



# SAP Business One 9.3, version for SAP HANA

## Overview of the Exclusive Features

Global Roll-out, SAP  
March, 2018

# SAP Business One

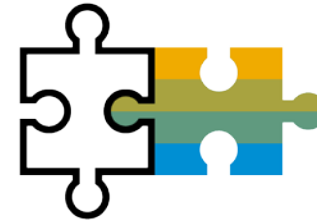
SAP's best selling ERP solution by number of customers



Used by **59,000+** customers and more than **950,000+** users



Available as **44** country localizations and in **27** languages



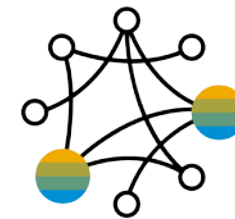
**~300** Software Solution Partners with **500+** solutions



Implemented by more than **700** Value Added Resellers worldwide



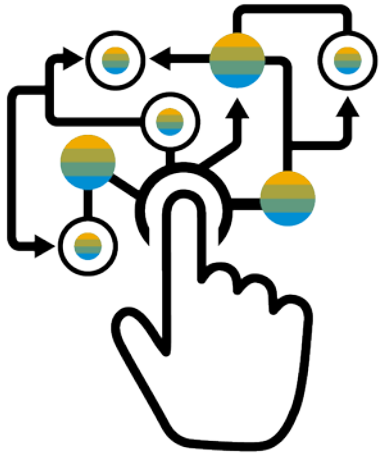
SAP Business One is installed and used in **170** countries



**360+** large enterprises are running SAP Business One in **2,400+** 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 at the moment 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.

# Capabilities in SAP Business One, version for SAP HANA

## User Experience

- 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

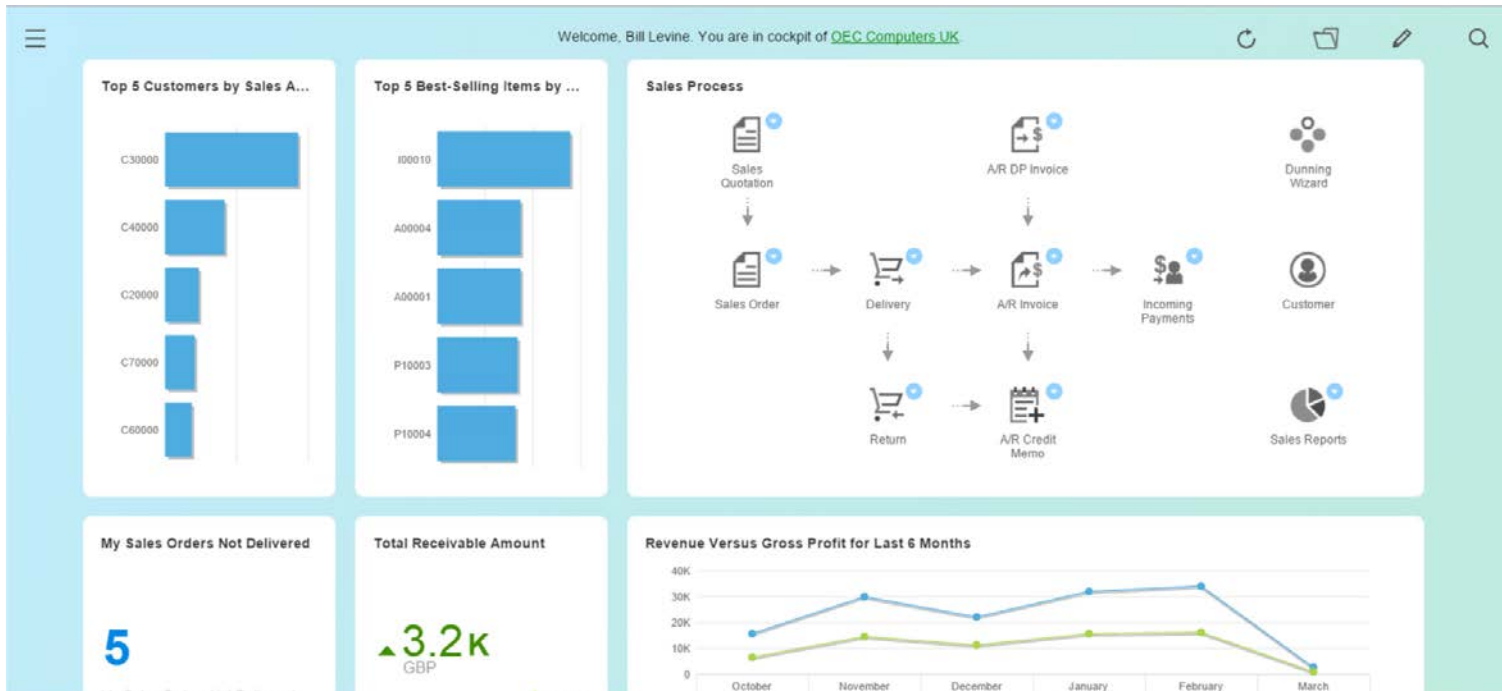
- Pervasive Analytics
- Customer 360°
- Interactive Analysis
- Excel Reports
- Sales Recommendation

## Platform Extensibility

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

# User Experience

# Fiori-Style Cockpit



- 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

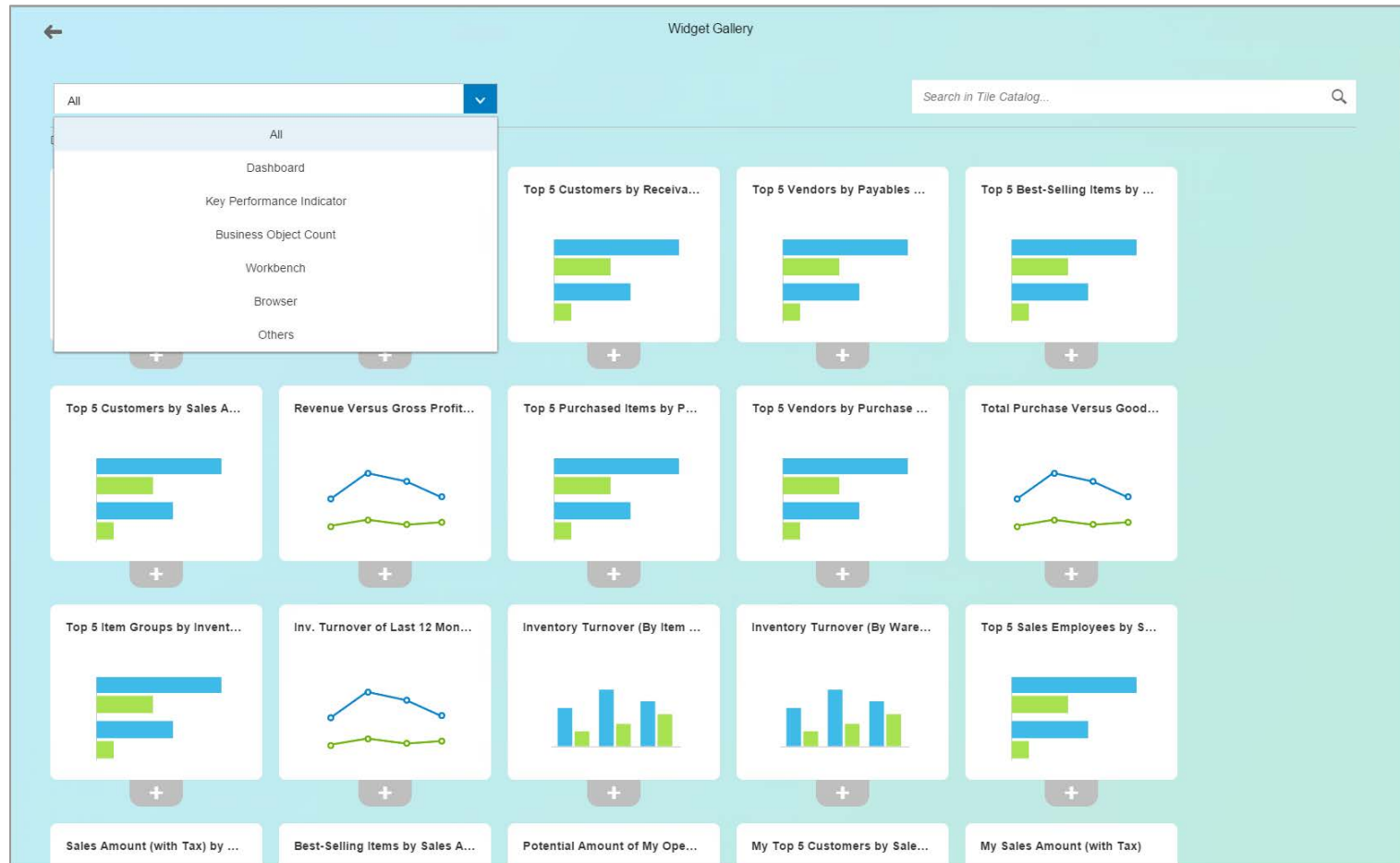
The image shows a screenshot of the SAP Fiori Cockpit interface. The main area displays a 'Sales Process' flowchart with steps: Sales Quotation, Sales Order, Delivery, Return, AR DP Invoice, AR Invoice, AR Credit Memo, Incoming Payments, Dunning Wizard, Customer, and Sales Reports. A 'Select Templates' dialog box is open, listing various templates. The 'Sales' template is selected. A secondary dialog box is also visible, showing 'Update My Cockpit' and 'Save As Template' options.

Select Templates	
<input type="checkbox"/>	Finance Public
<input checked="" type="checkbox"/>	Sales Public
<input type="checkbox"/>	Purchase Public
<input type="checkbox"/>	Inventory Public
<input type="checkbox"/>	My Sales Cockpit Public
<input type="checkbox"/>	Start Cockpit Private

- Predefined Cockpit Templates for Finance, Sales, Purchase and Inventory
- Creation of own Cockpit Templates
- Assign templates to User Groups
- Central template management and assignment

# Fiori-Style Cockpit

## Widget Gallery

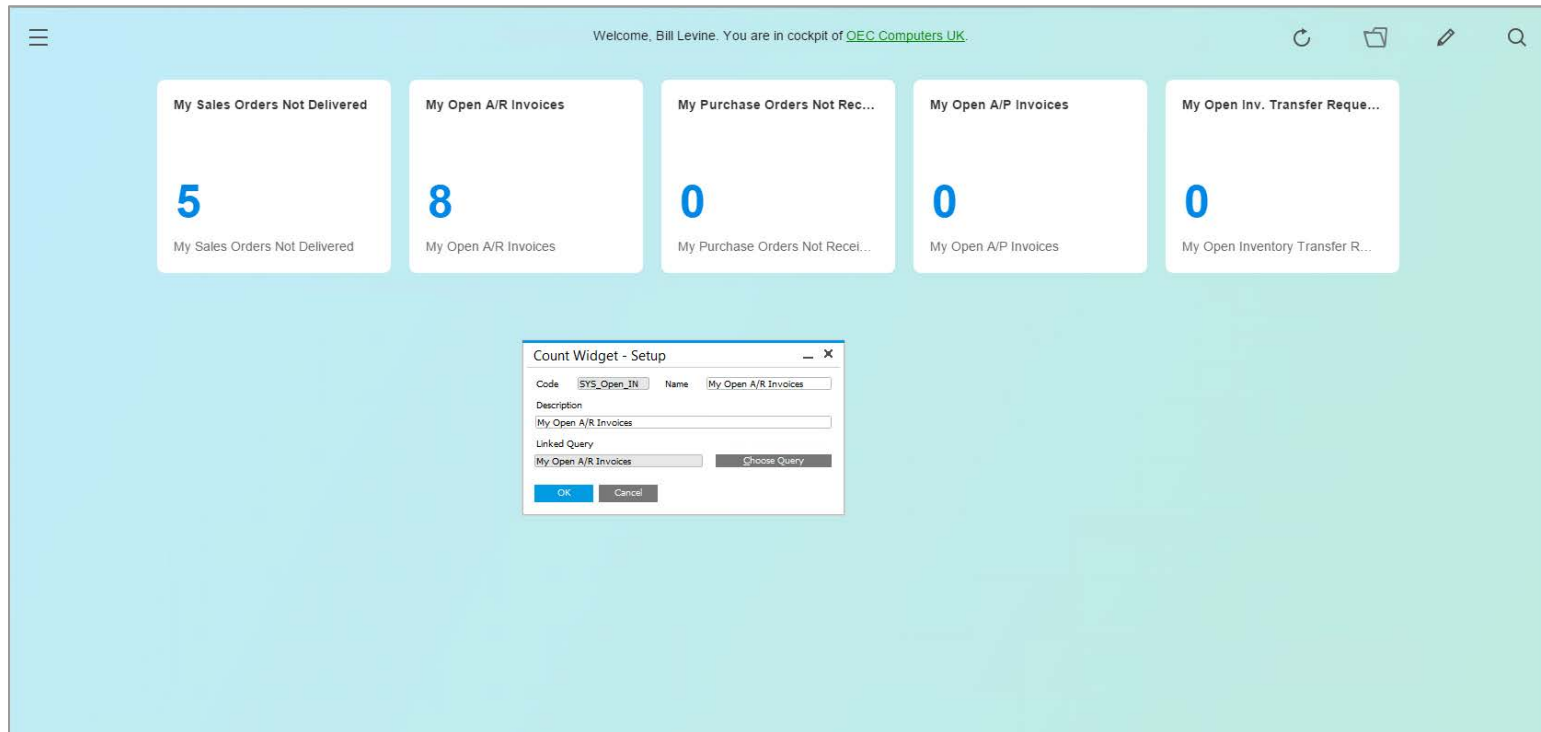


- Several predefined Widget types available:
  - Dashboard Widgets
  - KPI Widgets
  - Count Widget
  - Workbench Widget
  - Common Function Widget
  - Browser Widget
  - Messages and Alerts Widget
  - Recently Updated Widget



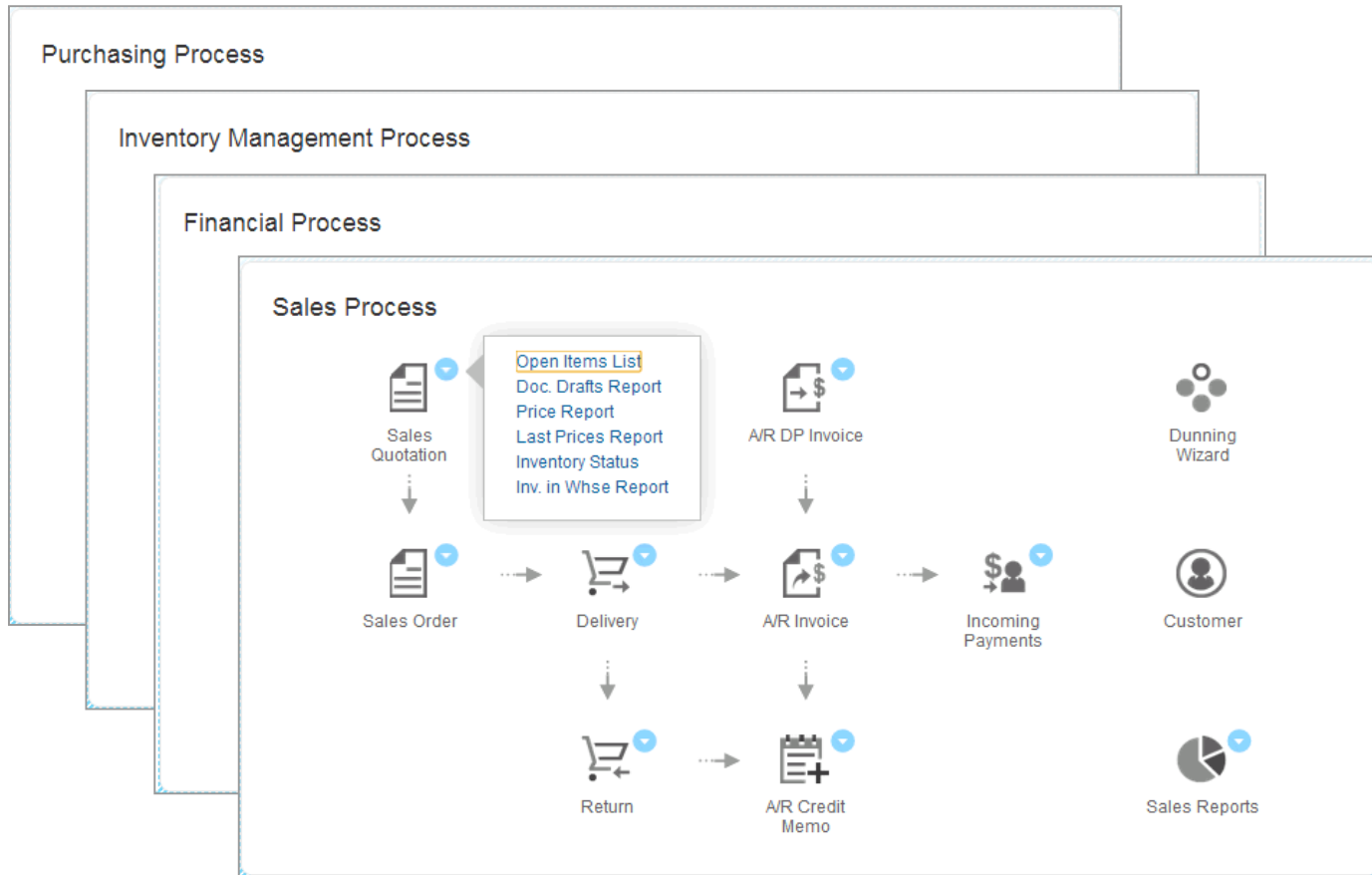
# Fiori-Style Cockpit

## 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
- 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

# 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](#)

# Enterprise Search

The screenshot displays the SAP Business One Enterprise Search interface. The top navigation bar shows the user's name (Bill Levine) and the company name (OEC Computers UK). The search results are displayed in a table format, with columns for document number, BP code, BP name, status, posting date, and due date. The search criteria are set to "Sales A/R Invoice" and "Status". The results list several invoices, including Sales A/R Invoice 1315, 1319, 1323, 1324, 1331, 1330, and 1351. A search template dialog is open, showing a search template name and save/cancel buttons. A tooltip is visible over the 'Item Code' column of the invoice details, showing a table with columns: Item Code, Description, Quantity, Price, Discount %, Line Total, and Project. The tooltip table contains two rows of data.

Item Code	Description	Quantity	Price	Discount %	Line Total	Project
A00003	J.B. Officeprint 1186	25.000000	225.000000	0.000000	5625.000000	N/A
C00015	Laptop Case - Industrial Look	60.000000	48.000000	0.000000	2215.200000	N/A

- 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

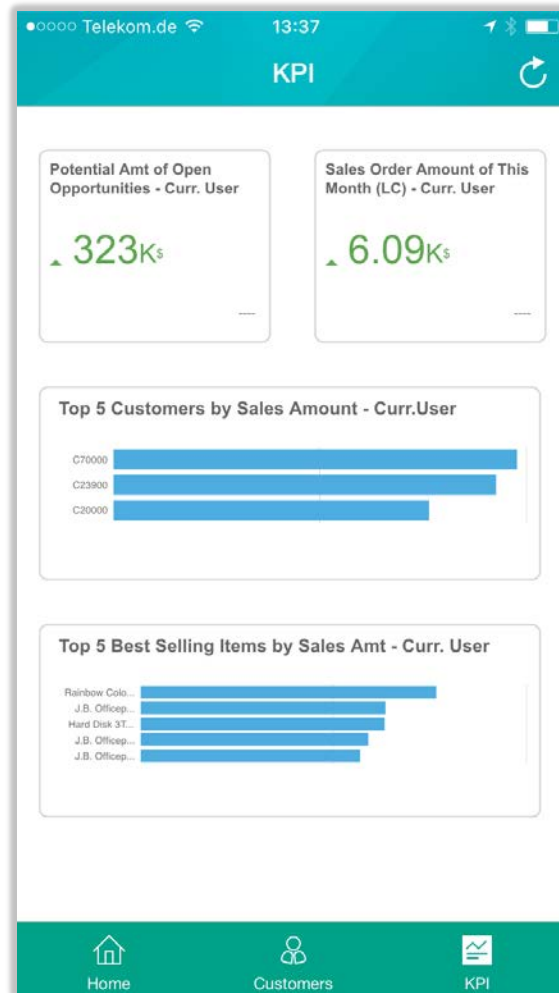
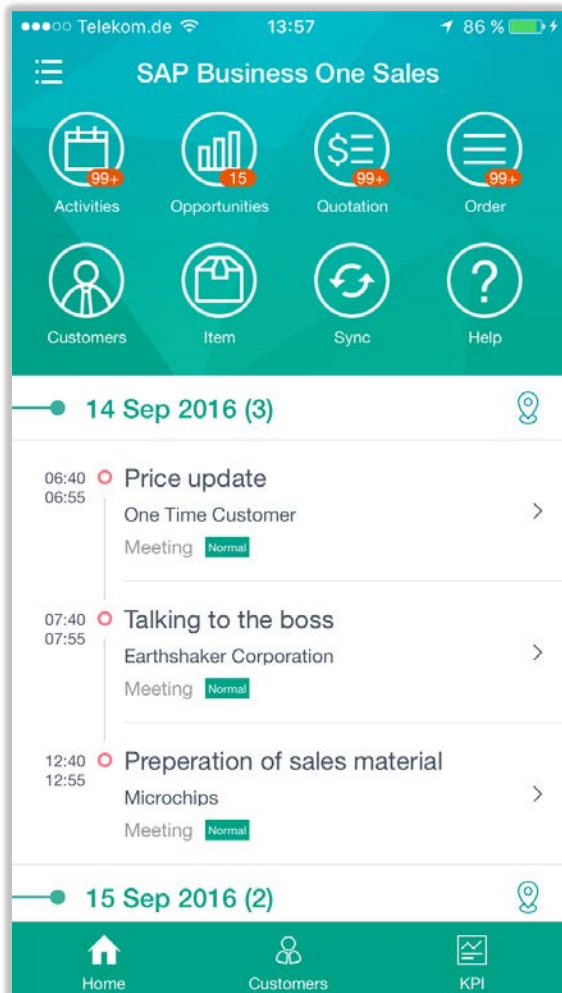
# Analytical Portal

The image shows two screenshots of the SAP Analytical Portal interface. The top screenshot displays the 'All Reports' view, which is organized into several categories: Purchasing, Sales, Customer Relationship Management, Stock, and Financials. Each category has an 'Expand All' button and a list of reports. For example, under Sales, there are 'Annual Sales Analysis (by Quarter)' and 'Monthly Customer Status'. The bottom screenshot shows the 'Report Scheduling' view, which contains a table of scheduled tasks. The 'Type' column in this table is highlighted with a purple box.

Scheduled Task	Report Name	Category	Type	Creation Time	Action
Monthly Customer Status	Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:53	
Purchase Analysis	Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:27:05	
Opportunity Report	Sales Opportunities Report	Customer Relationship Man...	Excel	2017-07-14 13:25:28	
Sales Analysis	Annual Sales Analysis (by Q...	Sales	Crystal	2017-07-14 13:08:25	

- 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

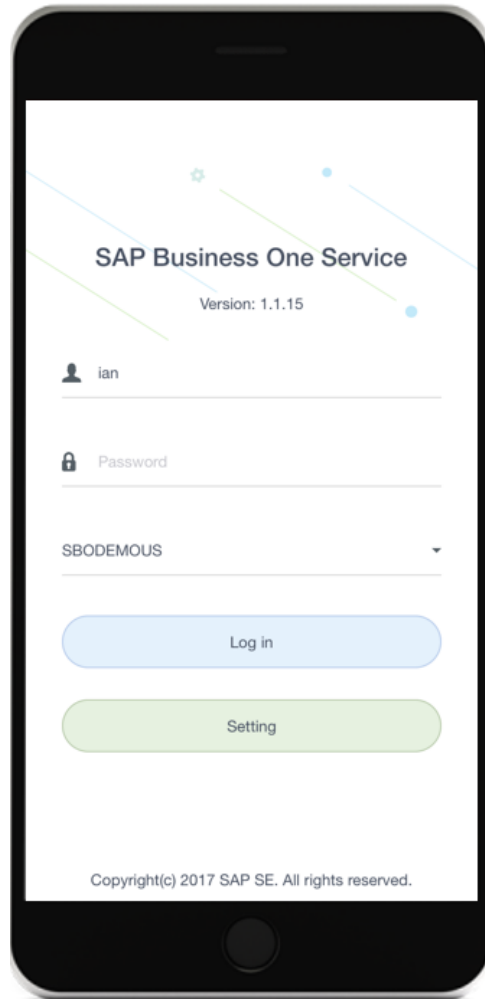
# SAP Business One Sales Mobile Native App



- 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

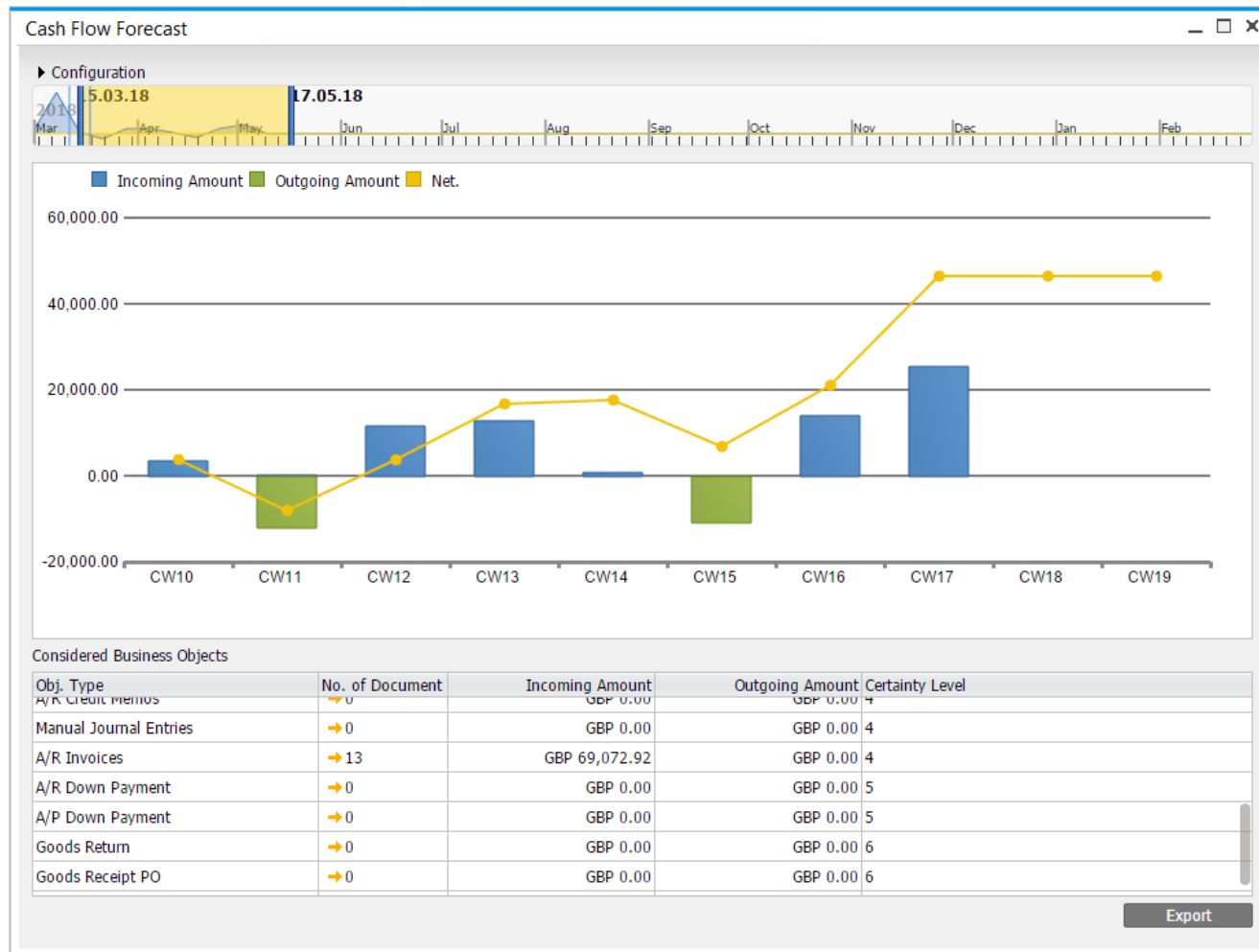
Planned



- 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**

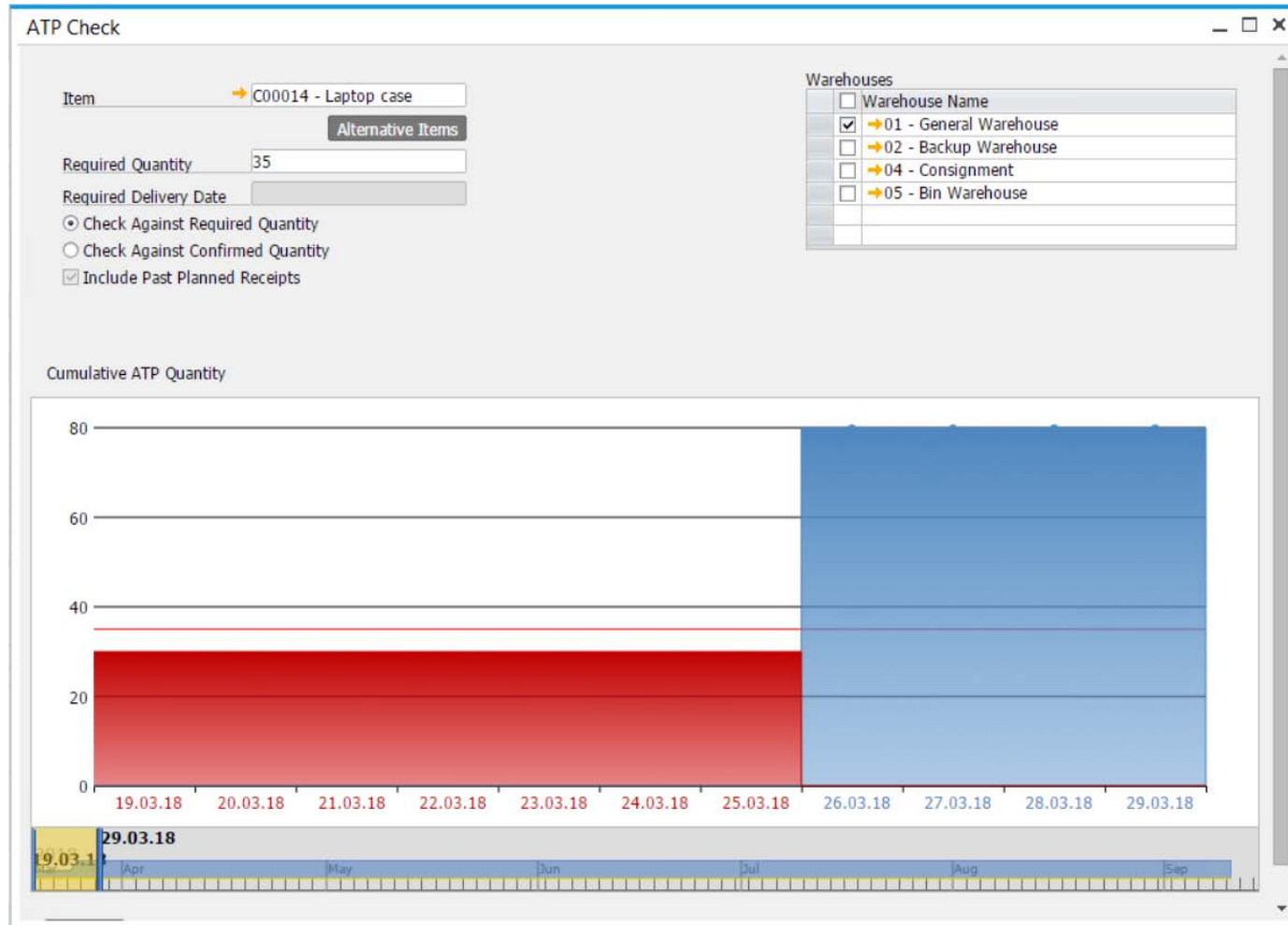
# Cash Flow Forecast



- 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

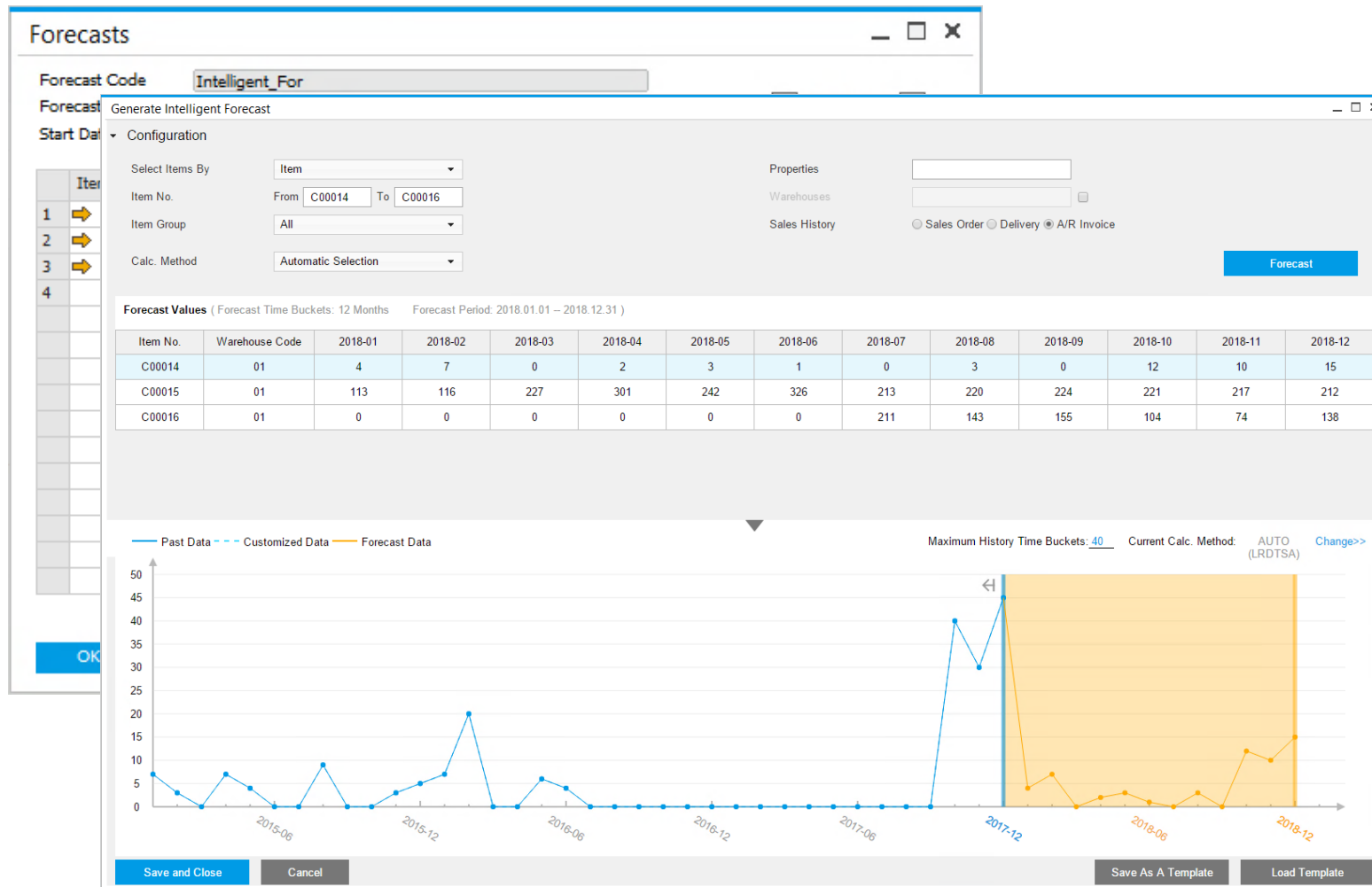


# Advanced Available to Promise (ATP)



- 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)
  - 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

Delivery Schedule Management

Item → A00002 - J.B. Officeprint 111 Warehouse → 01 - General Warehouse **Inventory 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 (Inv. UoM)	Confirmed	Unconfirmed	Delivery Date
1 → Sales Order No.1234 / Line0	C40000 Earthshaker Corporation	12	12		02.03.18
Scheduled Delivery 1 12					02.03.18
2 → Sales Order No.1233 / Line0	C40000 Earthshaker Corporation	10	10		25.02.18
3 → Sales Order No.1232 / Line0	C30000 Microchips	12	12		22.02.18
4 → Sales Order No.1229 / Line0	C110010 Best Hotels	10	10		18.02.18
5 → Sales Order No.1230 / Line1	C20000 Maxi-Teq	1	1		18.02.18
6 → Sales Order No.1231 / Line0	C23900 Parameter Technology	15	15		02.02.18

**Preview** **Cancel**

- 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

The image shows two side-by-side screenshots from an SAP system. The left screenshot is the 'Business Partner Master Data' form for 'Microchips'. It displays various fields such as 'Code' (C30000), 'Name' (Microchips), 'Group' (Large Accounts), and 'Currency' (British Pound). It also shows a summary of financial data: Account Balance (48,731.56), Deliveries (9,423.15), Orders (3,953.71), and Opportunities (4). The right screenshot is an 'Analytics' dashboard titled 'Top Sold Items'. It features a bar chart showing 'SUM(Net Sales Amount (LC))' for three items: 'Server Point...', 'Rainbow 1200...', and 'J.B. Officep...'. The y-axis ranges from 0 to 10K. The chart shows that 'Server Point...' has the highest sales, followed by 'Rainbow 1200...', and 'J.B. Officep...' has the lowest.

- 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

The screenshot displays the 'Pervasive Analytics' KPI Designer interface. The main window is titled 'KPI Designer' and is divided into several sections:

- Left Panel:** A search bar and a navigation tree with categories like 'User-Defined Query', 'Calculation View', 'Administration', 'Purchasing', and 'Sales'.
- Value Settings:** A configuration area for 'Gross Profit YTD'. It includes fields for 'Gross Profit YTD' and 'Gross Profit Amount'. Below, there are options to 'Set KPI Value' (Sum, Currency), 'Set KPI Goal' (The target value for this year, 0), and 'Set KPI Trend' (Year-Over-Year Basis).
- Preview:** A live preview of the KPI card showing 'Gross Profit YTD' with a value of '32.97k GBP' and a green upward arrow.
- Dashboard:** A vertical stack of four KPI cards, each with a title, a value, and a trend indicator:
  - Working Capital:** 1.59 M\$, 0% change.
  - Inventory Value:** 4.01 M\$, 0% change.
  - Payables Overdue:** 72.01 K\$, 0% change.
  - Total Liabilities:** 1.38 M\$, 0% change.

- 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

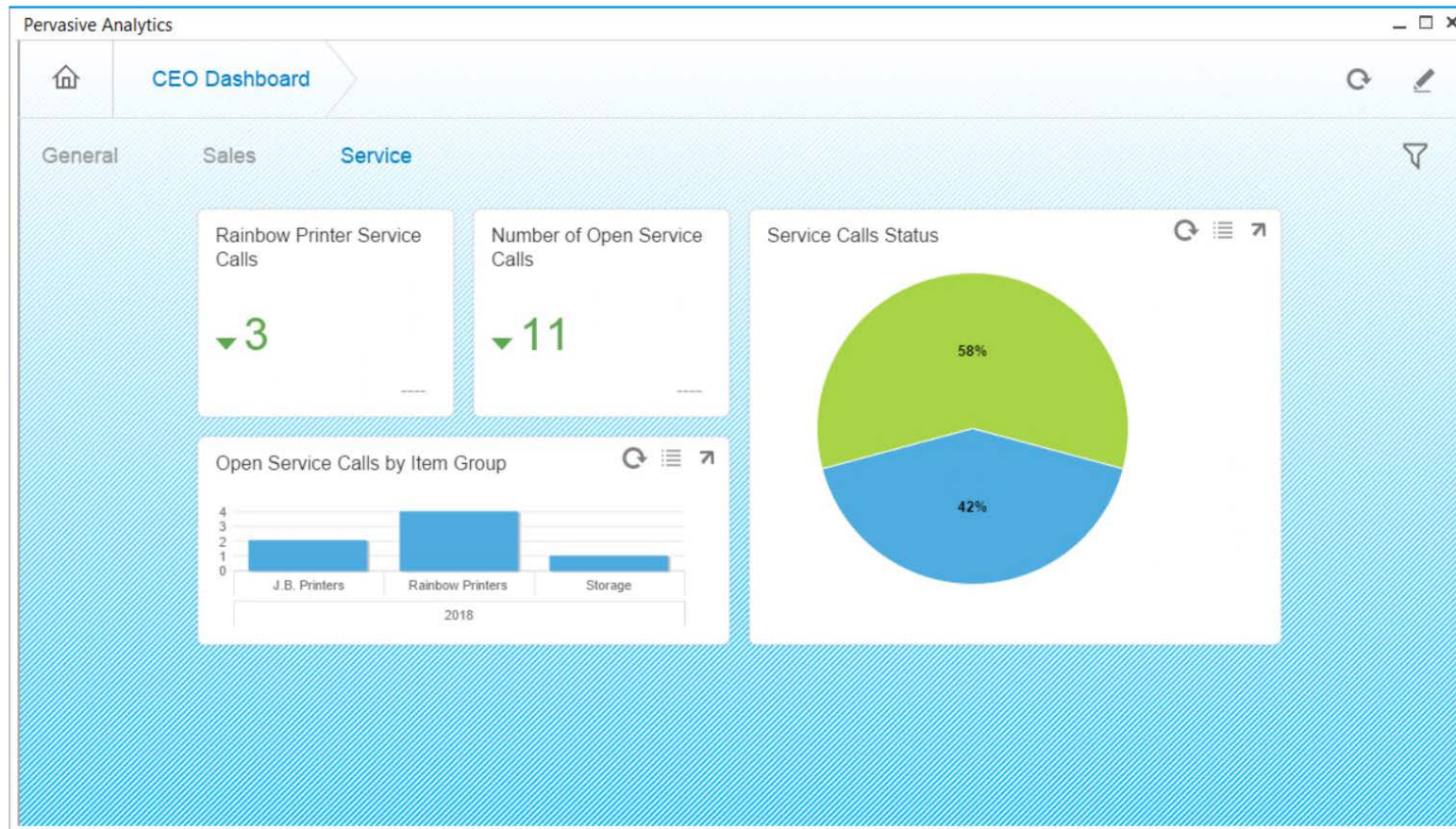
## Insight to Action

The image displays the SAP Pervasive Analytics interface. On the left, a panel titled 'Action (4)' lists actions: 'Display Dashboard in Sidebars', 'Link to SAP Business One Windo...', and 'Actions To Be Triggered'. Below this, a list of actions includes 'Open Business Partner Master D...', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. On the right, a configuration window for 'Open SAP Business One Window 1' is shown, with fields for 'Action Name', 'Target SAP Business One Window', and 'Data Binding'. The 'Data Binding' section shows a binding between 'Dashboard Dimension' and 'Target SAP Business One Window Field'. Below the configuration window, a 'Sales Dashboard' is shown with a bar chart and callouts for 'Open Business Partner Master Data', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'.

- 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

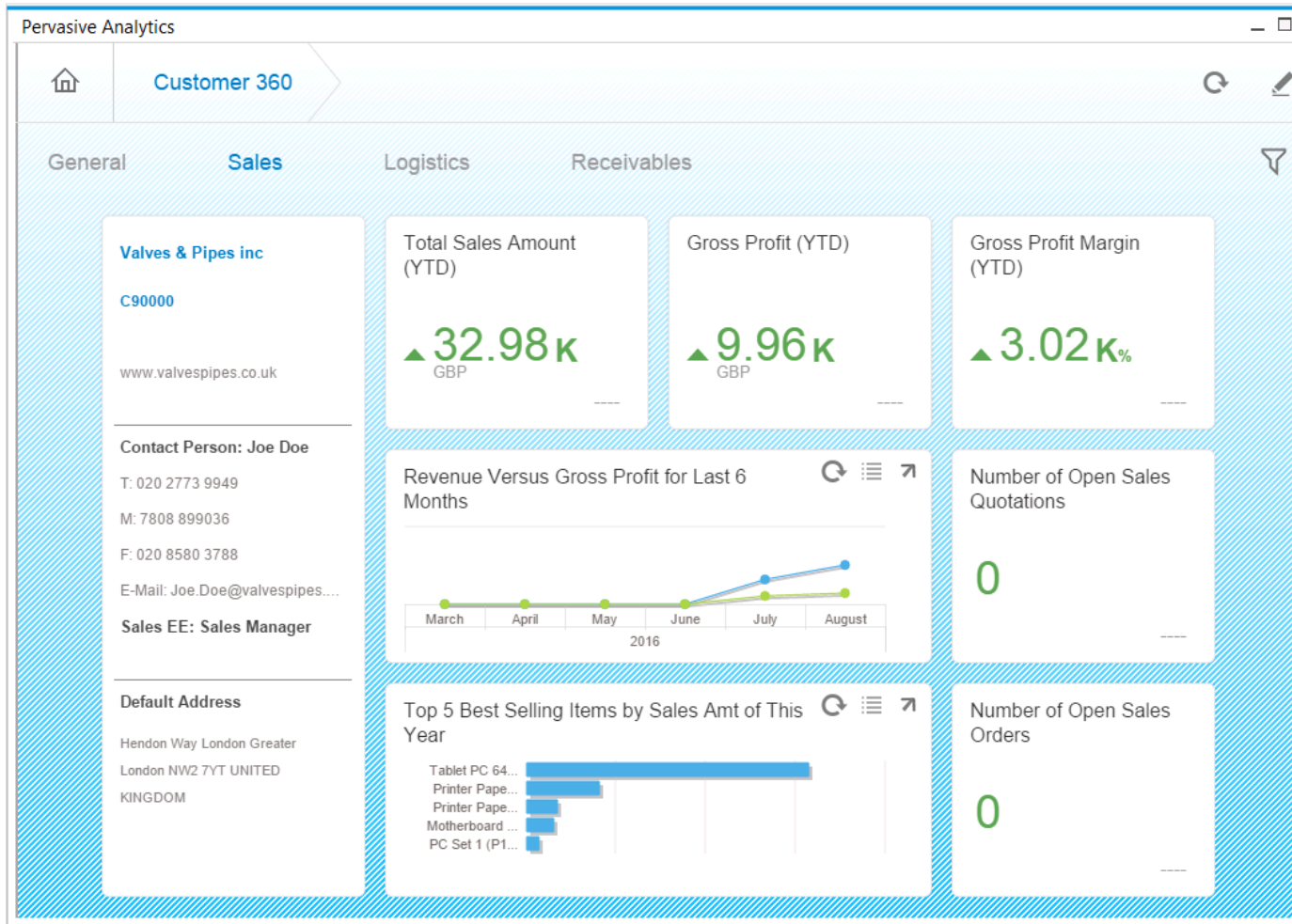
## Advanced Dashboards



- Ability to a Dashboards 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

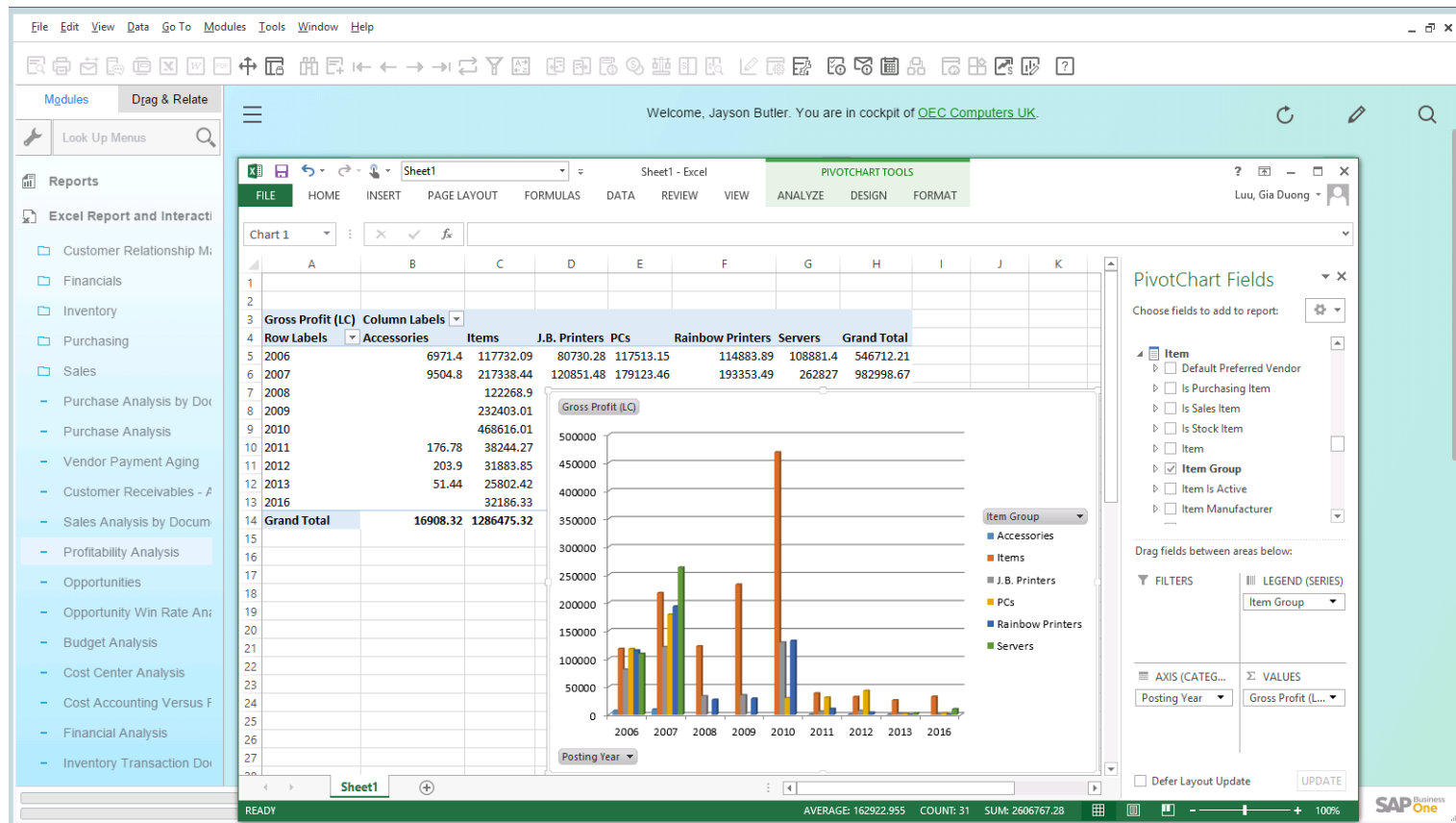


# Customer 360°



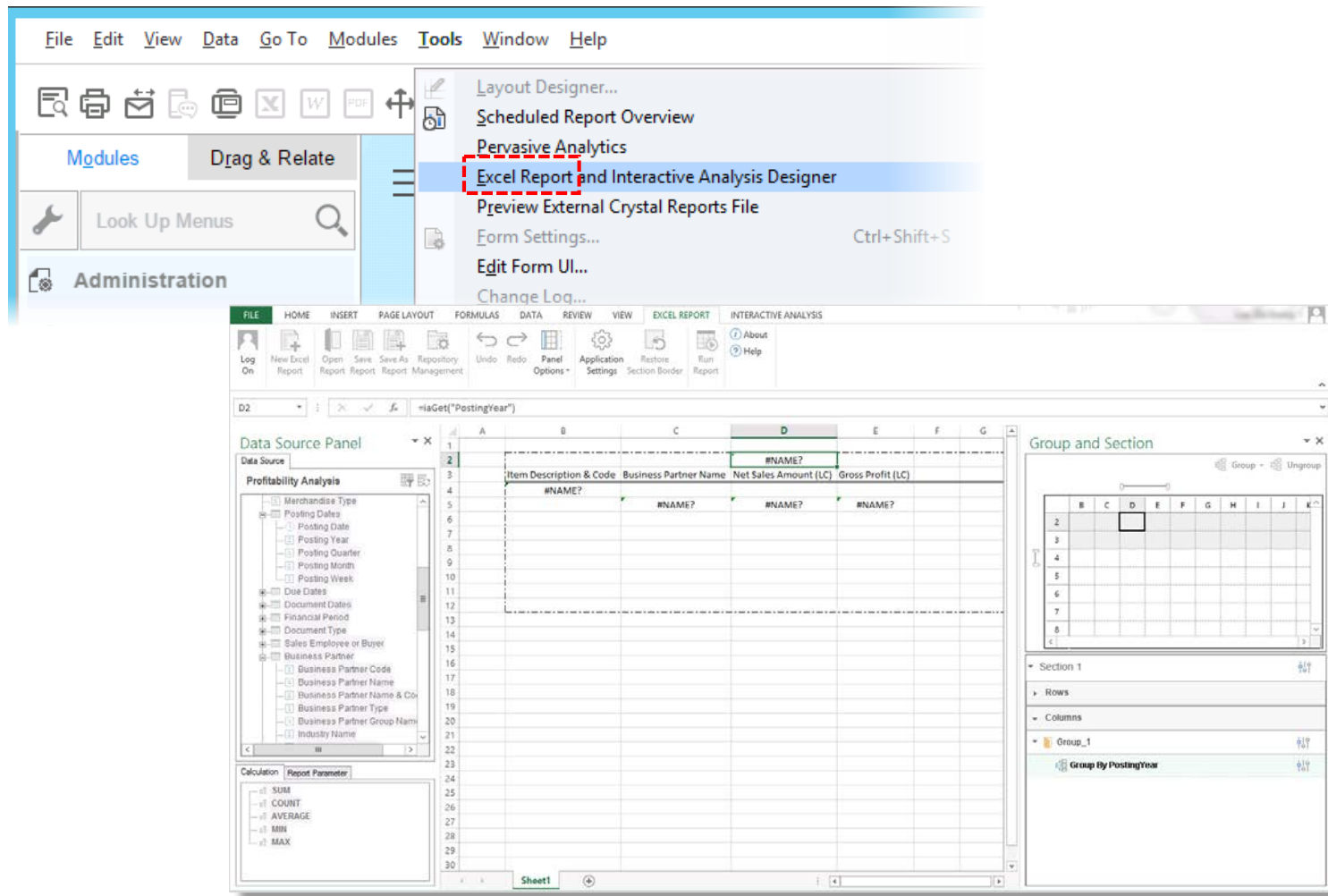
- New advanced dashboard provides a 360° customer view.
- Key facts on customer at a glance, containing numerous KPIs and key customer data.
- Accessed via Business Partner Master Data  
→ You Can Also.
- Link the Customer 360° Advanced Dashboard as an action to an existing Dashboard for easy access.

# Interactive Analysis



- 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 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

The screenshot displays three overlapping SAP windows. The top-left window is 'Sales Quotation' for customer C30000 (Microchips, Judy Brown), showing hardware status and a value of 200.00GBP. The bottom-left window is 'Sales Order' for customer C20000 (Maxi-Teq, Norm Thompson), showing a list of items including J.B. Officeprint 1111, Laptop Case - Industrial Look, and Laptop Case - Design Your Own Style, with a total of 236.04GBP. The right window is 'Sales Recommendation' for customer C30000, listing items like Officeprint 1420, Officeprint 1186, and Officeprint 1111 with their respective values and 'Add' buttons. A sidebar on the right of the recommendation window is labeled 'Recommendation'.

- 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

The screenshot displays the SAP Business One interface for a customer. The top navigation bar includes 'Home', 'Customers', 'Suppliers', 'Products', and 'Orders'. The main content area is divided into 'OVERVIEW', 'LEADS', 'MARKET INFORMATION', 'COMPETITORS', and 'TARGET GROUPS'. The 'Customers' section shows a table of customer records with columns for Customer ID, Company Name, and Contact Name. The 'Orders' section shows a table of order records with columns for Customer ID, Order Number, EmployeeID, City, and Country. A detailed view of the 'Du monde entier' customer is shown, including a photo of Janine Labrune, her contact information, and a map of Nantes, France.

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

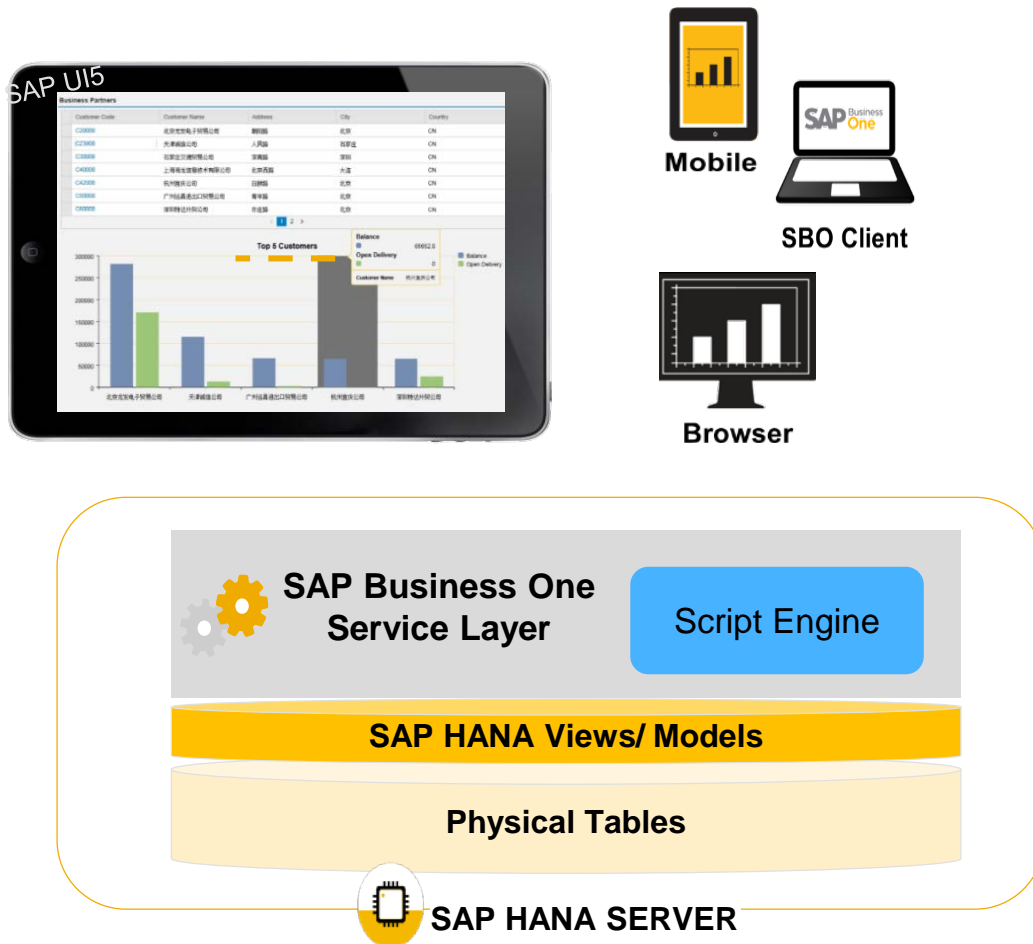
Customer ID	Order Number	EmployeeID	City	Country
DUMON	10311	00001	Nantes	France
DUMON	10609	00007	Nantes	France
DUMON	10683	00002	Nantes	France
DUMON	10890	00007	Nantes	France

Customer Profile: Du monde entier  
Contact Name: Janine Labrune  
Contact Title: Owner  
Address: 67, rue des Cinquante Otages  
City: Nantes  
Region:   
Postal Code: 44000  
Country: France

- Empower SAP Business One ecosystem to build easy to extend, lightweight, web-based, analytical applications providing business insights
- 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

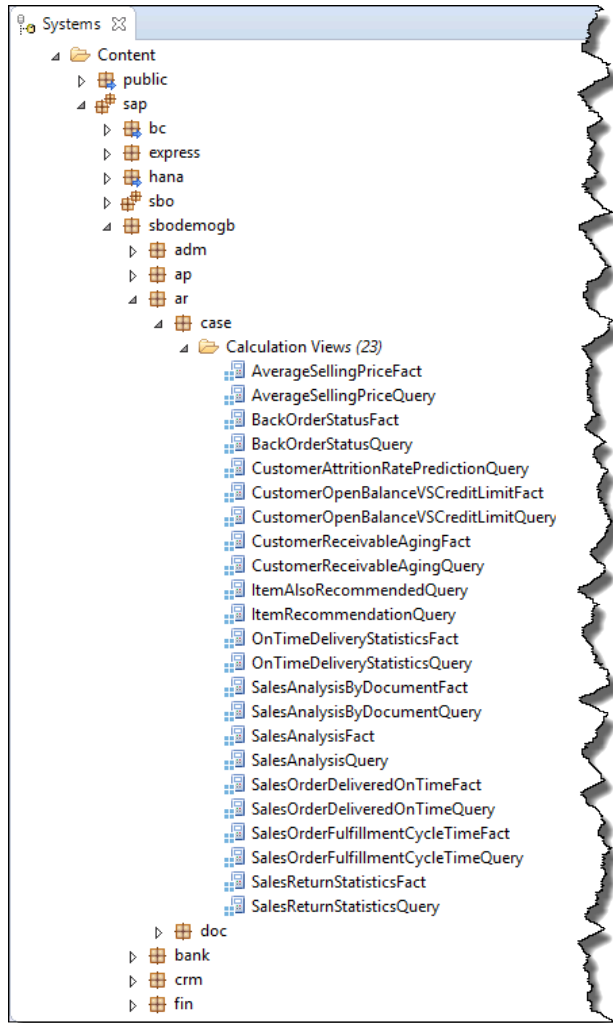


- Equivalent Business Object coverage to DI API
- SAP HANA views can be queried to retrieve all necessary data at once
- Built on core protocols such as HTTP and Odata
- Implement server-side JavaScript extension hosted in Script Engine
- Highly scalable (parallel-processing)
- High availability (load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

## 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-to-use
- 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



**Thank you.**