SAP Business One Solution Brief

Gain greater control over your SME with SAP Business One

SAP Silver Partner

CitySoft

CitySoft

CitySoft are the experts in Sage X3, Sage Intacct and Sage 300. With 15 years in the IT Software industry our clients benefit from our product and project management expertise, our support services and our focus on delivering practical business system solutions. CitySoft's cloud, reporting and business intelligence teams are also helping companies gain insight, run simple and grow more profitably.

The advanced business software systems represented by CitySoft are designed to meet the needs of small to mid-sized enterprises and growing small to medium sized companies operating in process manufacturing, discrete manufacturing, wholesale distribution or in the financial management sector, including various vertical and micro-vertical segments.

SAP Business One designed for all your small and midsize company's needs

Affordable low total cost of ownership

Comprehensive all your departments needs from one solution

Quick and easy to implement, up and running in days or weeks

Powerful enough to help your business grow

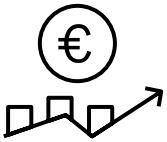
Industry solutions tailored to your needs

28 languages, 50 localized versions, multi-currency support

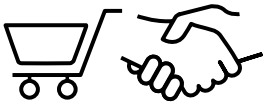
800 local partners implemented in 150+ countries

65.000 customers run SAP Business One around the World

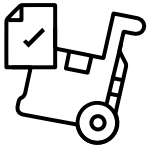
SAP Business One designed for all your small and midsize company's needs



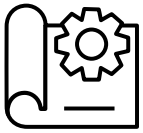
Financial management



Sales and customer management



Purchasing and inventory control



Production planning

Business intelligence

Analytics and reporting

Successfully manage and grow your business

The SAP Business One® application offers an affordable way to manage your entire business – from accounting and financials, purchasing, inventory, sales and customer relationships, and project management, to operations and human resources. SAP Business One helps you to streamline processes, gain a greater insight into your business, so that you can act fast and make decisions based on real time information, to help you drive profitable growth.

A single view of your business to help you stay in control
We understand that businesses like yours have big dreams and big goals, and as your business grows it can be difficult to get a single view of what is happening at any given time, when information resides in different applications or even locations. SAP Business One is designed for small and midsized companies to grow with you, it is flexible, modular, yet powerful and with its user-friendly interface, it is simple to use.

SAP Business One
A complete and customizable solution

SAP Business One is a single, integrated solution that provides clear visibility into your entire business and complete control over every aspect of your operations. It captures all critical business information for immediate access and use company-wide. Unlike accounting packages and spreadsheets, it delivers what you need to manage your key business areas.

Because every business is different, SAP Business One is designed with flexibility in mind. Whether it's deployed on premise or in the cloud, you can access SAP Business One at anytime, anywhere via any mobile device. And because SAP Business One runs on both the SAP HANA® and Microsoft SQL server platforms, you can choose the one that suits your business best.

What's more, your employees can start using it from day one. As your business grows, you can customize and extend SAP Business One to meet your evolving needs.

Do you want to grow your business overseas? SAP Business One supports 28 languages and 50 country-specific versions, delivered and supported locally by our extensive network of over 800 SAP Business One partners.

Total control of your finances

SAP Business One provides a complete set of tools to help manage and streamline your financial operation. It automates everyday accounting tasks such as maintaining ledger and journal entries, supporting tax calculations, and enabling multicurrency transactions.

You can conduct all your banking activities – including processing bank statements and payments, as well as reconciling accounts. You can also manage cash flow, track budgets, and compare actuals versus plans to see where your business stands at a moment's notice.

By integrating your financial operation in real time with other business processes, such as purchasing and sales, you can speed transactions and improve visibility into cash flow.

Financial management

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

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

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

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

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

Create a loyal customer base

Acquiring new customers is important for success, but maximizing customer relationships is just as crucial. SAP Business One provides the tools to help you efficiently manage the entire sales process and customer lifecycle – from initial contact to final sale, to after-sales service and support.

Its integrated functionality provides a complete view of prospects and customers so you can better understand and meet their needs. As a result, you can turn prospects into customers, increase sales and profitability, and improve customer satisfaction.

Sales and customer management

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

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

Customer management – store all critical customer data in one place, synchronize and manage customer contacts stored in Microsoft Outlook

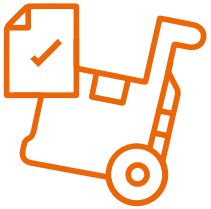
Service management – manage warranty and service contracts efficiently, enter and respond to service calls quickly.

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

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

Optimize buying and purchasing to increase margins

Every small business needs a systematic approach to managing the procurement process, from requesting vendor quotes, to creating purchase requests and paying vendors. SAP Business One helps manage the complete order-to-pay cycle, including receipts, invoices, returns, and payments. Integrated reporting tools let you easily compare suppliers and prices to negotiate better deals and identify opportunities for cost savings.



Purchasing and inventory control

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

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

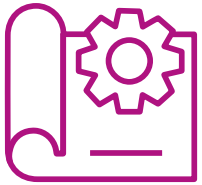
Warehouse and accounting integration – achieve real-time synchronization of goods receipts and inventory warehouse levels;

Process accounts payable invoices, cancellations, and credit memos with a PO reference; plan your material needs; and schedule your purchases accordingly

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

Transparent inventory control and distribution

SAP Business One provides accurate information about inbound and outbound shipments, inventory, and item location. You can value inventory using standard costing, moving average, FIFO, and other methods; monitor stock levels; and track transfers in real time. You can run real-time inventory updates and availability checks and manage standard and special pricing. You can also apply volume, cash, and customer discounts and run reports that reveal their impact.



Purchasing and inventory control

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

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

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

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

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

See your business clearly with business intelligence, analytics and reporting

SAP Business One provides powerful analytic and reporting tools. It includes a complimentary and fully integrated version of SAP Crystal Reports® for SAP Business One, so you can gather data from multiple sources and generate timely and accurate reports based on company-wide data. Integrated with Microsoft Office, SAP Crystal Reports lets you choose from a variety of report formats and control access to information displayed.

With optional analytics powered by SAP HANA, SAP Business One takes advantage of in memory computing for analysis and reporting. You gain real-time access to predefined dashboards and reports, as well as productivity tools to support decision-making. You can tailor forms and queries to meet specific requirements without technical training. You can also configure settings to define exchange rates, set authorization parameters, and create import and export functions for internal mail, e-mail, and data.

Business Intelligence

Report creation and customization – access data from multiple sources, create new reports, and customize existing ones in a variety of layouts with minimal IT overhead.

Interactive analysis – use with standard MS Excel features to create reports and see your business from new angles.

Intuitive tools – drag and relate, drill downs, search assistance, and workflow-based alerts.

Analytics plus pre-defined KPIs (key performance indicators) help you to see average delivery variance days, top five sales employees

Enhance your reports with powerful visualizations by integrating SAP Lumira for SAP Business One.

Empower your people to make smart decisions faster

SAP Business One empowers your employees to make smart, confident decisions, faster by capturing all critical information across sales, customers, operations, and finance – making it instantly available company-wide. By integrating this data in one system instead of multiple disconnected spreadsheets, it eliminates duplicate data entry, costs, and related errors. Workflow-based alerts trigger automatic responses when important business events occur, allowing you to focus on the most critical events. You have clear visibility into how your business is performing and greater confidence in the information used to make decisions.

Analytics and reporting

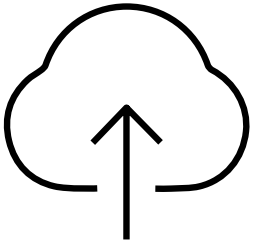
Together with the fully integrated SAP Crystal Reports for SAP Business One you can create dashboards and reports that provide insight into all business areas. Intuitive, interactive drill-down functionality helps you get answers to your most pressing questions. Employees can address customer needs faster, and managers can accurately track revenues, costs, and cash flow to assess performance and take quick corrective action.

For even faster information access, the SAP HANA n you need and create standard or ad hoc reports in a moment.

And now there is a SAP Business One to suit your business today and tomorrow and the future.

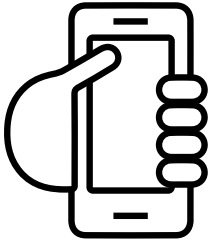
Cloud

You can now deploy SAP Business One Cloud for a monthly licence fee, so when your business grows your SAP Business One solution grows with you.



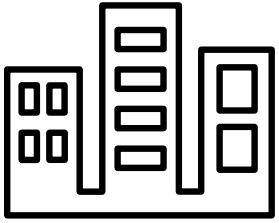
Mobile

Manage your business on the move and mobilise your sales team with SAP Business One mobile apps, so you are in control, available anytime, anywhere and on any mobile device.



On premise

If you want to deploy your SAP Business One solution in the office – that's just fine too, we have a deployment solution to suit all our customers' needs



Consumer products

Align every aspect of your operations to the needs of modern consumers – with SAP Business One software for the consumer products industry. Anticipate, plan, and manage demand – and deliver the consumer goods and products shoppers crave.

- **CRM** – Improve customer loyalty using up-to-date sales and marketing data, forecasts, order history, and promotion tracking
- **End-to-end business management** – Get full visibility into your business, from profitability and margins to sales, marketing, and CRM
- **Purchasing support** – Use powerful demand forecasting tools to make better, more cost-effective buying decisions
- **Supplier control** – Protect low margins with a complete view of supplier information, from purchasing to stock management
- **Order information** – View inventory, sales, orders, and pricing as well as products in your distribution, dispatch, and returns pipeline
- **Head office / subsidiary / supplier integration** – Integrate and standardize processes across your business locations

SAP® Certified
SAP Business One Integration

LISA WMS

Whether you are running a single distribution center, or multiple sites, LISA WMS is the key to streamline your inbound and outbound supply chain. Designed for SMBs and seamlessly integrated with SAP Business One, LISA is the ultimate tool to control, optimize and automate your warehouse operations.

Available in three different packages, LISA WMS is a flexible & scalable add-on that allows SAP Business One clients to take advantage of a world-class warehouse management system tailored to their business needs and budget.

- Improve inventory visibility and reduce carrying costs with real-time, high quality information on inventory that is in-bound, in-process and at a warehouse, zone, and bin level across the entire enterprise.
- Increase control over warehouse management functions such as cycle counting, inventory moves, warehouse transfers, physical counting and warehouse space optimization.
- Increase warehouse productivity with system directed put-away, picking and cycle counting processes.
- Take advantage of plug-and-play integration with EDI and shipping solutions to streamline and compress your companies order to cash cycle to increase cash flow, reduce returns and optimize your inventory.

LISA WMS

Industries / Subsegments
Industries: Wholesale distribution, Manufacturing, Retail.
Verticals: High tech, Pharmaceuticals, Automotive aftermarket, Medical devices, Electronics, Consumer goods, Furniture wholesale, Food & beverage, Outdoor & sporting goods, Janitorial Sanitation, Cosmetics, Electronics, Computer hardware.

Country and Language Availability
Country Availability: Worldwide
Languages:English, French, German, Spanish, Dutch

Office Location
USA, Latin America, Europe, Middle East, Africa, Canada

Deployment/Database

	9.0	9.1	9.2	9.3
SQL	x	x	x	x
HANA	x	x	x	x
Cloud	x	x	x	x
HANA Cloud				

SAP Business One Version for SAP HANA

Run your growing business smarter, faster and simpler

Speed and agility are vital to outmaneuvering larger competitors with greater resources. You need to understand the implications of every decision and action without losing momentum – or losing sight of your vision.

Run your growing business smarter, faster and simpler

That's why over 60,000 start-ups, scale-ups and subsidiaries worldwide trust the SAP Business One application to manage their finances, sales, customers, purchasing, inventory and production planning. And now that performance can be supercharged with SAP Business One version for SAP HANA®, bringing the power of in-memory computing to application performance and Big Data analysis.

SAP Business One version for SAP HANA puts as-it-happens business insights into decision-makers' hands, to help them define and focus on the right priorities. With a single platform for analytics and transactions, you can solve the seemingly unsolvable with real-time simulation and planning, and measurably boost the performance of all your key business processes.

Empower your employees to become more productive with information search capabilities and interactive analyses, and the ability to execute business tasks on the go from their mobile device. You won't experience any dip in performance as your workforce grows and more users access the software concurrently. And it's an opportunity to simplify your IT landscape with a single, streamlined solution that gives you big business value at a small business price.

Unlock valuable business insights

SAP Business One version for SAP HANA transforms reporting by searching your SAP Business One application data to give you the answers you need right now. Locate business data or transactional information as quickly easily as you would search the internet, then filter, sort and drill down into the results.

Reports that used to take hours or days to run are compiled in minutes, if not seconds. And no matter how much data your business accumulates from any source, you can run highly complex and data-intensive analyses in real-time.

Benefit from embedded analytics to gain live, in-context insights instantaneously, to inform decision-making at the moment of truth or the point of transaction, and gain deeper insight into the past, present and future of your business.

Keep your customer promises

SAP Business One version for SAP HANA includes an advanced available to promise (ATP) app that provides real-time visibility into current inventory, ordered stock, replenished stock and stock being delivered. You can immediately reserve current stock for future delivery dates and reschedule existing orders on the fly.

Embed dashboards in transaction screens so front-line employees can see the data they need to make business decisions in the moment, such as customer purchasing habits or creditworthiness.

Equip your sales personnel to make intuitive product recommendations from within orders and quotations based on the customer's buying history and what similar customers were interested in.

See your cash position at a glance

For growing businesses, the quality of cash flow forecasting can make the difference between thriving or closing for good. SAP Business One version for SAP HANA includes a cash flow forecasting app that dramatically improves your cash balance visibility.

In a few clicks, you can configure the calculations to track the moving parts of your cash flow: sales orders, purchase orders, down payments, recurrent postings and other critical cash-related transactions.

The end result is a clear snapshot of your cash balance, taking into account thousands of documents, accounts, orders and payments, so you can ensure you have the cash you need to run your business and seize new opportunities.

Easy on the IT

SAP Business One version for SAP HANA lets you run your business on a single, affordable enterprise solution that will scale as your enterprise grows. It simplifies your IT landscape by taking advantage of in-memory computing and by delivering application, database and integration services in one platform.

It will transform the efficiency of your IT team by eliminating the time-consuming data preparation, pre-aggregation and tuning tasks demanded by traditional reporting and analytics tools, while empowering business users to do more on their own.

SAP Business One version for SAP HANA eliminates the layers of complexities and unnecessary business costs typical of legacy IT architecture, so your business can run simper as well as smarter. With less hardware and maintenance than traditional database solutions, you can expect lower Total Cost of Ownership, too.

Quick Facts

Summary

With the SAP Business One® version for SAP HANA®, you can instantly analyze growing volumes of data and gain the benefits of fast application performance without complicating your IT landscape. And with embedded analytics and high-performance apps, you can understand your growing business like never before.

Objectives

- Harness the power of SAP HANA to improve performance and agility while lowering IT costs
- Analyze growing volumes of data instantly to streamline business processes and improve decision making
- Run your business on a single, affordable enterprise solution that will scale as your business grows

Solution

- Real-time analytics that can crunch through all of your SAP Business One data in seconds
- New functionality enabling high-performance dashboards and reporting as well as real-time inventory, order management, and cash-flow visibility
- Single software platform that simplifies IT administration

Benefits

- Dramatically improved responsiveness of planning, sales, production, and financial processes
- Faster business insight for better decision making with more predictable outcomes
- Reduced IT ownership costs

Whatever your business we've got you covered

SAP Business One designed specifically for small companies and midsize businesses, the SAP Business One application is a single, affordable solution for managing your entire company – including financials, sales, customer relationships, and operations.

Sold exclusively through SAP partners, it helps streamline your operations from start to finish, gain instant access to complete information, and accelerate profitable growth.

SAP Business One

http://go.sap.com/product/enterprise-management/business-one.html