

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





Implemented by more than 850 Value Added Resellers worldwide



SAP Business One is used in 170+ countries

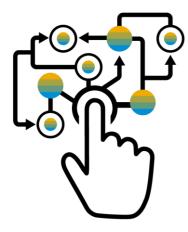


360+ large enterprises are running SAP Business One in **5,600+** subsidiaries

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

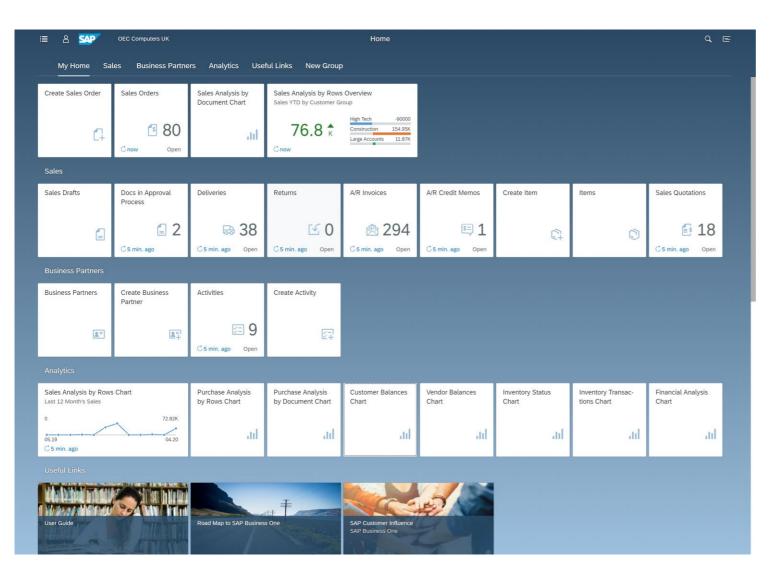
- App Framework for Custom Development
- Service Layer
- Semantic Layer

User Experience

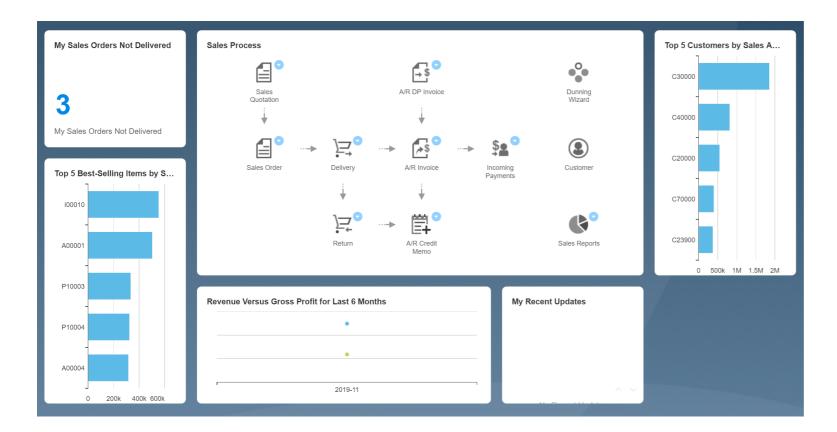
All screenshots are showing the new skin "Belize Deep" that is available as of release 10.0



Web Client Built-in Analytics

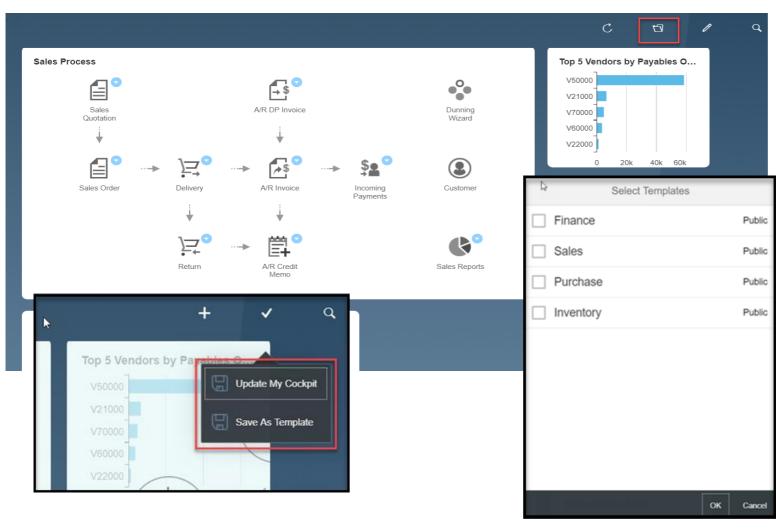


- Sophisticated analytic charting capabilities and content available
- Analysis to get insights to
 - Sales Quotation
 - Sales
 - Purchase
 - Customers
 - Vendors
 - Inventory
 - Financials
- Creation of multiple dashboard screens using the Screen Designer
- Adapting *Filters* gives flexibility to configure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



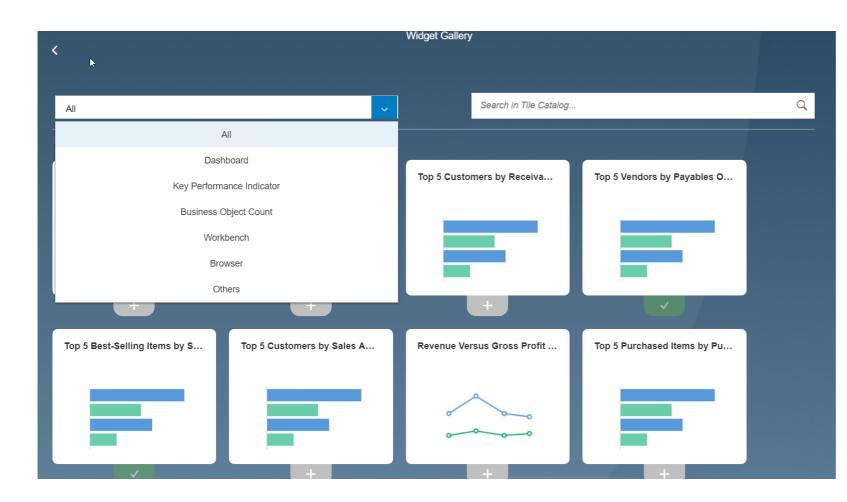
- Personalized work center to view, search, organize, and perform your regular work
- User-based Cockpit leveraging HTML5
- Fiori-style
- Widgets can be selected from Widget Gallery
- Simplifies access to information
- Improves user experience

Fiori-Style Cockpit Cockpit Templates



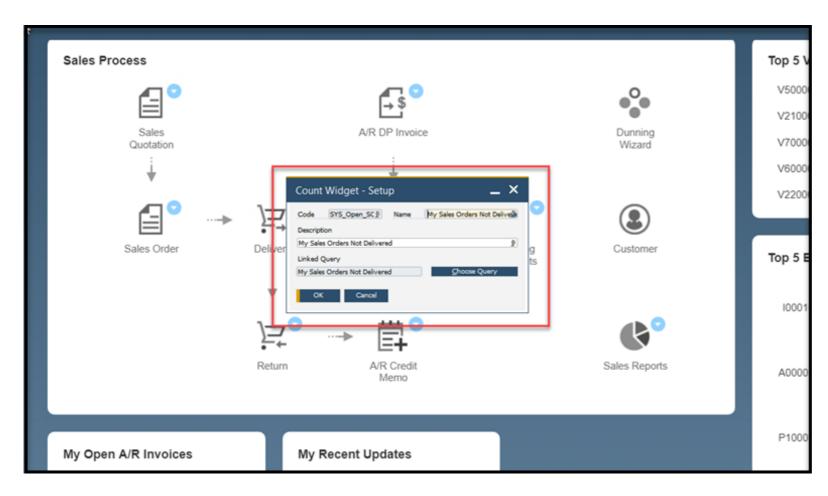
- Predefined Cockpit templates for finance, sales, purchase and inventory
- Creation of own Cockpit templates
- Assign templates to user groups
- Central template management and assignment

Widget Gallery



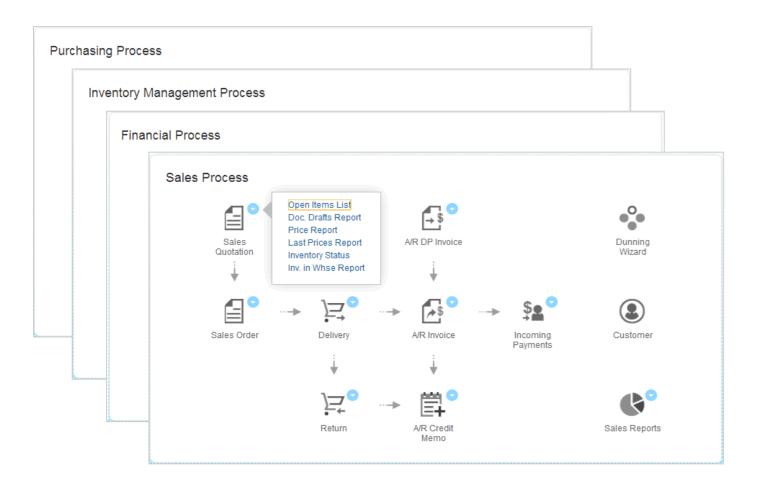
- Several predefined Widget types available:
 - ✓ Dashboard Widgets
 - ✓ KPI Widgets
 - ✓ Count Widget
 - ✓ Workbench Widget
 - Common Function Widget
 - ✓ Browser Widget
 - Messages and Alerts Widget
 - Recently Updated Widget

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

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:
 - ✓ <u>SAP Note</u>
 - ✓ <u>Clip</u>

Enterprise Search

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/R Transaction (509) A/R Credit Memo (4) Sales A/R Invoice (126) Sales A/R Reserve Invoice (2) Sales Delivery (131)	\$. Sales Order - 1273 Doc Number: 1254 Total: 1050.00000 Project: Shipping Type: UPS Red Sales Order	Rested Posting Date: 2020-04-07 Remarks; BP Code: C30000 Owner: Levine,Bill	Delivery Date: 2020-04-01 Allow Partial Delivery: Y BP Name: Microchips	Document Date: 2020-04-07 Pick and Pack Remarks: Contact Person: Judy Brown	Status: O(Open) Customer Ref. No.: Sales Employee: Bill Levine	
 Sales Order (133) ✓ Contact Person ⇒ ✓ Judy Brown (133) ✓ BP Name ⇒ ✓ Microchips (133) 	Sales Order - 1272 End Doc Number: 1253 Total: 1050.000000 Project: Shipping Type: UPS Red Sales Order	Restrict Posting Date: 2020-04-07 Remarks; BP Code: C30000 Owner: Levine,Bill	Delivery Date: 2020-03-30 Allow Partial Delivery: Y BP Name: Microchips	Document Date: 2020-04-07 Pick and Pack Remarks: Contact Person: Judy Brown	Status: O(Open) Customer Ref. No.: Sales Employee: Bill Levine	
 ✓ BP Code ⇒ ✓ C30000 (133) E Posting Date ⇒ 2006-01-15 - 2020-04-07 E Delivery Date ⇒ 2006-01-25 - 2020-04-03 	S. Sales Order - 1271 Doc Number: 1252 Total: 1050.000000 Project: Shipping Type: UPS Red Sales Order	Reated Posting Date: 2020-04-07 Remarks: BP Code: C30000 Owner: Levine,Bill	Delivery Date: 2020-03-24 Allow Partial Delivery: Y BP Name: Microchips	Document Date: 2020-04-07 Pick and Pack Remarks: Contact Person: Judy Brown	Status: O(Open) Customer Ref. No.: Sales Employee: Bill Levine	
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O Bill Levine (133) Sales Quotation (112) Sales Return (1) ervice (4) Activity (1)	\$. Sales Order - 1269 Doc Number: 1250 Total: 1050.00000 Project: Shipping Type: UPS Red Sales Order	Posting Date: 2020-04-07 Remarks: BP Code: C30000 Owner: Levine,Bill	Delivery Date: 2020-03-18 Allow Partial Delivery: Y BP Name: Microchips	Document: Date: 2020-04-07 Pick and Pack Remarks: Contact Person: Judy Brown	Status: O(Open) Customer Ref. No.: Sales Employee: Bill Levine	
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Incoming Payment (101)	\$. Sales Order - 1267 Find	Related				

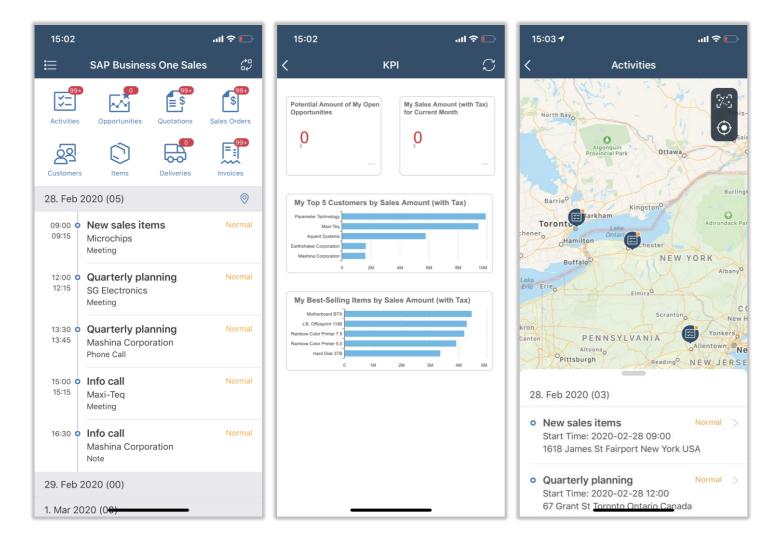
- Access the most relevant SAP Business One data with freestyle search
- Locate business information just as you would do a search on the internet
- Enjoy a seamless user experience
- Search templates
- Filter on dates
- Sort results
- Configurable search scope

Analytical Portal

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Search Q			
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> Multi-Document Scenarios		> Multi-Document Scenarios	
Single Document Transactions		Single Document Transactions	
Customer Relationship Management	Expand All	Annual Sales Analysis (by Quarter)	☆ 🗐 🔒
Sales Opportunities Report	☆ 🖻 🗎	1 Monthly Customer Status	* 🗉 🗎
Inventory	Expand All	Financials	Expand All
Inventory by Item Group per Warehouse	☆ 🗐 🔒	Budget and Cost Accounting	
Stock Valuation Method Report	☆│副│自		
Stock Turnover Analysis	☆ 🖬 🗎	Business Assessment Report	☆ 🖾 🔒
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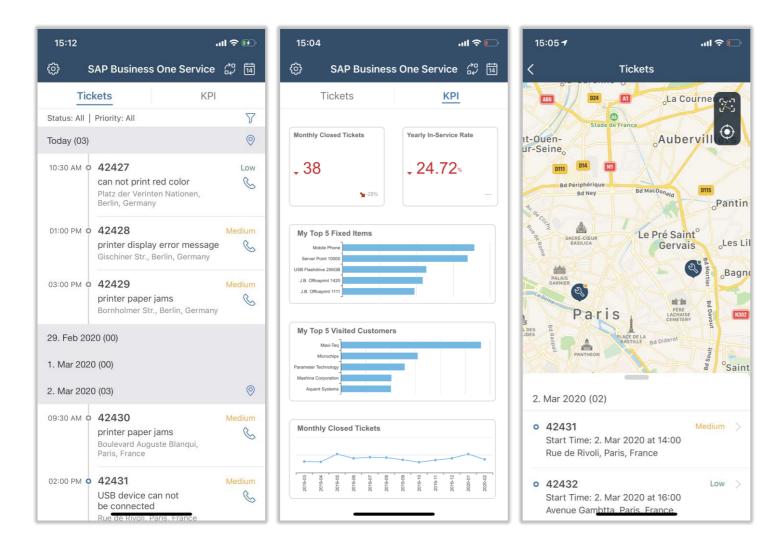
- Ability to publish and share documents:
 - Crystal Reports
 - MS Excel documents
- Authorized reports are being displayed
- Documents can be scheduled and sent via mail or downloaded in different formats:
 - ✓ MS Excel PDF, MS Excel or HTML
 - Crystal Reports PDF
- Documents can be run on different 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

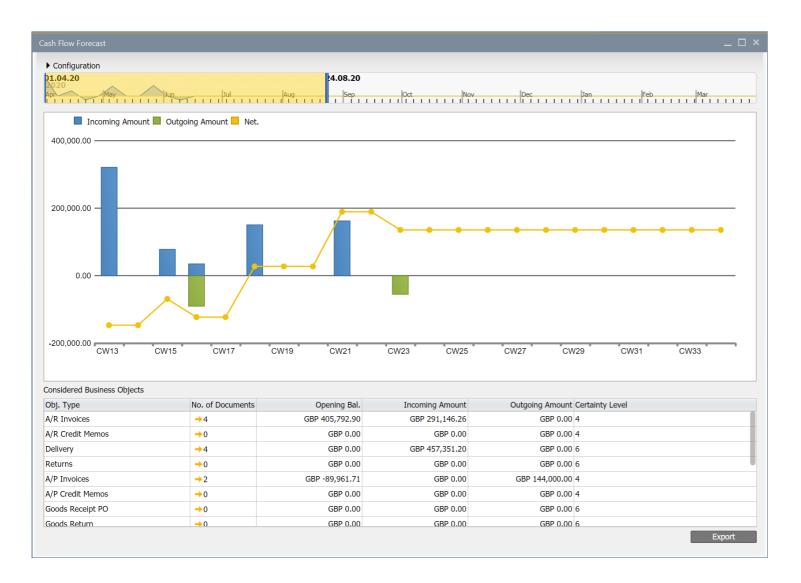


- Mobile solution to manage and fulfill service activities, anywhere, anytime
- Integrated scanner and maps
- Personalized signature
- · Check in and check out
- Access data and get insights about:
 - Customers
 - Service Calls and history
 - Resolutions
 - Attachments
 - ✓ Sales Orders
- Access data 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)

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	☐ →02 - Backup Warehouse	
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equired Delivery Date	□ →05 - Bin Warehouse	_
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- Obtain real-time inventory transparency
- Aggregate inventory on hand, promised and desired dynamically
- Minimize costs by re-scheduling sales orders

Intelligent Forecast

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- 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

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			Scheduled Delivery 2	5		14.04.20 3 Days Delay
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	les Order .1226 / Line0	→ C20000 → Maxi-Teq	1	1		10.04.20
	les Order .1237 / Line0	C23900 → Parameter Technology	1	1		08.04.20
	les Order .1239 / Line0	→ C20000 → Maxi-Teq	1	1		07.04.20
0-1	les Order .1239 / Line1	C20000 Maxi-Teq	1	1		07.04.20

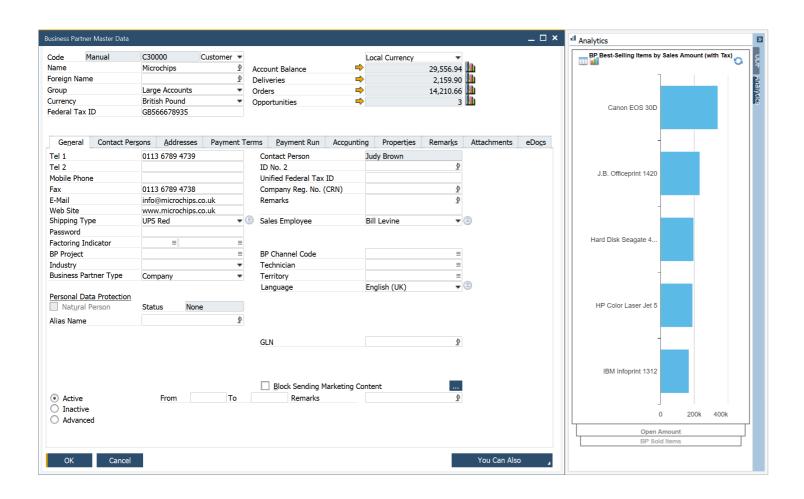
- Stay on top of your scheduled deliveries, changing quantities on the fly
- See scheduled delivery date and quantity of:
 - Sales orders with positive quantity
 - A/R reserve invoices with positive quantity
 - Inventory transfer requests
 - Production orders
 - Purchase orders with negative quantity
 - 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

Pervasi	ive Analytics				_ 🗆 × _
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- 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

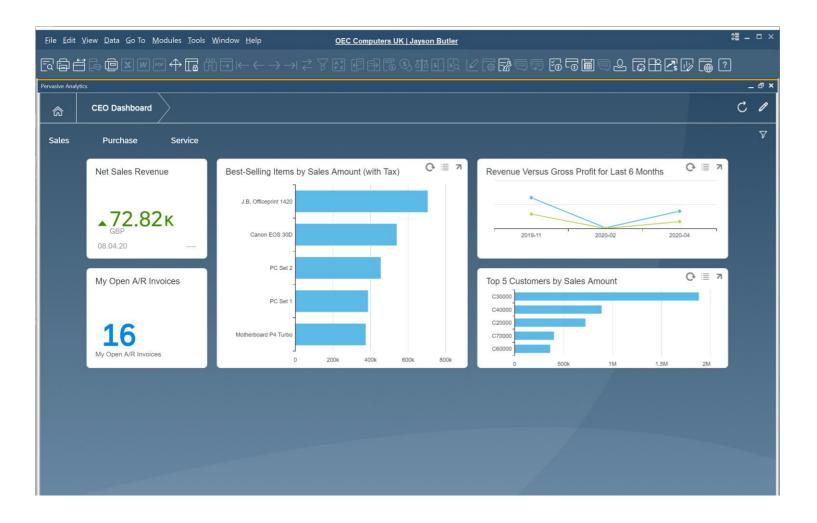
Insight to Action

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	Link to SAP Business One Wind	do 🗙	
	Actions To Be Triggered		×
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	Trigger Enterprise Search	Gpen Advanced Dashboard	Data Binding
	Open Advanced Dashboard		Window Field (Select) ▼ (Select) ▼
Sales Dashboard C30000 C40000 C20000 C70000 C60000			Add a New Binding

- 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

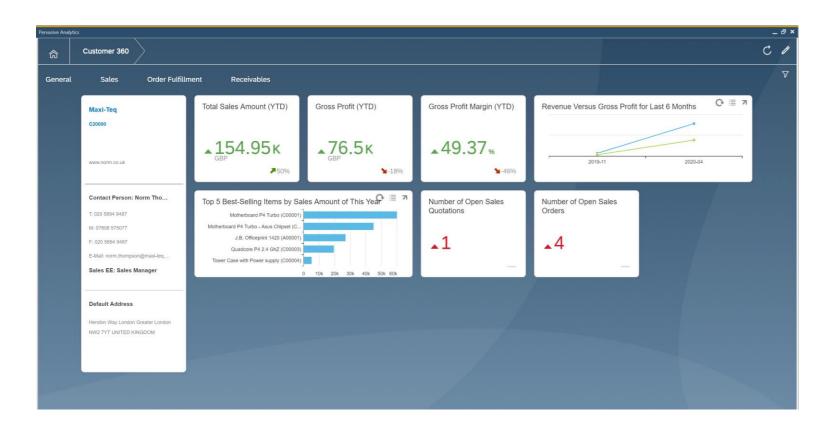
Pervasive Analytics

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

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- 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

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- 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

Sales Quotation							_ 🗆 ×	4 Salas Recommondation	
Customer Name Contact Person Customer Ref. No.	C30000 Microchips Judy Brown	= = •		No. H Status Posting D Valid Unti	ate	 1218 Open 09.04.20 09.05.20 		Recommendations for This Custome	r CCF 2000.00GBP 200
Sales Order				Valia one		C STOSTEC	_ 0		
Customer Name	C23900 Parameter Tech			No. Status	Primary	▼ 1391 Open	_ U	Cales Percommendation Recommendations for This Custon	
Contact Person Customer Ref. No. BP Currency	Daniel Brown GBP	▼(Ξ)			g Date ry Date nent Date	09.04.20		A00003 J.B. Officeprint 1186	150.00GBP
								C00009 Keyboard Comfort USB A00002 J.B. Officeprint 1111	10.00GBP - 5 Add 100.00GBP Add e
Contents	Logistics	Accounting	Electronic Docume	nts At	tachments			A00001 J.B. Officeprint 1420	200.00GBP
Item/Service Typ # Item No.	≣ Item Descri ≡	Quant No. of Packa			(LC)		No Summary ▼ ≡ UoM ≡ [⊅]	C00011 Memory DDR RAM 512 MB	14.00GBP Add
1 🔿 A00001 2	J.B. Officeprint 1	4 1		0 01 *	G	BP 300.00	Manual	Customers Who Bought This Item	Also Bought
								A00002 J.B. Officeprint 1111	100.00GBP Add
								A00004 Rainbow ColorJet 5	250.00GBP Add
Sales Employee	Brad Thompson	• 🗉		Tatal S	Before Discoun		GBP 300.00		
Owner	•	Ξ		Discou Freight	nt	%	GBP 300.00		
_				Ro Tax Total	unding		GBP 0.00 GBP 60.00 GBP 360.00		
Remarks				istal			00-00-00		
Add & New 🦼	Cancel				Сору	From	Сору То		

- 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.

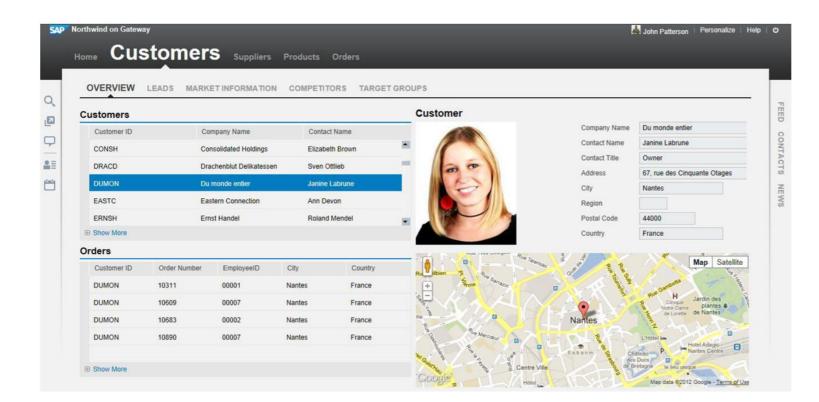
They are exposed as semantic layer views in ar/case :

- ✓ ItemRecommendationQuery
- ✓ ItemAlsoRecommendedQuery

Platform Extensibility



App Framework for SAP Business One, version for SAP HANA



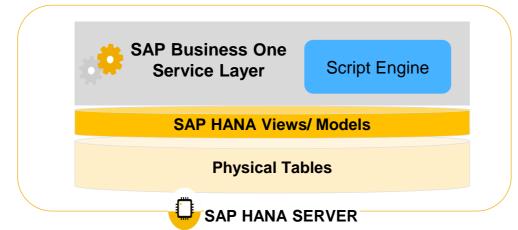
- Empower SAP Business One ecosystem to build easy to extend, lightweight, webbased, analytical applications providing business insights
- Enrich traditional add-ons by web-based analytical applications on the new lightweight framework & embed them into addons;
- Leverage the built-in strengths of SAP 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





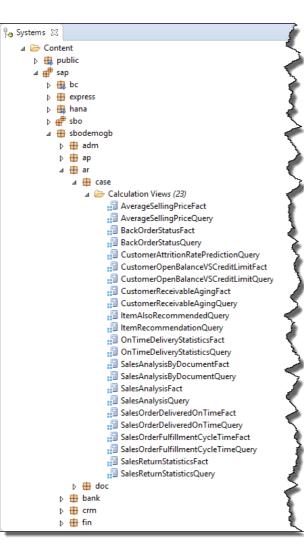


- Equivalent Business Object coverage to DI API
- SAP HANA views can be queried to retrieve all necessary data at once
- Built on core protocols such as HTTP and oData
- Implement server-side JavaScript extension hosted in Script Engine
- Highly scalable (parallel-processing)
- High availability (load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