

# Understanding GL Determinations in Business One

## Partner Enablement Session

June 27, 2011



**SAP**

# Agenda

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## Overview of GL Determinations

- Determinations by Module
- GL Determinations & Fiscal Periods
- Using a Template Chart of Accounts

## GL Default Account Hierarchy

- System Level Defaults to Master Records
  - Business Partners
  - Warehouse
  - Item Groups
  - Items
- Do Not Use or Dummy Accounts
- GL Determinations and Master Data Conversion

## Additional GL Accounts Setup

- Tax Jurisdictions
- Freight
- House Banks
- Landed Costs
- Credit Cards
- Customs Groups

## New GL Determination Guide

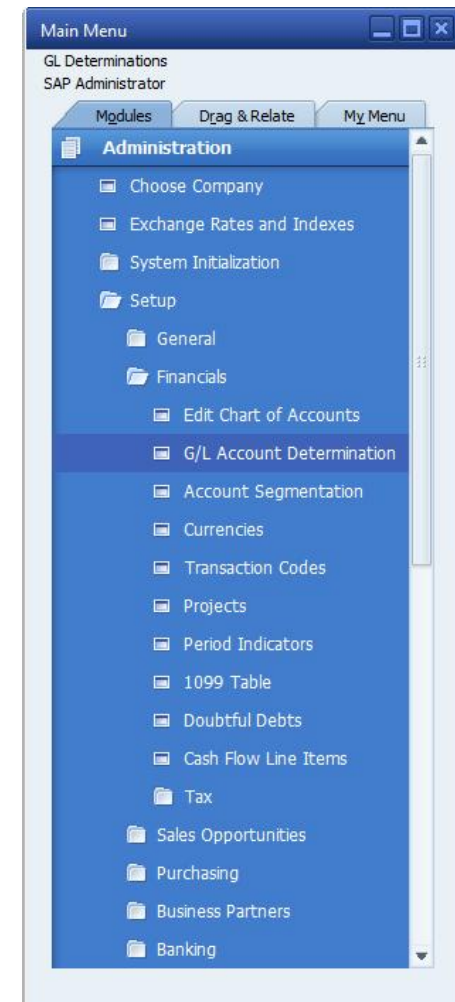




# Overview of GL Determinations

# Overview of GL Determinations

- One of the key advantages of Business One is its ability to create journal entries automatically as your business transactions take place.
- In many ERP systems, the accounting transactions are “batched” for execution at the end of the day, week or accounting period.
- In Business One the accounting entries are executed in “real-time” as each transaction is added to the system.
- In order for Business One to make this happen, each implementation must define these default accounts to be used in what Business One designates as “**GL Account Determinations**”.
- These GL Determinations are used by Business One as the starting point for the journal entries associated with master records and each transaction in Business One.



# Setup > Master Data > Transaction > Journal Entry

The screenshot illustrates the SAP setup process for a Journal Entry, showing four overlapping windows:

- G/L Account Determination:** Shows the selection of accounts for various transaction types. The 'Accounts Receivable' section is active, with 'Domestic Accounts Receivable' (10001) and 'Foreign Accounts Receivable' (10002) selected.
- Business Partner Master Data:** Shows the configuration for a customer (CUST1). The 'General' tab is active, displaying fields for Name, Group, Currency, and Federal Tax ID.
- A/R Reserve Invoice:** Shows the configuration for an invoice (No. 94). The 'General' tab is active, displaying fields for Customer, Name, Contact Person, and Posting Date.
- Journal Entry:** Shows the final journal entry with the following data:
 

Series	Number	Posting Date	Due Date	Doc. Date	Remarks
Primary	94	06/13/2011	07/13/2011	06/13/2011	A/R Invoices - CUST1
Origin	94				
Trans. Code	9	Ref. 1	Ref. 2	Ref. 3	

#	G/L Acct/BP...	G/L Acct/BP Name	Debit	Credit	Tax Posting Account	Tax Code	Tax Jurisdiction Type	Tax Jurisdiction Code	Federal Tax ID
1	CUST1	Customer 1	\$ 110.00						
2	20007	Sales Tax Account		\$ 0.00					
3	40002	Revenue Account (AR)		\$ 100.00					
4	10006	Inventory Account (IN)		\$ 5.25					
5	50002	Cost of Goods Sold Account (IN)	\$ 5.25						
6	40004	Freight Revenue (Freight Setup)		\$ 10.00					
			\$ 115.25	\$ 115.25					

# Determinations by Module

- There are four main tabs on the G/L Account Determination screen:
  - Sales
  - Purchasing
  - General
  - Inventory.
- In each tab there are multiple GL accounts to be defined as defaults.
- The Sales and Purchasing tabs both have two (2) sub tabs, General and Tax.
  - The Tax sub tab on the Sales and Purchasing tabs is not applicable in the US and CA Localization because the Withholding Tax option is not applicable in these localizations.

Type of Account	Account Code	Account Name
Domestic Accounts Receivable	⇒ 10001	Domestic Accounts Receivable (AR)
Foreign Accounts Receivable	⇒ 10002	Foreign Accounts Receivable (AR)
Checks Received	⇒ 10003	Checks Received (AR)
Cash on Hand	⇒ 10004	Cash On Hand (AR)
Overpayment A/R Account	⇒ 60001	Overpayment A/R Account (AR)
Underpayment A/R Account	⇒ 60002	Underpayment A/R Account (AR)
Payment Advances	⇒ 20001	Payment Advances (AR)
Realized Exchange Diff. Gain	⇒ 70001	Realized Exchange Diff Gain (AR)
Realized Exchange Diff. Loss	⇒ 70002	Realized Exchange Diff Loss (AR)
Cash Discount	⇒ 40001	Cash Discounts (AR)
Revenue Account	⇒ 40002	Revenue Account (AR)
Sales Credit Account	⇒ 40003	Sales Credit Account (AR)
Payment Advances	⇒ 20004	Payment Advances (AP)
Expense and Inventory Account	⇒ 50001	Expense and Inventory Account (AP)
Expense Clearing Account	⇒ 20006	Expense Clearing Account (IN)
Stock In Transit Account	⇒ 10009	Stock in Transit Account (IN)



# GL Determinations & Fiscal Periods

- GL Account Determinations are saved in the company database (Table: OACP) by fiscal period.
- Before defining these default accounts you must define at least one fiscal period (aka :Year).
- This allows the company to make changes to these GL account defaults for each financial period.
- Another thing to note, when you define a new fiscal period Business One will copy the current period's GL Determinations settings to the new period.
- *Best Practices do not recommend setting up future financial periods until just before they are required or you are sure there are no GL Determination changes.*

The image shows two overlapping SAP windows. The top window is 'G/L Account Determination' for the year 2011. It has tabs for Sales, Purchasing, General, and Inventory. Under the General tab, there are sections for 'Accounts Receivable' and 'Default Customer for A/R Invoice and Payment'. A table lists account types and codes:

#	Type of Account	Account Code	Account Name
	Domestic Accounts Receivable	10001	Domestic Accounts Receivable (AR)
	Foreign Accounts Receivable	10002	Foreign Accounts Receivable (AR)
	Checks Received	10003	Checks Received (AR)
	Cash on Hand	10004	Cash On Hand (AR)

The bottom window is 'Posting Periods'. It contains a table with columns for Period Code, Period Name, Period Status, and Posting Date (From/To) and Due Date (From/To).

#	Period Code	Period Name	Period Status	Posting Date		Due Date	
				From	To	From	To
1	2011-01	2011-01	Closing Period	01/01/2011	01/31/2011	01/01/2011	03/31/2011
2	2011-02	2011-02	Closing Period	02/01/2011	02/28/2011	02/01/2011	04/30/2011
3	2011-03	2011-03	Closing Period	03/01/2011	03/31/2011	03/01/2011	05/31/2011
4	2011-04	2011-04	Closing Period	04/01/2011	04/30/2011	04/01/2011	06/30/2011
5	2011-05	2011-05	Closing Period	05/01/2011	05/31/2011	05/01/2011	07/31/2011
6	2011-06	2011-06	Unlocked	06/01/2011	06/30/2011	06/01/2011	08/31/2011
7	2011-07	2011-07	Unlocked	07/01/2011	07/31/2011	07/01/2011	09/30/2011
8	2011-08	2011-08	Unlocked	08/01/2011	08/31/2011	08/10/2011	10/31/2011
9	2011-09	2011-09	Unlocked	09/01/2011	09/30/2011	09/01/2011	11/30/2011
10	2011-10	2011-10	Unlocked	10/01/2011	10/31/2011	10/01/2011	12/31/2011
11	2011-11	2011-11	Unlocked	11/01/2011	11/30/2011	11/01/2011	01/31/2012
12	2011-12	2011-12	Unlocked	12/01/2011	12/31/2011	12/01/2011	02/28/2012

At the bottom of the Posting Periods window, there is a checkbox for 'Automatic Change of Period Status to 'Closing Period'' and a text field for 'Date When Automatic Change Is Applied'. Buttons for 'OK', 'Cancel', and 'New Period' are also visible.

# Using a Template Chart of Accounts

- If a Chart of Accounts Template has been selected on the Basic Initialization tab, “most” of the GL Account Determination defaults will be automatically selected.
- Care must be taken to review these default selections

Period Selection: 2011

General | Tax

Accounts Receivable ...  Permit Change of Control Accounts

Type of Account	Account Code	Account Name
Domestic Accounts Receivable	12110000	Accounts Receivable Domestic
Foreign Accounts Receivable	12120000	Accounts Receivable Foreign
Checks Received	11300000	Checking Account Clearing
Cash on Hand	11100000	Cash on Hand - clearing
Overpayment A/R Account	42300000	Sales Overpayment
Underpayment A/R Account	42400000	Sales Underpayment
Payment Advances		
Realized Exchange Diff. Gain	82100000	Realized Gain
Realized Exchange Diff. Loss	82200000	Realized Loss
Cash Discount	81200000	Discounts Allowed
Revenue Account	41100000	Sales Revenues - Domestic
Sales Credit Account	41100000	Sales Revenues - Domestic

OK Cancel

Company Details

General | Accounting Data | Basic Initialization

Chart of Accounts Template: EN\_CoA

Local Currency: Canadian Dollar

System Currency: Canadian Dollar

Default Account Currency: All Currencies

Display Credit Balance with Negative Sign

Use Segmentation Accounts

Use Negative Amount for Reverse Transaction

Permit More Than One Document Type per Series

Multi-Language Support

Use Perpetual Inventory

Item Groups Valuation Method: Moving Average

Manage Item Cost per Warehouse

Allow Stock Release Without Item Cost

House Bank

Default Bank Country: [Dropdown]

Default Bank: [Dropdown]

Default Account No.: [Dropdown]

Default Branch: [Dropdown]

Mask Credit Card Number

OK Cancel





# GL Account Hierarchy

# System Level Defaults to Master Records

- These system wide account determinations are also used to populate the GL accounts used at :
  - Business Partner Master
  - Warehouse
  - Item Group
  - Item Master
- Accounts at these master records, allow each of these sub-objects to define specific accounts (revenue, expense, inventory, cost of goods sold, etc ) as required.
- When these objects are created, your can override the system level determinations to reflect the specific GL accounts required at the location.



# “Do Not Use” or “Dummy” Accounts

- Some experienced consultants will define GL Determinations with “DO NOT USE” or “DUMMY” accounts
- These are regular posting account that have been In-activated so that entries cannot be posted to them.
- This “forces” anyone that sets up a subsequent Warehouse, Item Group, or Item to override these GL accounts that were copied to these objects when created.

G/L Account Determination

Period Selection: 2011

General | Purchasing | General | Inventory

General | Tax

Accounts Receivable  Permit Change of Control Accounts  
Default Customer for A/R Invoice and Payment: WALKIN Customer for AR Invoices + Payment Docs

#	Type of Account	Account Code	Account Name
	Domestic Accounts Receivable	120000-00	Accounts Receivable
	Foreign Accounts Receivable	120000-00	Accounts Receivable
	Checks Received	112000-00	Incoming Payment Check Clearing Account
	Cash on Hand	112500-00	Incoming Payment Cash Clearing Account
	Overpayment A/R Account	253000-00	Customer Over Payments
	Underpayment A/R Account	660000-00	Customer Write-Offs
	Payment Advances	251500-00	Deferred Revenue
	Realized Exchange Diff. Gain	710500-00	Realized Currency Gain
	Realized Exchange Diff. Loss	711000-00	Realized Currency Loss
	Cash Discount	420000-00	Sales Discounts Allowed/Taken by Customers
	Revenue Account	419991-00	Generic Revenue (DO NOT USE)
	Sales Credit Account	419991-00	Generic Revenue (DO NOT USE)

OK Cancel

Revenue Account	419991-00	Generic Revenue (DO NOT USE)
Sales Credit Account	419991-00	Generic Revenue (DO NOT USE)



G/L Account Determination

Period Selection: 2011

Sales Purchasing General Inventory

General Tax

Accounts Receivable ...  Permit Change of Control Accounts

Default Customer for A/R Invoice and Payment → WALKIN Customer for AR Invoices + Payment Docs

#	Type of Account	Account Code	Account Name
	Domestic Accounts Receivable	⇒ 120000-00	Accounts Receivable
	Foreign Accounts Receivable	⇒ 120000-00	Accounts Receivable
	Checks Received	⇒ 112000-00	Incoming Payment Check Clearing Account
	Cash on Hand	⇒ 112500-00	Incoming Payment Cash Clearing Account
	Overpayment A/R Account	⇒ 253000-00	Customer Over Payments
	Underpayment A/R Account	⇒ 660000-00	Customer Write-Offs
	Payment Advances	⇒ 251500-00	Deferred Revenue
	Realized Exchange Diff. Gain	⇒ 710500-00	Realized Currency Gain
	Realized Exchange Diff. Loss	⇒ 711000-00	Realized Currency Loss
	Cash Discount	⇒ 420000-00	Sales Discounts Allowed/Taken by Customers
	Revenue Account	⇒ 419991-00	Generic Revenue (DO NOT USE)
	Sales Credit Account	⇒ 419991-00	Generic Revenue (DO NOT USE)

OK Cancel

**Chart of Accounts**

G/L Account: 419991 00  
 Name: Generic Revenue (DO NOT USE)

**G/L Account Details**

Title  Active Account

External Code:   
 Currency: All Currencies

Confidential Level: 3

Balance: 0.00 \$

**G/L Account Properties**

Account Type: Sales

Indexed  
 Reval. (Currency)

Relevant for Cost Accounting

Project   
 Distribution Rule

OK Cancel Account Details

**Revenue**

- 4100000000000000 - Sales Revenue
- 410000-00 - Sales Revenue - Product
- 410500-00 - Sales Revenue - Services
- 411000-00 - Sales Revenue - Freight
- 411500-00 - Sales Revenue - Other
- 419991-00 - Generic Revenue (DO NOT USE)**
- 4200000000000000 - Sales Discounts & Rebates
- 420000-00 - Sales Discounts Allowed/Taken by Customers
- 420500-00 - Sales Rebates to Customers
- 4300000000000000 - Other Revenue
- 430000-00 - Interest Income
- 430500-00 - Other Income

Assets  
 Liabilities  
 Equity  
**Revenue**  
 COGS  
 Expenses  
 Financing  
 Other Revenue and Expenses

**Account Details**

G/L Account Details

G/L Account	419991-00
Account Name	Generic Revenue (DO NOT USE)
Foreign Name	
Code for Exporting	
Project	
Default Tax Posting Account	
Default Tax Code	
Category	Profit and Loss
Planning Level	

Remarks

Active

Inactive

Advanced

From  To

Remarks

Allow Multiple Linking to Financial Templates

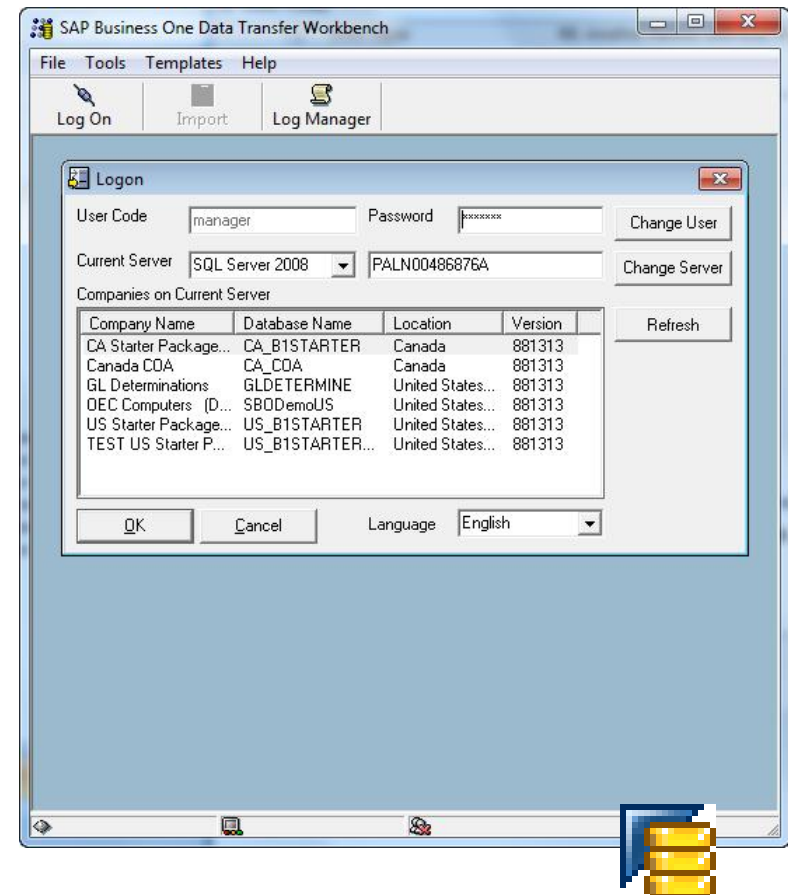
Permit Other Tax Code

OK Cancel



# GL Determinations and Master Data Conversion

- Since some of these GL Determinations are included in the definition of master data records, it is critical to define these determinations prior to loading your master data.
- Business Partners, Items, Warehouses and Item Groups contain these default GL accounts.
- The Item record pull it's GL accounts from either the Item Group or Warehouse record based on the “Set G/L Accounts By” setting.
  - If you are using the “Item Group” or “Warehouse” option, then the default item accounts will come from the Item Group or Warehouse record.
  - If the “Set G/L Accounts By” option is set to “Item Level”, then the implementation will have to define the individual inventory accounts when loading the item master.
- In some cases these GL account determinations are required before you can successfully add a master record.



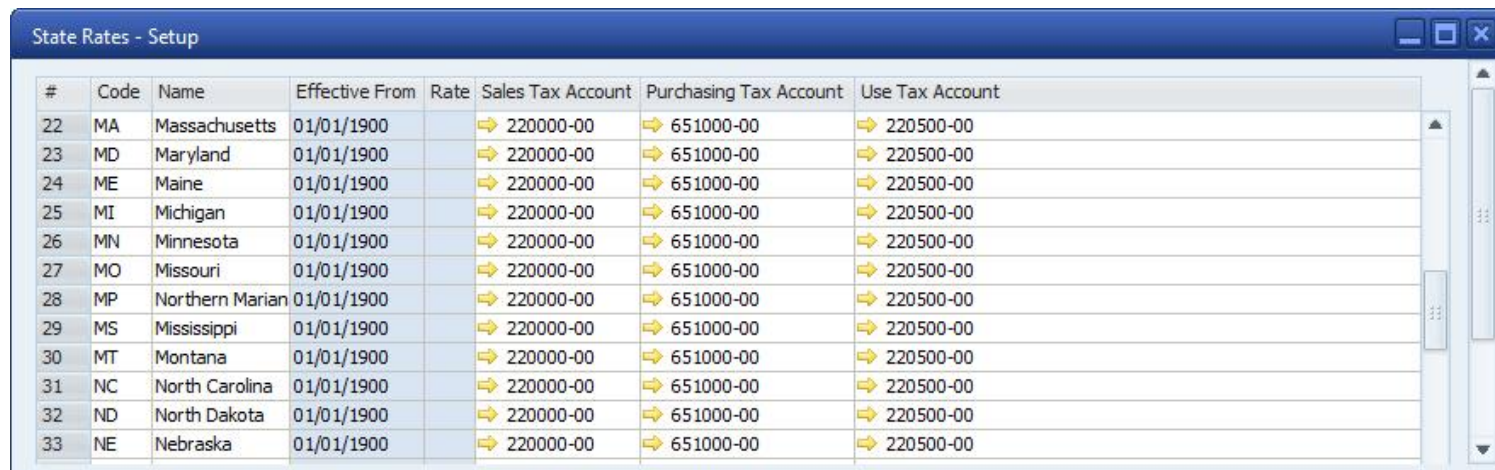


## **Additional GL Accounts Setup**

# Tax Jurisdiction Code

Navigation: Administration > Setup > Financials > Tax > Sales Tax Jurisdictions

- Business One uses Tax Jurisdictions as the building blocks to build Tax Codes for calculating sales or purchase tax amounts.
- Tax Codes are assigned at the Company, Warehouse, and Customer Ship To Address levels and are defaulted to the rows on sales and purchasing documents based on system initialization and setup rules.
- Within each jurisdiction type, an unlimited number of jurisdiction codes maybe defined. It is at this level that the Liability, Expense and Use Tax GL accounts are defined



#	Code	Name	Effective From	Rate	Sales Tax Account	Purchasing Tax Account	Use Tax Account
22	MA	Massachusetts	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
23	MD	Maryland	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
24	ME	Maine	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
25	MI	Michigan	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
26	MN	Minnesota	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
27	MO	Missouri	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
28	MP	Northern Marian	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
29	MS	Mississippi	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
30	MT	Montana	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
31	NC	North Carolina	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
32	ND	North Dakota	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00
33	NE	Nebraska	01/01/1900		⇒ 220000-00	⇒ 651000-00	⇒ 220500-00

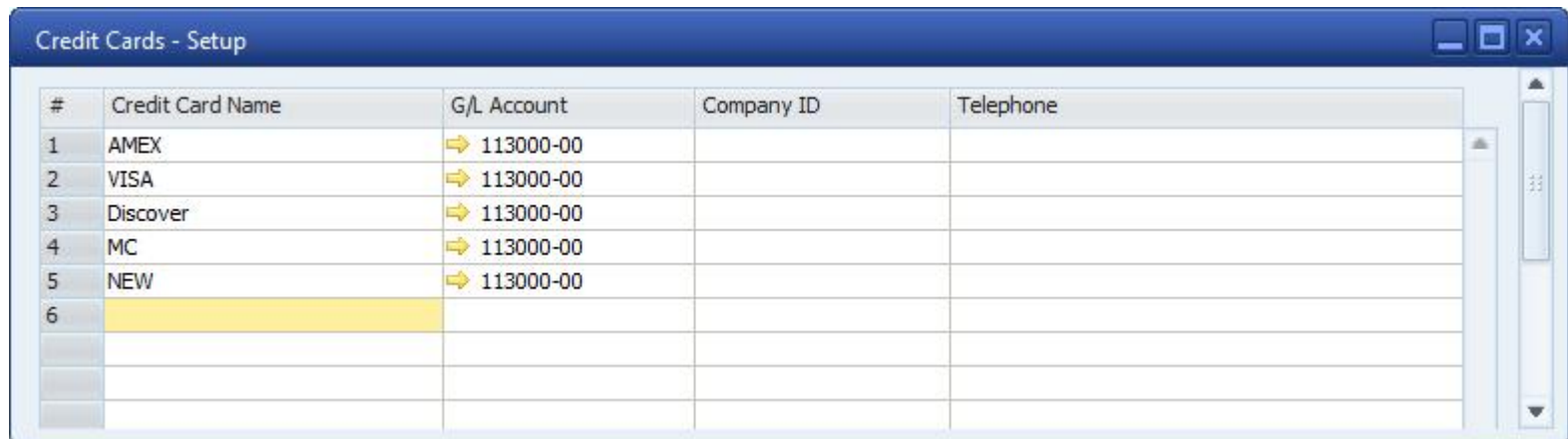




# Credit Card Clearing Account

Navigation: Administration > Setup > Banking > Credit Cards

- Credit cards can be defined to process both Incoming payments from customers and Outgoing Payments to your vendors.
- You may define a unique clearing account for each credit card you define or share one clearing account for all cards.
- This account is used whenever the Payment Means of a payment (outgoing or incoming) is selected to be Credit Card.



#	Credit Card Name	G/L Account	Company ID	Telephone
1	AMEX	⇒ 113000-00		
2	VISA	⇒ 113000-00		
3	Discover	⇒ 113000-00		
4	MC	⇒ 113000-00		
5	NEW	⇒ 113000-00		
6				

# Freight Accounts

Navigation: Administration > Setup > General > Freight

- The Freight menu item is available only if the Manage Freight in Documents checkbox is selected in the Document Settings window.
- You may define a unique revenue and expense account for each Freight type or share revenue and expense accounts for all Freight types you define.
- On sales documents, the revenue account is used to book a separate revenue amount whenever there is a freight amount on the line or document.
- Likewise for purchasing documents, the associated expense account is debited when there are Freight amounts on the line or document level.

#	Name	Revenue Account	Expense Account	Distribution Method	Fixed A...	Fixe...	Include in 1099	Drawing Method	Stock	Last Purchase Price	Distr....	P.
1	Freight	⇒ 411000-00	⇒ 511000-00	Quantity			<input type="checkbox"/>	Total	<input checked="" type="checkbox"/>	<input type="checkbox"/>		
2	Handling	⇒ 411500-00	⇒ 511500-00	None			<input type="checkbox"/>	Total	<input type="checkbox"/>	<input type="checkbox"/>		
3	Insurance	⇒ 411500-00	⇒ 511500-00	None			<input type="checkbox"/>	Total	<input type="checkbox"/>	<input type="checkbox"/>		
4				None			<input type="checkbox"/>	Total	<input type="checkbox"/>	<input type="checkbox"/>		

# Landed Cost Allocations

Navigation: Administration > Setup > Purchasing > Landed Costs

- You define landed costs to process the additional fixed or variable costs of importing items from abroad.
- These costs are then distributed among the items in the good receipt PO according to the specific “Allocation By” method that you select on the Landed Cost Setup record.
- Each implementation may define multiple landed cost charge codes. You may define a unique cost of goods sold (GOGS) account for each Landed Cost type you define or share a cost of goods sold account for all types you define.
- On landed cost transactions these COGS/Expense amounts credit’s are offsets to the debit amounts booked to the item inventory account.

#	Code	Name	Allocation By	Landed Costs Alloc. Account
1	L1	Insurance Landed Costs	Cash Value Before Customs	530500-00
2	L2	Storage Landed Costs	Quantity	531000-00
3	L3	Shipping Landed Costs	Weight	531500-00
4	L4	Other Landed Costs	Quantity	532000-00
5			Cash Value Before Customs	







# New GL Determination Guide

# New GL Determination Guide



**[Link to 2.0 North American GL Determinations Guide](#)**

## **GL Account Determinations**

**North America Localizations**

United States & Canada

8.8 Release Family

Version 2.0 June 2011

**Sales Tab Details**

Account Name	Description	Drawer	Override @	Acct Property	Clearing Account	Document(s)
Domestic Accounts Receivable	<p>Defines the system default account for recording Accounts Receivables (AR) amounts for a domestic customer.</p> <p>If you permit the changing of AR control accounts, then you may individually override this default AR account on each Business Partner master record.</p> <p>The system records every posting against a customer with this AR account. This account is linked to each Customer, via the Accounting Tab on the Business Partner master record, so each time you see a JE to the business partner code, this control account will be impacted.</p> <p>This account must be defined as a Control Account. Because this account is a defined as a Control account, you will not be able to post manual journal entries directly to this account.</p>	Assets	@ BP Master	Control Account	No	DR - AR Invoice* DR - AR Down Pay Inv* DR - AR Reserve Invoice* CR - AR Credit Memo* CR - Incoming Payment* DR - Outgoing Payment to Customer* DR/CR - Manual JE to BP  *- Via JE to BP
Foreign Accounts Receivable	<p>Defines the system default account for recording Accounts Receivables (AR) amounts for a foreign customer.</p> <p>Typically in US databases this is the same account as that used in the Domestic Accounts Receivable GL Determination entry (above).</p> <p>The system assigns this foreign control account to business partners with a bill-to country different than the company database country.</p>	Assets	@ BP Master	Control Account	No	DR - AR Invoice* DR - AR Down Pay Inv* DR - AR Reserve Invoice* CR - AR Credit Memo* CR - Incoming Payment* DR - Outgoing Payment to Customer* DR/CR - Manual JE to BP  *- Via JE to BP
Checks Received	<p>Defines the system default clearing account for Incoming Payments where the Payment Means is "Check".</p> <p>SAP recommends using a separate clearing account, rather than the GL Account tied to the House Bank Account. This will make it easier to identify and resolve timing difference, and to reconcile the House Bank. This account should NOT be defined as a cash account.</p> <p>The system debits this account on the incoming payment and credits the account when you deposit the check into the appropriate bank account using the Deposit transaction.</p> <p>You can override this account on the incoming payment (check) if you desire.</p>	Assets	Manual @ transaction	NA	Yes	DR - Incoming Payment CR - Deposit
Cash on Hand	<p>Defines the system default clearing account used for Incoming Payments, where the Payment Means is "Cash".</p> <p>You should define the account as a Cash account.</p>	Assets	Manual @ transaction	Cash Account	Yes	DR - Incoming Payment CR - Deposit



# Consultants Toolkit – GL Determination Test DB

- Create a new GL Determination Test Database
- One GL Posting Account for each Determination
- Name the GL account to match the GL Determination
- Number the accounts based on the drawer (1 Assets, 2 Liabilities) they live in and a incrementing number
- Don't forget the additional default GL accounts
  - Tax Jurisdictions
  - Freight
  - Bank & Credit Card
  - Landed Cost
- Start posting transactions until all accounts have a balance

The screenshot shows the 'Choose Company' dialog box. It includes fields for 'User ID' (manager) and 'Password' (\*\*\*\*), a 'Change User' button, and 'Current Server' information (MSSQL\_2008, PALN00486876A). Below is a table of companies on the current server:

Company Name	Database Name	Localization	Version
CA Starter Package Te	CA_B1STARTER	Canada	881313
Canada COA	CA_COA	Canada	881313
<b>GL Determinations</b>	<b>GLDETERMINE</b>	<b>United States Of /</b>	<b>881313</b>
OEC Computers (DE	NSBODemoUS	United States Of /	881313
TEST US Starter Packa	US_B1STARTER_T	United States Of /	881313
US Starter Package Te	US_B1STARTER	United States Of /	881313

Additional controls include a 'New' button, a 'Refresh' button, and a 'Find By' section with radio buttons for 'Company Name' (selected) and 'Database Name'. There are also 'OK' and 'Cancel' buttons at the bottom.

Type of Account	Account Code	Account Name
Domestic Accounts Payable	⇒ 20002	Domestic Accounts Payable (AP)
Foreign Accounts Payable	⇒ 20003	Foreign Accounts Payable (AP)
Realized Exchange Diff. Gain	⇒ 70003	Realized Exchange Diff Gain (AP)
Realized Exchange Diff. Loss	⇒ 70004	Realized Exchange Diff Loss (AP)
Bank Transfer	⇒ 10005	Bank Transfer (AP)
Cash Discount	⇒ 70005	Cash Discounts (AP)
Cash Discount Clearing	⇒ 70006	Cash Discounts Clearing (AP)
Expense Account	⇒ 60003	Expense Account (AP)
Purchase Credit Account	⇒ 60004	Purchase Credit Account (AP)
Overpayment A/P Account	⇒ 60005	Overpayment A/P Account (AP)
Underpayment A/P Account	⇒ 60006	Underpayment A/P Account (AP)
Payment Advances	⇒ 20004	Payment Advances (AP)
Expense and Inventory Account	⇒ 50001	Expense and Inventory Account (AP)



# Thank You!

Dan Love

Customer Relations and Solution Advisor  
SAP Business One, North America  
Ecosystem & Channels Readiness

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