SAP Business One

A single ERP solution for managing your entire company

SAP Solution Brief.
SAP Solutions for Small and Midsize Businesses

Table of Contents

- SAP Business One: Flexible, Integrated Solution
- Robust ERP Solution. Easy to Extend with Add-ons
- Intuitive, User-friendly Interface
- Streamline your Financial Operations
- Maximize Customer Relationships
- Simplify Procurement
- Effortlessly Manage Shipments, Inventory, and Pricing
- See Your Entire Business Clearly. Take Swift, Informed Actions
- Artificial Intelligence and Automation
- Harness Industry Expertise and Scalability with SAP Business One
- Flexible Deployment Options
- Empower Your Business with SAP Business One

SAP Business One: Flexible, Integrated Solution

Every day over 83,000 customers rely on SAP Business One to manage every aspect of their businesses and keep their customers satisfied.

SAP Business One offers an all-in-one solution for complete business visibility and control, capturing crucial data for immediate decisions and actions across the company.

Built-in analytics and reporting make it possible to take fast decisions, with access to the most accurate and up-to-the-minute information.

Flexible for any business, it can be deployed on-premise or in the cloud, running on SAP HANA® or Microsoft SQL servers. Employees can start using it with ease, and it can be customized and extended as your business grows.

For international expansion, SAP Business One supports 28 languages and 50 country-specific versions, with local support from over 850 partners.

Why 83,000 customers already run SAP Business One around the world?

Affordable low total cost of ownership

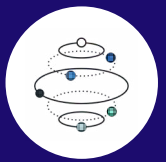
Quick and easy to implement

Comprehensive all your departments needs

Powerful to help your business grow

Industry solutions tailored

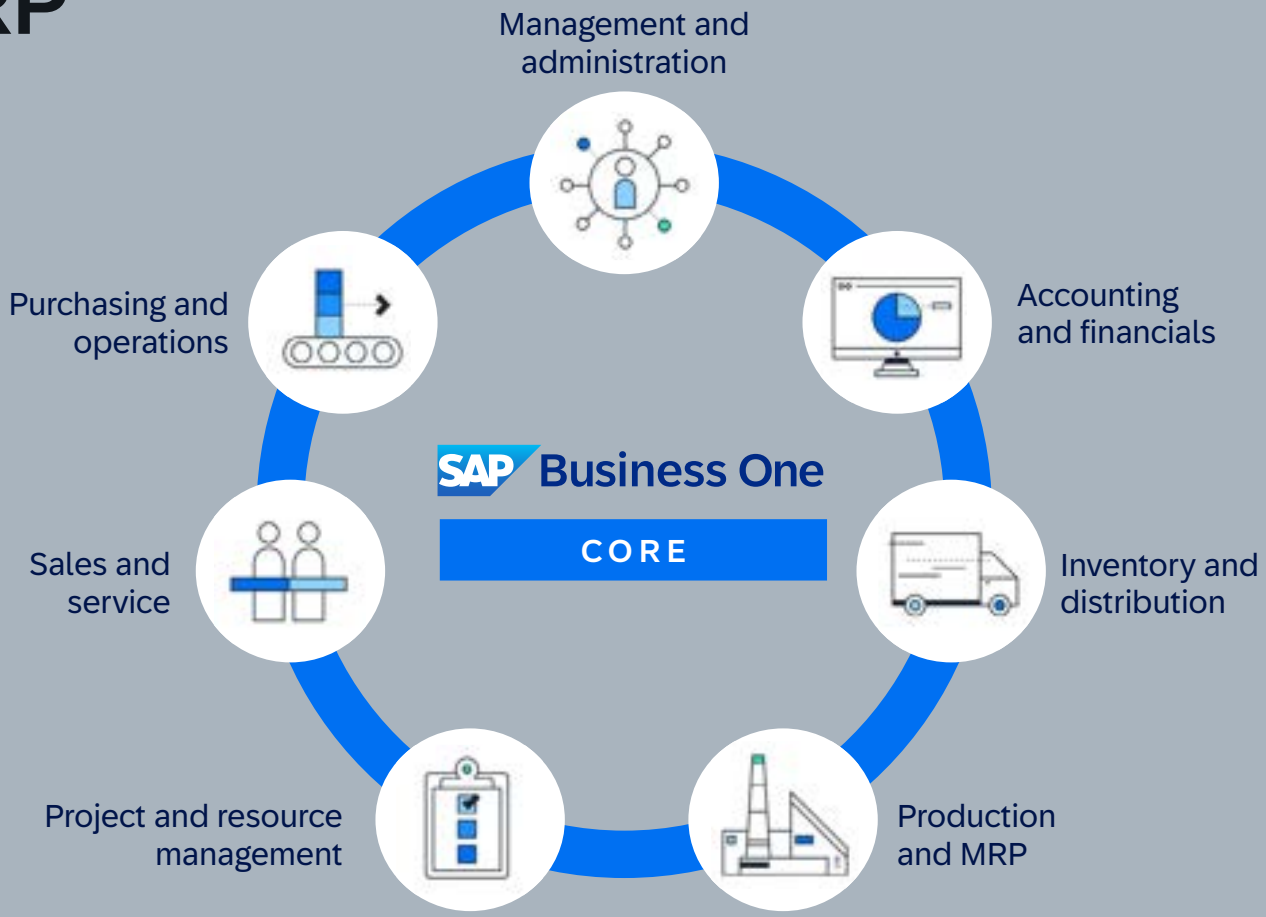
850+ local partners



International **expansion** ready

28 languages

Robust ERP Solution. Easy to Extend



Digital enablers

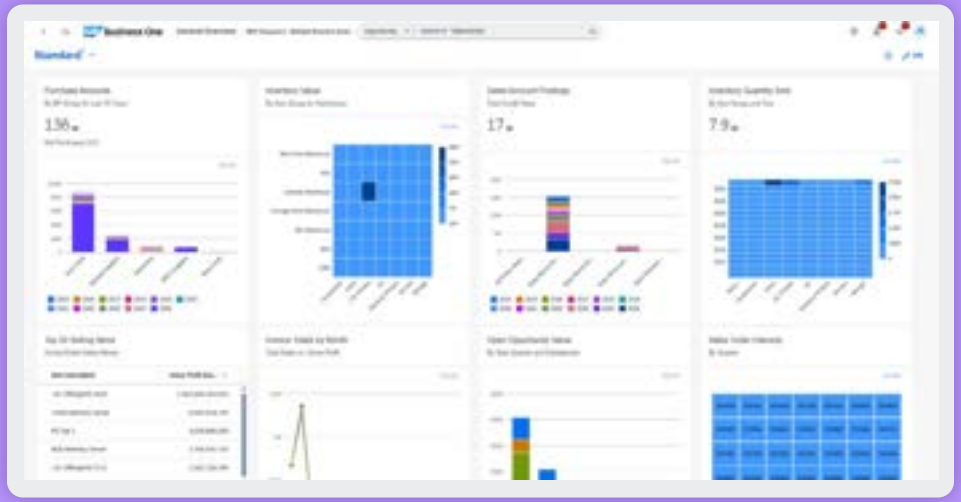
- AI and machine learning
- SAP Business Technology Platform (SAP BTP) cloud services
- Analytics
- Mobile technologies

Intuitive, User-friendly Interface

SAP Business One web Client features a user-friendly web interface aligned with SAP Fiori design principles.
It integrates the core business processes and functionalities of SAP Business One with advanced analytics and integration capabilities, making it an ideal companion for your business's future growth.

With flexible deployment options that don't require a special license, it seamlessly interacts with SAP Business One company databases.

Get all your business relevant information in one glance, manage your notifications, create and manage sales orders, business partners or products easier than ever, with advanced analytics to have all the insights you need to manage your business and make your life easier.



Streamline your Financial Operations

Maximize Customer Relationships

Efficient Procurement

Effortlessly Manage Shipments, Inventory, and Pricing

Streamline Your Financial Operations

SAP Business One streamlines financial operations by automating accounting tasks, managing multi-currency transactions, and supporting tax calculations. It handles banking activities, reconciles accounts, and tracks cash flow and budgets. By integrating financial operations with purchasing and sales in real-time, it enhances transaction speed and cash flow visibility.

Financial management

Accounting – automatically handle all key accounting processes, such as journal entries, accounts receivable, and accounts payable.

Controlling – accurately manage cash flow, track fixed assets, control budgets, and monitor project costs.

Simplified – management of fixed assets, the virtual fixed asset function frees you from repetitive manual data entry.

Banking and reconciliation – quickly process reconciliations, bank statements, and payments by various methods including checks, cash, and bank transfers.

Financial reporting and analysis – create standard or customized reports from real-time data for business planning and audit reviews.

Maximize Customer Relationships

SAP Business One offers tools to manage the entire sales process and customer lifecycle efficiently, from initial contact to after-sales support. Its integrated functionality provides a complete view of prospects and customers, helping you turn prospects into customers, boost sales and profitability, and enhance customer satisfaction.

Sales and customer management

Sales and opportunity management – track opportunities and activities from the first contact to deal closing.

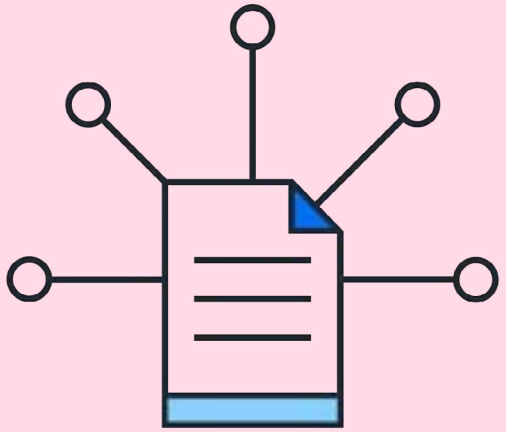
Service management – manage warranty and service contracts efficiently, enter and respond to service calls quickly.

Marketing campaign management – create, manage, and analyze marketing activities.

Reporting and analysis – create detailed reports on all aspects of the sales process, including sales forecasting and pipeline tracking, using time saving templates.

Mobilize your sales team – manage your sales information on the move with SAP Business One Sales mobile app.

Customer management – store all critical customer data in one place.



Simplify Procurement

SAP Business One streamlines the entire order-to-pay cycle for small and midsized businesses, managing vendor quotes, purchase requests, and payments. Integrated reporting tools enable supplier comparison for better deals and cost savings.

Purchasing and inventory control

Procurement – create purchase requests, POs, and goods receipts; link purchasing documents and view document trails for audit purposes; and manage returns, additional expenses, and multiple currencies.

Master data management – manage detailed data in a user-friendly interface, view account balance and purchase analyses, and maintain detailed item purchasing information with price lists and tax information.

Warehouse and accounting integration – achieve real-time synchronization of goods receipts and inventory warehouse levels; process accounts payable invoices, cancellations, and credit memos with a PO reference; plan your material needs; and schedule your purchases accordingly.

Easier, up-to-date reporting – generate reports with real-time data and display them in various report formats or dashboards.

Effortlessly Manage Shipments, Inventory, and Pricing

SAP Business One tracks shipments, inventory, and item locations accurately. It supports various costing methods, real-time stock monitoring, and seamless transfer tracking. Manage pricing strategies, apply discounts, and generate insightful reports effortlessly.

Production planning

Warehouse and inventory management – manage inventory using various costing models, maintain item master data, and use multiple units of measure and pricing.

Bin location management – manage stock in multiple warehouses, by dividing each one into multiple subzones, set up allocation rules, optimize stock movement, and reduce picking times.

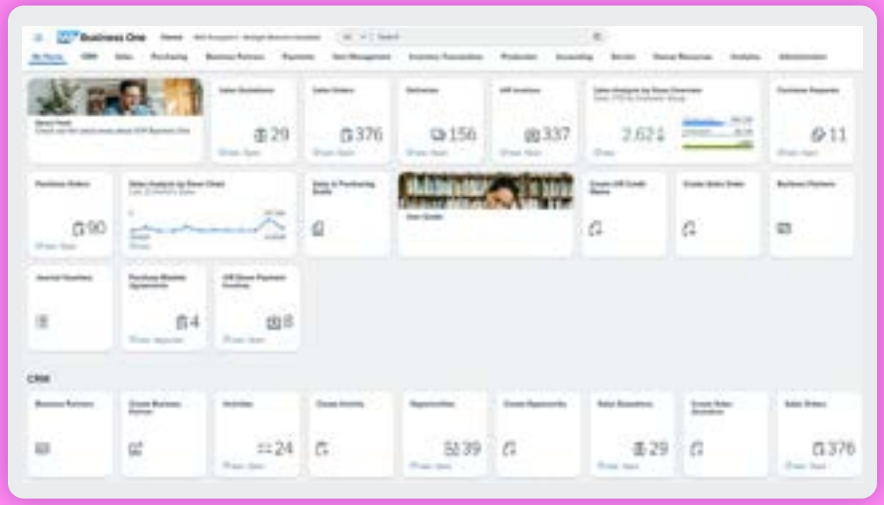
Efficient reporting – generate reports with timely data and display them in various formats or dashboards.

Goods receipt and issue control – record goods receipts and issues; track stock locations and transfers; enable consignment, drop-ship, and other orders; and perform inventory and cycle counts.

Production and material requirements planning – create and maintain multilevel bills of materials (BOMs), issue and release production orders manually or by backflush, and globally maintain prices for BOMs.

See Your Entire Business Clearly. Take Swift, Informed Actions

SAP Business One offers advanced built-in analytical capabilities as well as sophisticated complementary tools allowing you to instantly gain business insights that support optimized decision making.



Built-in sophisticated filtering and visualization capabilities that allow you to

- Derive and present the data you need on the fly in every object list view
- Design general overview screens presenting cards of data from multiple sources
- Manage, create, edit, and preview User-Defined Queries (UDQs)
- Generate linked views providing contextual analytics related to the specific data record

Artificial Intelligence and Automation

Extensibility readiness for adoption of AI services

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

Artificial intelligence: AI services and tools from SAP

- **SAP Document AI** service and available integration to SAP Business One – 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

Harness Industry Expertise and Scalability with SAP Business One

Utilize SAP Business One's comprehensive industry functionality and best practices. Scale your solution as your business expands by leveraging SAP Business One extensions developed by SAP partners, as well as over 500 add-on solutions from our partner network.

Consumer Products – align all operations with modern consumer needs. Anticipate, plan, and manage demand efficiently to deliver desired goods and products.

Industrial Machinery and Components – fulfill customer demand and explore new revenue avenues. Reduce supply chain costs, accelerate cycle times, minimize scrap and re-work, and increase profitability.

Professional Services – deliver consistent, high-value services to clients. Establish reliable processes for service delivery, enhance resource planning, project management, billing, and more.

Retail – provide consumers with desired products, information, and personalized shopping experiences across all channels. Utilize real-time customer and POS insights to engage shoppers and optimize merchandising and supply chain operations.

Wholesale Distribution – proactively meet customer and supplier demands. Enhance demand planning, inventory, and supply chain management to achieve operational excellence with flexible, integrated processes.

Flexible Deployment Options

Cloud

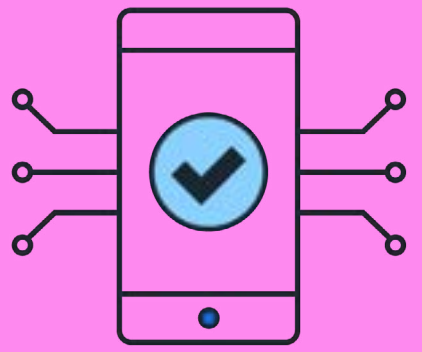
Deploy SAP Business One in the cloud through partner-hosted options, ensuring scalability as your business grows.

On-Premise

Choose to deploy SAP Business One in your office with tailored solutions to meet your specific needs.

Mobile Apps

Stay in control with SAP Business One mobile apps, managing your business on the go, anytime, anywhere, on any mobile device.



Empower Your Business with SAP Business One

SAP Business One is tailored for small and midsize businesses, offering a comprehensive solution to manage finances, sales, customer relationships, and operations in one affordable package. Available exclusively through SAP partners, it streamlines operations, provides instant access to critical information, and accelerates profitable growth, including through its web client functionalities for enhanced accessibility and usability.

Learn more

To find out more, call your SAP representative today or visit us online at https://sap.com/businessone

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