



SAP Business One 10.0, version for SAP HANA

Overview of the Exclusive Features

SAP Business One, Global Roll-Out
April 2020

PUBLIC

SAP Business One

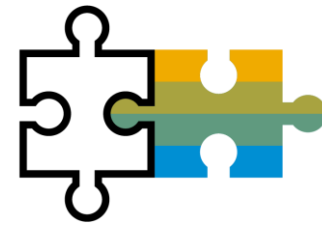
SAP's best-selling ERP solution by number of customers



Used by **70,000+** customers



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



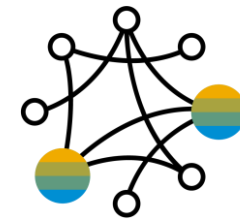
~300 Software Solution Partners
with **500+** solutions



Implemented by more than **850** Value
Added Resellers worldwide



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

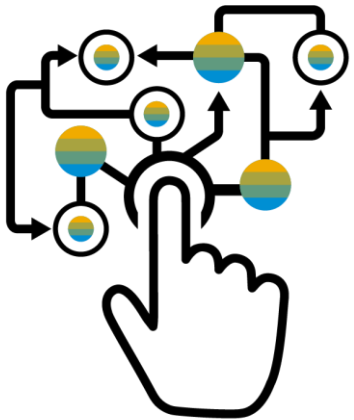


360+ large enterprises are running SAP
Business One in **5,600+** subsidiaries

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 when 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.

Exclusive Capabilities in SAP Business One, version for SAP HANA*

User Experience

- Web Client (including Analytics)
- 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

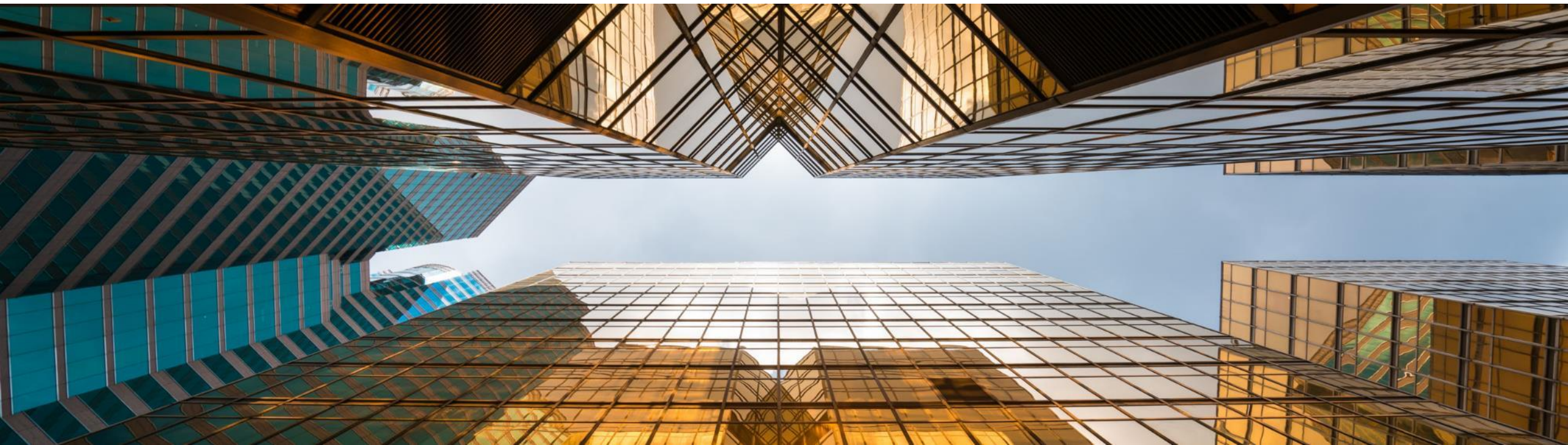
Platform Extensibility

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

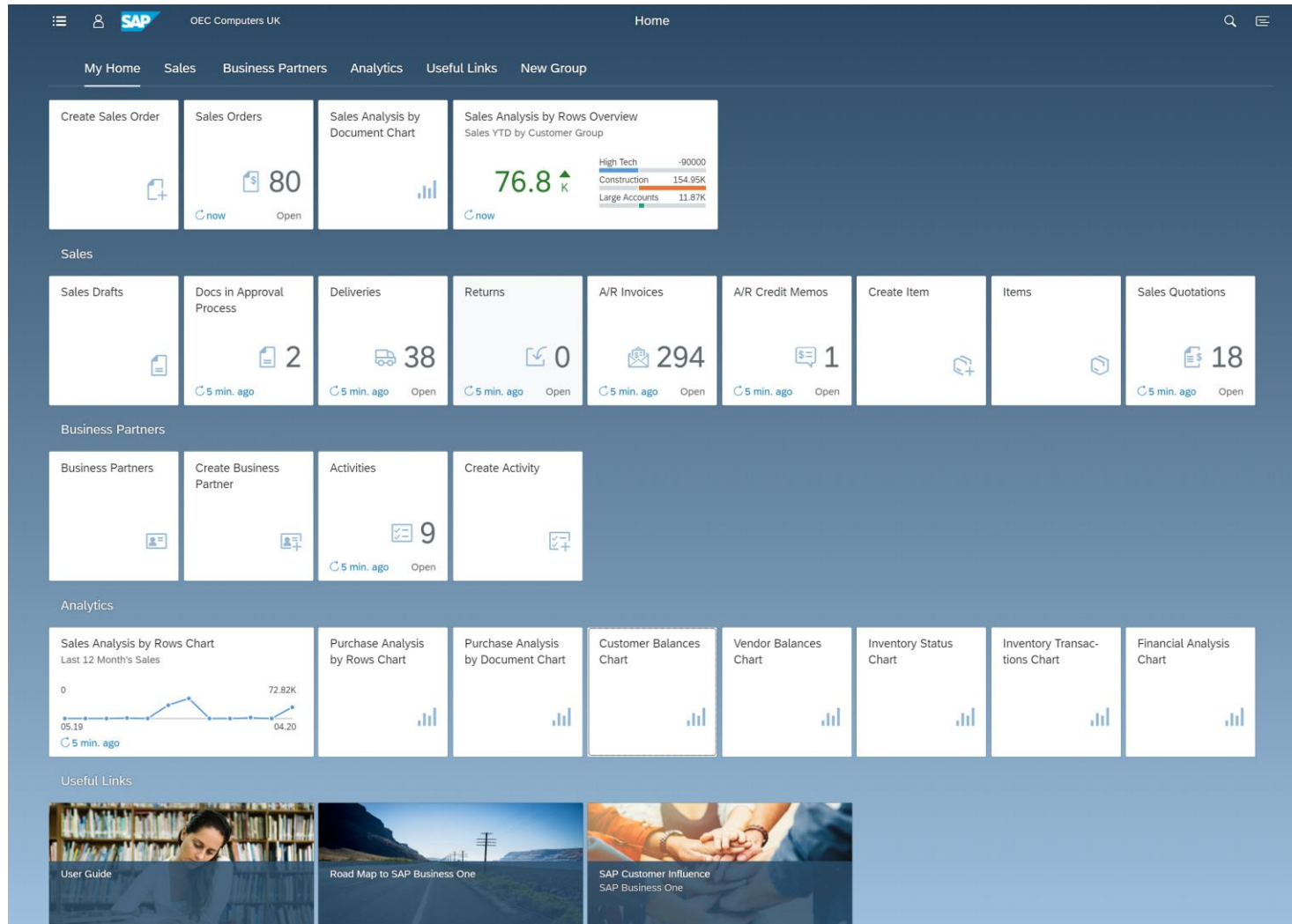
* For a complete picture of SAP Business One, see this [Introduction to SAP Business One](#)

User Experience

All screenshots are showing the new skin “Belize Deep” that is available as of release 10.0

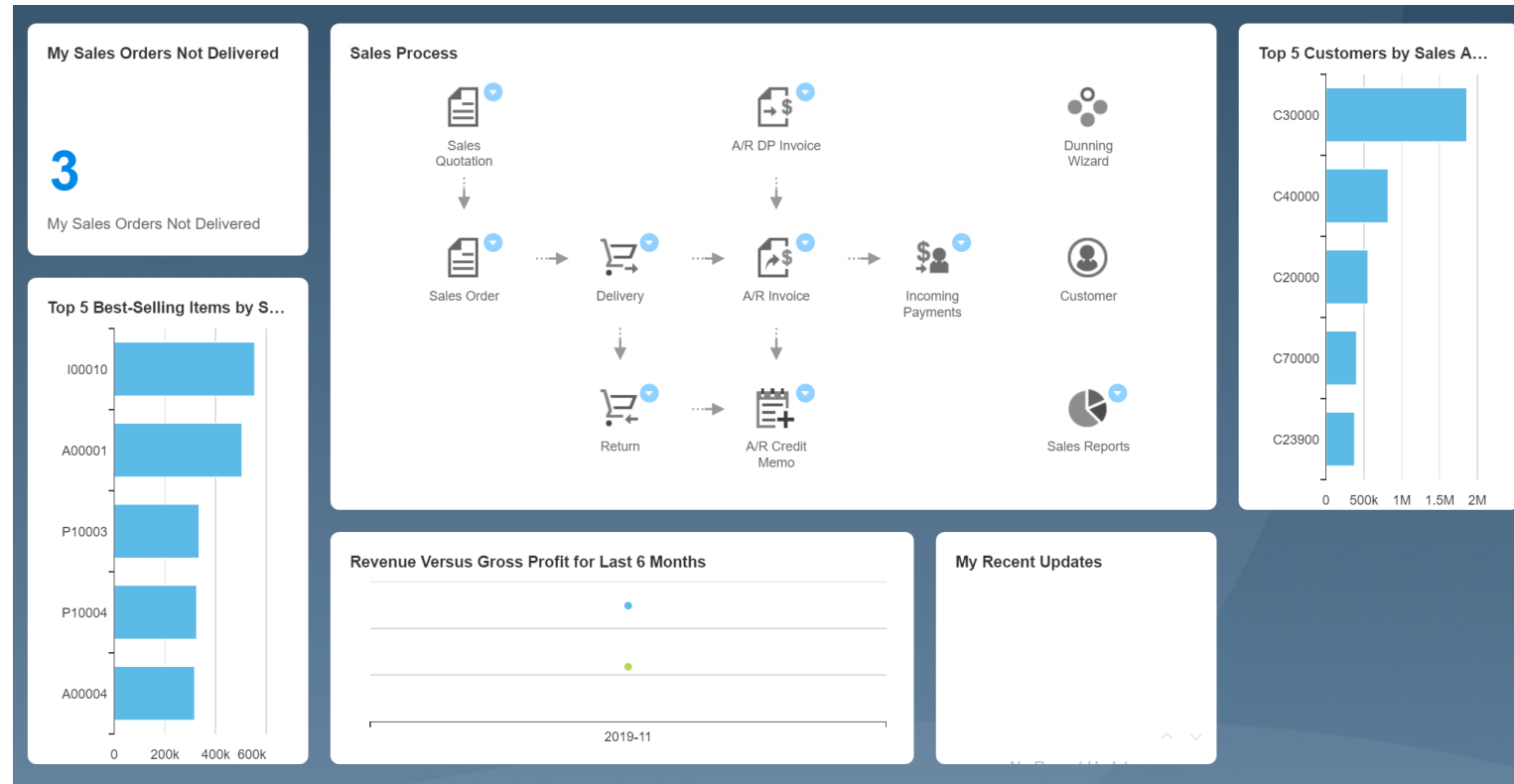


Web Client Built-in Analytics



- Sophisticated analytic charting capabilities and content available
- Analysis to get insights to
 - ✓ Sales Quotation
 - ✓ Sales
 - ✓ Purchase
 - ✓ Customers
 - ✓ Vendors
 - ✓ Inventory
 - ✓ Financials
- Creation of multiple dashboard screens using the Screen Designer
- Adapting *Filters* gives flexibility to configure different sets of data
- See the [Web Client User Guide](#) for an overview of all Web Client features

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 screenshot displays the SAP Fiori Cockpit interface. The main area shows a 'Sales Process' flowchart with steps: Sales Quotation, Sales Order, Delivery, Return, A/R DP Invoice, A/R Invoice, A/R Credit Memo, Incoming Payments, Dunning Wizard, Customer, and Sales Reports. A chart titled 'Top 5 Vendors by Payables O...' is visible, showing data for V50000, V21000, V70000, V60000, and V22000. A 'Select Templates' dialog is open, listing Finance, Sales, Purchase, and Inventory, all marked as 'Public'. A red box highlights the 'Update My Cockpit' and 'Save As Template' options in the bottom right corner of the dialog.

Sales Process

Sales Quotation → Sales Order → Delivery → Return → A/R DP Invoice → A/R Invoice → A/R Credit Memo → Incoming Payments → Dunning Wizard → Customer → Sales Reports

Top 5 Vendors by Payables O...

Vendor	Payables (k)
V50000	~55k
V21000	~10k
V70000	~5k
V60000	~5k
V22000	~5k

Select Templates

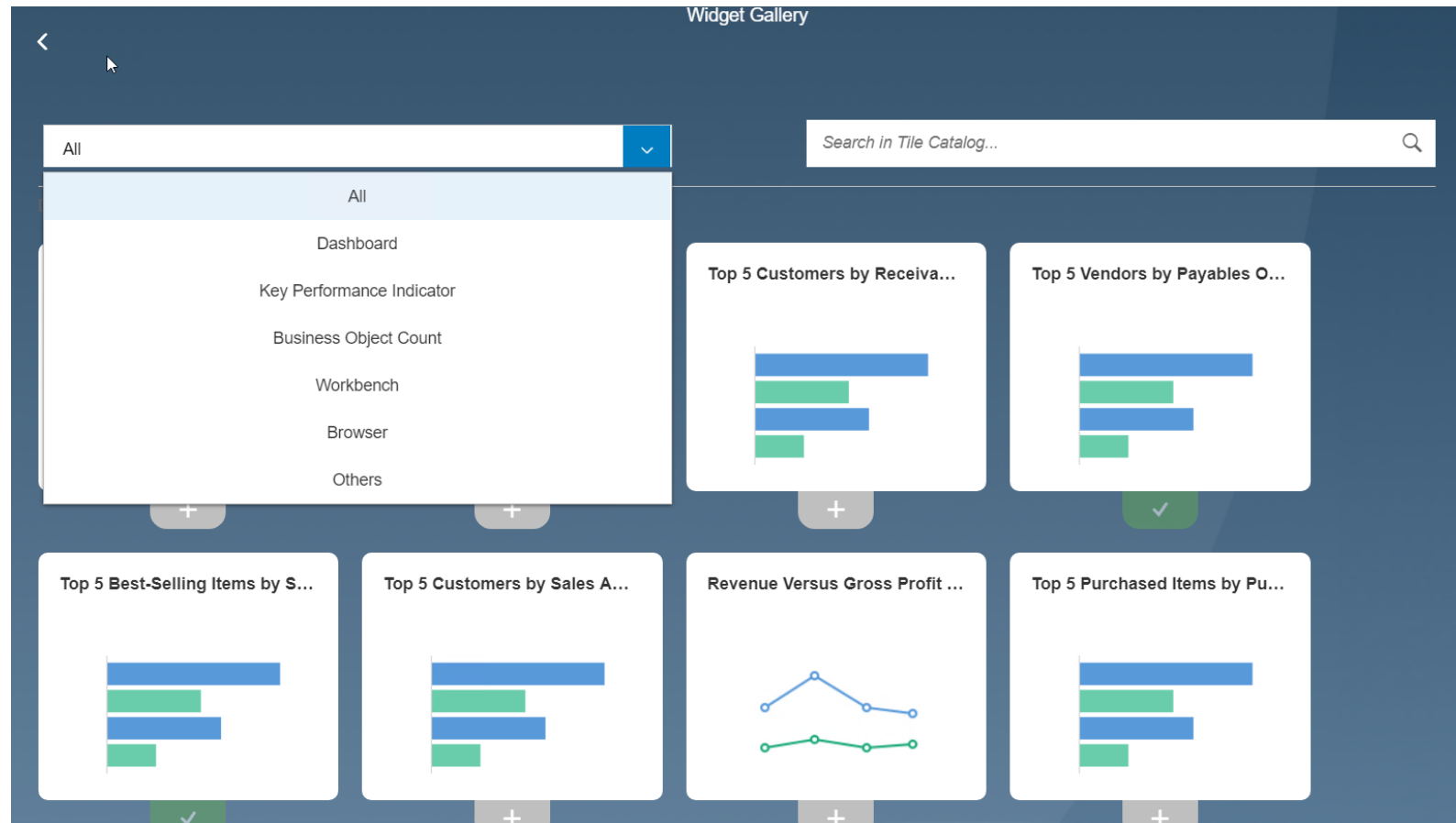
Template	Assignment
☐ Finance	Public
☐ Sales	Public
☐ Purchase	Public
☐ Inventory	Public

Update My Cockpit
Save As Template

- 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

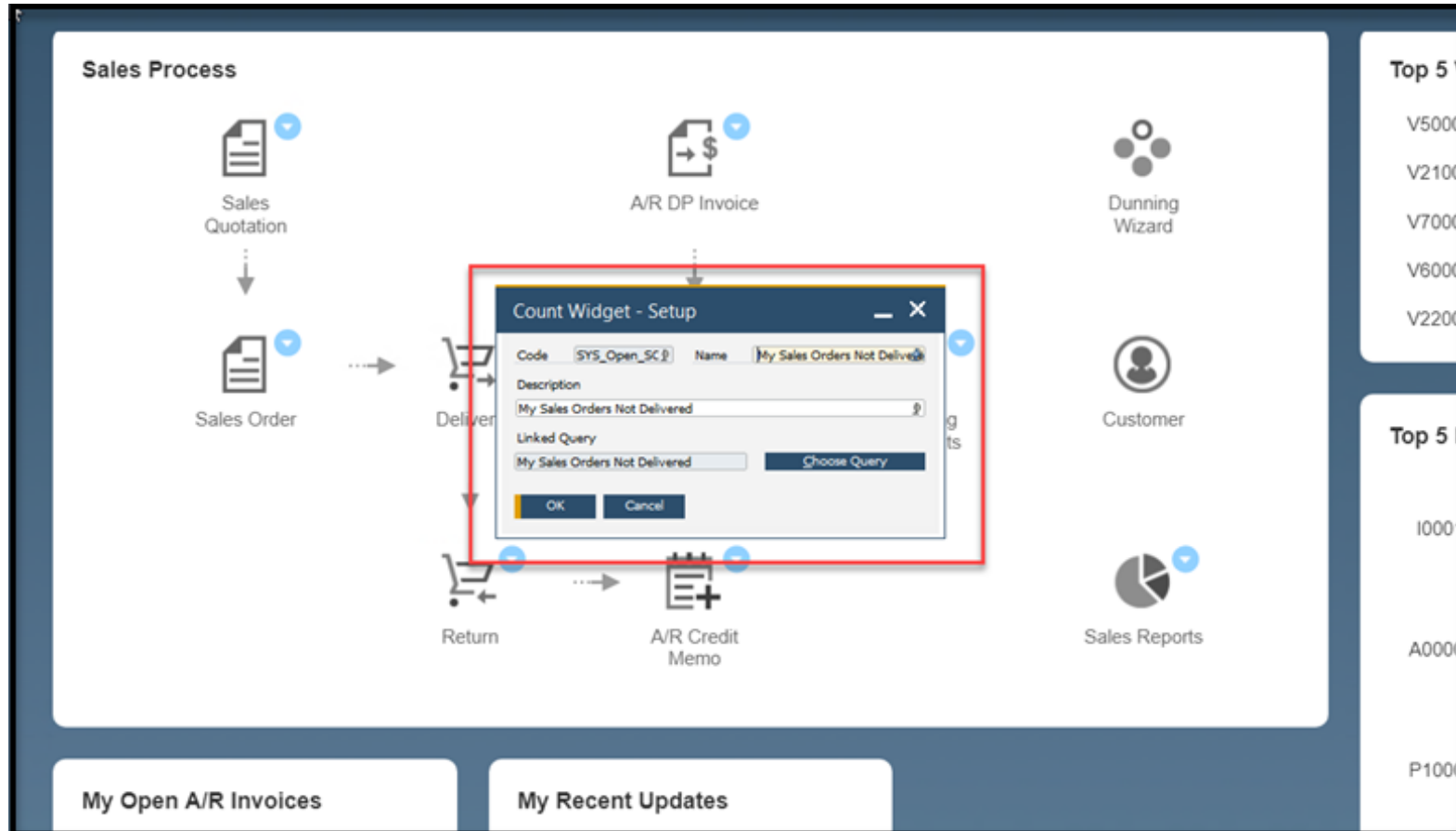
Widget Gallery



- 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

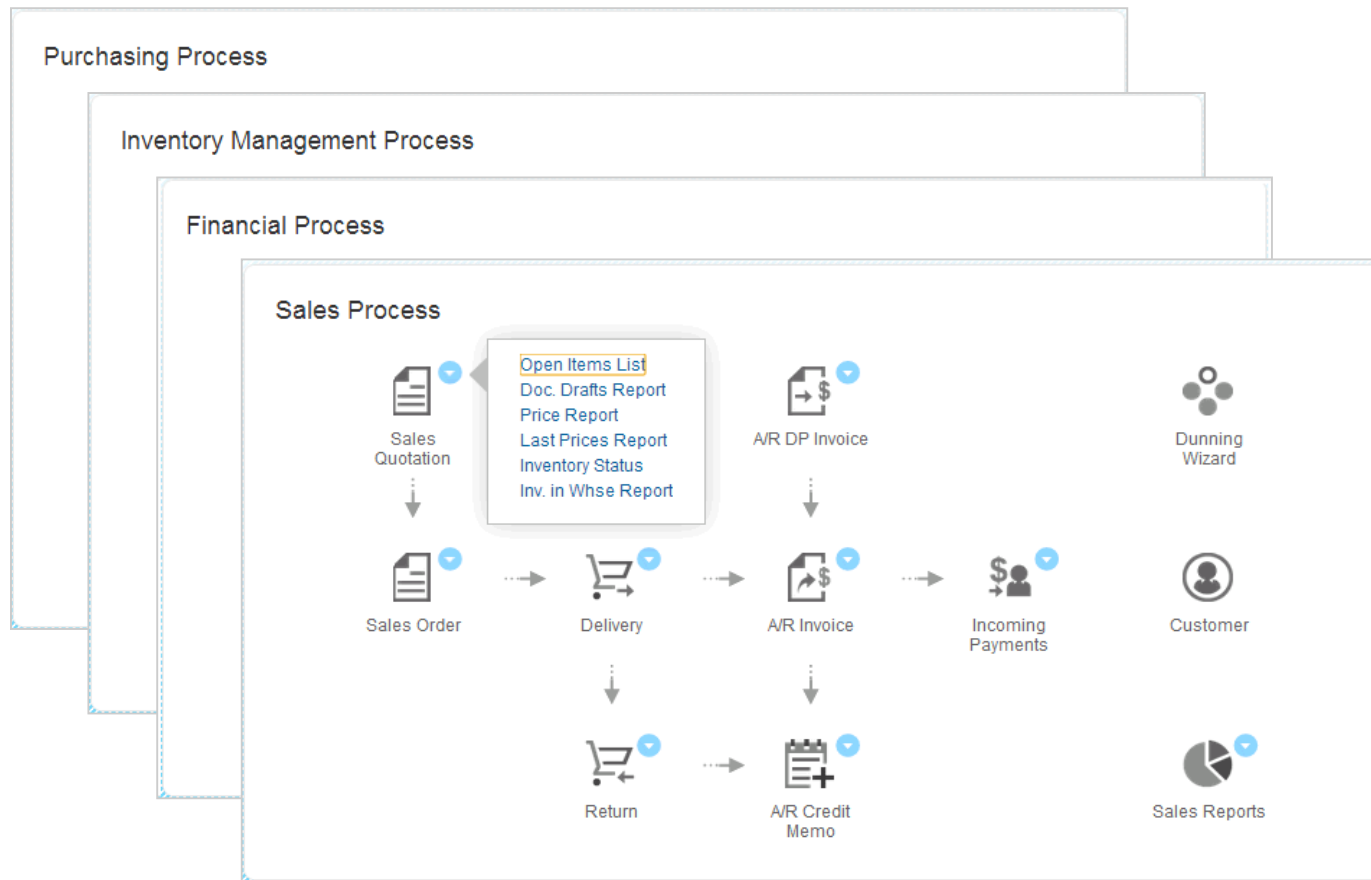
Count Widget



- 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](#)

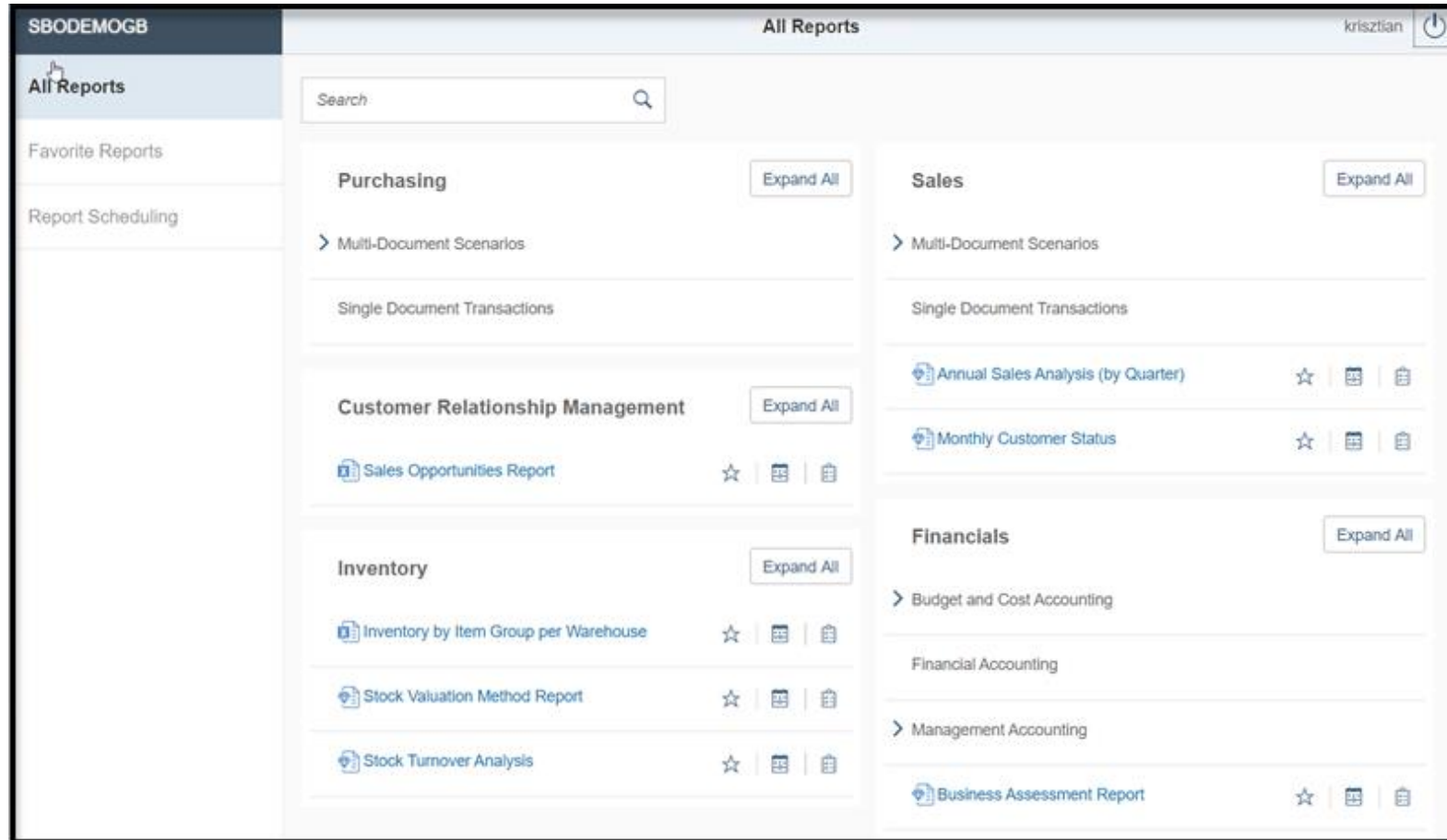
Enterprise Search

The screenshot displays the SAP Enterprise Search interface. On the left, a sidebar shows a hierarchical list of search templates under 'All', including 'Master Data (3)', 'A/R Transaction (509)', 'Sales Order (133)', 'Status (22)', 'Sales Employee (133)', 'Sales Quotation (112)', 'Sales Return (1)', 'Service (4)', 'Sales Opportunity (4)', and 'Banking (101)'. The 'Sales Order (133)' template is selected. The main area shows search results for 'micro' with filters for 'Sales Order' and 'Posting Date'. The results are displayed in a table with columns for document number, total, project, shipping type, posting date, delivery date, document date, status, customer ref. no., and sales employee. The results are sorted by document number and show 10 records per page.

Doc Number	Total	Project	Shipping Type	Posting Date	Delivery Date	Document Date	Status	Customer Ref. No.	Sales Employee
1274	1050.000000	C30000	UPS Red	2020-04-07	2020-04-03	2020-04-07	O(Open)		Bill Levine
1273	1050.000000	C30000	UPS Red	2020-04-07	2020-04-01	2020-04-07	O(Open)		Bill Levine
1272	1050.000000	C30000	UPS Red	2020-04-07	2020-03-30	2020-04-07	O(Open)		Bill Levine
1271	1050.000000	C30000	UPS Red	2020-04-07	2020-03-24	2020-04-07	O(Open)		Bill Levine
1270	1050.000000	C30000	UPS Red	2020-04-07	2020-03-20	2020-04-07	O(Open)		Bill Levine
1269	1050.000000	C30000	UPS Red	2020-04-07	2020-03-18	2020-04-07	O(Open)		Bill Levine
1268	1050.000000	C30000	UPS Red	2020-04-07	2020-03-16	2020-04-07	O(Open)		Bill Levine
1267	1050.000000	C30000	UPS Red	2020-04-07	2020-03-16	2020-04-07	O(Open)		Bill Levine

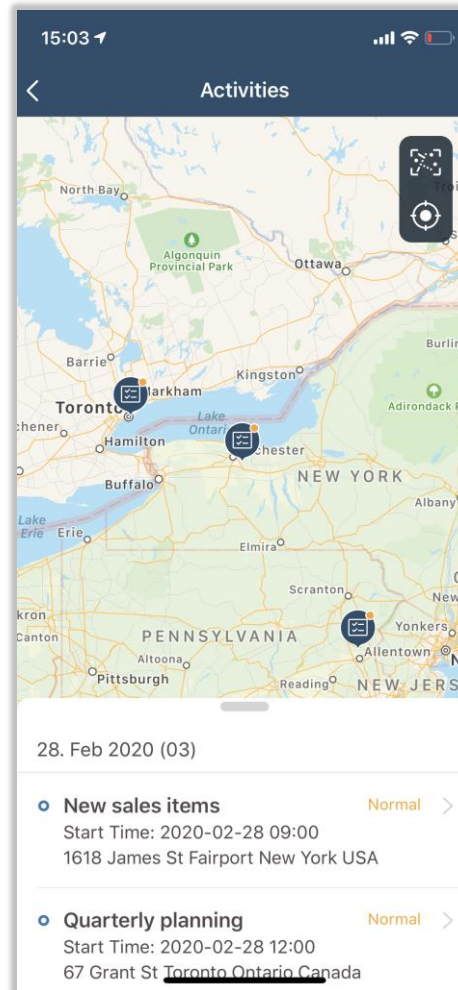
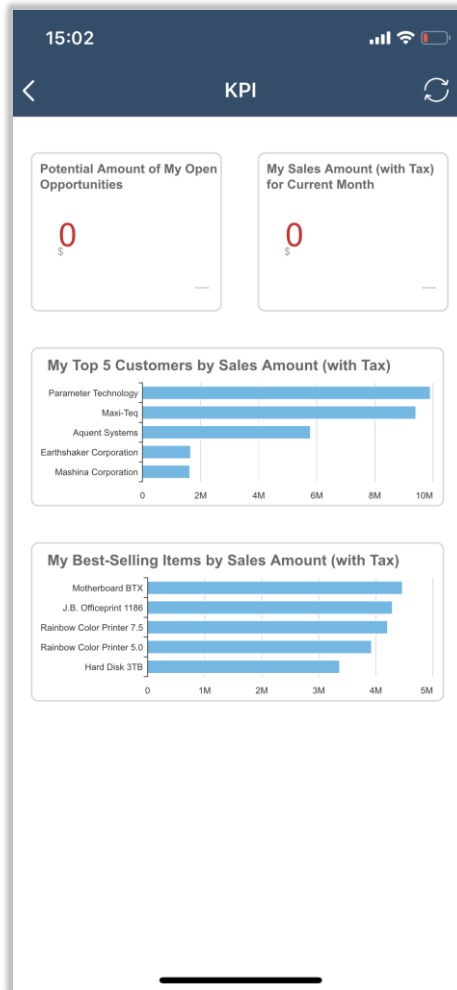
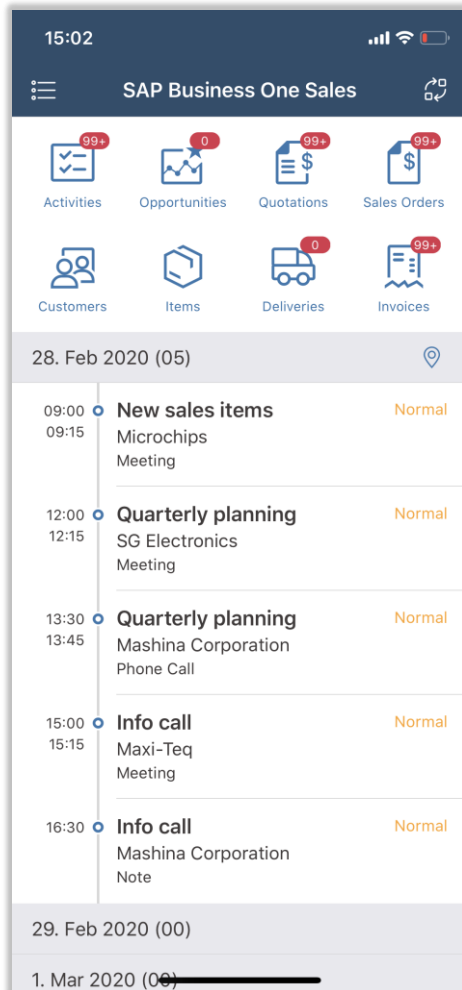
- Access the most relevant SAP Business One data with freestyle search
- Locate business information just as you would do a search on the internet
- Enjoy a seamless user experience
- Search templates
- Filter on dates
- Sort results
- Configurable search scope

Analytical Portal



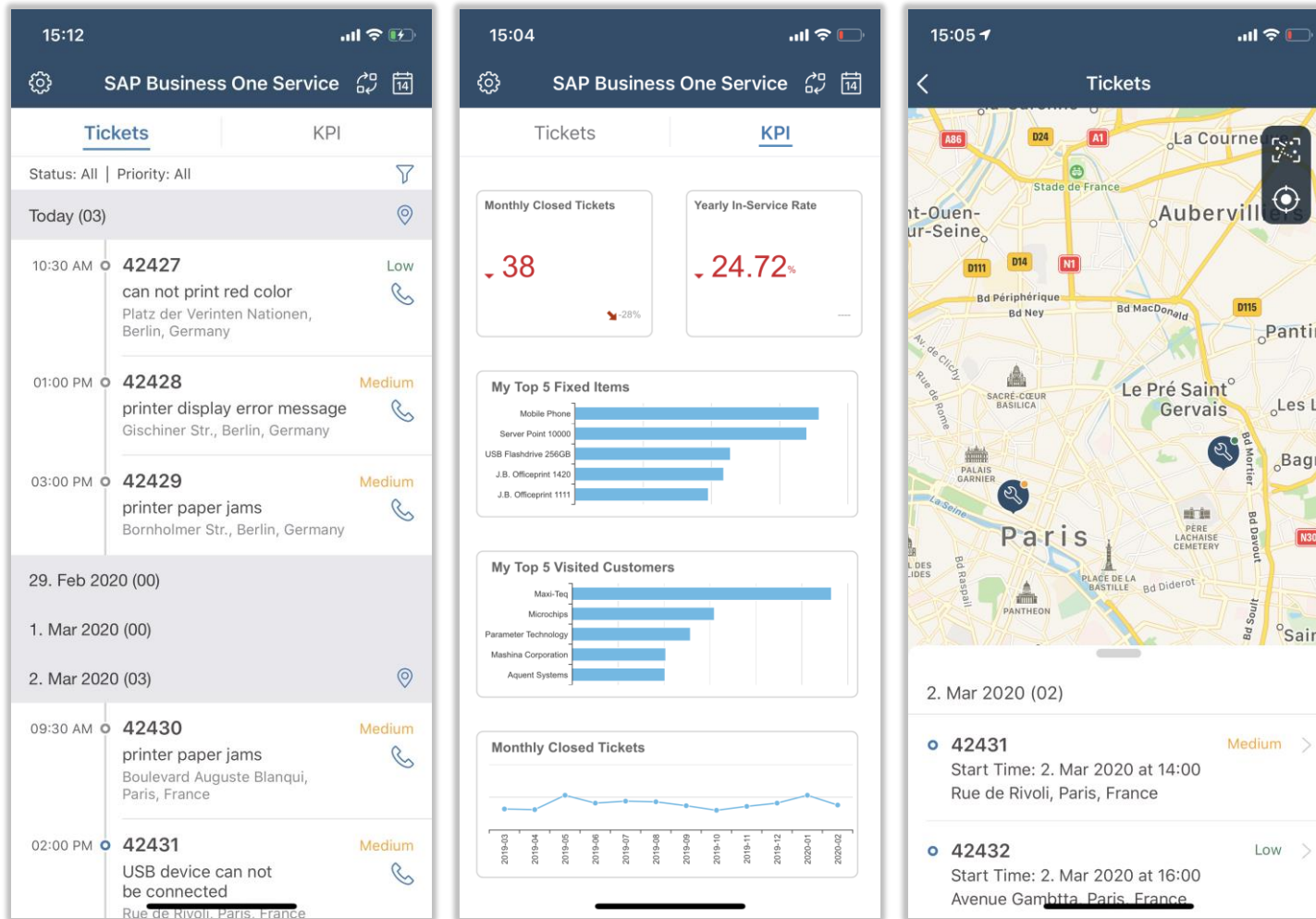
- Ability to publish and share documents:
 - ✓ Crystal Reports
 - ✓ MS Excel documents
- Authorized reports are being displayed
- Documents can be scheduled and sent via mail or downloaded in different formats:
 - ✓ MS Excel – PDF, MS Excel or HTML
 - ✓ Crystal Reports – PDF
- Documents can be run on different devices

SAP Business One Sales Mobile Native App



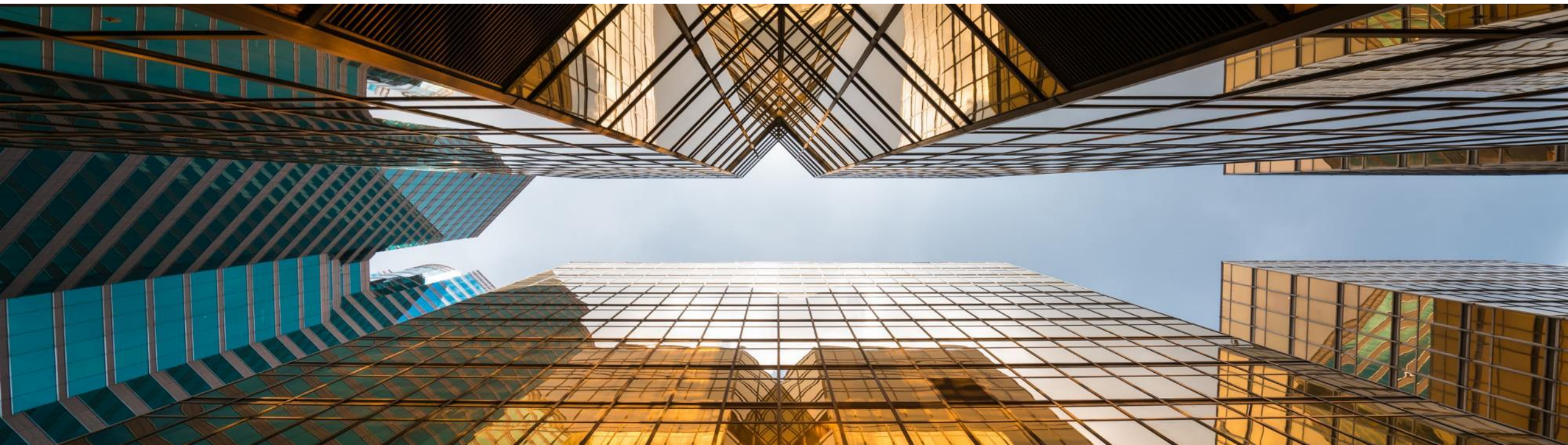
- Mobile solution, tailored for handling sales activities, anywhere, anytime
- Holistic CRM management drives sales productivity
- Insight to customers, deals, predictability in sales operations. Supported functions:
 - ✓ Managing activities
 - ✓ Check in location of sales activities
 - ✓ Customer data 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

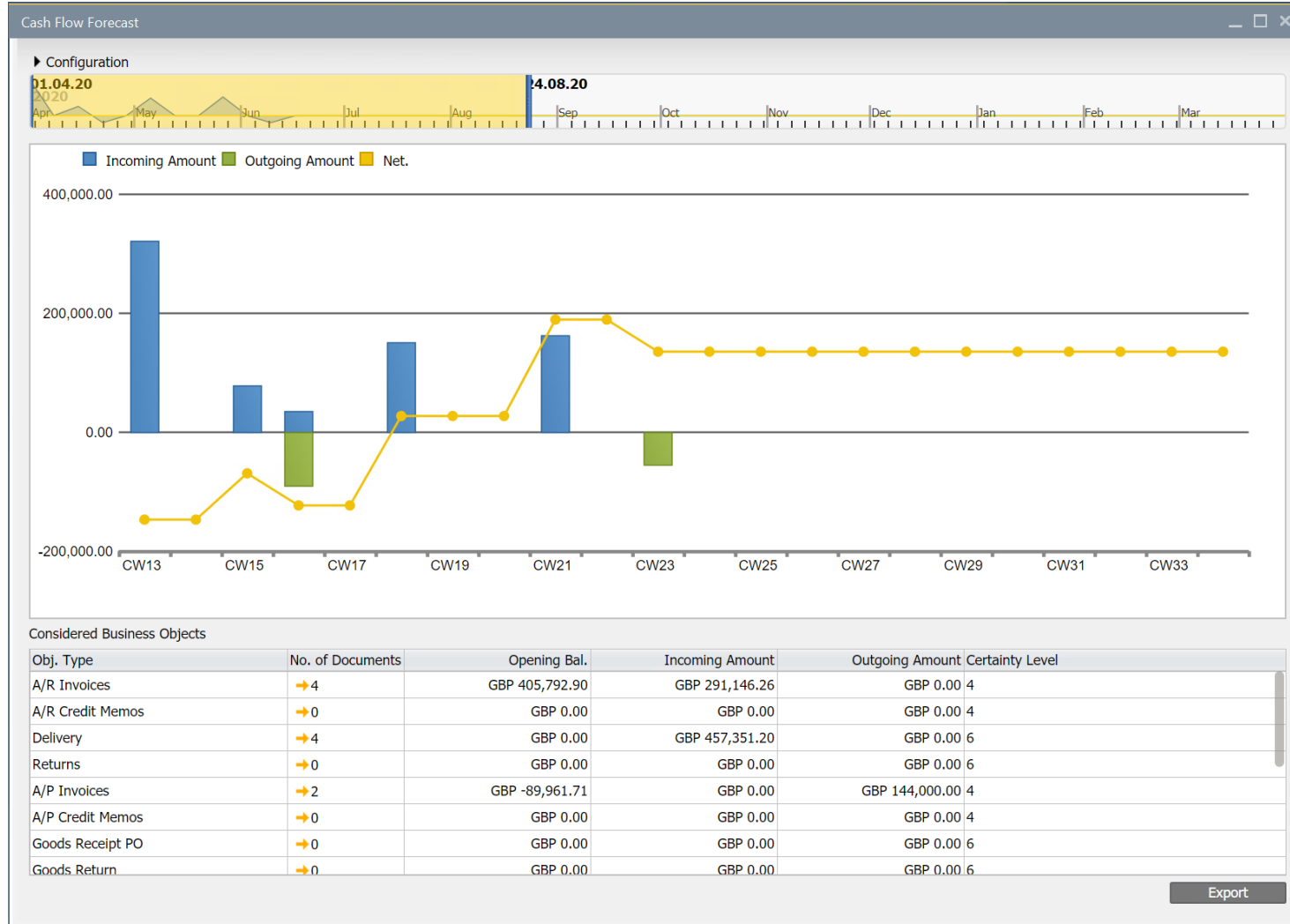


- Mobile solution to manage and fulfill service activities, anywhere, anytime
- Integrated scanner and maps
- Personalized signature
- Check in and check out
- Access data and get insights about:
 - ✓ Customers
 - ✓ Service Calls and history
 - ✓ Resolutions
 - ✓ Attachments
 - ✓ Sales Orders
- Access data in real time, all changes automatically updated in the SAP Business One system
- Respond directly and trigger processes

Embedded Real-time Apps

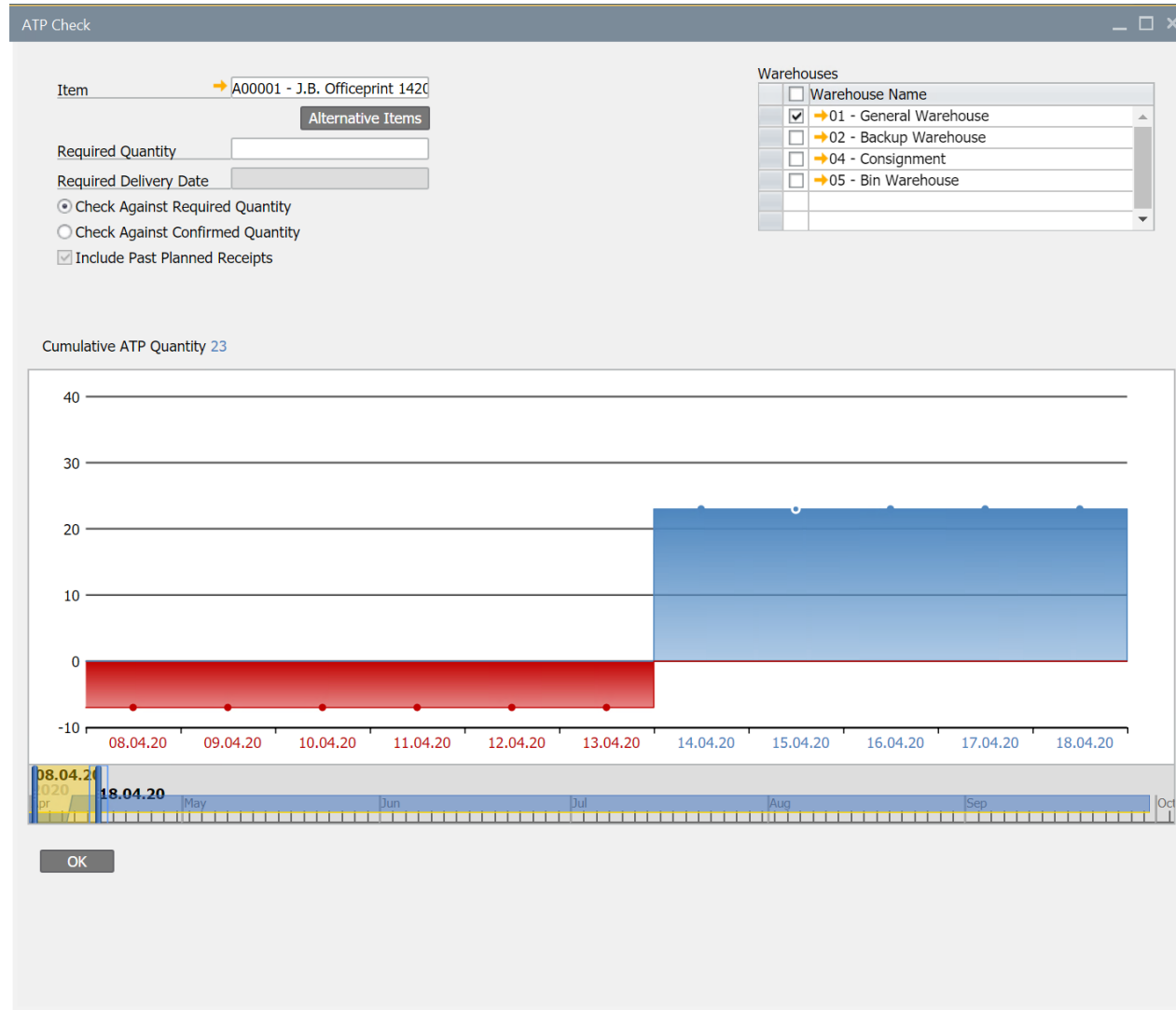


Cash Flow Forecast



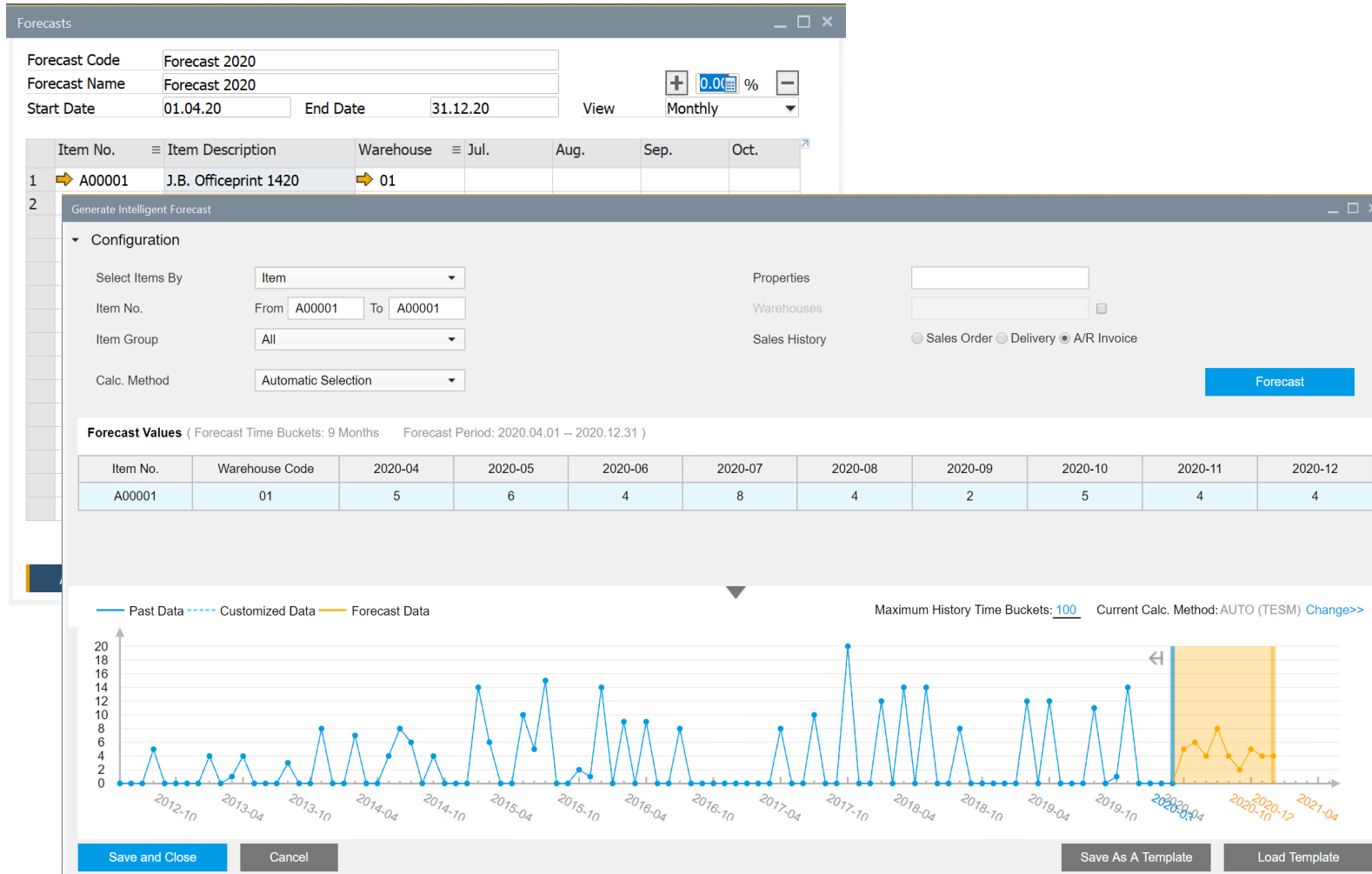
- Gain a complete, accurate and timely picture of your cash flow
- Include optionally open documents like POs and sales orders in calculations
- Assess probability of payment with sophisticated calculations

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

→ A00001 - J.B. Officeprint 1420

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".

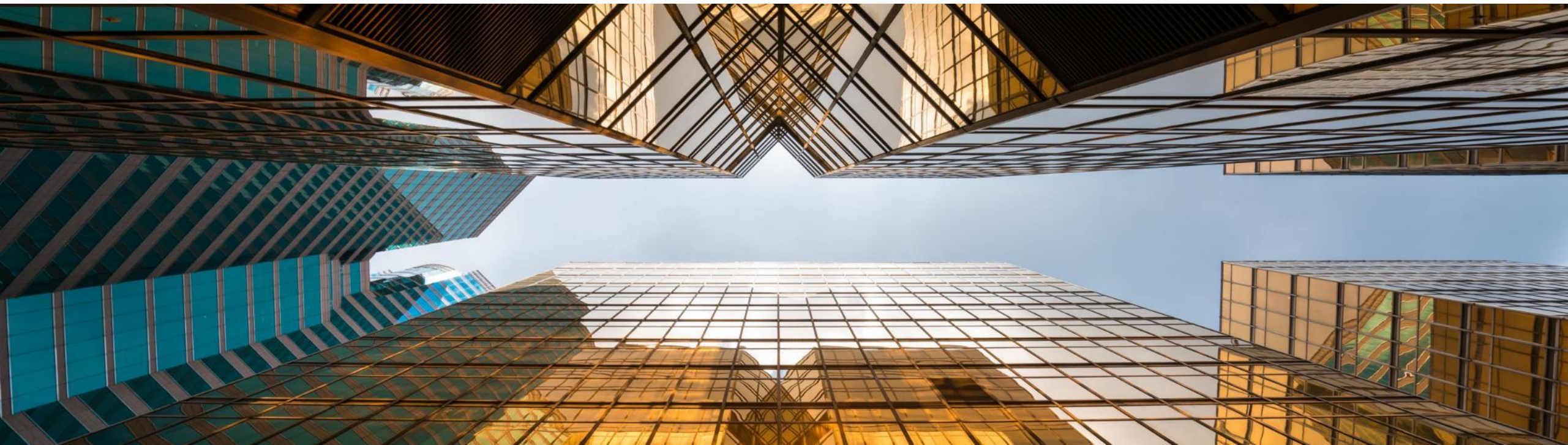
Document	Business Partner	Qty (Inv. UoM)	Confirmed	Unconfirmed	Delivery Date
1 → Sales Order No.1256 / Line0	→ C20000 Maxi-Teq	35	35 5 Delay		11.04.20
		Scheduled Delivery 1	30		11.04.20
		Scheduled Delivery 2	5		14.04.20 3 Days Delay
2 → Sales Order No.1226 / Line2	→ C20000 Maxi-Teq	1	1		10.04.20
3 → Sales Order No.1226 / Line0	→ C20000 Maxi-Teq	1	1		10.04.20
4 → Sales Order No.1237 / Line0	→ C23900 Parameter Technology	1	1		08.04.20
5 → Sales Order No.1239 / Line0	→ C20000 Maxi-Teq	1	1		07.04.20
6 → Sales Order No.1239 / Line1	→ C20000 Maxi-Teq	1	1		07.04.20

Preview

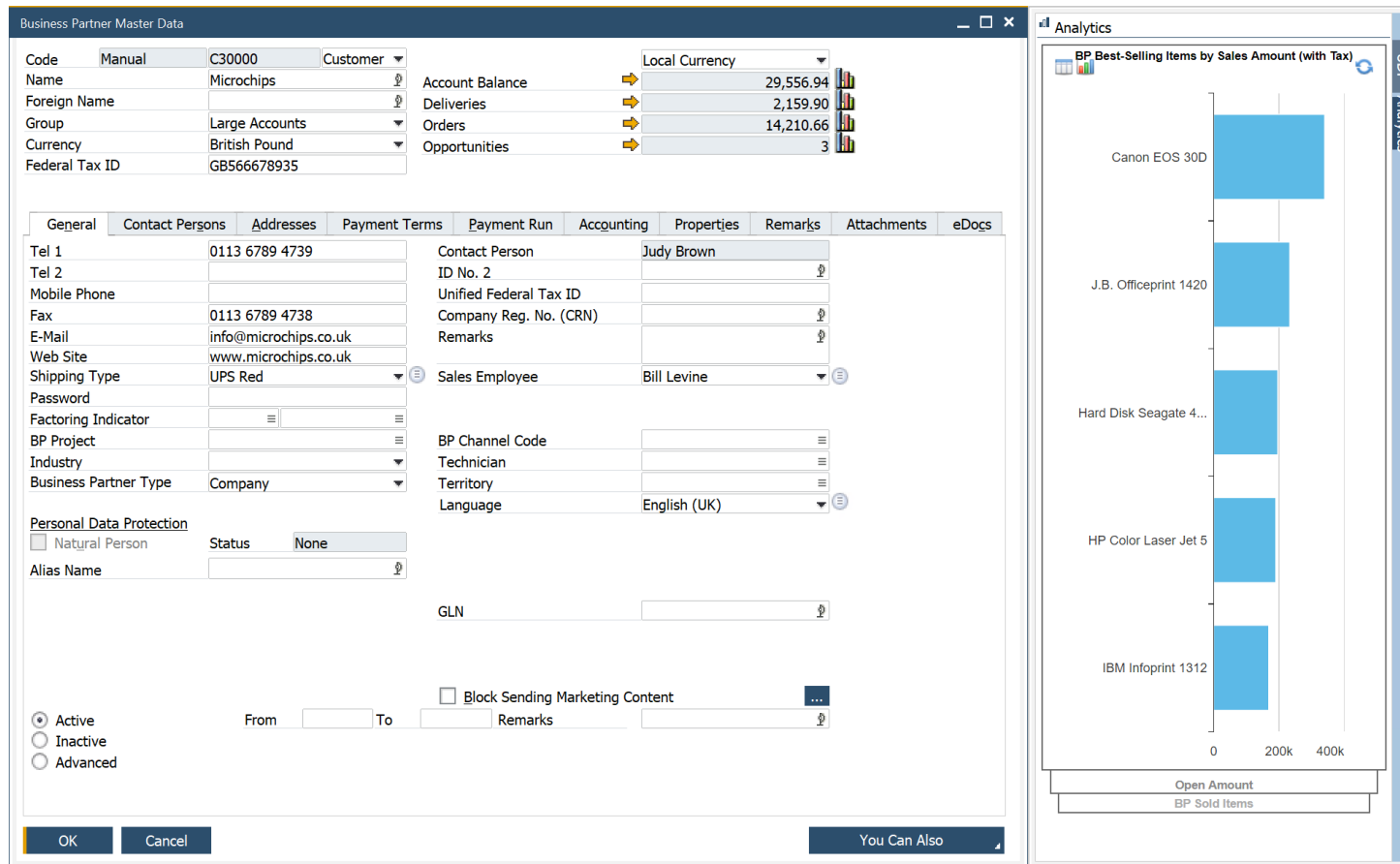
Cancel

- 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



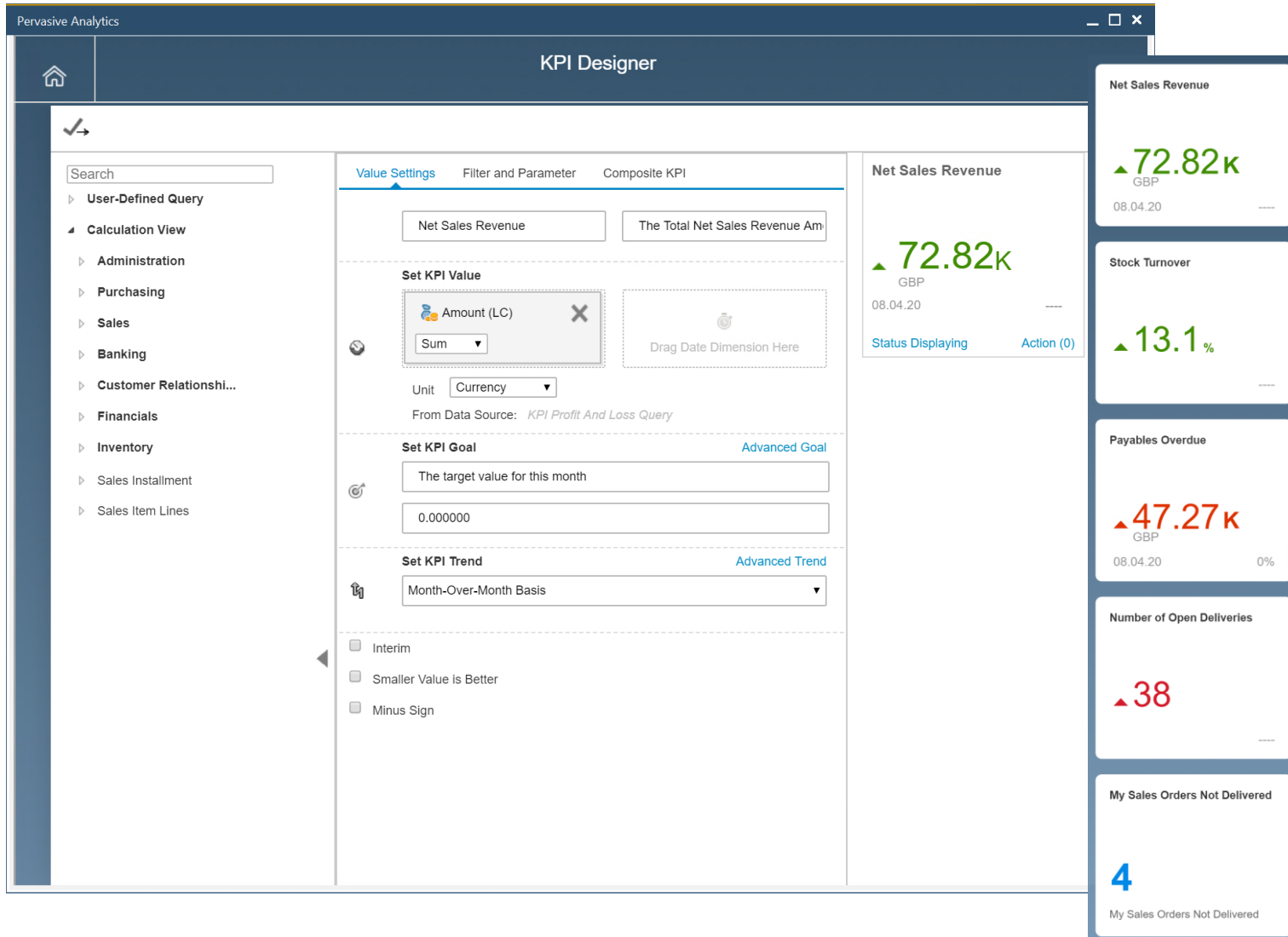
Pervasive Analytics Dashboards



- Embed Dashboards in transaction screens or in Cockpit
- Enable front line employees to see data needed to make business decisions – at the very moment it is needed
- Reflect transactional activity as it happens with real-time analysis
- Predict future behavior with forecasting capabilities

Pervasive Analytics

KPIs



- 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 screenshot displays the SAP Pervasive Analytics interface. At the top, a panel titled 'Action (4)' contains a list of actions: 'Display Dashboard in Sidebars' (with a plus icon), 'Link to SAP Business One Windo...' (with an X icon), and a section 'Actions To Be Triggered' with options: 'Open Business Partner Master', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. Below this, a 'Sales Dashboard' is shown as a horizontal bar chart with data points: C30000, C40000, C20000, C70000, and C60000. A tooltip for the C40000 bar lists three actions: 'Open Business Partner Master Data', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. To the right, a configuration window for 'Open SAP Business One Window' is visible, showing fields for 'Action Name', 'Target SAP Business One Window', and 'Data Binding'.

Action (4)

- Display Dashboard in Sidebars
- Link to SAP Business One Windo...

Actions To Be Triggered

- Open Business Partner Master
- Trigger Enterprise Search
- Open Advanced Dashboard

Sales Dashboard

Category	Value
C30000	High
C40000	High
C20000	Medium
C70000	Low
C60000	Low

Open Business Partner Master Data

Trigger Enterprise Search

Open Advanced Dashboard

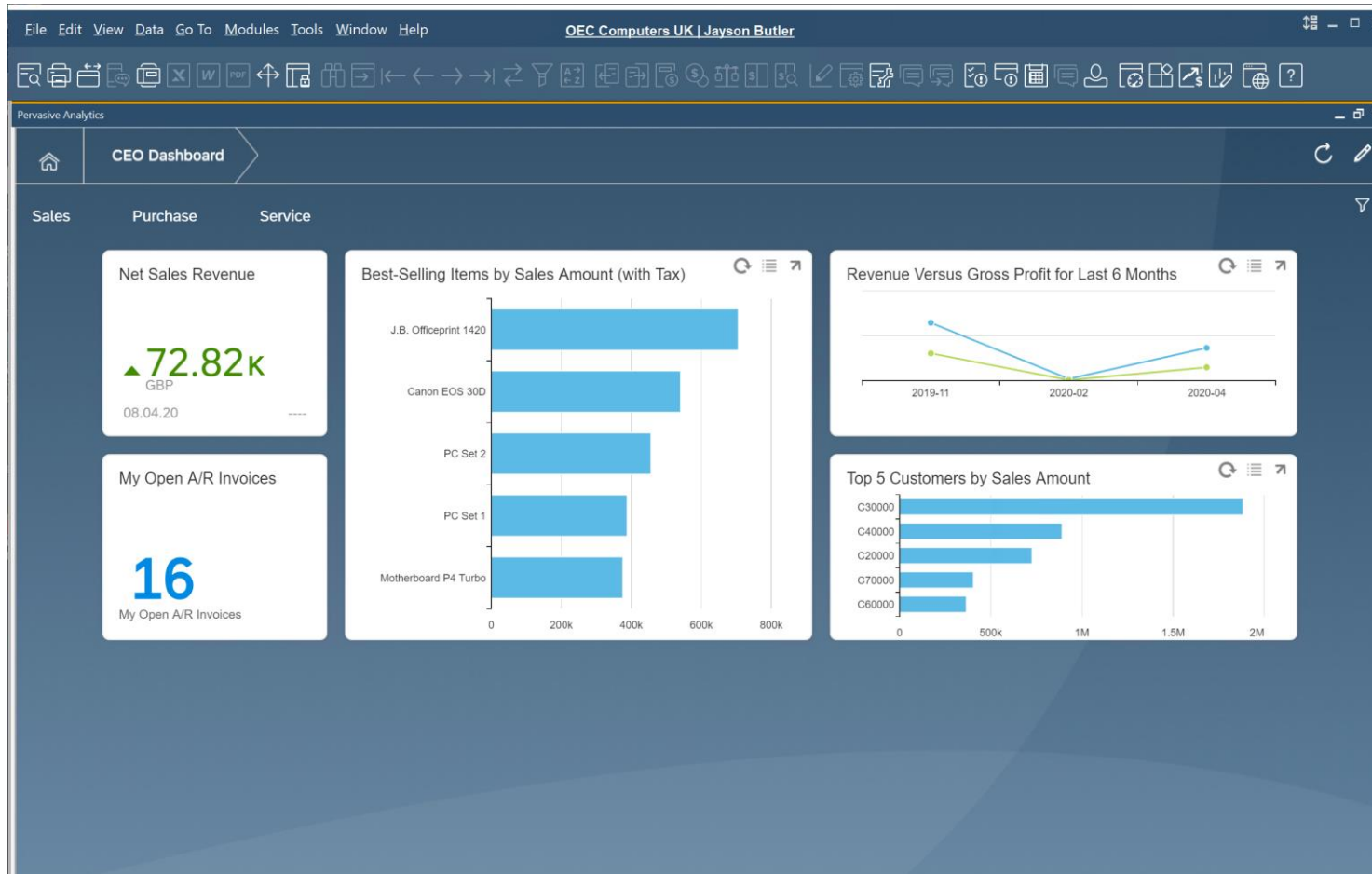
Action Configuration Window

- Action Name: Open SAP Business One Window 1
- Target SAP Business One Window: (Select)
- Data Binding: Dashboard Dimension → Target SAP Business One Window Field

- 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

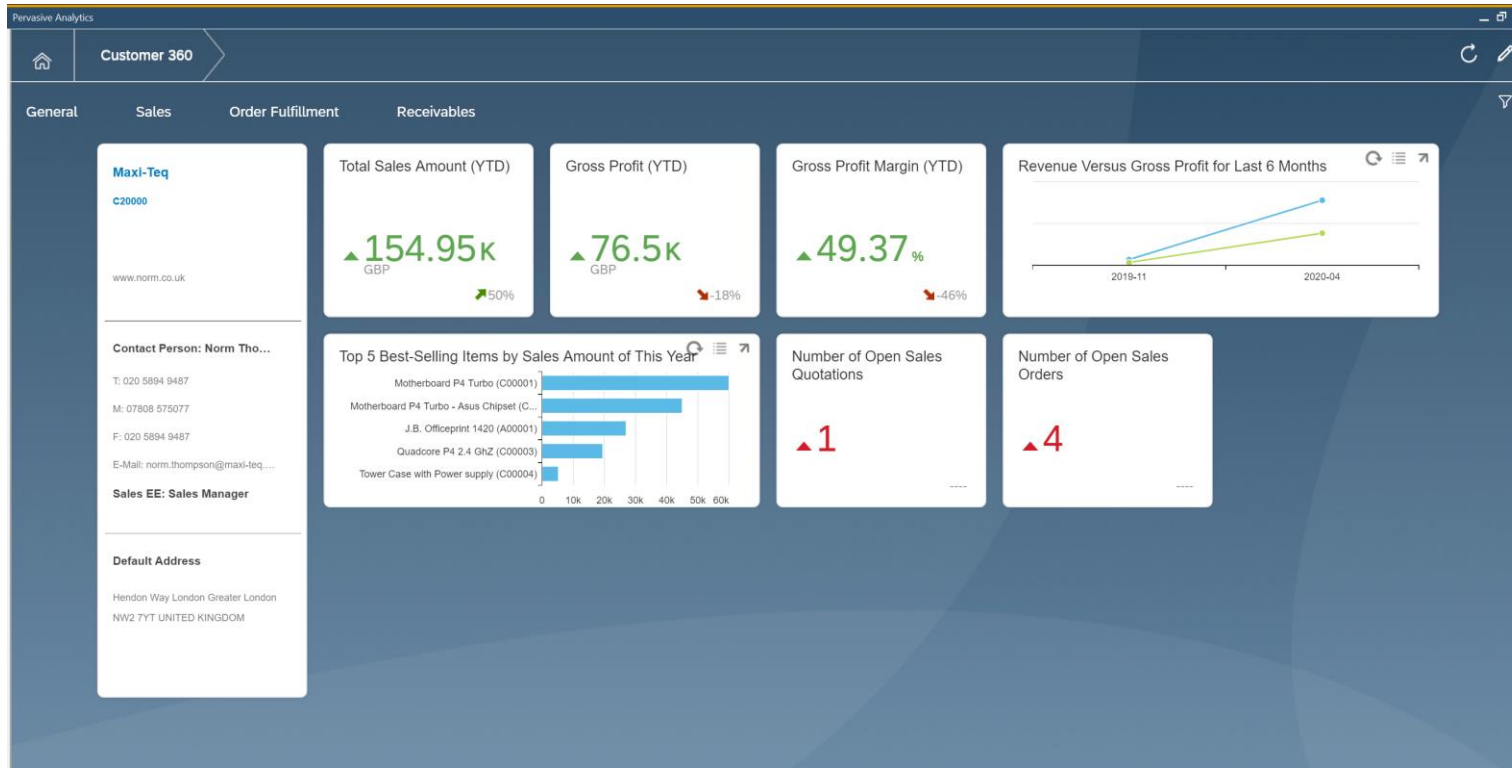
Pervasive Analytics

Advanced Dashboards



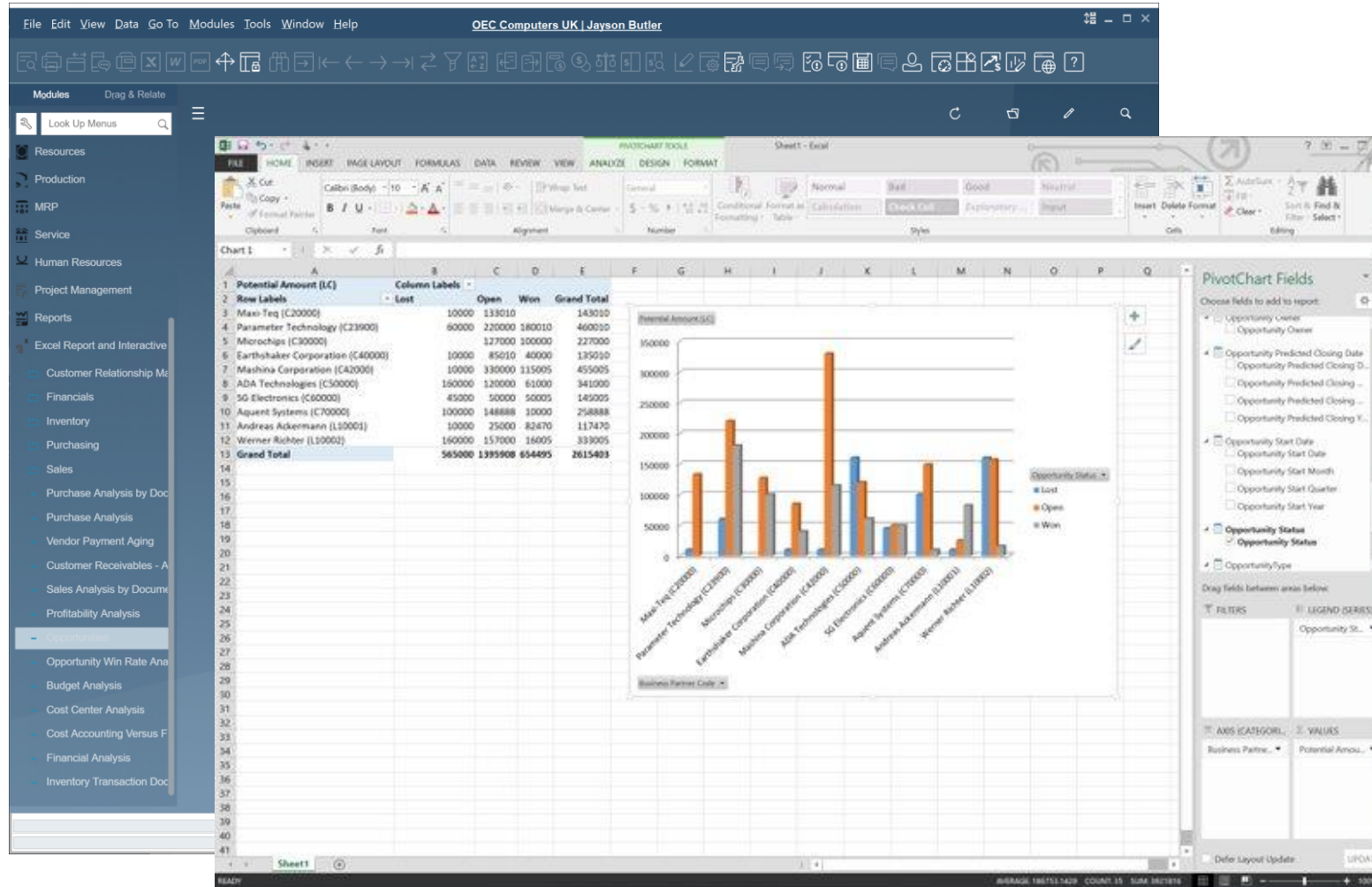
- Ability to add a Dashboard which contains various widgets to display related data for pervasive Dashboards or KPI widgets
- Add filters to break down the displayed results
- Display critical data grouped on a dedicated dashboard
- Quick access to related business analysis and KPIs

Customer 360°



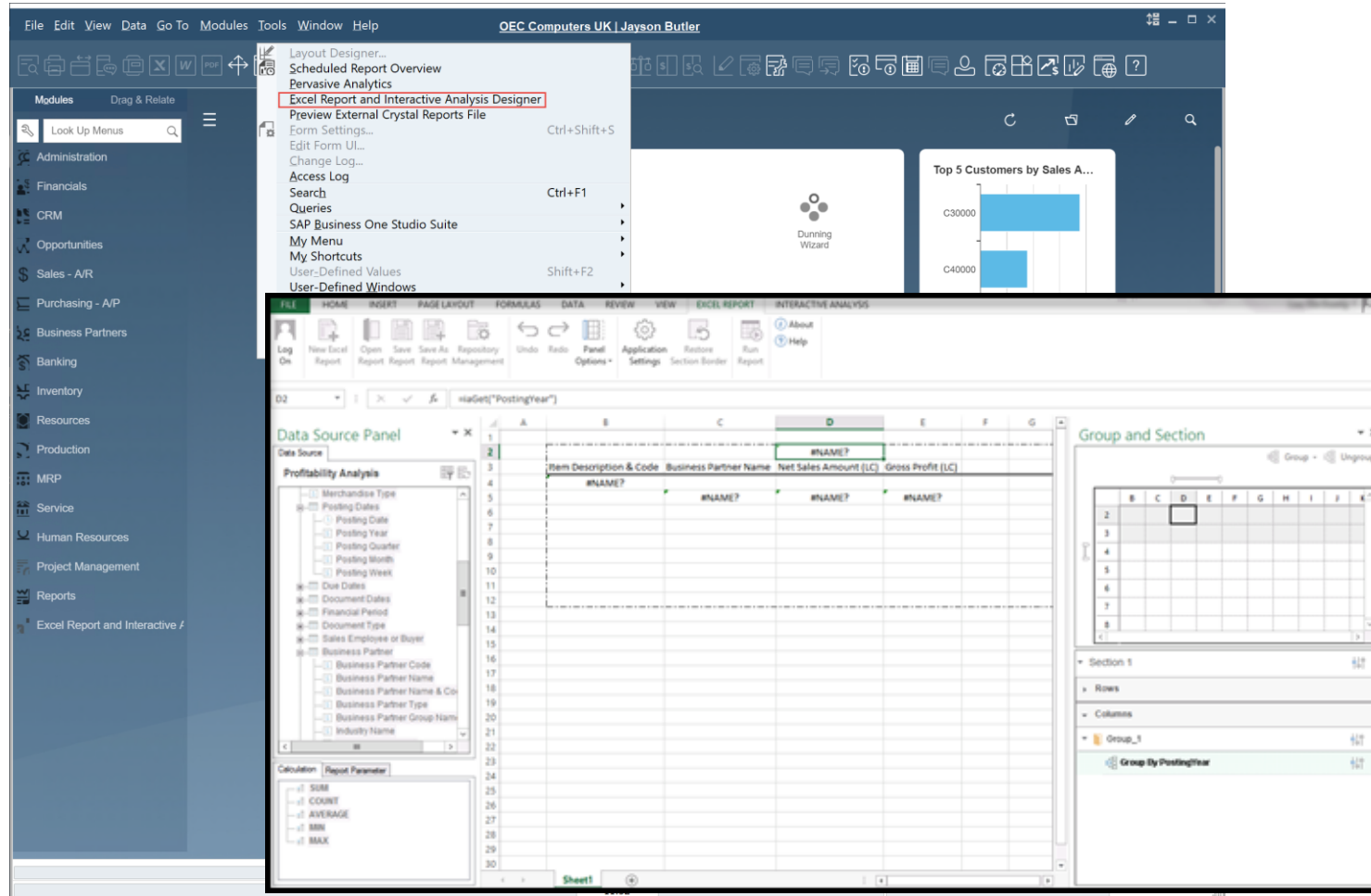
- New advanced dashboard provides a 360° customer view
- Key facts on customer at a glance, containing numerous KPIs and key customer data
- Accessed via Business Partner Master Data
→ You Can Also
- Link the Customer 360° Advanced Dashboard as an action to an existing Dashboard for easy access

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



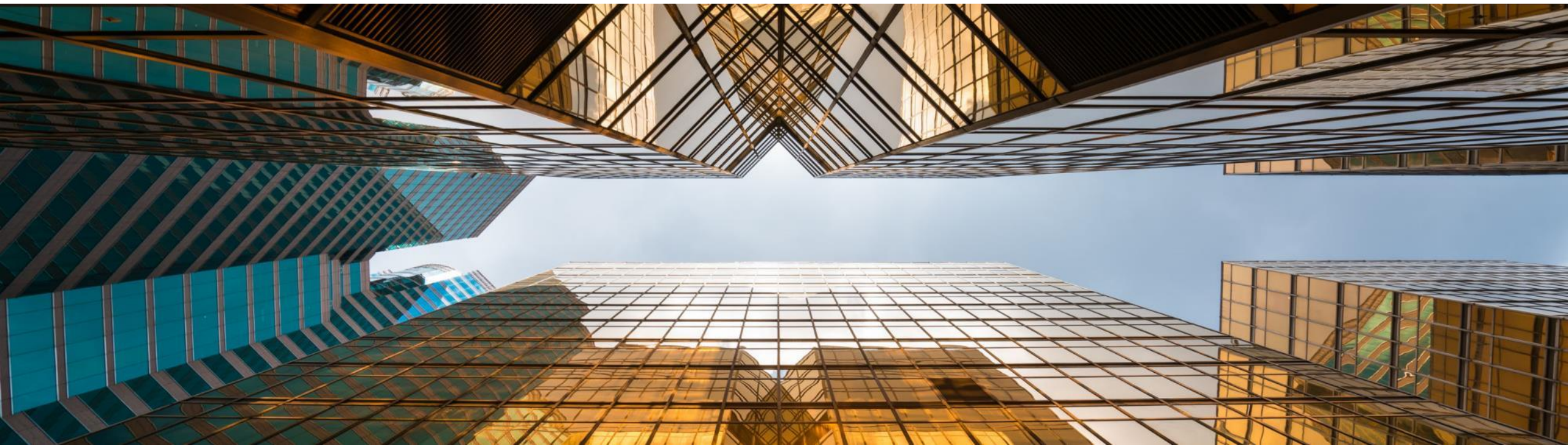
- Reporting tool based on MS Excel.
- Utilizes SAP Business One Semantic Layer (SAP HANA views) as data source.
- Fully integrated with SAP Business One.
- Excel Report Designer tool delivered as MS Excel add-on.
- Leverage the power of MS Excel.
- Enables better decision-making.

Sales Recommendation

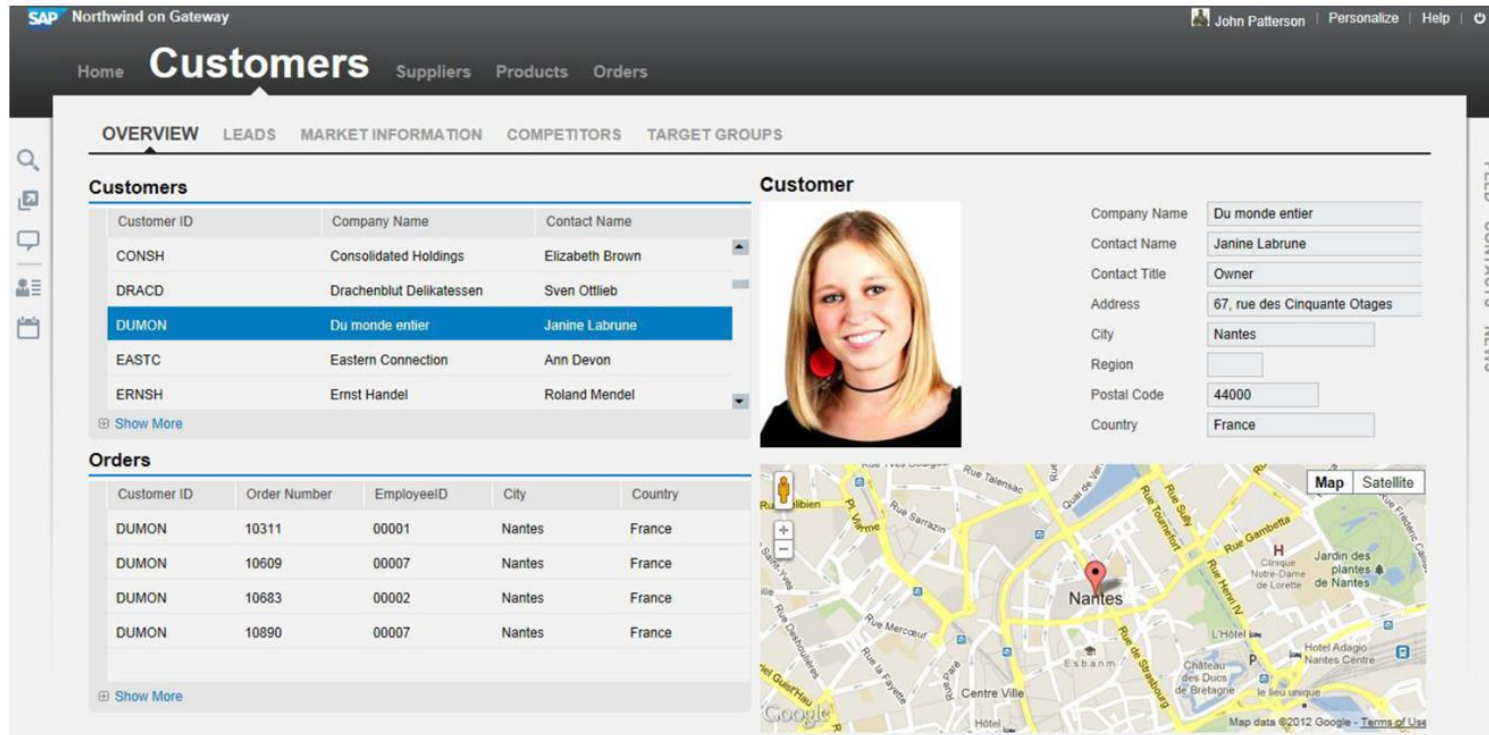
The screenshot displays the SAP Sales Recommendation interface. On the left, the 'Sales Quotation' and 'Sales Order' windows are visible. The 'Sales Order' window shows a customer 'Parameter Technology' with a sales employee 'Brad Thompson'. The main table lists items, including 'J.B. Officeprint 1420' (Item No. A00001) and 'Rainbow ColorJet 5' (Item No. A00004). The sidebar on the right, titled 'Sales Recommendation', shows 'Recommendations for This Customer' and 'Customers Who Bought This Item Also Bought'. The 'Recommendations for This Customer' section lists items like 'J.B. Officeprint 1186' (A00003) and 'Keyboard Comfort USB' (C00009). The 'Customers Who Bought This Item Also Bought' section lists items like 'J.B. Officeprint 1111' (A00002) and 'Rainbow ColorJet 5' (A00004). The bottom of the 'Sales Order' window shows a summary table with 'Total Before Discount' at GBP 300.00, 'Discount' at 0%, 'Freight' at GBP 0.00, 'Tax' at GBP 60.00, and 'Total' at GBP 360.00.

- 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 Customers app interface. The top navigation bar includes 'Home', 'Customers', 'Suppliers', 'Products', and 'Orders'. The 'Customers' section is active, showing a list of customers. The selected customer, DUMON, is highlighted in blue. The detailed view for DUMON shows a photo of Janine Labrune, her contact information, and a map of Nantes, France. The 'Orders' section below the customer details shows a list of orders for DUMON.

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 Details for DUMON:

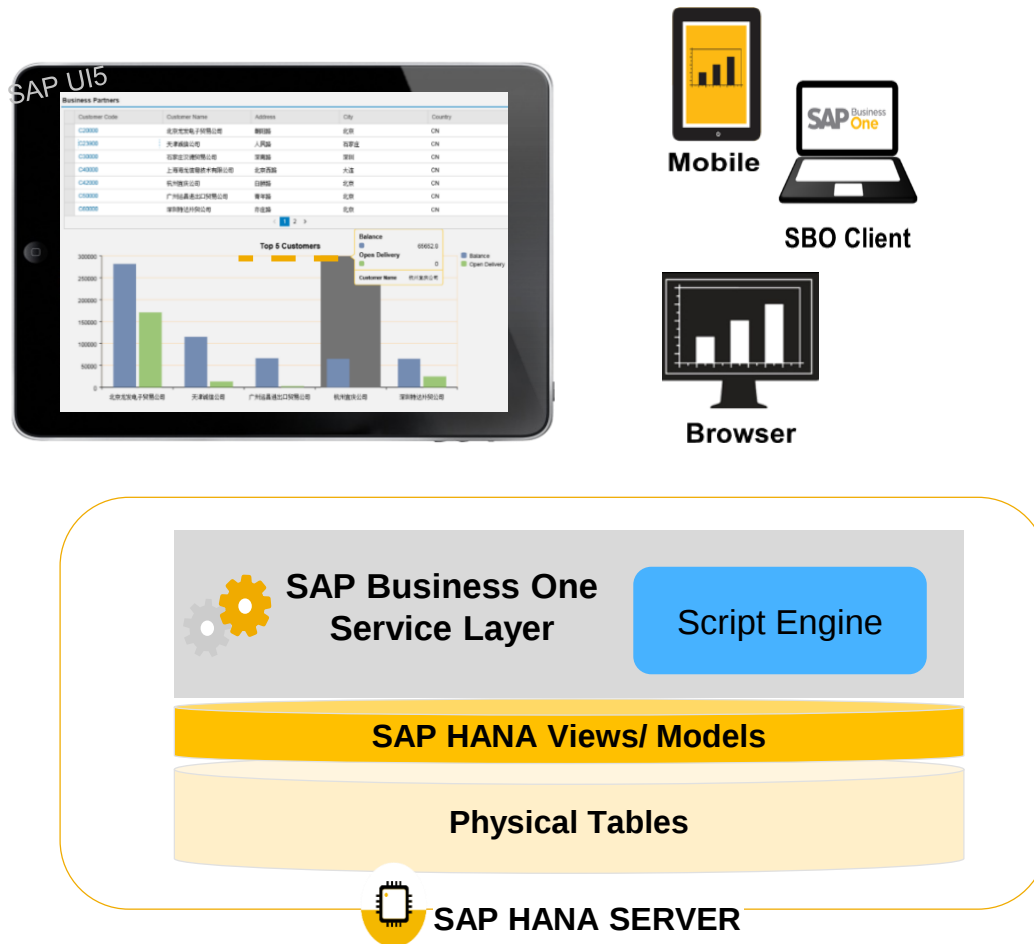
- Company Name: Du monde entier
- Contact Name: Janine Labrune
- Contact Title: Owner
- Address: 67, rue des Cinquante Otages
- City: Nantes
- Region:
- Postal Code: 44000
- Country: France

Map data ©2012 Google - Terms of Use

- 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

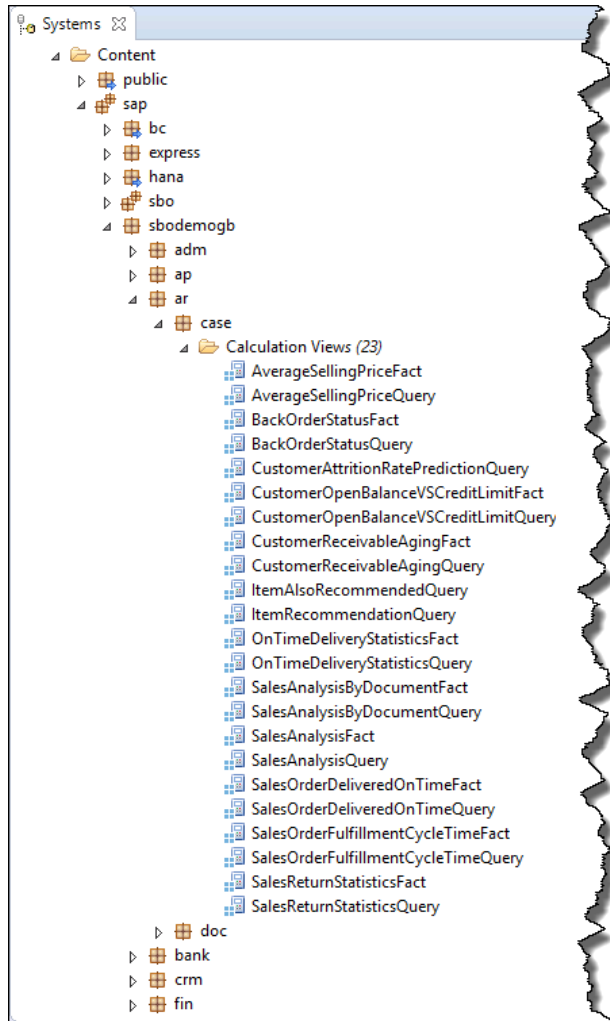


- Equivalent Business Object coverage to DI API
- SAP HANA views can be queried to retrieve all necessary data at once
- Built on core protocols such as HTTP and oData
- Implement server-side JavaScript extension hosted in Script Engine
- Highly scalable (parallel-processing)
- High availability (load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

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 (administration)
 - ✓ AP (purchasing)
 - ✓ AR (sales)
 - ✓ CRM (opportunities)
 - ✓ Banking
 - ✓ Financials
 - ✓ Stock

Thank you.

GPO SME Partner Enablement - SAP Business One, Global Roll-out

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