

SAP Business One 9.2, version for SAP HANA Overview of the Exclusive Features

September 2016

Customer



SAP Business One

The choice of SMEs and subsidiaries worldwide

53,000+ SAP Business One customers

800,000+ users

160+ countries running SAP Business One

42 country localizations, **27** languages

The SAP Business One portfolio

Core

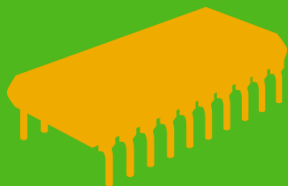
Functional
Geographical
Extensible
Integration



Global and Extensible

In-memory (SAP HANA)

New Business
Scenarios
Analytics
Scalability & Performance



Insight to Action

Cloud

On-demand Offering
New Partner Types



Easy to Consume

Mobile

Mobile Offering
Enriched Customer Experience



Access on the Go

SAP Business One powered by SAP HANA

Leverages the **power of SAP HANA in-memory computing** to help small businesses run **smarter, faster, and simpler** in order to develop **competitive advantage**.



Agile: Get real-time business information at the moment you need it so 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.



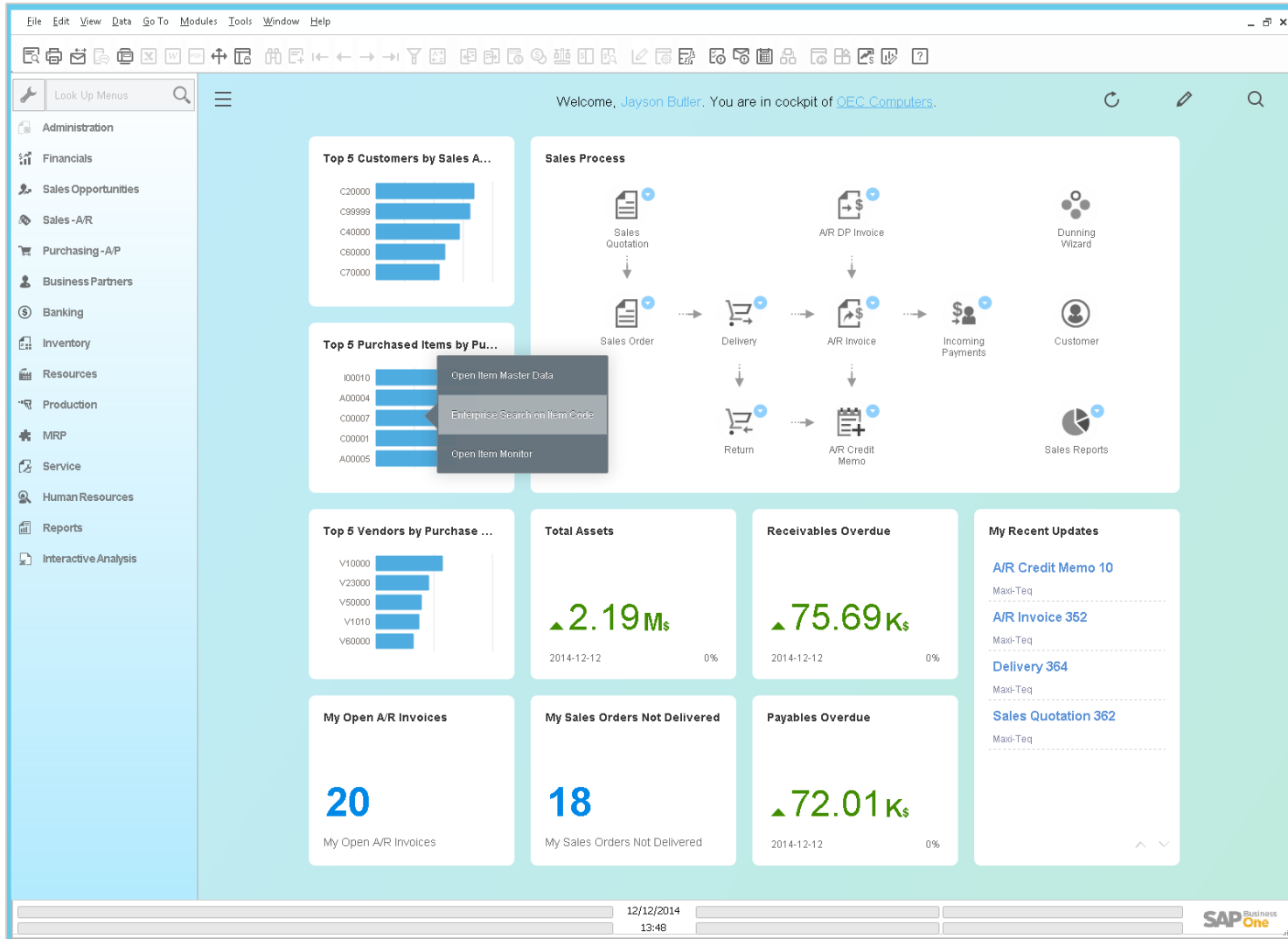
Value: Maintain a simplified IT landscape with a solution priced for small businesses and designed for scalability.

Exclusive features in SAP Business One, version for SAP HANA

- Fiori-style Cockpit
- Cash Flow Forecasting
- Advanced Available to Promise (ATP)
- Intelligent Forecast
- Enterprise Search
- Delivery Schedule Management
- Pervasive Analytics
- Customer 360°
- Interactive Analysis
- Excel Reports
- Unique mobile app scenarios for the iPad
- App framework for custom development
- Service layer
- Semantic layers
- SAP Business One Sales mobile app
- Sales Recommendation

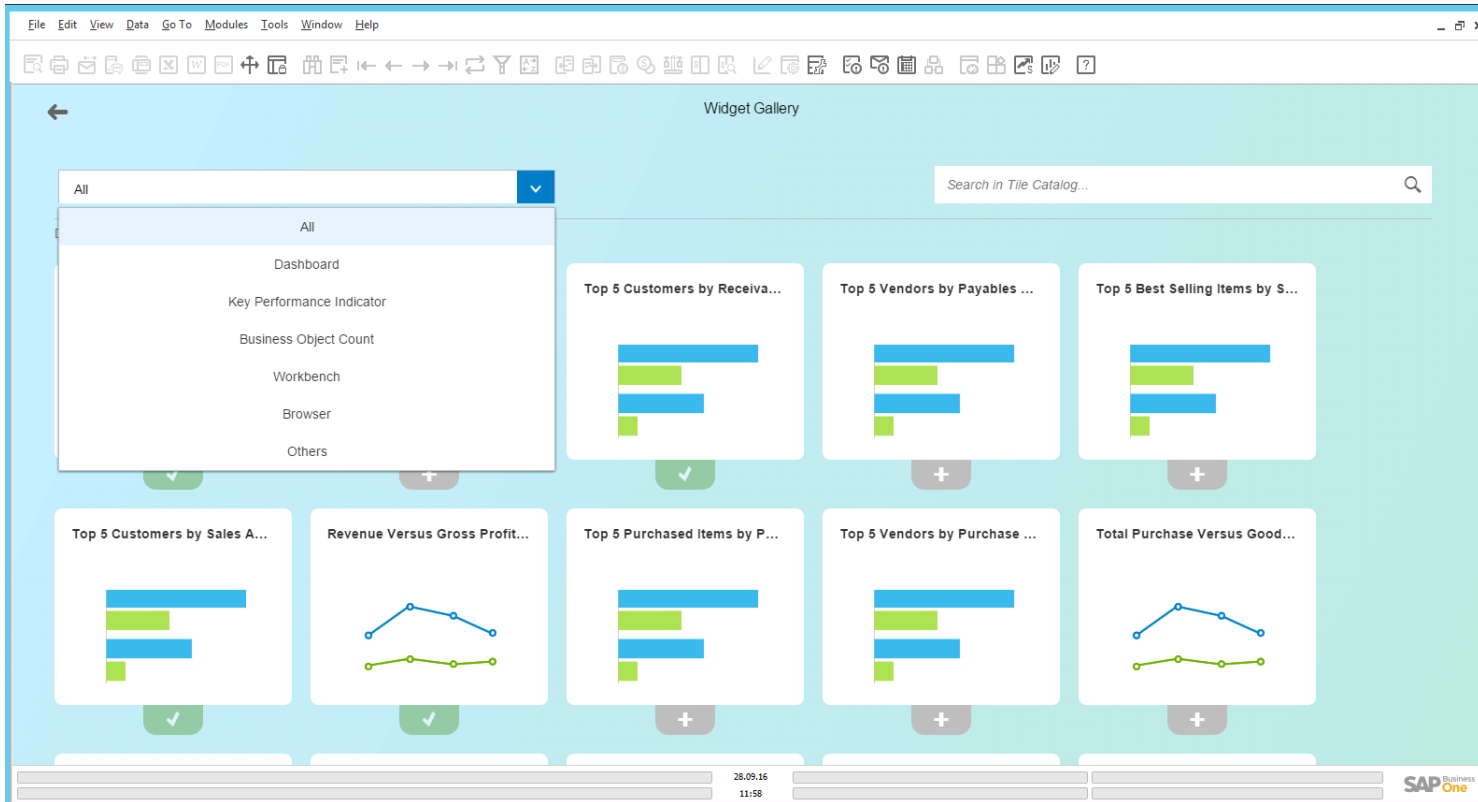


Fiori-style Cockpit



- Role-based cockpit based on HTML5
- Predefined roles in sales, purchasing, finance and inventory
- Fiori-style
- Widgets can be selected from Widgets Gallery
- Simplifies access to information
- Improves user experience

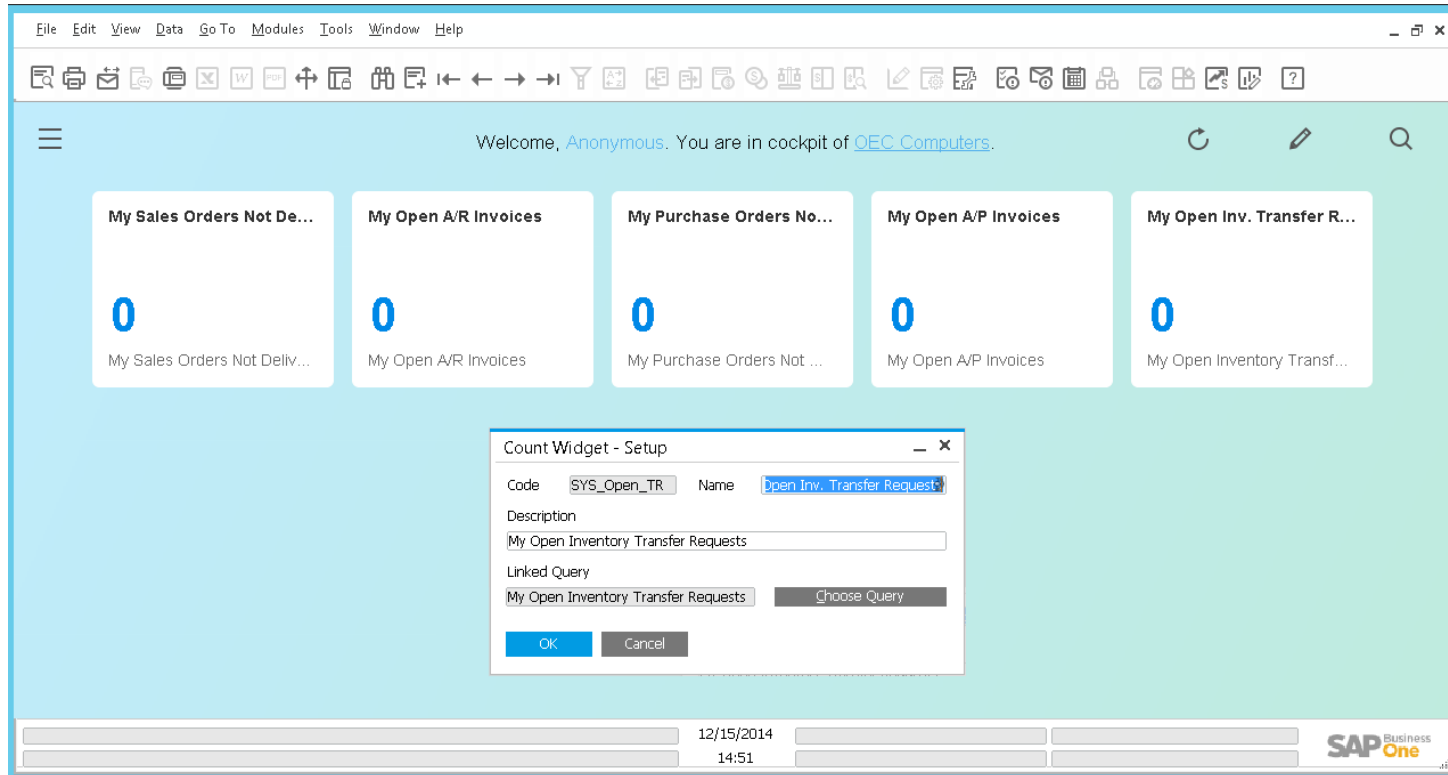
Fiori-style Cockpit - Widgets Gallery



Several types widgets available:

- dashboard widgets (26 predefined)
- KPI widgets (79 predefined)
- count widget (5 predefined)
- workbench widget (4 predefined)
- common function widget
- browser widget
- messages and alerts widget
- recently updated widget

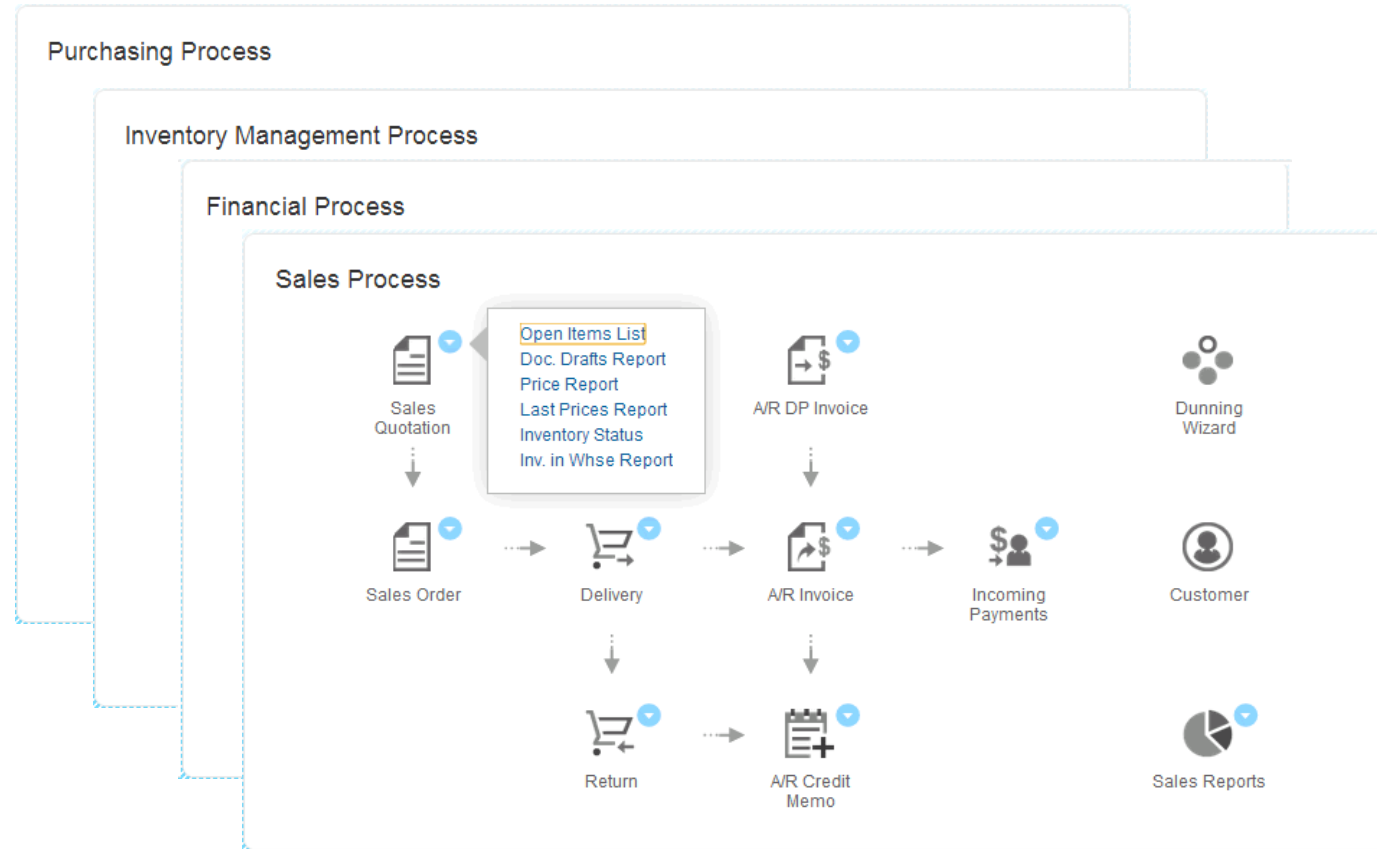
Fiori-style Cockpit - Count Widget



- 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, where the Count widget counts the query results
- Simple but powerful feature to get insights of your business

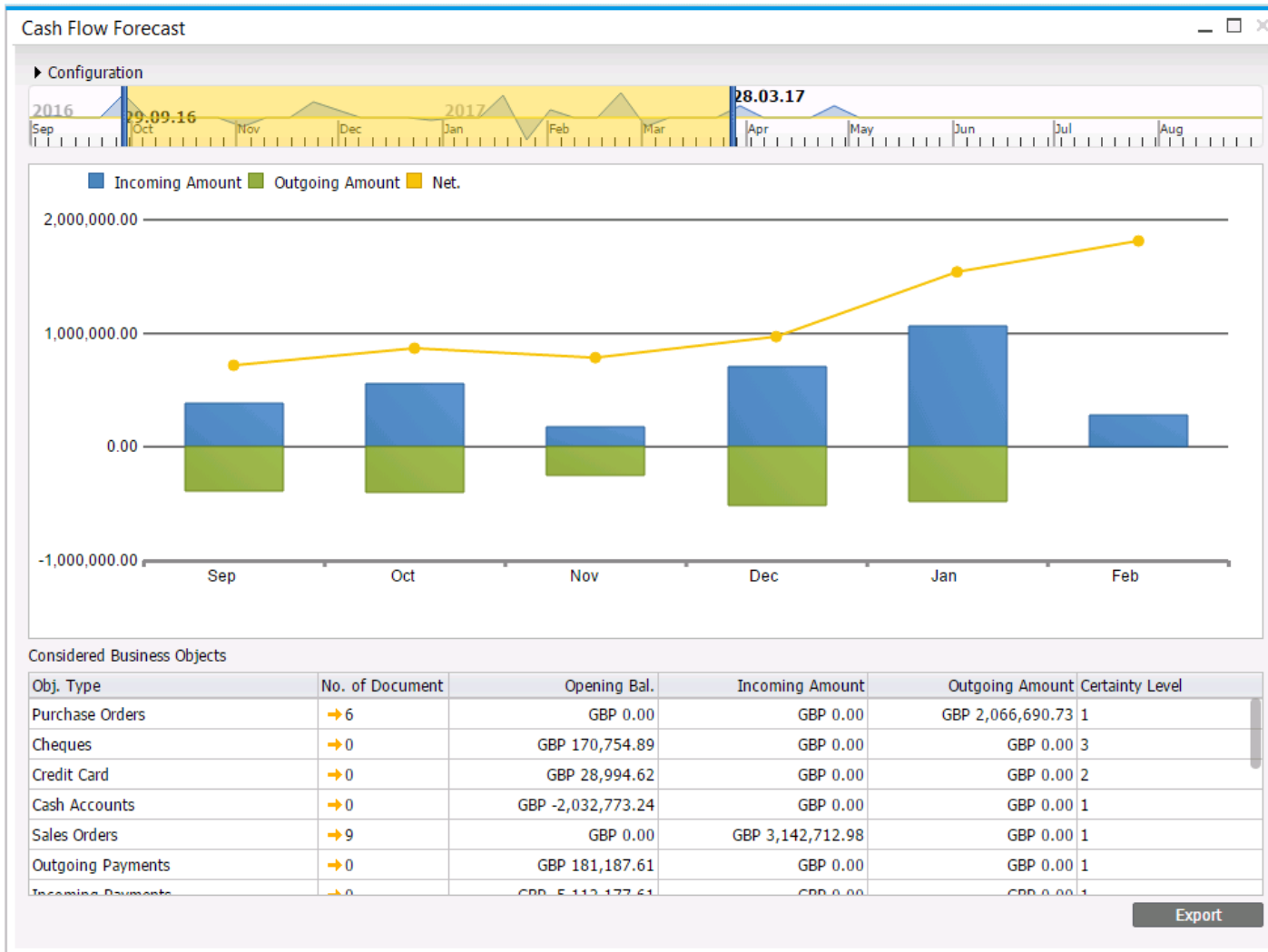
Fiori-style Cockpit - Workbench

Widgets to cover most of the daily operation



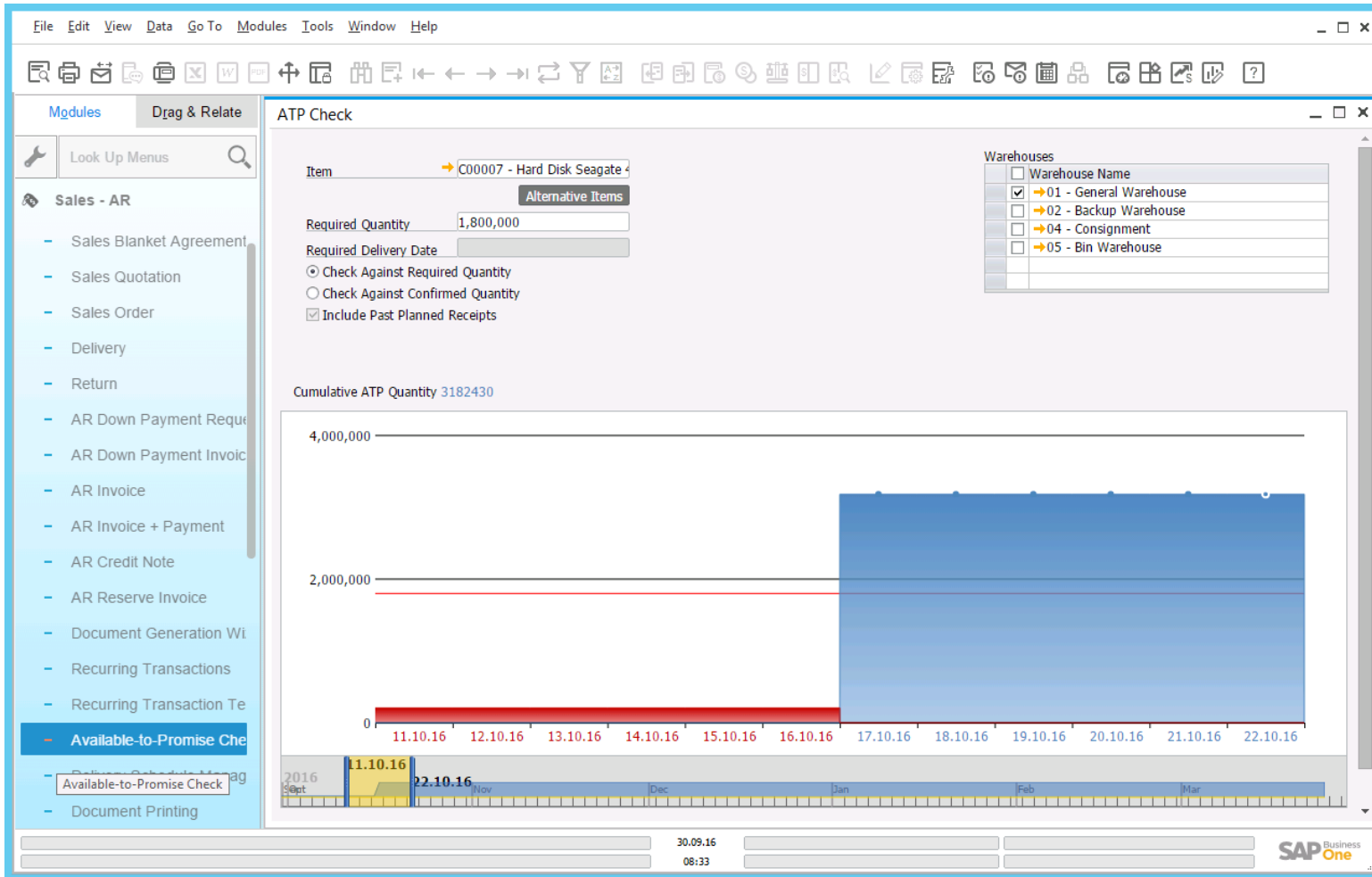
- Process flow widget to create and manage documents for:
 - Sales
 - Purchasing
 - Inventory management
 - Financials
- Guides user through key business processes
- Provides easy access to related functions
- Instructions for implementation → [SAP note](#), [clip](#)

Cash Flow Forecasting



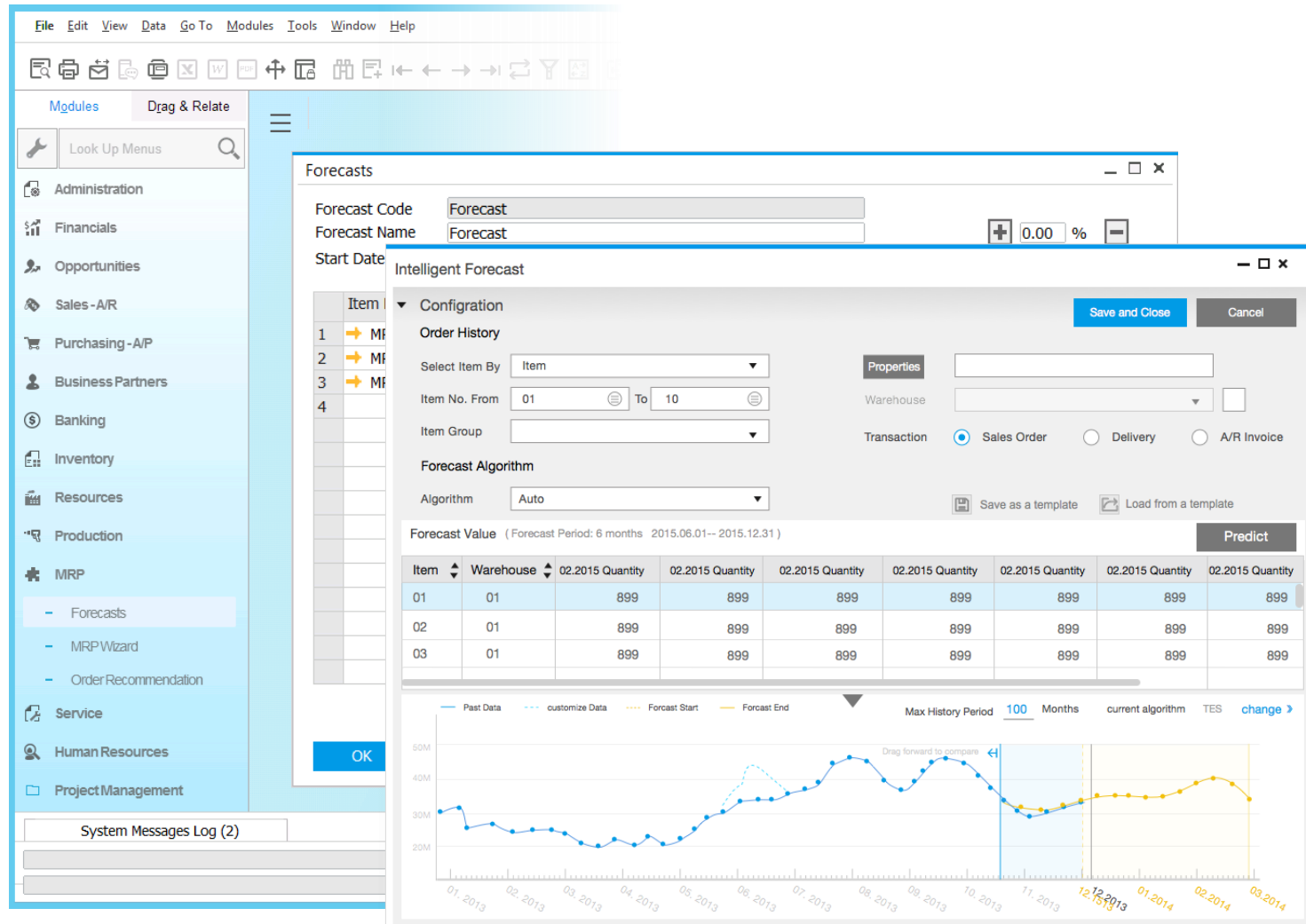
- Gain a complete, accurate and timely picture of your cash flow
- Include optionally open documents like POs and sales orders in calculations
- Assess probability of payment with sophisticated calculations

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)
 - LRODSA (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.

Enterprise Search

The screenshot displays the SAP Enterprise Search application interface. At the top, a menu bar includes File, Edit, View, Data, Go To, Modules, Tools, Window, and Help. Below the menu is a toolbar with various icons for document management and navigation. The main header area shows a welcome message: "Welcome, Jayson Butler. You are in cockpit of QEC Computers UK." and a "Look Up Data" search bar.

The central area is titled "Search Result" and shows "Record 1-10 of 17 resources". On the left, a sidebar lists search templates under "Master Data (17)", including "Item (17)", "Group (9)", "J.B. Printers (4)", "Rainbow Printers (4)", "Is Stock Item Y(Yes) (17)", "Type I(Items) (17)", "Is Purchasing Item Y(Yes) (17)", and "Is Sales Item Y(Yes) (17)". Below these are transaction counts for AR Transaction (379), AR Credit Note (2), Sales AR Invoice (86), Sales Delivery (93), Sales Order (94), Sales Quotation (102), Sales Return (2), Service (22), and Knowledge Base (22).

The main search results table lists items with details such as Name, Preferred Supplier, Manufacturer, Type, Issue Method, Shipping Type, Is Purchasing Item, Last Purchase Price, Activation, Is Sales Item, Last Calculated Price, and Is Stock Item. A "Search Template" dialog box is open, showing a template named "J.B. Printers" with options to Save, Cancel, or Remove.

The bottom status bar shows the date and time "29.09.16 15:00" and the SAP Business One logo.

- 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

Delivery Schedule Management

File Edit View Data Go To Modules Tools Window Help

Modules Drag & Relate

Look Up Menus

Sales - AR

- Sales Blanket Agreement
- Sales Quotation
- Sales Order
- Delivery
- Return
- AR Down Payment Request
- AR Down Payment Invoice
- AR Invoice
- AR Invoice + Payment
- AR Credit Note
- AR Reserve Invoice
- Document Generation WI
- Recurring Transactions
- Recurring Transaction Te
- Available-to-Promise Che
- Delivery Schedule Management

Delivery Schedule Management

Item → A00001 - J.B. Officeprint 142 Warehouse → 01 - General Warehouse Stock 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".

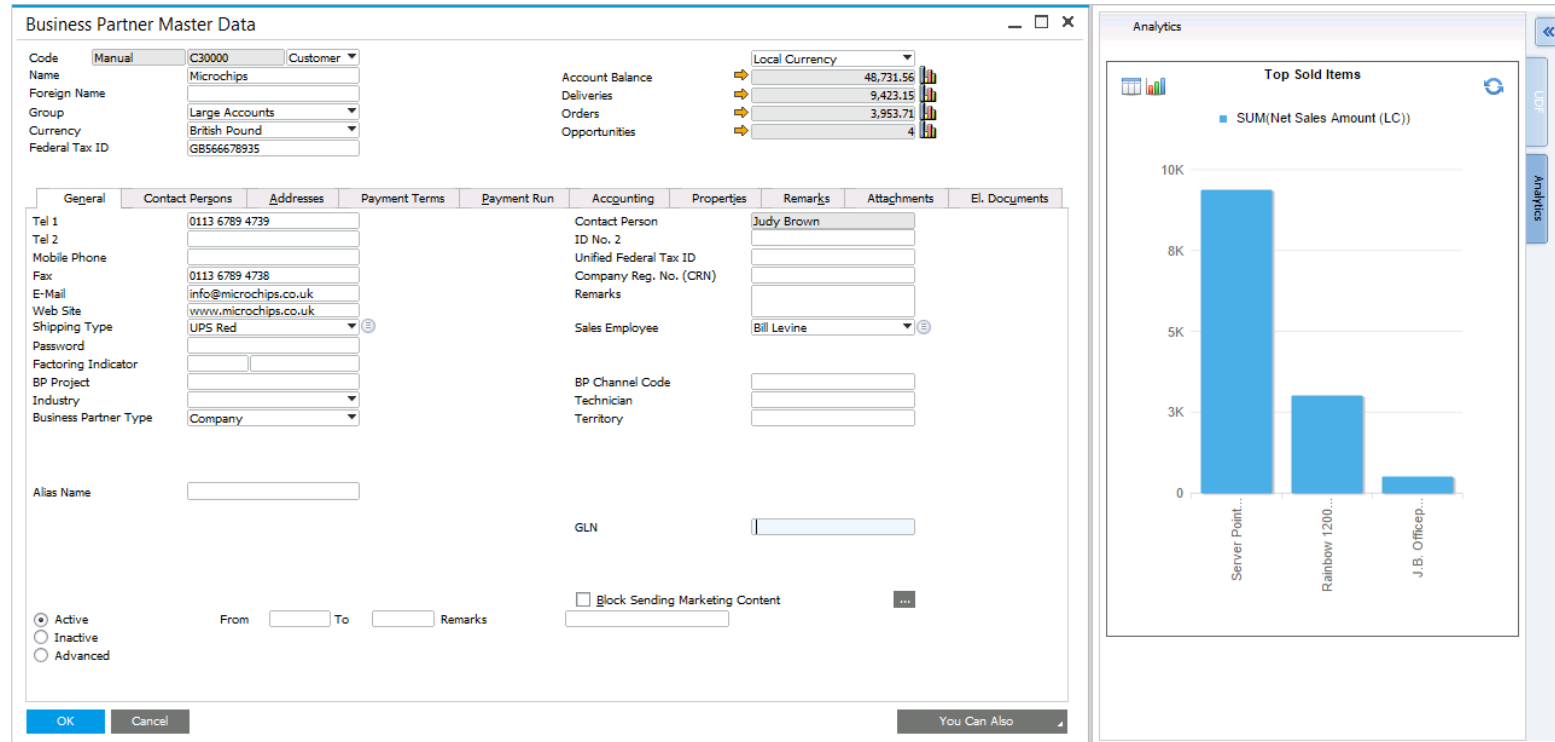
	Document	Business Partner	Qty (Stock UoM)	Confirmed	Unconfirmed	Delivery Date
271	Sales Order No.2236 / Line0	C99999 One Time Customer	20	0	20	19.08.12
272	Sales Order No.1269 / Line0	C30000 Microchips	10	5 5 Delay	5	03.07.12
273	Sales Order No.2007 / Line0	C20000 Maxi-Teq	12	12 12 Delay		06.02.12
274	Sales Order No.2343 / Line0	C60000 SG Electronics	18	18 18 Delay		28.01.12
275	Sales Order No.2097 / Line0	C50000 ADA Technologies	10	10 10 Delay		25.11.11
276	Sales Order No.1474 / Line0	C70000 Aquent Systems	7	7 7 Delay		08.11.11
277	Sales Order No.1189 / Line0	C60000 SG Electronics	4	4 4 Delay		05.11.11
278	Sales Order No.1481 / Line0	C50000 ADA Technologies	6	6 6 Delay		24.10.11

Preview Cancel

Delivery Schedule Management 30.09.16 08:19 SAP Business One

- 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

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 moment it's needed
- Reflect transactional activity as it happens with real-time analysis
- Predict future behavior with forecasting capabilities

Pervasive Analytics - KPIs

Pervasive Analytics

KPI Designer

Value Settings Filter and Parameter Composite KPI

Net Sales Revenue

12/15/2014

Status Displaying Action (0)

Set KPI Value

Amount (Local C... X

Sum

Unit Currency

From Data Source: KPI Profit And Loss Query

Set KPI Goal

Advanced Goal

The target value for this month

0

Set KPI Trend

Advanced Trend

Month-Over-Month Basis

Interim

Smaller Value is Better

Working Capital

▲ 1.59M\$

0%

Inventory Value

▲ 4.01M\$

Payables Overdue

▲ 72.01K\$

2014-12-15

0%

Total Liabilities

▲ 1.38M\$

2014-12-15

0%

- Evaluate the status of business in an easy-to-view way
- Embedded in SAP Business One Cockpit
- No knowledge about database tables and dependencies is needed, when using partner/ SAP pre-build HANA models

Pervasive Analytics – Insight to Action

Enhanced feature set for Pervasive Analytics Dashboards and KPIs

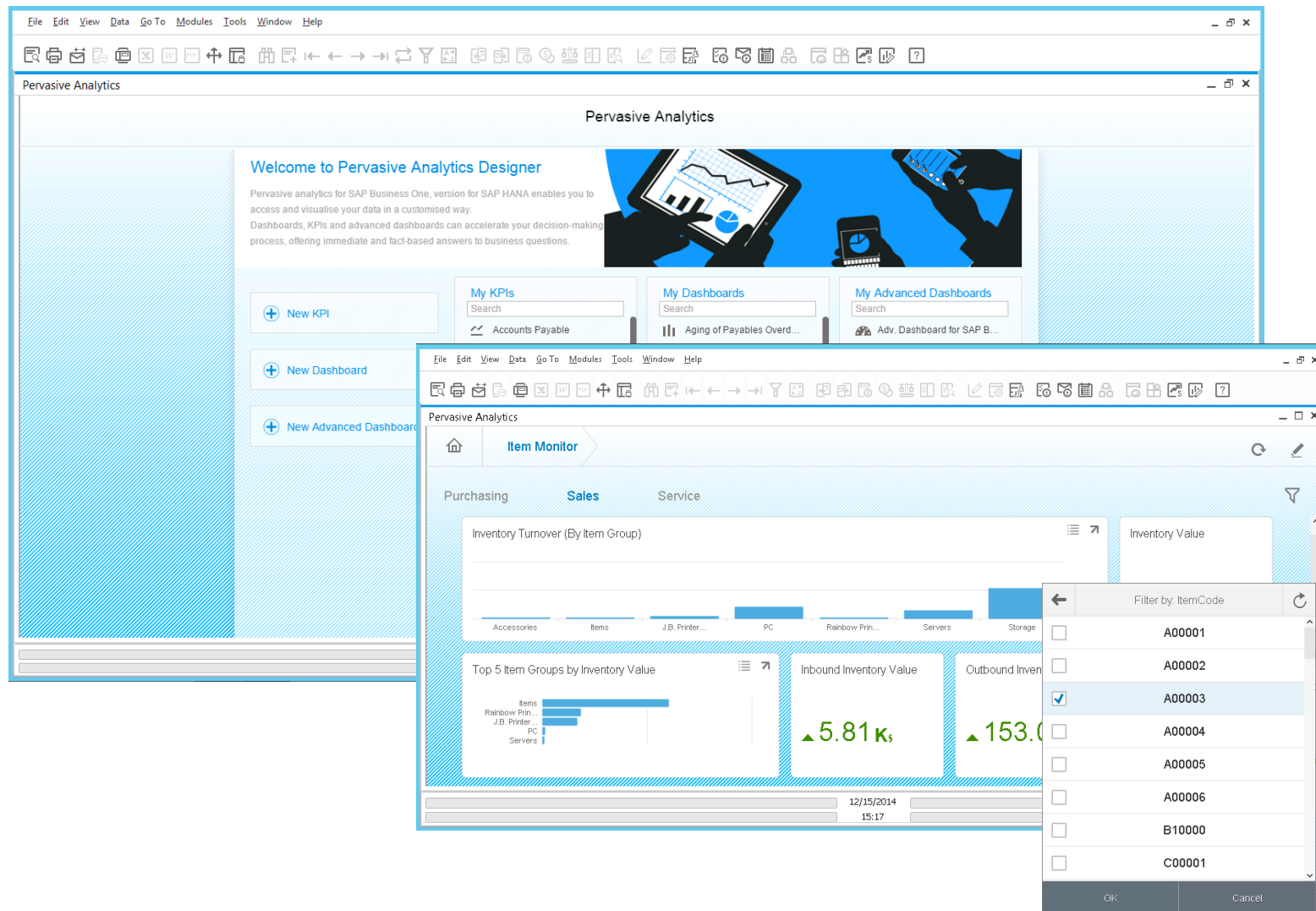
The image shows two overlapping screenshots. The top screenshot is the 'Edit Action (Dashboard)' dialog box. It has a left sidebar with four action types: 'Open SAP B1 Window' (selected), 'Trigger Enterprise Search', 'Link to SAP B1 Window', and 'Open Advanced Dashboard'. The main area contains fields for 'Action Name' (Open SAP B1 Window 1), 'Target SAP B1 Window' (Business Partner Master Data), and 'Data Binding'. The data binding section shows a 'Dashboard Field' (Customer Code) linked to a 'Target SAP B1 Window Item' (BP Code). There are 'OK' and 'Cancel' buttons at the bottom.

The bottom screenshot is a dashboard titled 'Top 5 Customers by Receivables Overdue'. It displays a list of customers with their IDs and names, and a bar chart showing their receivables. A context menu is open over the first customer, 'C30000, Micro...', with the following options: 'Open BP master data', 'Search by BP code', 'Search by BP name', and 'Open Customer Monitor'.

- Ability to relate business actions to pervasive dashboards and KPIs
- Available action types:
 - Open SAP B1 Window to open BI forms, such as Master Data
 - Trigger Enterprise Search
 - Link to SAP B1 Window, to show dashboard in sidebar
 - Open Advanced Dashboard (see next slide for a description of advanced dashboards)
- Drill down into business details
- Translate insights into actions

Pervasive Analytics – Advanced Dashboards

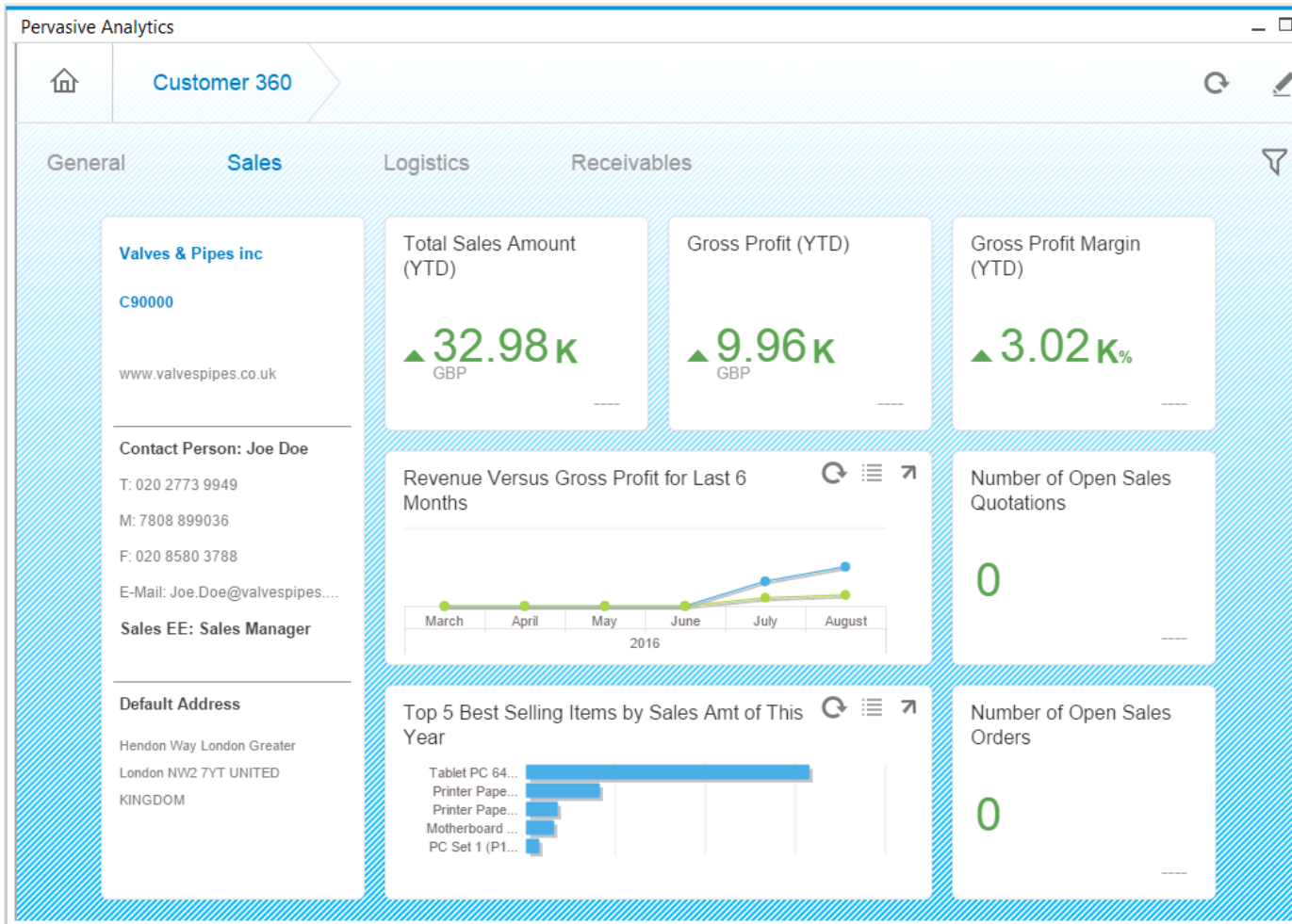
Supplementary Dashboard to display related, critical data



- Ability to create supplementary dashboards 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

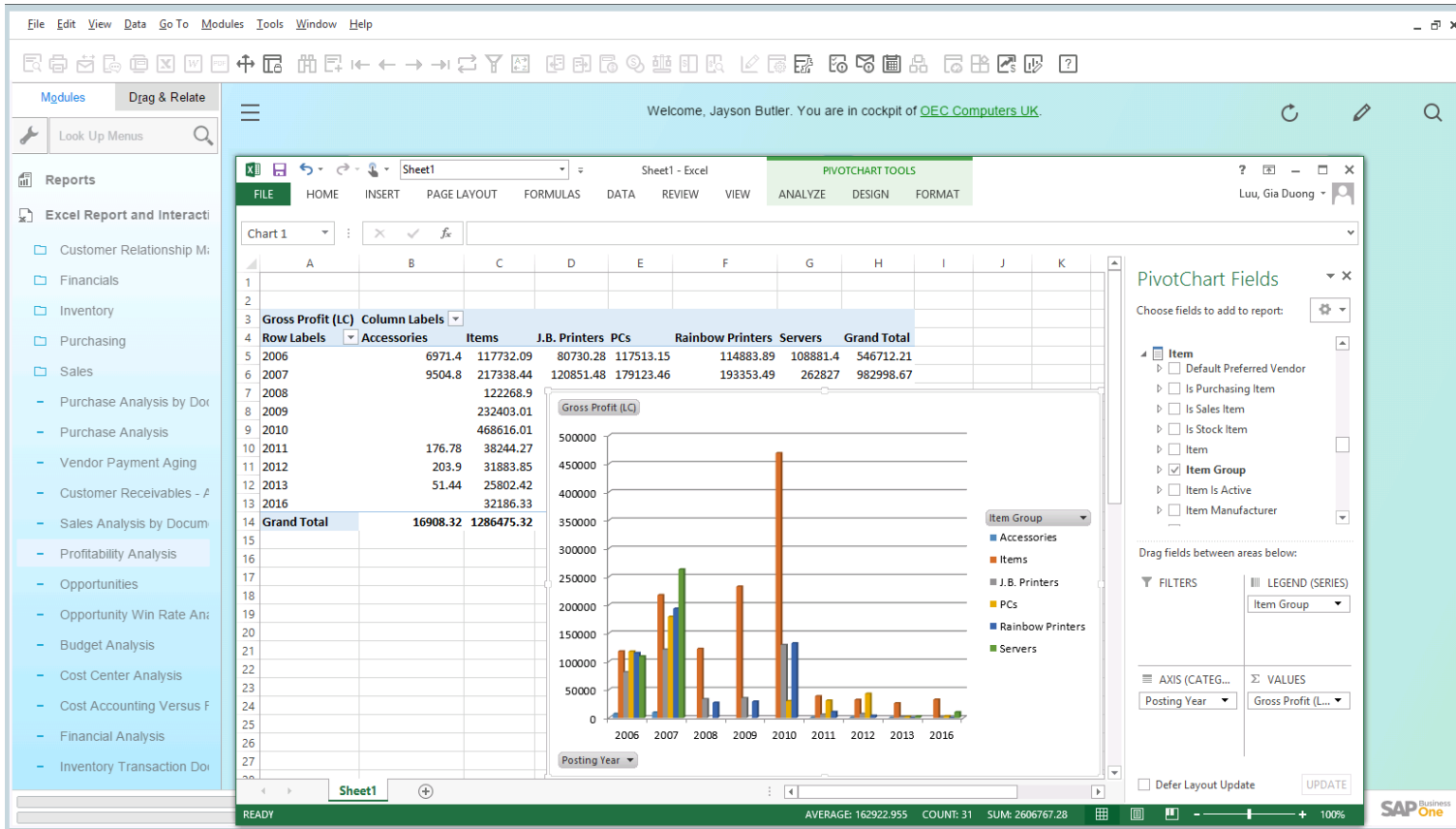
Customer 360°

Key facts on customers at a glance



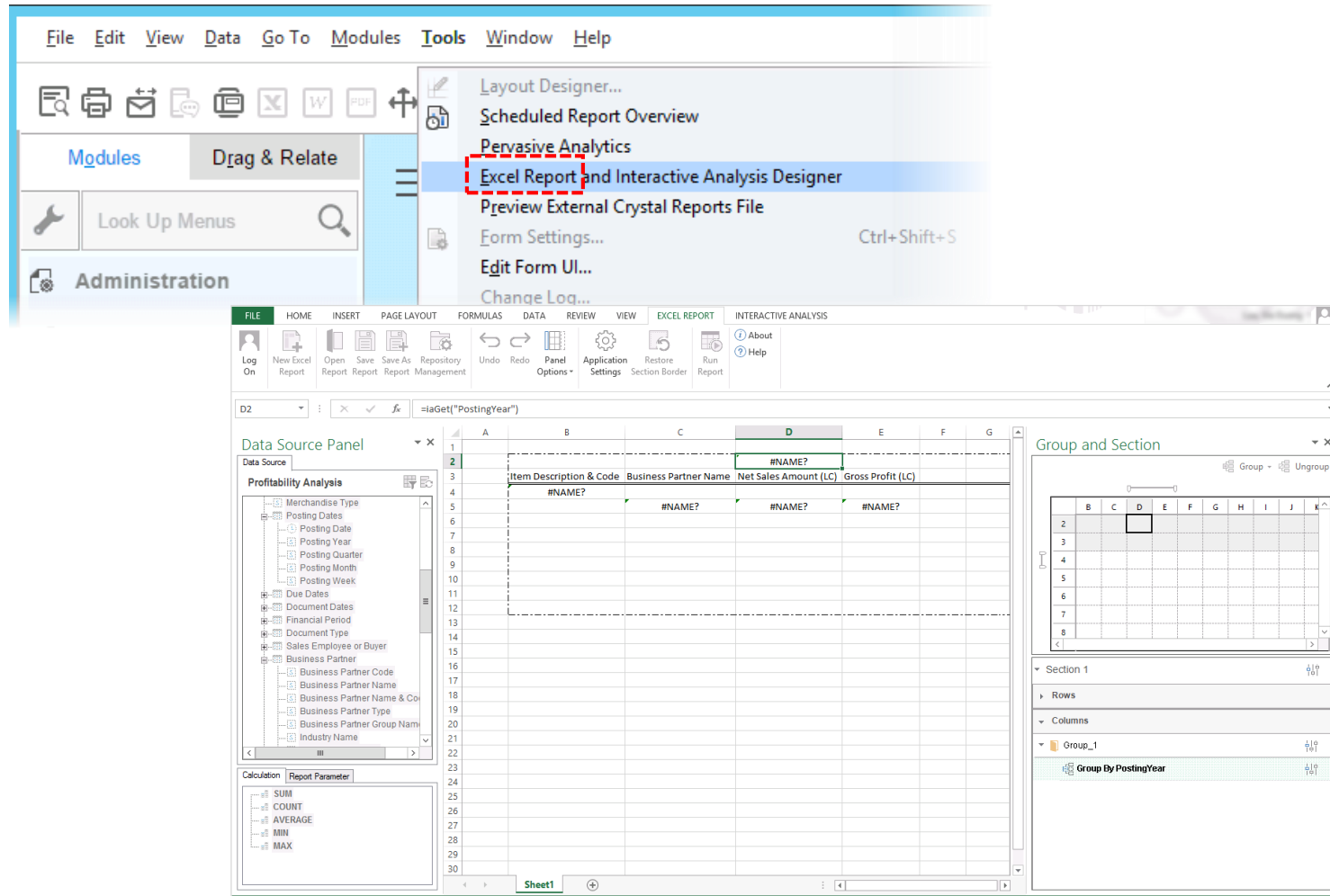
- New advanced dashboard provides a 360° customer view.
- Contains numerous KPIs and key customer data.
- Accessed via Business Partner Master Data
→ You Can Also.
- Link the Customer 360° advanced dashboard as an action to an existing dashboard for easy access.

Interactive Analysis for Exploration



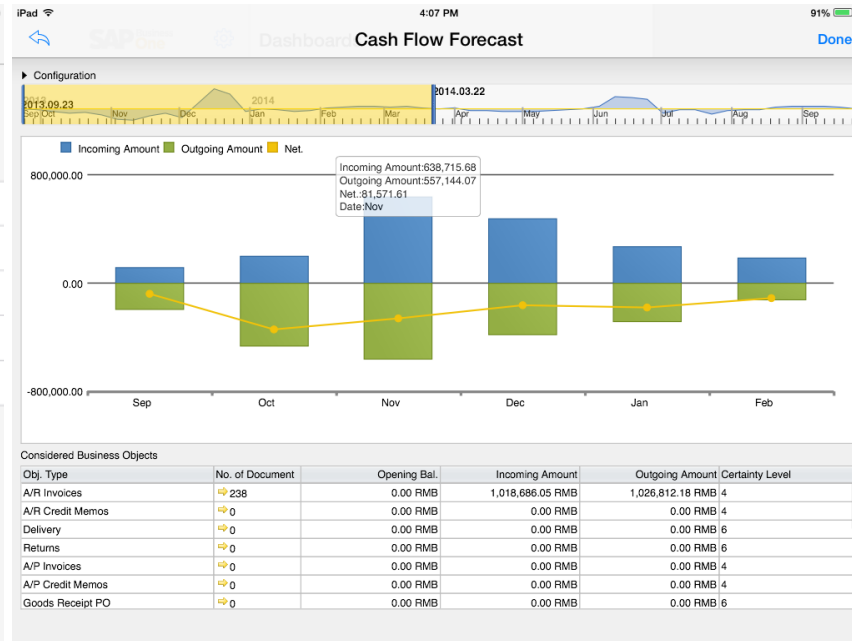
- Helps users explore more information before making decisions
- Improves productivity by putting the user in control of information
- Leverages familiar MS Excel pivot tables to make analysis work quick and simple

Excel Reports



- Reporting tool based on 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 Excel add-on.
- Leverage the power of Excel.
- Enables better decision-making.

Unique mobile app scenarios for the iPad



- Enterprise search integration
- Available-to-Promise (ATP) check when creating sales orders
- Embedded analytics, with interactive analysis for business partners and inventory
- Cash flow forecast dashboard
- Delivery rescheduling for existing sales order items

app framework for SAP Business One, version for SAP HANA

for custom development

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, 44000, France.

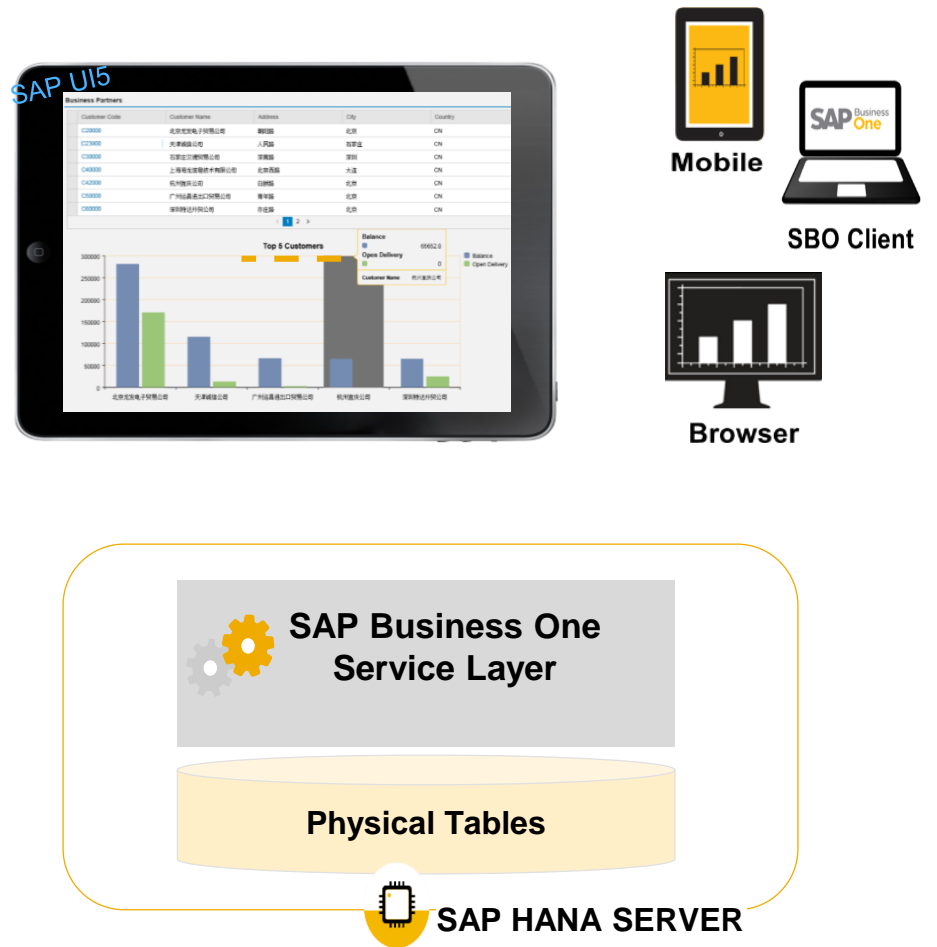
Orders

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, high performance, web-based, analytical applications providing business insights to actions with superb user experiences
- 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



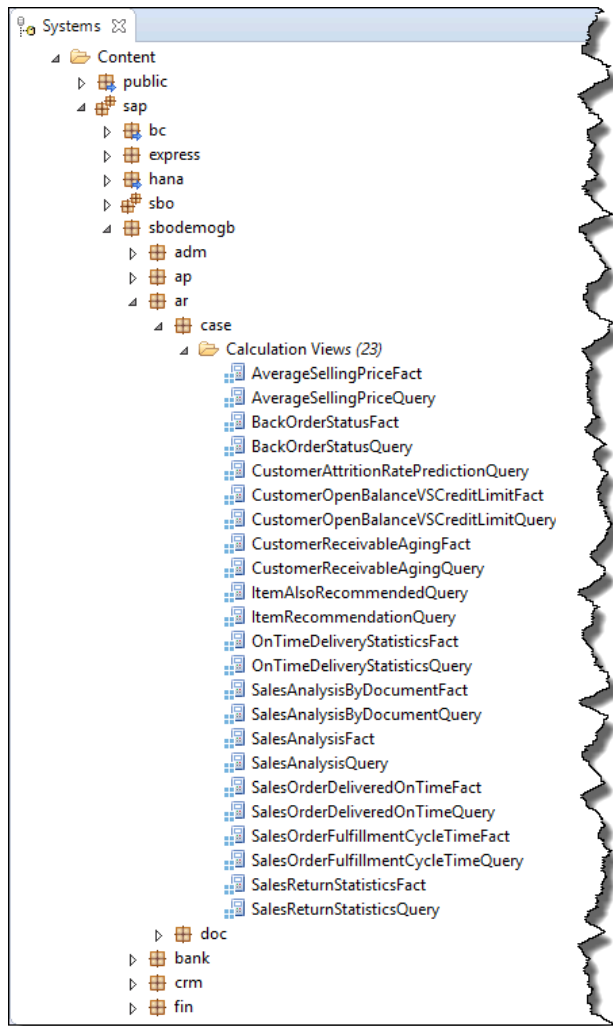
- Equivalent Business Object coverage to DI API
- built on core protocols such as HTTP and OData
- highly scalable (parallel-processing)
- high availability (load balancing)

Value Proposition

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

Semantic layers

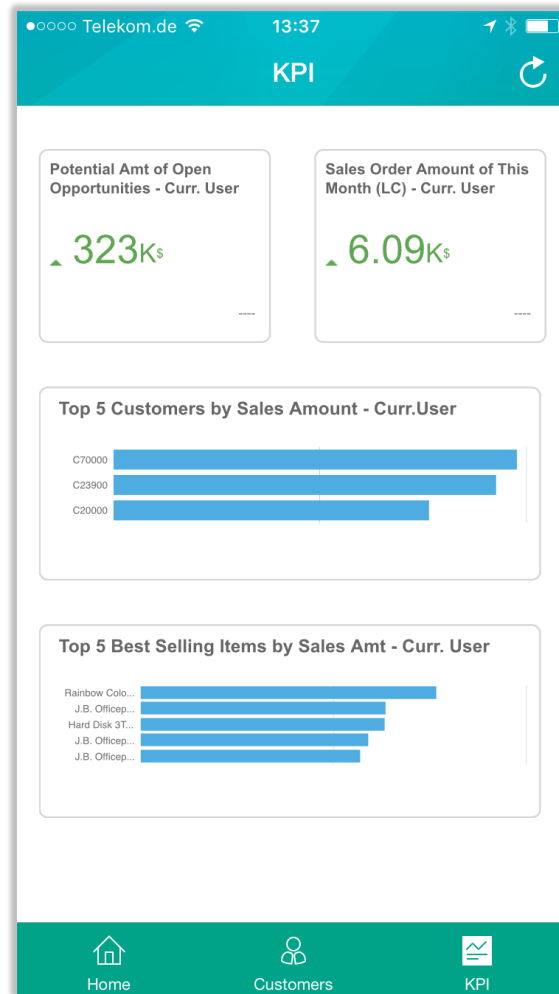
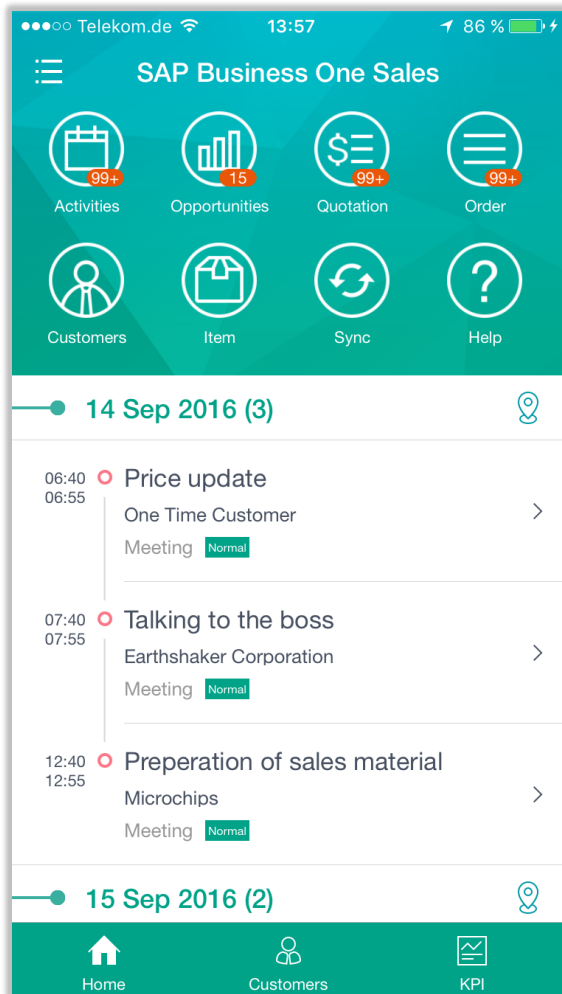
Predelivered content for reporting and analytical purposes



- Ready-to-use content
- Basis for adaptation and enhancements
- Facilitate and speed up implementation
- Includes models for these areas:
 - ADM
 - AP (purchasing)
 - AR (sales)
 - CRM (opportunities)
 - Banking
 - Financials
 - Stock

SAP Business One Sales

a mobile solution for handling sales activities anywhere, anytime



- Tailored for sales roles, 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
 - Respond directly and trigger processes
 - All changes automatically update the SAP Business One backend

Sales Recommendation

The screenshot displays three overlapping SAP windows. The 'Sales Quotation' window at the top left shows customer details for 'Valves & Pipes inc' and a hardware item. The 'Sales Order' window below it shows a primary order for the same customer with two items: a Tablet PC and a Rainbow ColorJet. The 'Sales Recommendation' window on the right shows recommendations for the current customer and a list of customers who bought similar items.

Sales Quotation Details:

- Customer: C90000 (Valves & Pipes inc)
- Contact Person: Joe Doe
- BP Currency: GBP
- No.: 370
- Status: Open
- Posting Date: 18.08.16
- Valid Until: 18.09.16
- Document Date: 18.08.16

Sales Order Details:

- Customer: C90000 (Valves & Pipes inc)
- Contact Person: Norm Thompson
- BP Currency: GBP
- No.: 374
- Status: Open
- Posting Date: 16.08.16
- Delivery Date: 16.08.16
- Document Date: 16.08.16

#	Item No.	Item Description	Quantity	Unit Price	Total (LC)
1	Z00001	Tablet PC 64GB Black	1	GBP 1,050.00	GBP 1,050.00
2	A00005	Rainbow ColorJet 7.5	1	GBP 300.00	GBP 300.00

Sales Recommendation Details:

Recommendations for This Customer:

- R00002: Printer Paper A4 Recycled (3.00GBP)
- R00001: Printer Paper A4 White (5.00GBP)

Customers Who Bought This Item Also Bought:

- A00004: Rainbow ColorJet 5 (250.00GBP)
- A00003: J.B. Officeprint 1186 (150.00GBP)
- C00001: Motherboard P4 Turbo (200.00GBP)
- A00001: J.B. Officeprint 5420 (200.00GBP)
- A00002: J.B. Officeprint 1111 (100.00GBP)

Sales Order Summary:

- Total Before Discount: GBP 1,350.00
- Discount: %
- Freight: GBP 0.00
- Tax: GBP 231.53
- Total: GBP 1,581.53

- 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

How partners succeed with SAP HANA



Co-Innovate

Leverage the SAP HANA platform to co-create leading edge applications with vast ecosystem of partners



Expand and Specialize

Opportunity to transform business with game-changing technology



Scale Capacity

Expand in house knowledge around leading technologies, in key markets

SAP Business One customer experiences with SAP HANA



SAP Business One, version for SAP HANA provides stability and ease of use beyond our expectations. Due to the pre-configuration we were able to go live within one week.

Stefan Schaffer, CEO

- IT consulting company based in Germany, founded in 2011
- **Reduced administrative efforts** by replacing spreadsheet-based processes
- Integrated reporting provides **better insights** on the profitability of different business activities and reduces the time required for tax declarations.
- **Enterprise search** instantly retrieves any document from within the system



SAP HANA provides powerful database functionality that allows us to spend less time chasing down information and more time providing our customers with the services and support they need

Morgan Browne, Chief Executive Officer

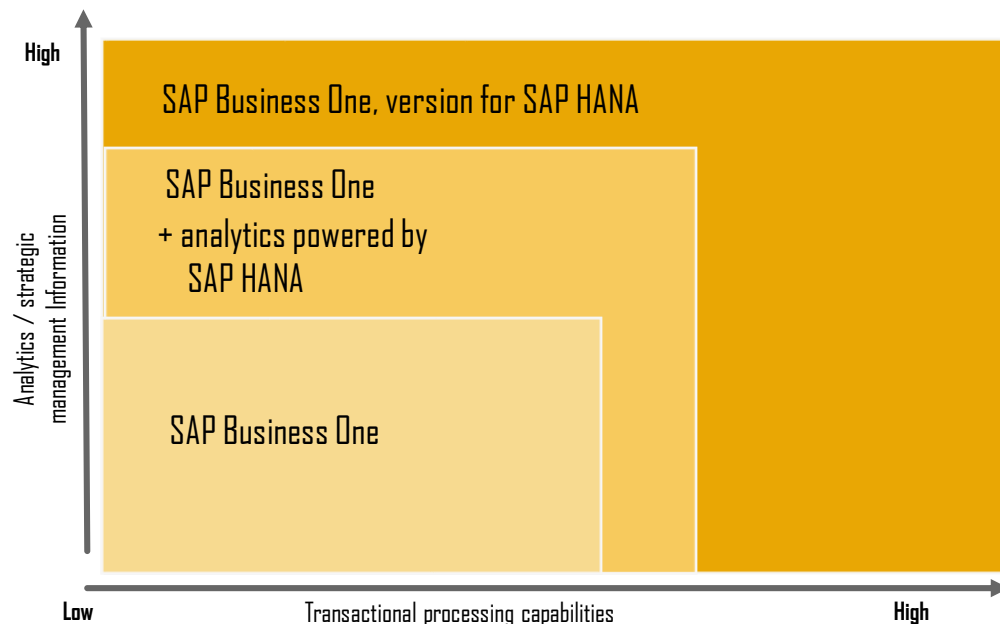
- **Better decisions, better insight to action** with Snapshots of business profitability available in real time versus hours.
- **Process efficiency and cost savings** - More efficient routine business processes such as invoicing and accounts receivable, **20% Less time spent on invoicing** process and **1 hour Saved every day** on tracking billable time for consultant
- **Market competitive advantage** due to improved service levels Enhanced customer service and support
- **Scalability, throughput and user efficiency** - Accelerate access to data for 33 consultants spread across five entities in three different countries

Appendix

SAP Business One and SAP HANA

Small companies have diverse needs – one size business management software does not fit all

- **SAP Business One:** Original solution running on Microsoft SQL database
- **Analytics powered by SAP HANA:** Used side-by-side with the SQL version of SAP Business One as a “plug-in” appliance that offloads analytical work from the SQL database
 - Ideal for companies using SAP Business One that want to gain reporting flexibility and speed without disruption
- **SAP Business One, version for SAP HANA:** Transactions and analytics run fully on the SAP HANA database
 - In-memory processing allows for new, superior business process calculations and performance gains
 - Perfect for new and rapidly growing SAP Business One customers
- SAP Business One customers leverage existing user license investment to migrate to SAP HANA









Investment Protection

SAP HANA versions run on SAP Certified hardware

SAP Business One, version for SAP HANA

Supported Hardware Platforms

	<ul style="list-style-type: none">• 64GB Main memory• Supports up to 25 users
	<ul style="list-style-type: none">• 96GB Main memory• Supports up to 40 users
	<ul style="list-style-type: none">• 128GB Main memory• Supports up to 50 users
	<ul style="list-style-type: none">• 256GB Main memory• Supports up to 100 users
	<ul style="list-style-type: none">• 512GB Main memory• Supports up to 200 users
	<ul style="list-style-type: none">• 1TB Main memory• Supports up to 300 users

Please check the [Certified SAP HANA Hardware Directory](#)



Thank you

Contact information:

F name L name

Title

Address

Phone number

F name L name

Title

Address

Phone number

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://global12.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.