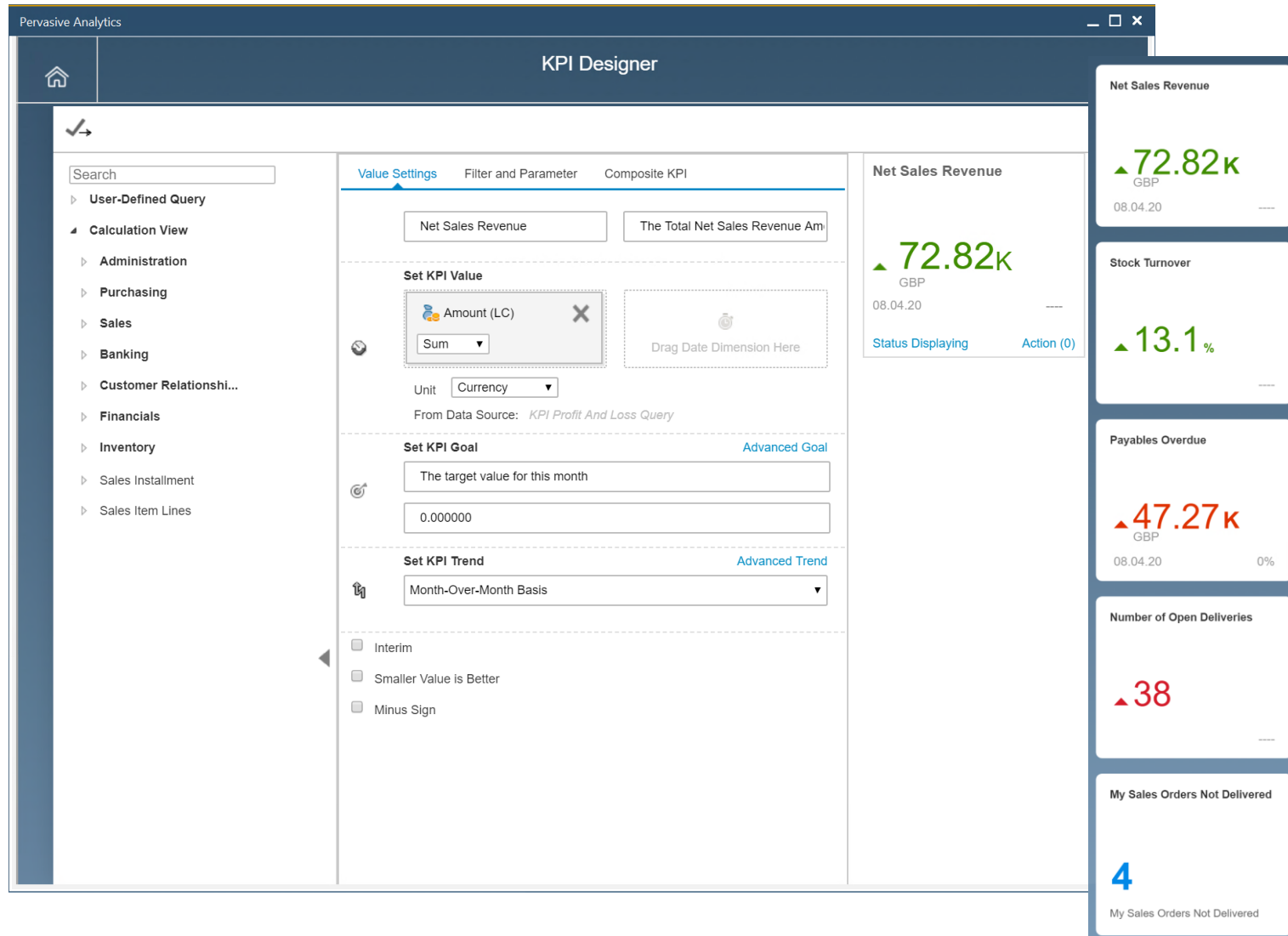


Pervasive Analytics Dashboards



- Embed Dashboards in transaction screens or in Cockpit
- Enable front line employees to see data needed to make business decisions – at the very moment it is needed
- Reflect transactional activity as it happens with real-time analysis
- Predict future behavior with forecasting capabilities

Pervasive Analytics KPIs



- Evaluate the status of business in an easy-to-view way
- Embedded in SAP Business One Cockpit
- Using SAP or partner pre-build HANA models

Pervasive Analytics

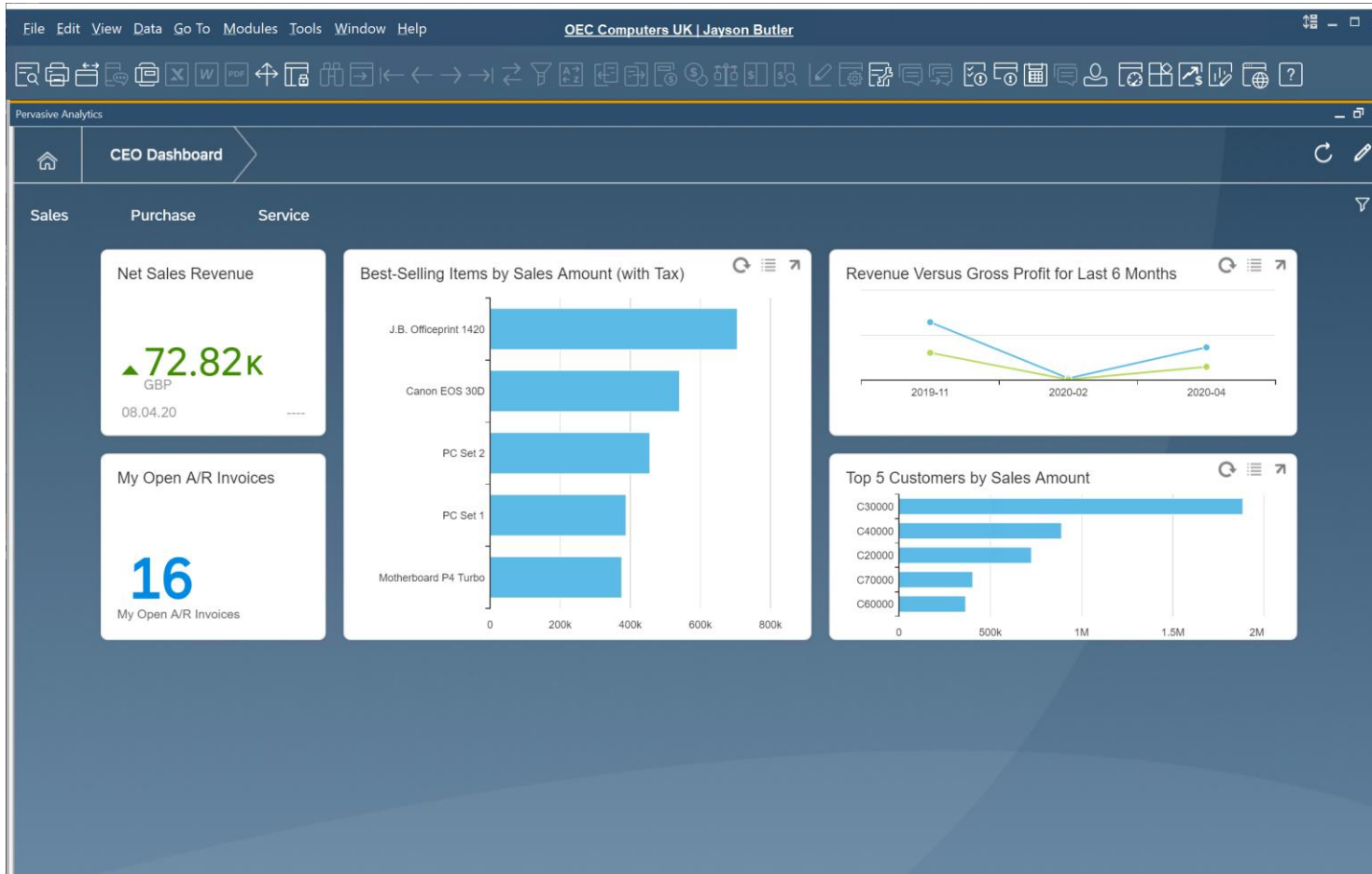
Insight to Action

The screenshot displays the SAP Pervasive Analytics interface. At the top, a panel titled 'Action (4)' contains a list of actions: 'Display Dashboard in Sidebars' (with a plus icon), 'Link to SAP Business One Window...' (with an X icon), and a section 'Actions To Be Triggered' which includes 'Open Business Partner Master', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. Below this, a 'Sales Dashboard' is shown with a horizontal bar chart. The chart has five bars with labels C30000, C40000, C20000, C70000, and C60000. A tooltip is visible over the C40000 bar, listing three actions: 'Open Business Partner Master Data', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. To the right, a configuration window for an action is open. It shows the 'Action Name' as 'Open SAP Business One Window 1', the 'Target SAP Business One Window' as '(Select)', and the 'Data Binding' section with a 'Dashboard Dimension' dropdown set to '(Select)' and a 'Target SAP Business One Window Field' dropdown set to '(Select)'. There is also an 'Add a New Binding' button.

- Ability to relate business actions to Dashboards and KPIs
- Available Action types:
 - ✓ *Open SAP Business One Window* to open forms, such as master data
 - ✓ *Trigger Enterprise Search*
 - ✓ *Open Advanced Dashboard* (description of Advanced Dashboard see next slide)
 - ✓ *Link to SAP Business One Window*, to show Dashboard in sidebar
- Drill down into business details
- Translate insights into actions

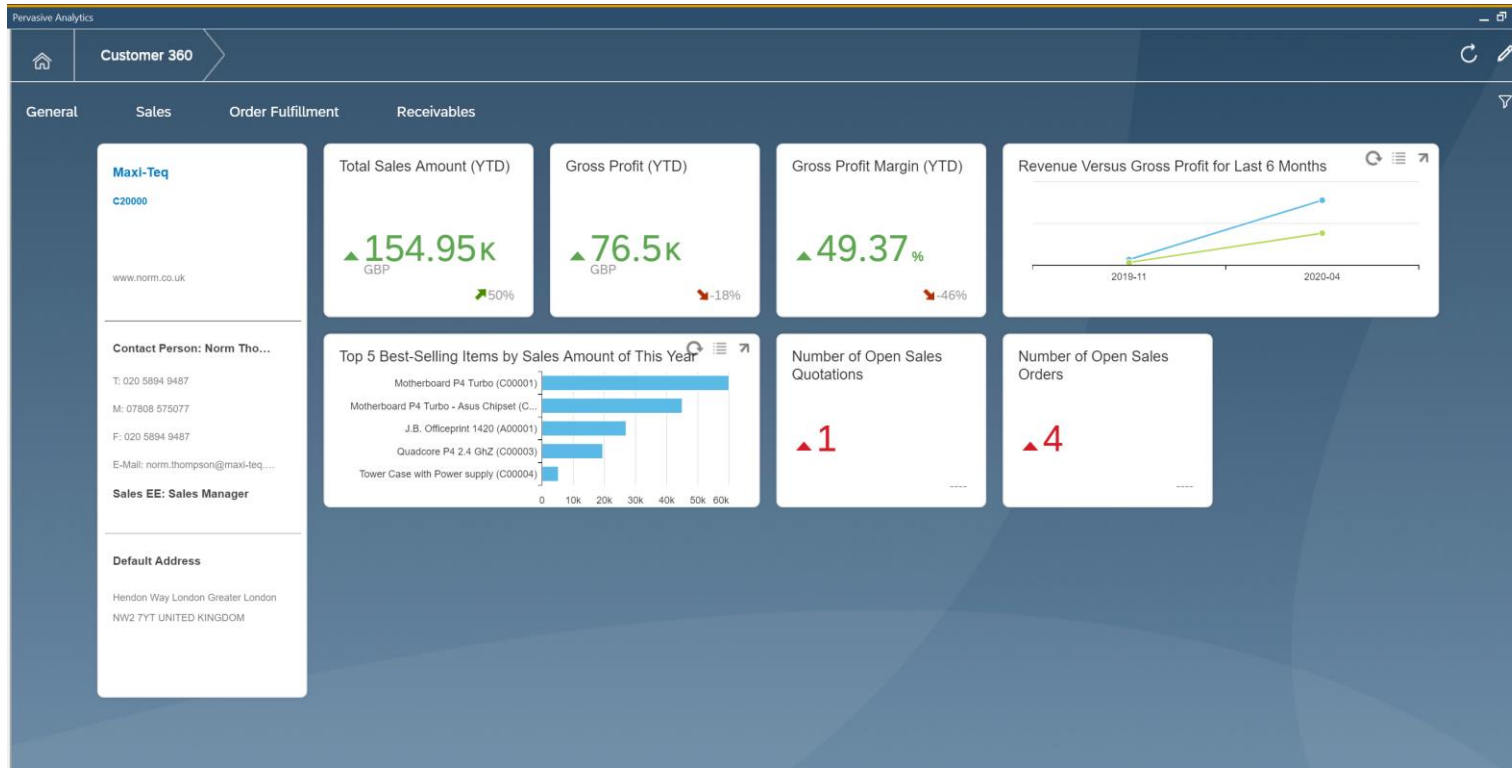
Pervasive Analytics

Advanced Dashboards



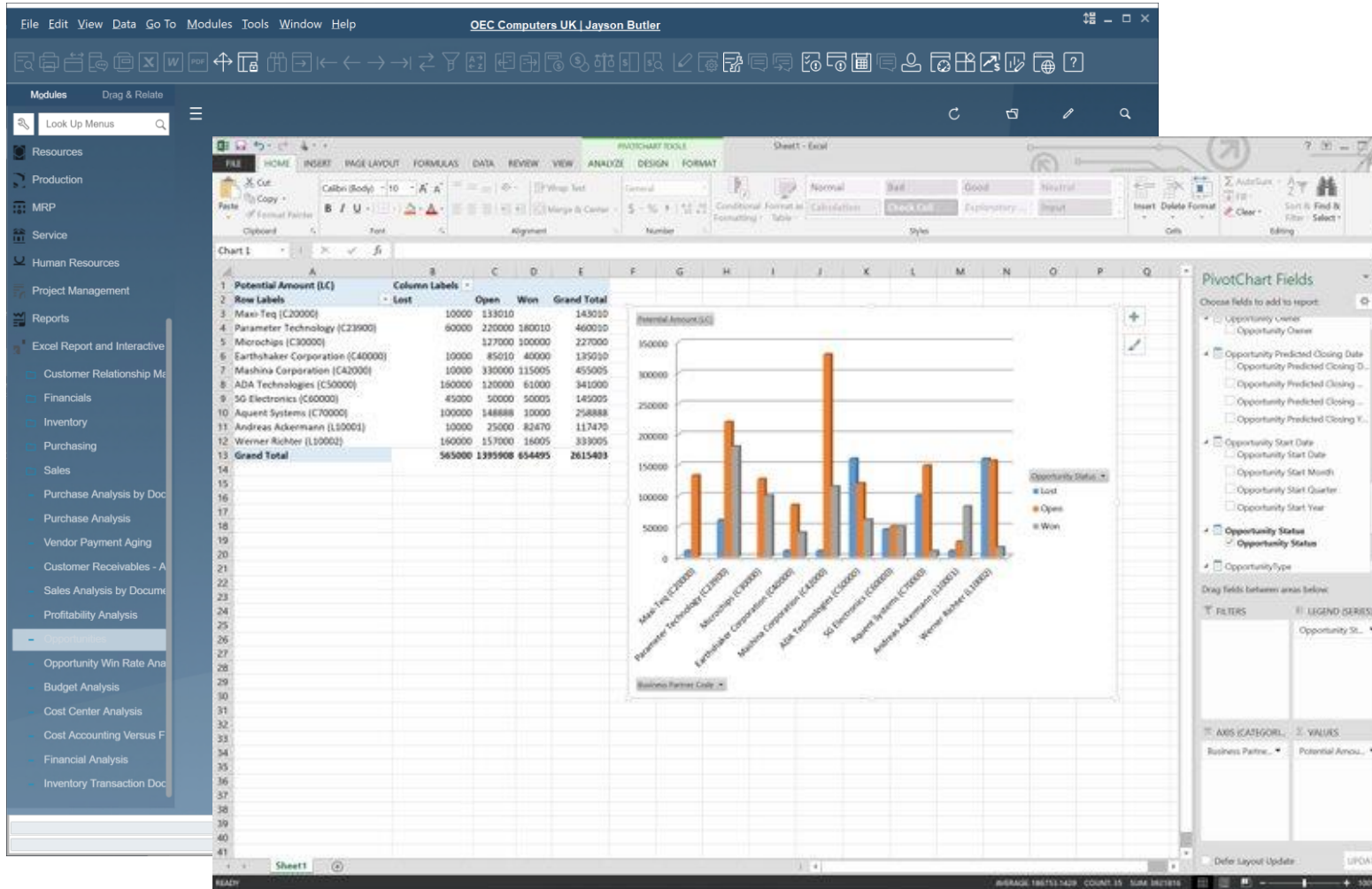
- Ability to add a Dashboard which contains various widgets to display related data for pervasive Dashboards or KPI widgets
- Add filters to break down the displayed results
- Display critical data grouped on a dedicated dashboard
- Quick access to related business analysis and KPIs

Customer 360°



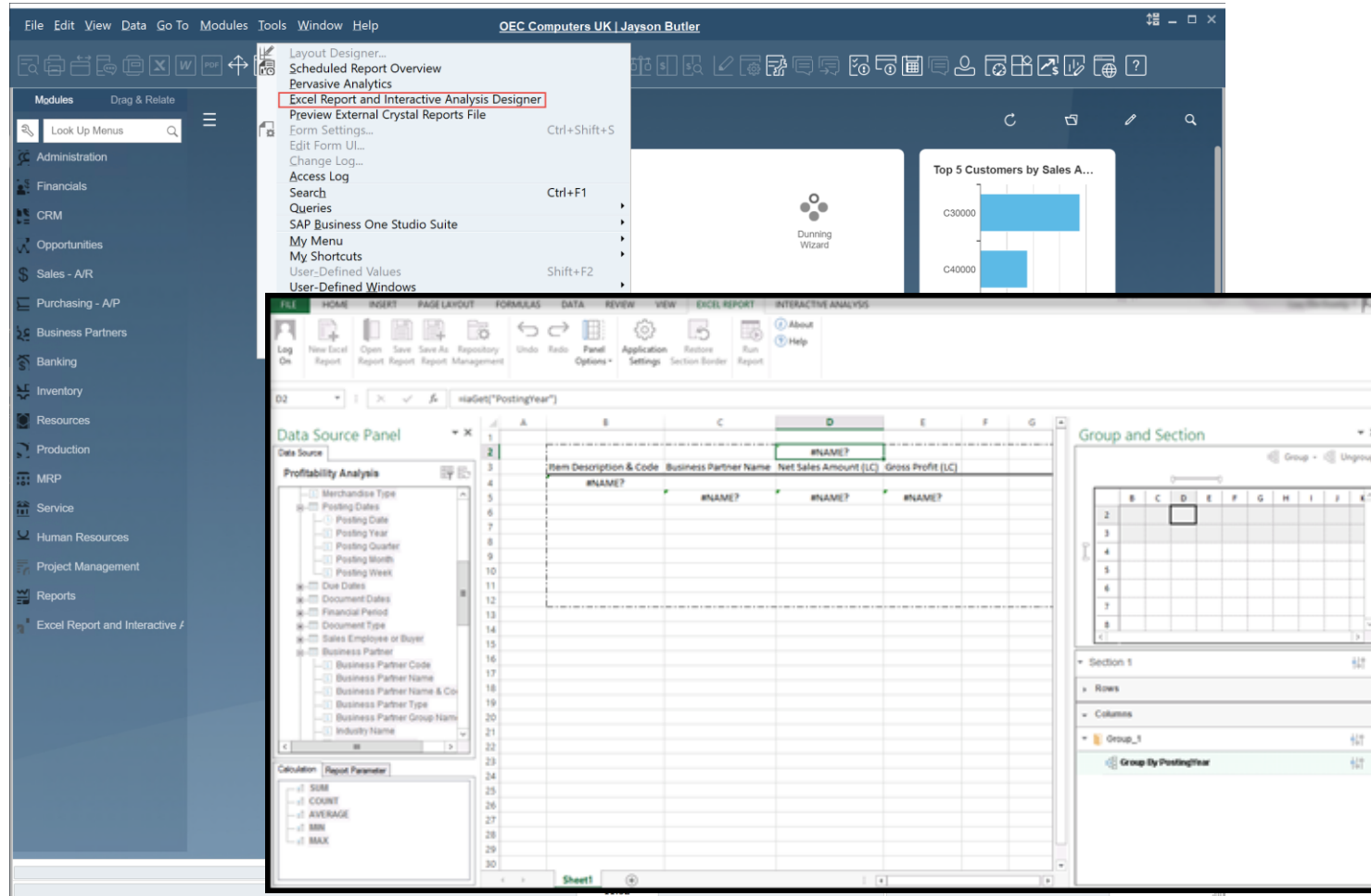
- New advanced dashboard provides a 360° customer view
- Key facts on customer at a glance, containing numerous KPIs and key customer data
- Accessed via Business Partner Master Data
→ You Can Also
- Link the Customer 360° Advanced Dashboard as an action to an existing Dashboard for easy access

Interactive Analysis



- Helps users explore more information before making decisions
- Improves productivity by putting the user in control of information
- Leverages familiar MS Excel pivot tables to make analysis work quick and simple

Excel Reports



- Reporting tool based on MS Excel.
- Utilizes SAP Business One Semantic Layer (SAP HANA views) as data source.
- Fully integrated with SAP Business One.
- Excel Report Designer tool delivered as MS Excel add-on.
- Leverage the power of MS Excel.
- Enables better decision-making.

Sales Recommendation

The screenshot displays two SAP windows: 'Sales Quotation' and 'Sales Order'. Both windows have a sidebar on the right titled 'Sales Recommendation' which provides product and customer suggestions.

Sales Quotation Details:

- Customer: C30000, Name: Microchips, Contact Person: Judy Brown
- No. Hardware: 1218, Status: Open, Posting Date: 09.04.20, Valid Until: 09.05.20

Sales Order Details:

- Customer: C23900, Name: Parameter Technology, Contact Person: Daniel Brown
- No. Primary: 1391, Status: Open, Posting Date: 09.04.20, Delivery Date: 09.04.20, Document Date: 09.04.20

Item Table (Sales Order):

| # | Item No. | Item Description | Quant. | No. of Packages | Unit Price | Disco... | Tax ... | Total (LC) | Summary Type | No Summary |
|---|----------|-----------------------|--------|-----------------|------------|----------|---------|------------|--------------|------------|
| 1 | A00001 | J.B. Officeprint 1420 | 1 | 1 | 300.00 | 0.00 | O1 | GBP 300.00 | | Manual |
| 2 | | | | | | 0.00 | O1 | | | |

Sales Recommendation Sidebar (Sales Quotation):

- Recommendations for This Customer:**
 - A00001: J.B. Officeprint 1420 (200.00GBP) [Add]

Sales Recommendation Sidebar (Sales Order):

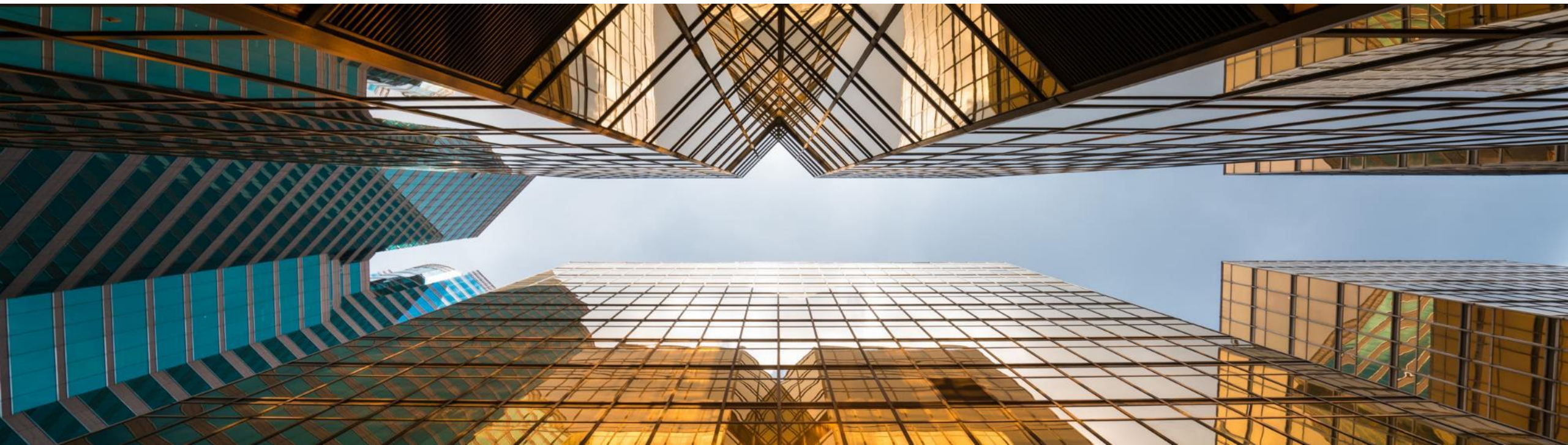
- Recommendations for This Customer:**
 - A00003: J.B. Officeprint 1186 (150.00GBP) [Add]
 - C00009: Keyboard Comfort USB (10.00GBP) [Add]
 - A00002: J.B. Officeprint 1111 (100.00GBP) [Add]
 - A00001: J.B. Officeprint 1420 (200.00GBP) [Add]
 - C00011: Memory DDR RAM 512 MB (14.00GBP) [Add]
- Customers Who Bought This Item Also Bought:**
 - A00002: J.B. Officeprint 1111 (100.00GBP) [Add]
 - A00004: Rainbow ColorJet 5 (250.00GBP) [Add]

Sales Order Summary:

- Total Before Discount: GBP 300.00
- Discount: %
- Freight: GBP 0.00
- Rounding: ☐
- Tax: GBP 60.00
- Total: GBP 360.00

- Product recommendations are displayed in the sidebar of sales order and sales quotation for a customer
- Recommendations are based on association rules generated from the buying history of the given customer and similar customers
 - ✓ "Recommendations for This Customer" suggests products which might be interesting for this customer in general
 - ✓ "Customer Who Bought This Item Also Bought" recommends products based on current items in the sales order / quotation
- These recommendations can be utilized by partners in their own add-ons or solutions, e.g. a web shop. They are exposed as semantic layer views in ar/case :
 - ✓ ItemRecommendationQuery
 - ✓ ItemAlsoRecommendedQuery

Platform **Extensibility**



App Framework for SAP Business One, version for SAP HANA

Customers

| Customer ID | Company Name | Contact Name |
|--------------|--------------------------|-----------------------|
| CONSH | Consolidated Holdings | Elizabeth Brown |
| DRACD | Drachenblut Delikatessen | Sven Ottlieb |
| DUMON | Du monde entier | Janine Labrune |
| EASTC | Eastern Connection | Ann Devon |
| ERNSH | Ernst Handel | Roland Mendel |

Customer

Customer Profile: Janine Labrune, Owner, 67, rue des Cinquante Otages, Nantes, France. Postal Code: 44000.

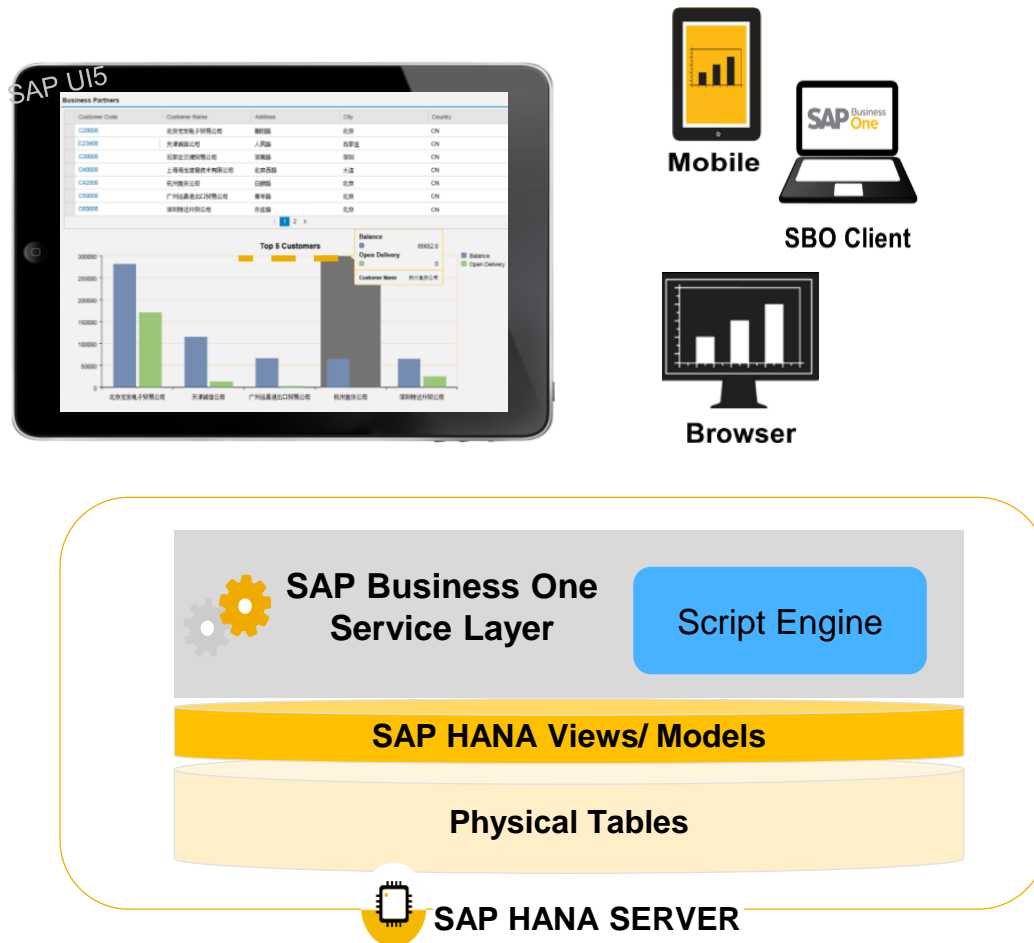
Orders

| Customer ID | Order Number | EmployeeID | City | Country |
|-------------|--------------|------------|--------|---------|
| DUMON | 10311 | 00001 | Nantes | France |
| DUMON | 10609 | 00007 | Nantes | France |
| DUMON | 10683 | 00002 | Nantes | France |
| DUMON | 10890 | 00007 | Nantes | France |

- Empower SAP Business One ecosystem to build easy to extend, lightweight, web-based, analytical applications providing business insights
- Enrich traditional add-ons by web-based analytical applications on the new lightweight framework & embed them into add-ons;
- Leverage the built-in strengths of SAP HANA and XS with integrated SAP Business One services to develop apps in a low cost of development on a lean stack with big data processing; explorer new businesses
- Optimize the efficiency of business processes
- Run directly on SAP HANA appliance with minimized TCO and excellent performance

Service Layer

New generation of extension API for consuming SAP Business One data and services

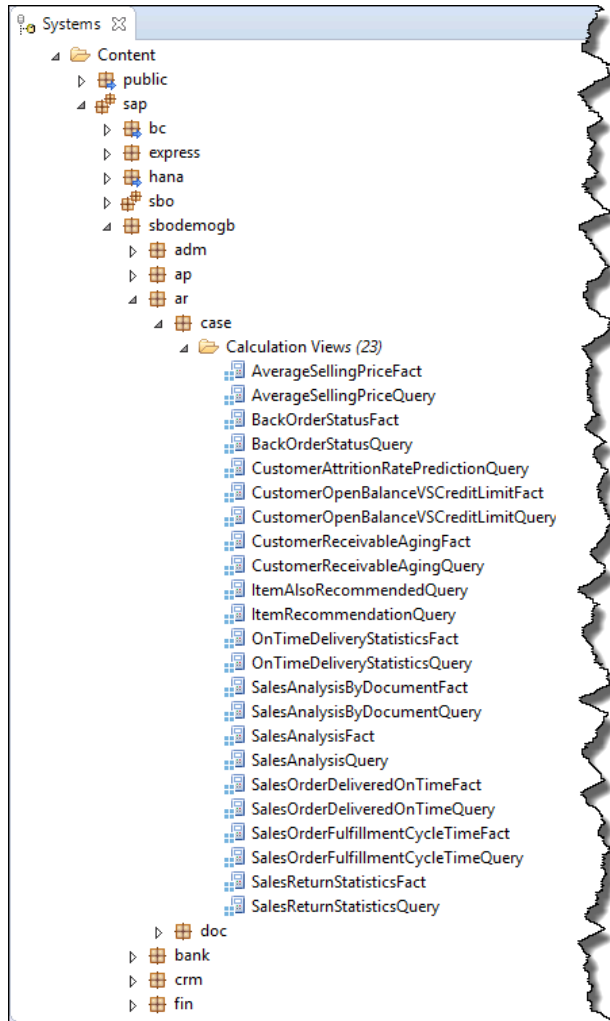


- Equivalent Business Object coverage to DI API
- SAP HANA views can be queried to retrieve all necessary data at once
- Built on core protocols such as HTTP and oData
- Implement server-side JavaScript extension hosted in Script Engine
- Highly scalable (parallel-processing)
- High availability (load balancing)
- Service Layer Controller

Value Proposition

- Cater customer needs of using mobile and web apps
- High volume to support new customer segment and industries

Semantic Layer



- Predelivered content for reporting and analytical purposes, ready-to-use
- Basis for adaptation and enhancements
- Facilitate and speed up implementation
- Includes models for these areas:
 - ✓ ADM (administration)
 - ✓ AP (purchasing)
 - ✓ AR (sales)
 - ✓ CRM (opportunities)
 - ✓ Banking
 - ✓ Financials
 - ✓ Stock

Thank you.

GPO SME Partner Enablement - SAP Business One, Global Roll-out

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