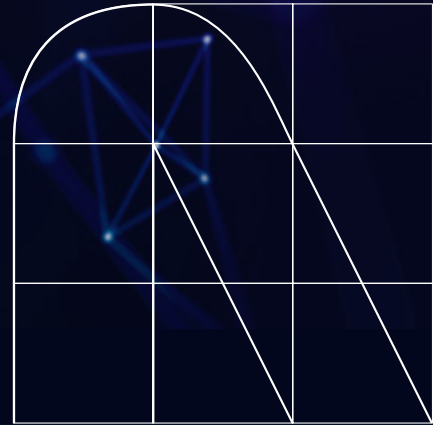


# Introduction to SAP Business One

Powerful ERP engine for small businesses



A single, affordable solution to manage your entire small business – from accounting and financials, purchasing, inventory, sales and customer relationships to reporting and analytics.

**SAP Business One is an affordable, flexible ERP system that centralizes key functions such as finance, accounting, sales, CRM, and inventory, both in the cloud and on-premise. It accelerates decision-making for its 1.2 million users across 70,000 customers globally.**

Enhance control and drive profitable growth in your business or subsidiary with SAP Business One. This ERP solution streamlines processes, provides insights, and supports real-time decision-making. Ideal for ambitious SMBs focused on growth, profitability, and control, now is the perfect time to adopt SAP Business One.

This document summarises the key capabilities of the SAP Business One ERP solution and how it can help your business move forward faster.

SAP Business One is an award-winning ERP solution, a leader in Gartner's magic quadrant and, unlike many other ERP solutions, it is designed specifically to meet the challenges faced by SMBs.

SAP Business One powered by SAP HANA, SAP's in-memory database, is built with scalability in mind, enhances application performance and provides real-time data analysis.

By combining financials, sales, CRM, inventory, operations and more in

a single solution, SAP Business One enables SMBs to make effective and informed decisions, increase productivity, manage compliance and grow profitability.

## Features

### Financial Management

SAP Business One combines accounting and finance, sales, CRM, inventory, operations and more in a single solution so that you can put financial management and control at the heart of everything that you do.

All of the data used by the departments that run your business is collected, collated and interpreted consistently. From sales forecasting to production scheduling, from purchasing to inventory management, all critical steps in the value chain can be managed and analyzed within one end-to-end solution.

For the CFO, this is nirvana: financial processes fully integrating with all other business functions. SAP Business

“ Embrace the future of business operations with SAP Business One, where every decision is backed by data, every process is streamlined, and every user is empowered to contribute to the business’s success.

One has applications for general ledger, journal entries, cost accounting, fixed assets, budgets, reporting, multi-currency support and many other functions so that the system can take care of all financial processing and all financial transactions.

### Sales & CRM

When your CRM application is standalone from your core business software, you run the risk of a disconnect between your business and the customers that it serves.

With SAP Business One, you will be able to manage the entire customer experience within a single solution that will maximize customer lifetime value.

SAP Business One supports your business’s entire sales and service functions with a central knowledge database. Your employees gain quick and easy access to relevant data, facilitating a faster response to customer inquiries.

When it comes to reporting, the ability to automatically amalgamate sales, service and production reports allows you to create value-added actionable business insight, and deal with issues, such as repeat product complaints.

The provision of timely, accurate and comprehensive business data across the whole business will ensure that you

have the right information to support more effective decision making.

### Purchasing

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.

### Inventory Control & Production Planning

With a single integrated system, warehouse inventory and production planners will get accurate information about all product movements across the entire production process.

Material requirements planning and multilevel bill of materials functionality will allow you to manage items for production with ease.

In the warehouse, enhanced visibility of your inventory allows you to improve responsiveness to supply chain variations so you can optimize inventory levels, minimize stock outs or surplus, and ensure maximum

profitability.

### Reporting & Analytics

With data drawn from across the business managed in a single solution, you no longer need to generate departmental reports in isolation, only for them to be manually integrated with other reports from elsewhere in the business - an often time consuming and error-prone process.

Individual departmental reporting can be consolidated into a single consistent view of overall business performance which is instantly available company-wide, empowering your employees to create accessible, accurate and timely reports and dashboards, homing in on your specific KPIs and make smart, confident decisions, faster.

With many pre-defined reports at your disposal, you can build detailed, insightful reports quickly and easily, using data drawn from across the business, from financials and sales through to inventory and distribution, guaranteeing unsurpassed levels of business clarity.

Enhance your reports with powerful visualizations by integrating SAP Crystal Reports, and Interactive Analysis for analyzing data using pre-defined pivot ty to slice and dice your data to fit your business needs

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We understand the business of our clients and know what it takes to transform it into the future.

