

# Introducing SAP Business One: Your Path to Business Excellence



**SAP** Business One

  
SYSTEM INNOVATION ROMANIA

**Are you a growing, small or mid-sized business looking to streamline your operations, enhance efficiency, public listing (BVB or AERO) and unlock your true potential?**

**Here's why SAP Business One is the ultimate choice for businesses like yours**



## Tailored for SMBs

1

- SAP Business One is specifically crafted to meet **your** unique needs of a small and mid-sized businesses. Cost friendly, quick implementation and easy to run.
- It offers a **powerful set of tools that cover all aspects of your operations**, from finance and accounting to sales, inventory management, and beyond.

# SAP Business One: Strong ERP core for SMEs designed to ease extending and complementing

Digital enablers  
(enrich and extend the core):

- AI and machine learning
- SAP Business Technology Platform (SAP BTP) cloud services
- Analytics
- Mobile technologies



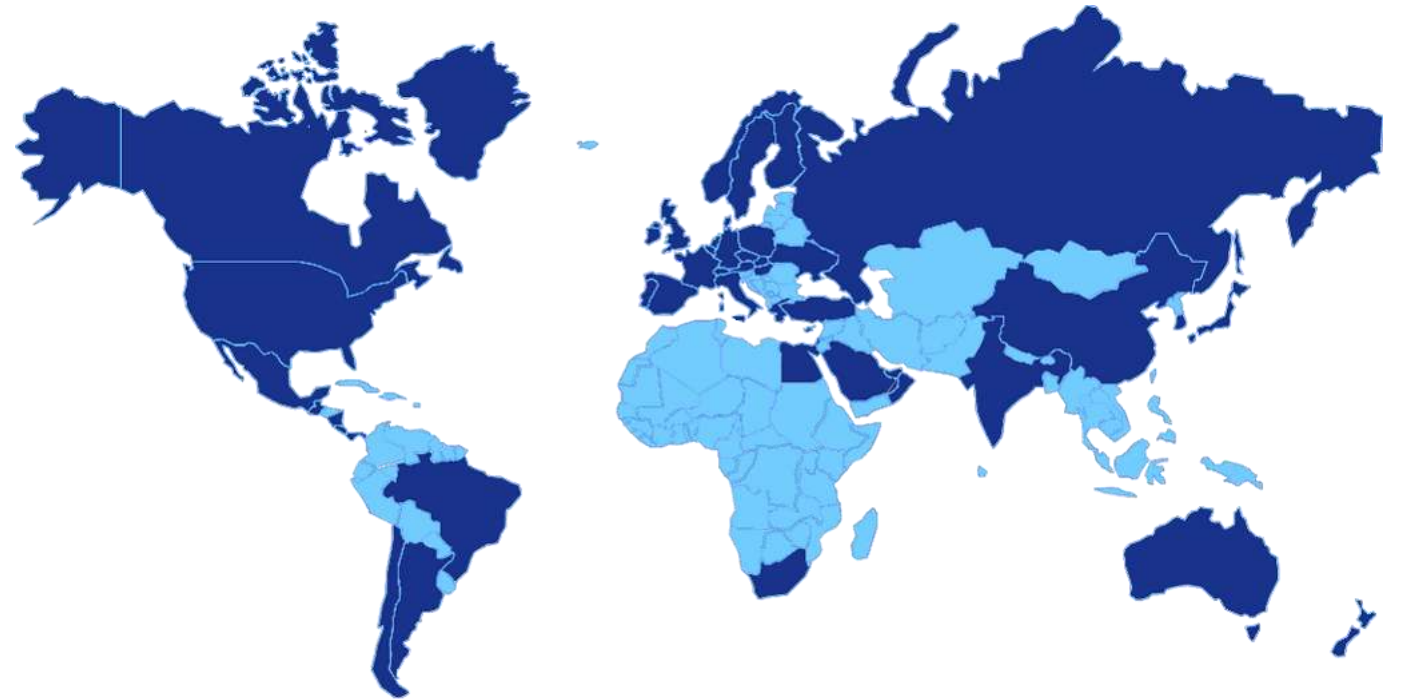


# SAP Business One used in more than 170 countries

## Master the challenge of globalization in your business

### Supported localizations (50)

Argentina	Finland	Mexico	Slovakia
Australia	France	Netherlands	South Africa
Austria	Germany	New Zealand	South Korea
Belgium	Greece	Norway	Spain
Brazil	Guatemala	Oman	Sweden
Canada	Hong Kong, China	Panama	Switzerland
Chile	Hungary	Poland	Turkey
China	India	Portugal	Ukraine
Costa Rica	Ireland	Puerto Rico	United Arab Emirates
Cyprus	Israel	Qatar	United Kingdom
Czech Republic	Italy	Russia	United States
Denmark	Japan	Saudi Arabia	
Egypt	Lebanon	Singapore	



### Countries making use of localizations

Customers in more than 120 countries use localization of other countries, own customization, or a partner solution.

### Supported system languages (28):\*

Arabic, Chinese (simplified and traditional), Czech, Danish, Dutch, English (UK and U.S.), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (Brazil), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish, and Ukrainian

\*A convenient option for making additional languages available is using a partner solution (for some countries bundled with functional add-ons) or to define customer-specific UI terms using the custom language tool as detailed in SAP Note [1757764](#).

## Real-Time Insights

# 2

- In today's fast-paced business landscape, having timely and accurate information is crucial. SAP Business One empowers you with real-time insights into every aspect of your business.
- From sales trends and inventory levels to customer behavior and financial performance, you'll have **the data you need to make informed decisions quickly.**
- Harness the power of data-driven decision-making.

# SAP Business One, Web Client Analytics



## Streamline Business Processes with Analytics

- SAP Business One Web Client Analytics empowers the user in a simple approachable way
- Comprehensive off-the-shelf business process modelling
- Enables the user to simply build screens to fill most missing Micro Business Process steps

# SAP Business One, Web Client Analytics

Powerful analytics at the tip of your fingers

## List view: Object-centered analytics

Use sophisticated filtering (including date offset) and visualization (including date aggregation) capabilities for deriving and presenting the data you need in every object list view

## General overview: Gather multiple data sources

Design cards based on any list view, analytical chart, user-defined object (UDO), user-defined table (UDT), or user-defined query (UDQ), showing the data you need from various aspects

## User-defined queries

Manage, create, edit, and preview UDQs; presented as standard list view and can be leveraged as a data source for cards on general overview

## Linked views: Contextual analytics

Assign any view, general overview, or UDQ to any object header and line level to derive record-specific data

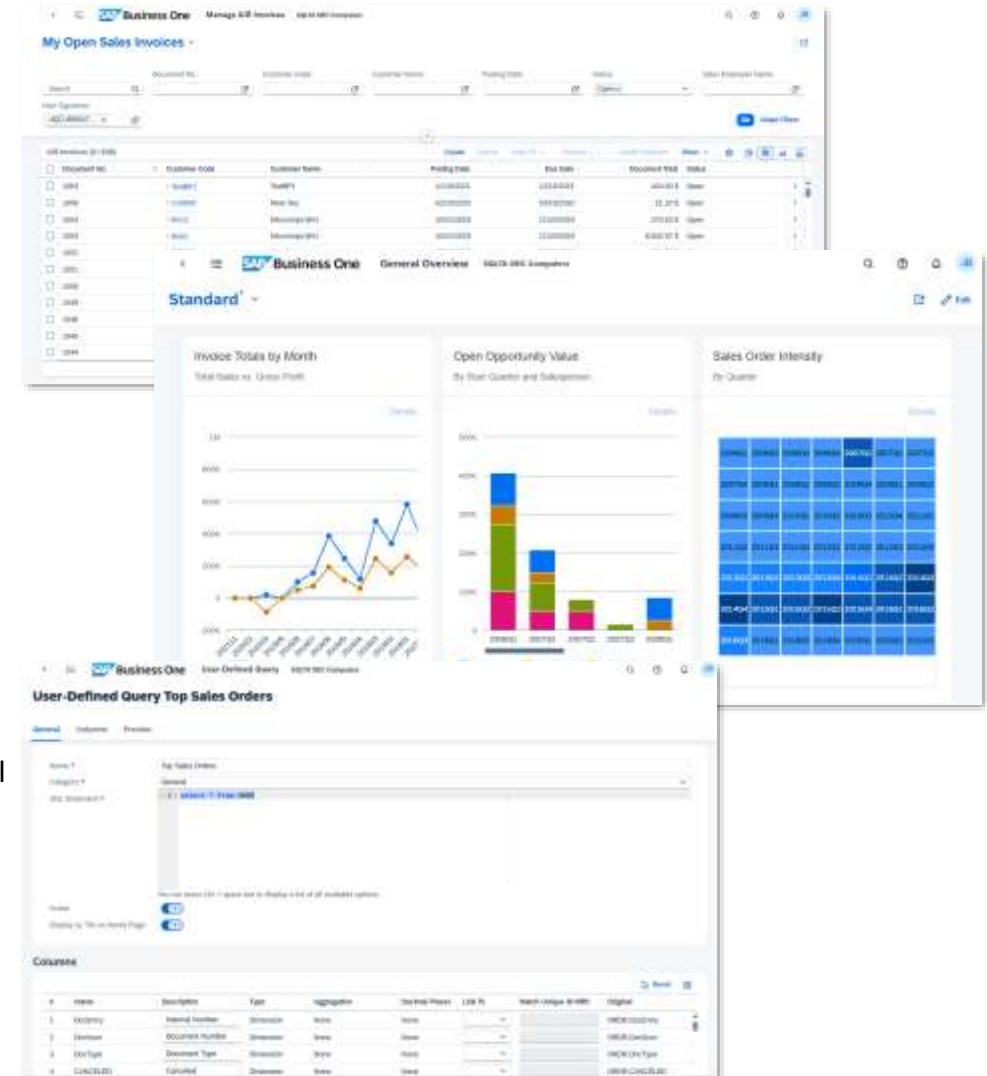


## Export and import views: Collaborate across companies

Export selected views (and links) to a file that can be imported into other company databases

## Share by e-mail: Collaborate among users

Embed a direct link to any view, general overview, or UDQ in e-mail body and send to your colleagues



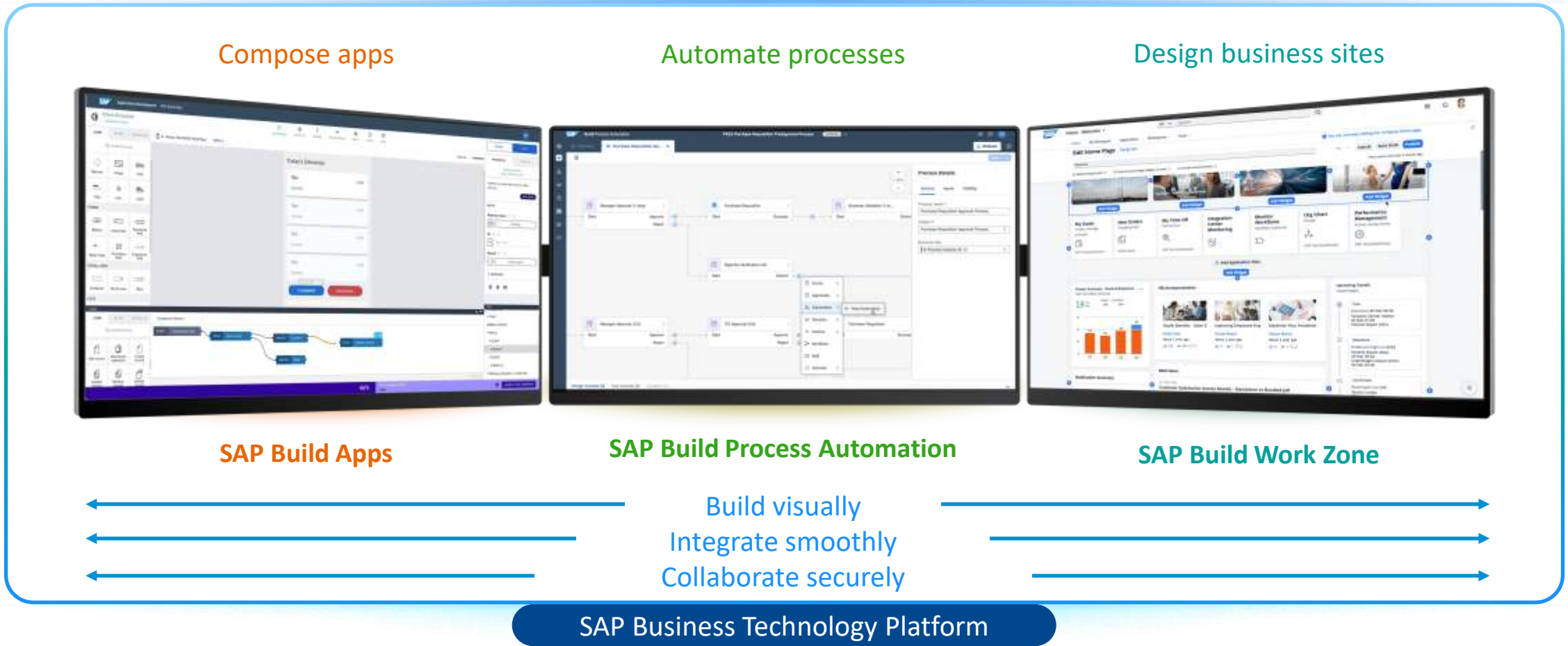
## Streamlined Processes

# 3

- Say goodbye to manual tasks and redundant workflows. **SAP Business One automates and streamlines your core processes**, eliminating inefficiencies and improving productivity.
- From automating purchase orders and invoicing to optimizing inventory levels and tracking deliveries, you'll experience newfound operational efficiency, reduced errors, and ultimately, happier customers.

# SAP Build

Create enterprise apps, automate processes, design business sites with drag-and-drop simplicity



**SAP Business Technology Platform** brings together application development, data and analytics, integration, and AI capabilities into one unified environment optimized for SAP applications.

# Artificial intelligence and automation

## Extensibility readiness for adoption of AI services

### Artificial intelligence: AI services and tools from SAP

- **Document Information Extraction** service and available integration to SAP Business One—SAP AI Service running on SAP BTP and leveraging machine learning to streamline processing of invoices from vendors
- **SAP Build Process Automation**—a solution helping customers maintain their edge and free employees from repetitive and error-prone tasks (seven automation best-practice templates available to be used with SAP Business One)
- **AI Foundation on SAP BTP**—a complete set of services for AI developers to build robust AI-driven extensions and applications

### Artificial intelligence: Solutions from SAP partners

- SAP Business One extensibility is ready for adoption of AI services—enabling partners to create and innovate with AI services and most recent AI agents and develop own extensions and applications leveraging the latest generative AI technology.
- Partners are making use of SAP BTP tools for the solution development.
- Each customer has the freedom to choose the appropriate solution to meet that customer's needs.

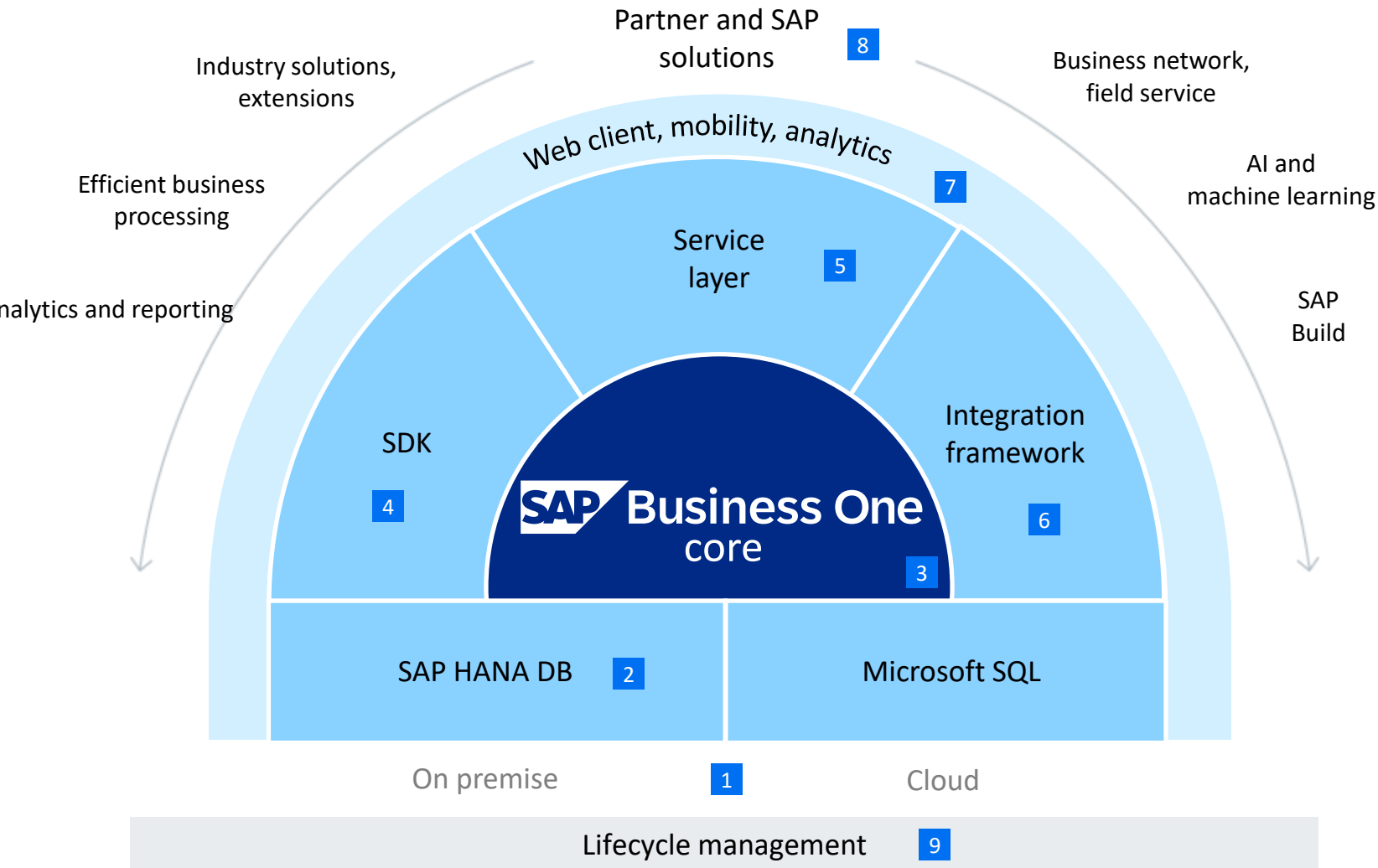


## Scalable and Flexible

# 4

- SAP Business One grows with your business. Whether you're adding new users, expanding to new markets, or introducing additional functionalities, **the system effortlessly adapts to your evolving needs.**
- With SAP Business One, you have the flexibility to customize the solution to fit your unique business processes, ensuring that you always have the right tools at your fingertips.

# SAP Business One solution



## Cost

- 9 Low cost of ownership and efficient support + cloud control center

## Usability

- 7 Web client
- 7 Modern front end and analytics

## Comprehensive business scope

- 3 All standard business processes covered
- 8 Extending the solution scope based on extensibility layer
- 6 Robust integration and collaboration relying on service layer and software development kit (SDK)
- 4 Basic application programming interfaces (APIs)

## State-of-the-art technology

- Running on in-memory technology
- 2 Interface for SAP HANA and Microsoft SQL applications
- 5 Full deployment flexibility
- 1

## Enhanced Customer Experience

# 5

- With a 360-degree view of your customers, **you can provide personalized experiences, anticipate their needs, and exceed their expectations.**
- From managing sales opportunities and tracking service requests to analyzing customer interactions, SAP Business One empowers you to optimize customer loyalty and grow your business.

# SAP Business One, Web client: The best of all worlds

## Web client benefits

- Supports smooth working with SAP Business One using native web browser
- Offers the core business logic and processes in a new user experience based on the SAP Fiori design system
- Reads and writes from and to the same company database used with SAP Business One

## Business processes coverage

- Company configuration framework
- Sales and purchasing documents
- CRM, service, and timesheet
- Payments
- Basic finance (chart of accounts, journal entries, posting templates, and recurring postings)
- Items and business partners master data
- Inventory transactions (goods issue and receipt, stock counting, inventory transfer) and bills of materials
- Document drafts and approval process
- Sophisticated analytics capabilities

## Integration and extensibility

- Microsoft 365 OneDrive export (Excel, Word)
- Collaboration using Microsoft Teams
- E-mail using Microsoft Outlook 365
- User-defined fields, tables, and objects
- Web client user interface API (UI API)
- User-defined values: Arithmetic and logical formula
- SAP Companion service (web assistant) adoption



## Industry-Leading Ecosystem Network

# 6

- SAP has a vast ecosystem of certified partners who are experts in implementing and supporting SAP Business One.
- **These partners understand the challenges faced by small and mid-sized businesses** and have the expertise to tailor the solution to your specific requirements.
- They'll guide you through the entire implementation process, provide training and support, and make sure you get the maximum value out of your investment.

## SAP's Best-Selling ERP Solution by Number of Customers



Used by **82,000+** customers  
with **1.2+** million users

**360+** large enterprises running  
SAP Business One in **7,000+**  
subsidiaries

**~300** partners  
with **500+** solutions

Implemented by more than  
**850+** partners worldwide

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

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

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Success with SAP Business One.  
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# Thank you.

Contact information:

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 **Bring out your best.**