# Product information
# be.as 2009 SP1/8.8

# Agenda

**1: Marketing Information**

2: Strategy be.as in relation to SAP Business One 8.8

3: be.as integration in new SAP Business One 8.8 features

4: Collaboration with Coresystems

5: New be.as features in version 2009 SP1/8.8

6: Documentation / Training material

# beas group and be.as Industry solutions – at a glance

## ■ beas group AG

- ■ > 25 years experience
- ■ Software development for small and mid-sized manufacturing enterprises
- ■ 2002 decision to develop be.as
- ■ Specially designed for SAP® Business One
- ■ 2009 Incorporation of beas Asia in Shanghai
- ■ Global partner network in place

## ■ be.as Industry Solutions

- ■ 2003 first live customer in Germany
- ■ 2004 + 2009 SAP certification of be.as Manufacturing
- ■ 2007 SAP and beas started to market industry solutions
- ■ 2010 SAP certification of „Enabled by SAP Business One"
- ■ > 350 customers in 28 countries
- ■ Approx. 7'000 be.as user, approx. 8'800 SAP® Business One user (Dec. 2010)
- ■ 15 supported language versions

beas group ag
Zürich
Switzerland

SAP Gold Partner

be.as
it fits together.

# be.as Industry Solutions – certified and branded by SAP

- **be.as industry solutions are certified according to the latest SAP terms of reference**

  - Development guidelines
  - Technical integration
  - Adjustment and coherence of the business processes
  - Documentation of features and methods
  - Marketing material
  - Training material and data examples
  - Internet portal for information, exchange of experiences and support all around be.as
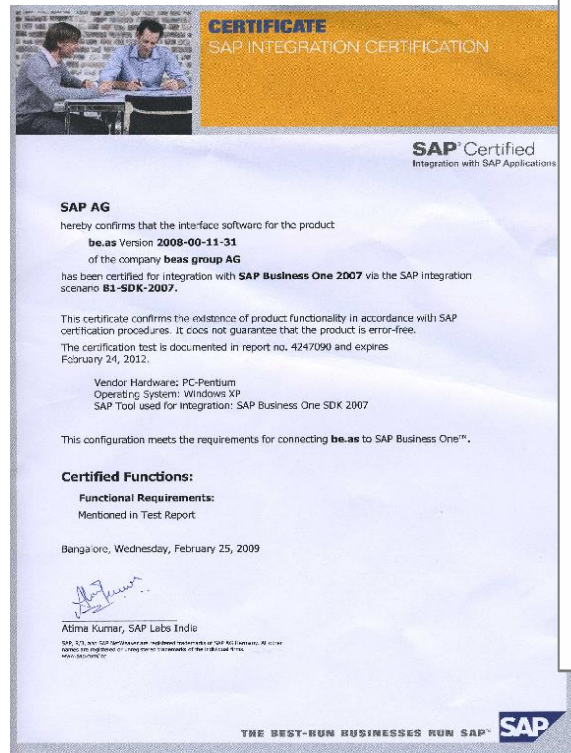
# be.as Modules – developed to build Industry Solutions

■ SAP Business One          ■ be.as Moduls

## CRM

| Marketing | Sales | Services |
|-----------|-------|----------|

## ERP

**Sales Shipping / Export Purchase**

**MRP Strategies**

**Financial Account. Asset Accounting**

Cost Accounting/ Controlling
Pre-/ Post Calculation
Work in Progress
Time Recording

Manufacturing Mgmt.
APS/ Advanced Plann.
Variant/ Prod. Builder
Production Data Rec.
Quality Assurance
Bin Location Mgmt.
Supply Chain Mgmt.
Mobile Data Collection

## Office

| MS-Office Integration | Documents | Archival Storage |
|-----------------------|-----------|------------------|

**Configurable Software Modules with be.as configuration wizard**
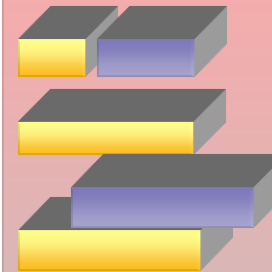
**Standardized method of implemen-tation**

**Industry solutions for vertical markets**
• discrete manufacturing
• process manufacturing
• supply industry/ logistics

/be.as
it fits together.

# Different Business Processes – for different Industries



**Customer Size**

Subsidiaries of large accounts

Small / mid-sized international enterprises

Small national enterprises

metal + plastics processing

machinery apparatus plant construction

electronics electrical engineering

chemical engineering synthetics

food various
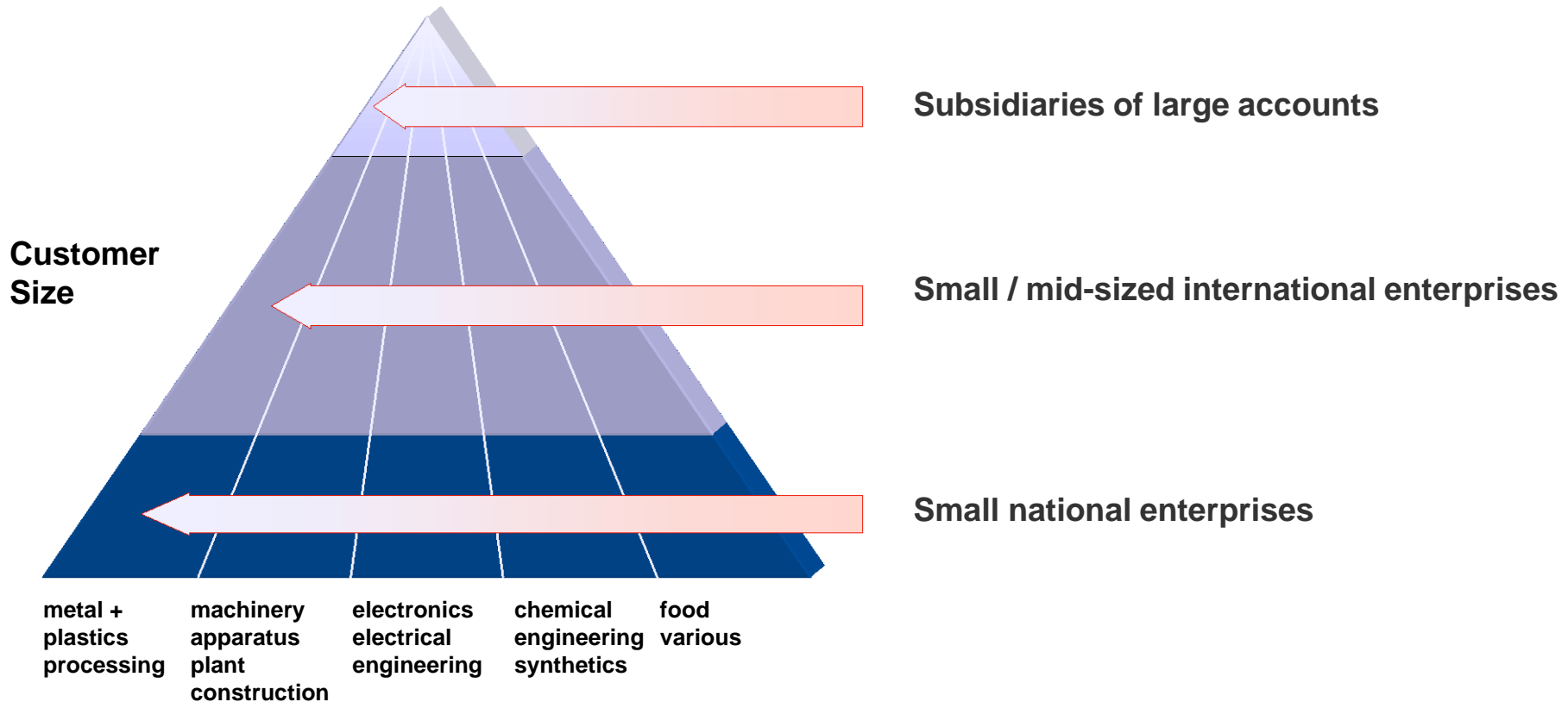
**Specific functionality for business processes:**

- Make-to-order, engineering / projects
- Assembly / configure-to-order / variant production
- Supply industry / automotive / logistics

# proof of strategy be.as industry solutions – some new customers in 2010

- **Number of sold be.as user licenses in 2010 > 1'200**
  - **This relates to approx. 1'800 – 2'000 SAP Business One user**

- **A selection of some new customers of be.as industry solutions**
- **Köllemann, engineer-to-order machinery, constructions, www.koellemann.de**
- **Schlemmer Group, Automotive, www.schlemmer.com**
- **Dana, Automotive, www.dana.com**
- **Medivance, medical devices, www.medivance.com**
- **Siegert GmbH, electronics, PC-boards www.siegert.de**
- **Baojie Electric Motors Co., Ltd, electronical goods, www.cbmcn.com**
- **Synplast AG, plastics engineering, www.synplast.ch**
- **Amcor Flexibles, packaging industry, www.amcor.com**
- **PR Service Graphique, packaging industry, www.prservicegraphique.com**
- **Kollant, agricultural chemicals, insecticides, www.kollant.it**
- **Vebi Instituto Biochimico, bio chemical products, www.vebi.it**
- **Zeus Scientific, clinical diagnostics products, www.zeusscientific.com**
- **Pharmaintraco SA, chemical/microbiolocical engineering, www.pharmintraco.com**

# Business Process Overview
# Make-To-Stock



Release Purchase Orders → Purchase

Sales Orders → MRP → Purchase Requests

Production Requests

MRP → Production

Product Cost Analysis

Forecasts

Release Work Orders

Master Data → Work Order specific Data → Archive Data

Engineering with Update WO-specific Data

Engineering without Update Master Data

Information    Function

# Business Process Overview Make-To-Order / Mixed Mode



Release Purchase Orders → Purchase

Purchase Requests

Sales Order → From Sales Order to Work Order

MRP → Production

Production Requests

Release Work Orders

Master Data

Work Order specific Data → Archive Data

Product Cost Analysis

Engineering with Update WO-specific Data

Engineering without Update Master Data
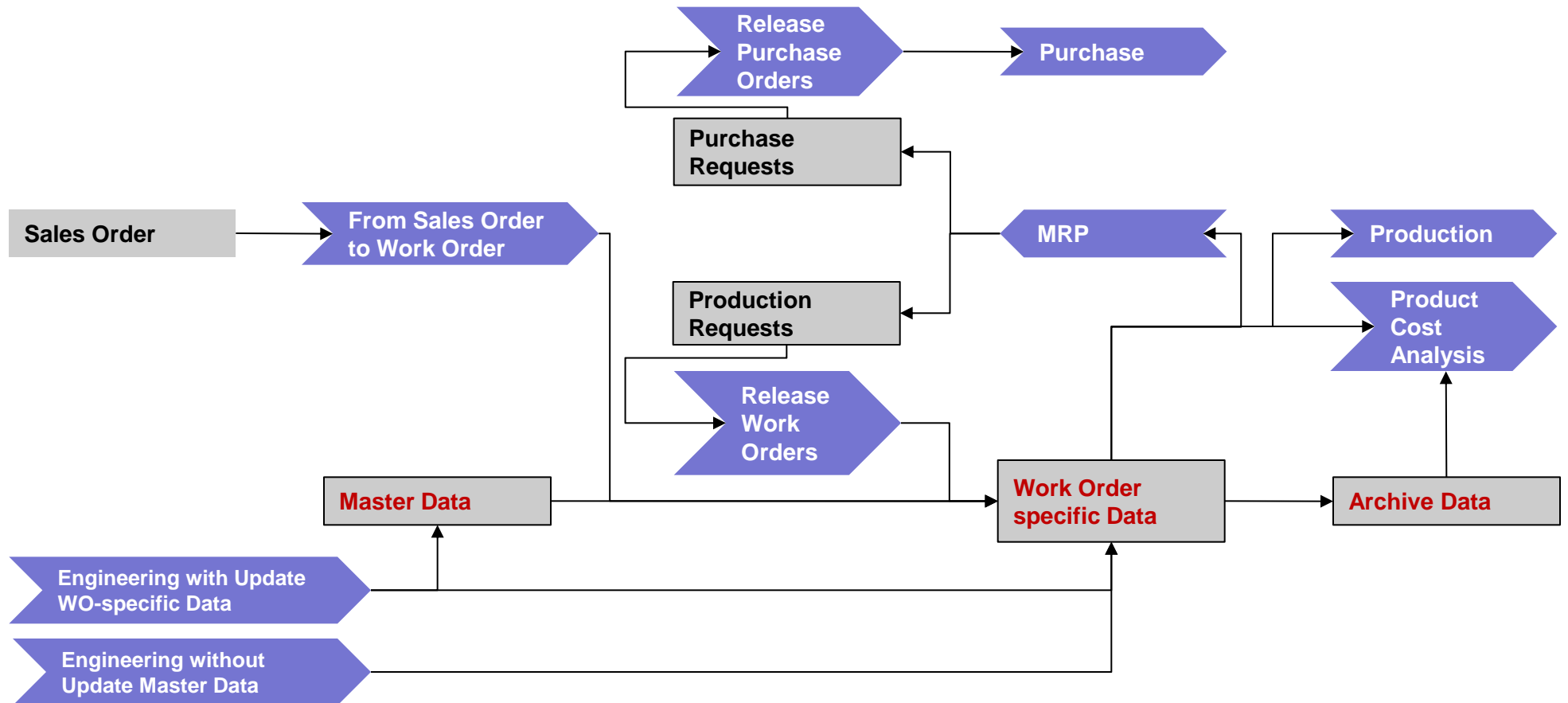
Information    Function

# Business Process Overview Engineer-To-Order



Release Purchase Orders → Purchase

Sales Quotation → Sales Order

Purchase Requests

Precalculation → Work Order from Calculation

MRP → Production

Production Requests

Product Cost Analysis

Release Work Orders

Master Data

Calculation Data → Work Order specific Data → Archive Data

Engineering in Sales Quotation Step

Engineering to break down the Order
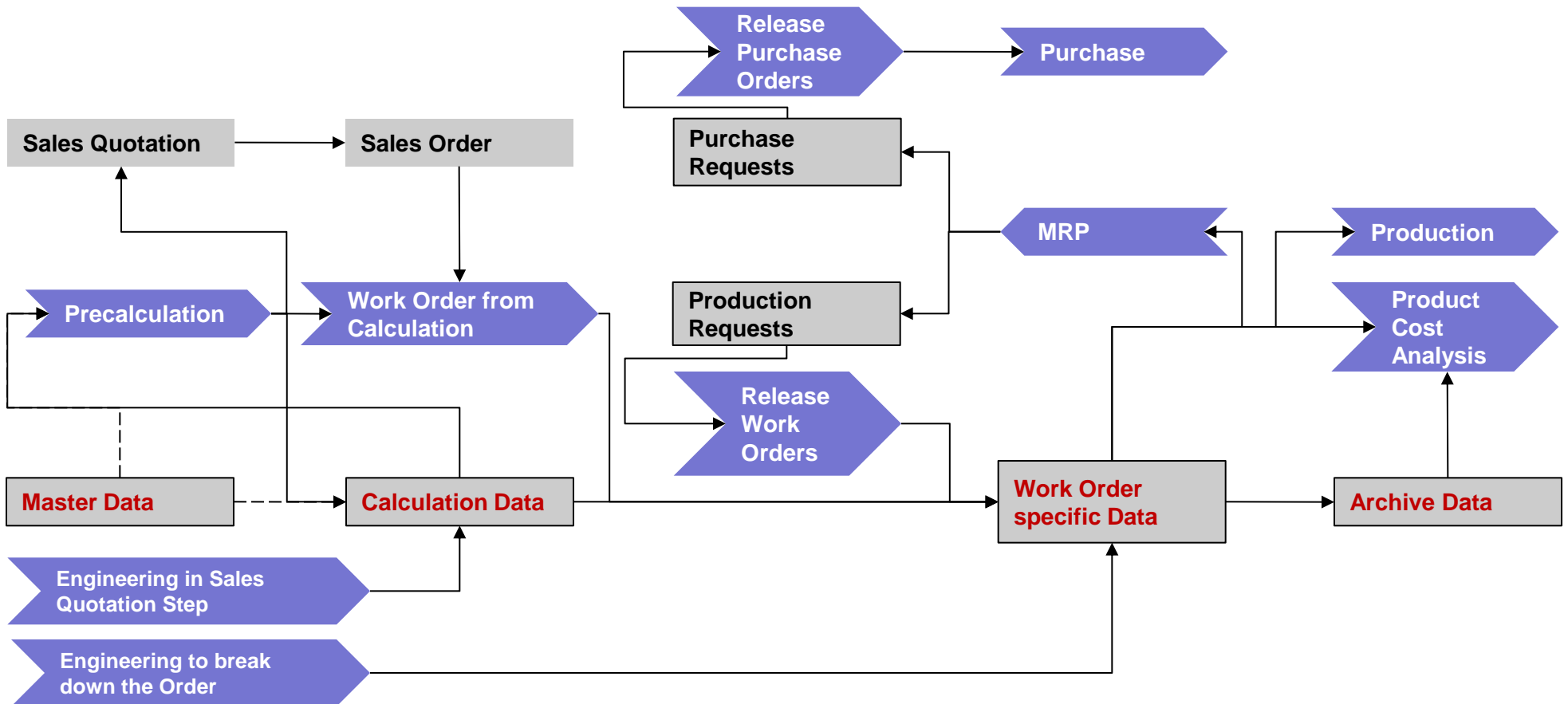
Information    Function

# Business Process Overview
# Configure-To-Order

Sales Quotation

Sales Order

Product Configuration

Precalculation

From Sales Order to Work Order

Work Order from Calculation

Master Data

Calculation Data

Work Order specific Data
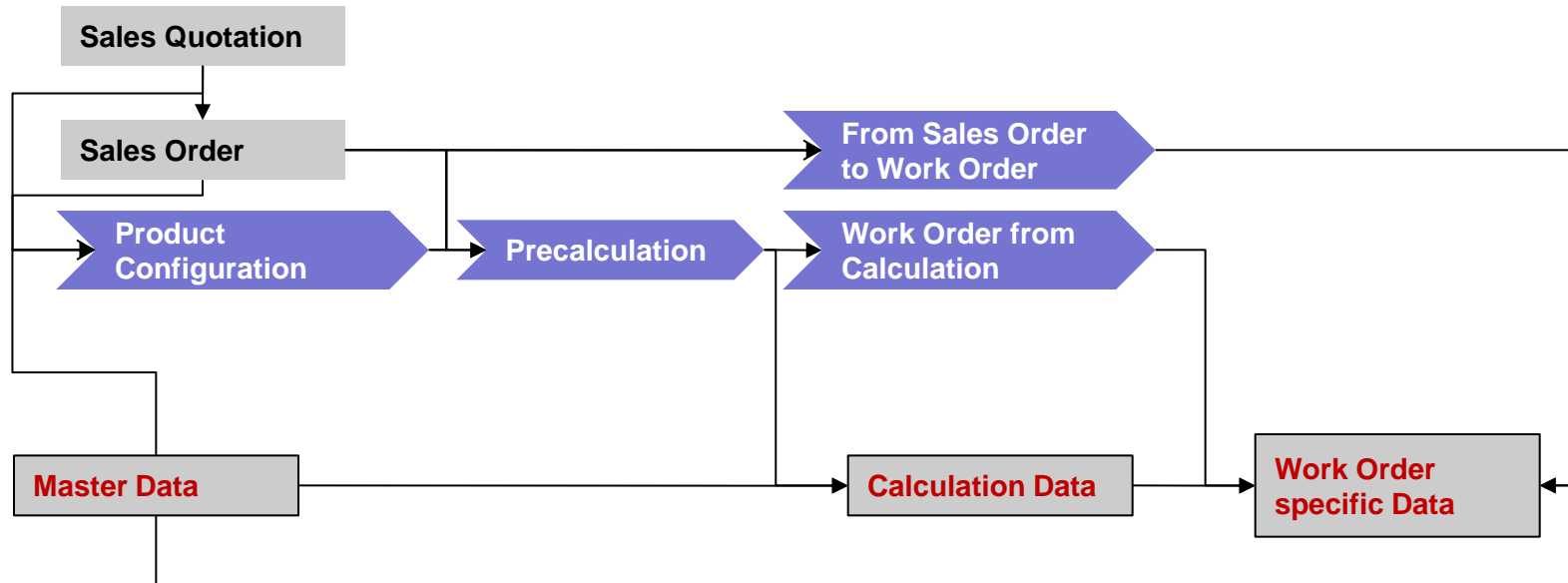
Information

Function

# Business Process Overview Automotive
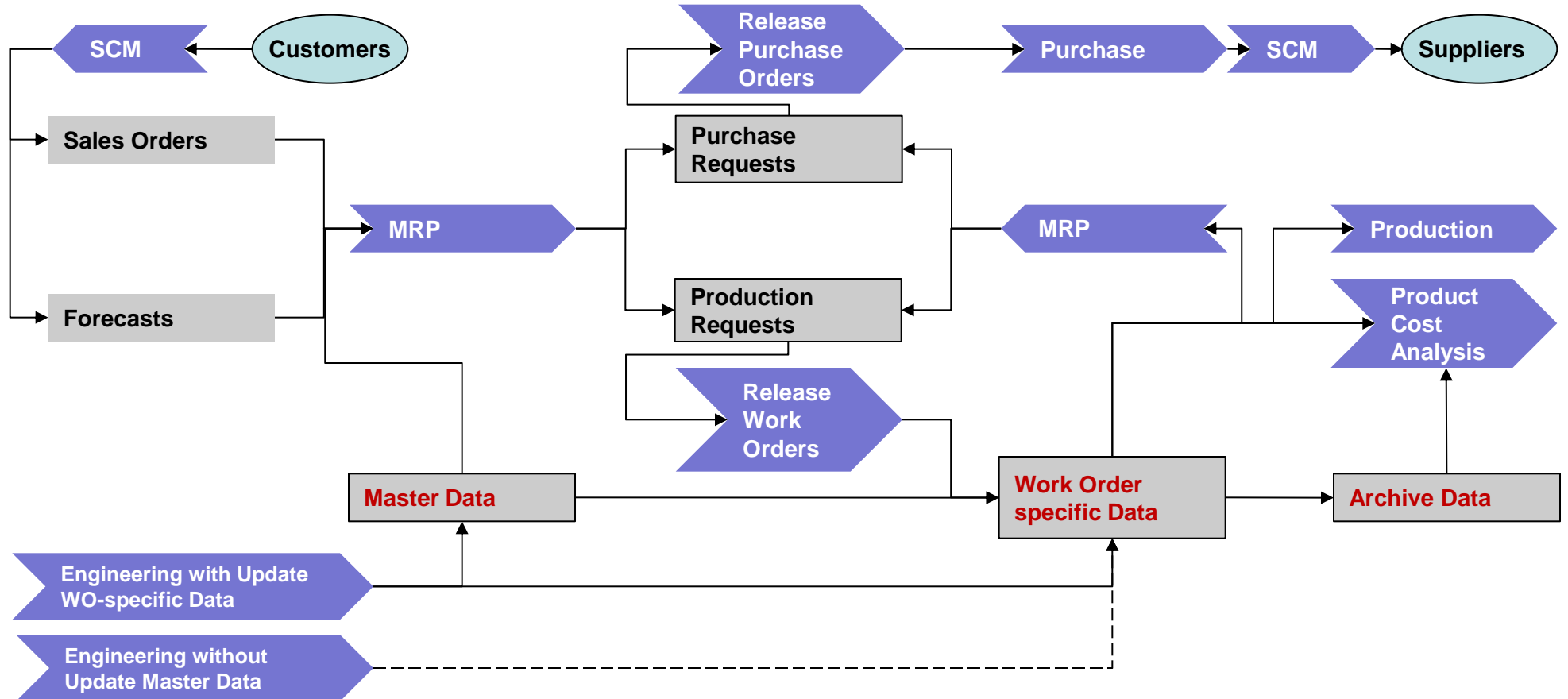


Information | Function

# Agenda

1: Marketing Information

**2: Strategy be.as in relation to SAP Business One 8.8**

3: be.as integration in new SAP Business One 8.8 features

4: Collaboration with Coresystems

5: New be.as features in version 2009 SP1/8.8

6: Documentation / Training material

# Development technology
## Sybase Power Builder  (PB)

SYBASE® | An SAP Company

- **be.as:** very fast development & customizing

- **Tool:** with PB, any business process can be represented with very few lines of script

- **PB** is a true **.NET** language**:** Web Services and .NET assemblies

- **Multiple deployment options:** Desktop, Web, RIA, WPF

SAP Gold Partner

be.as
it fits together.

# Development technology
## Mobile applications

**MSSQL Interface integrated in PHP**

**The combination of PHP / Apache / be.as database represents the current basis of the be.as web apps.**



IPhone

Mobile

Hand scanner

HTTP

be.as Mobile Server
Apache+PHP

PHP / MSSQL Interface

be.as database
MSSQL

SAP Gold Partner

be.as
it fits together.
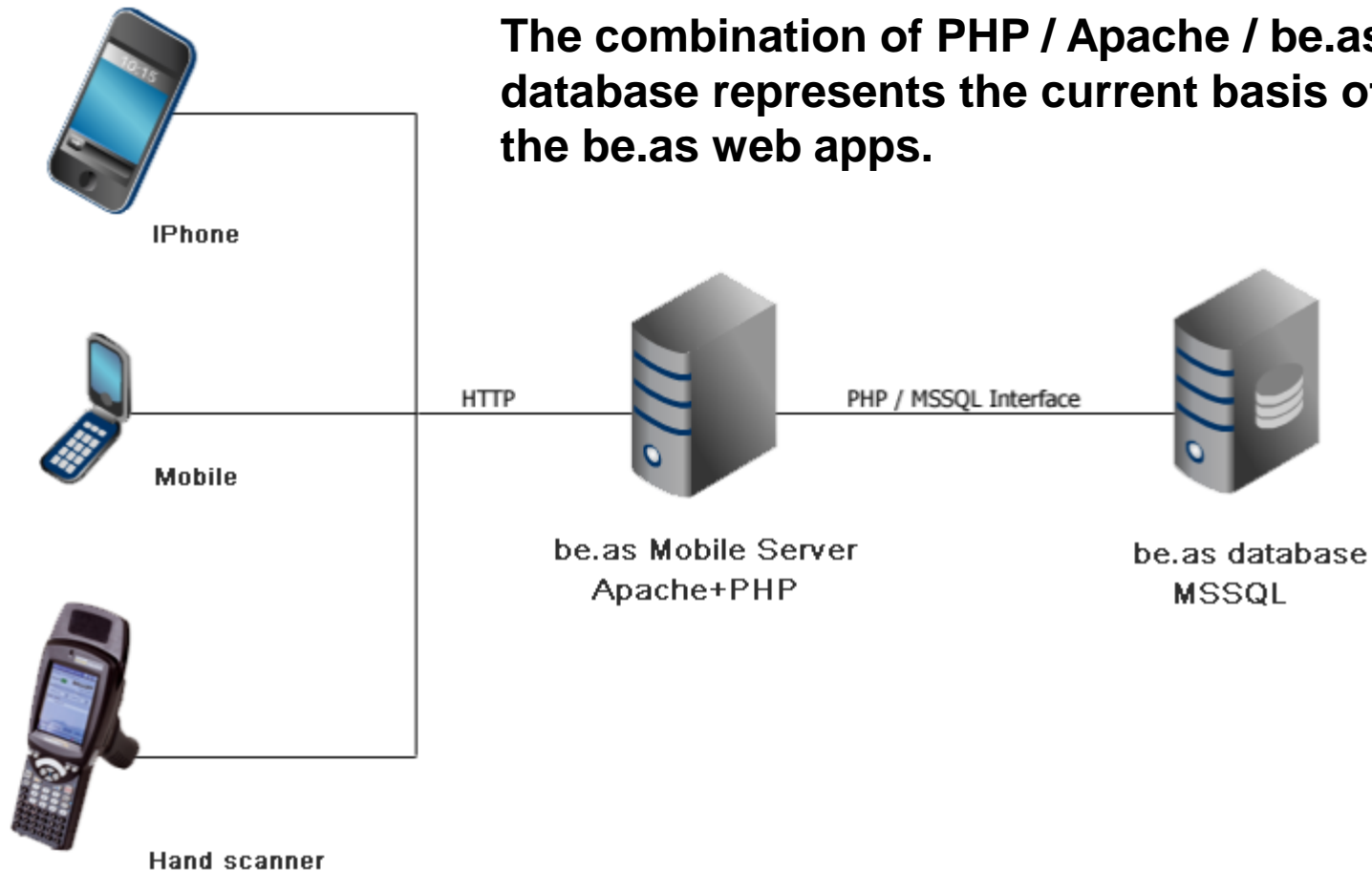
# Integration technology be.as interface
## easy to implement and powerful connection for Add-Ons

- **Powerful connection for partner add-ons**

  - **Add-ons have to be registered in SAP Business One**

  - **Allows direct communication with be.as via event-driven interface**

  - **Independent of applied software technology**

  - **Enables access to all be.as objects and methods**

  - **All be.as information are accessed for additional processing**

  - **Executable functions e.g. like**
    - **Open be.as screens, modify / save data**
    - **Call screens, fill in and create new data**
    - **Material postings, calculation, reports, etc.**
    - **Integration example is coresuite enterprise search**

be.as

be.as event-driven interface

Cloud

Partner Add-On

SAP Business One
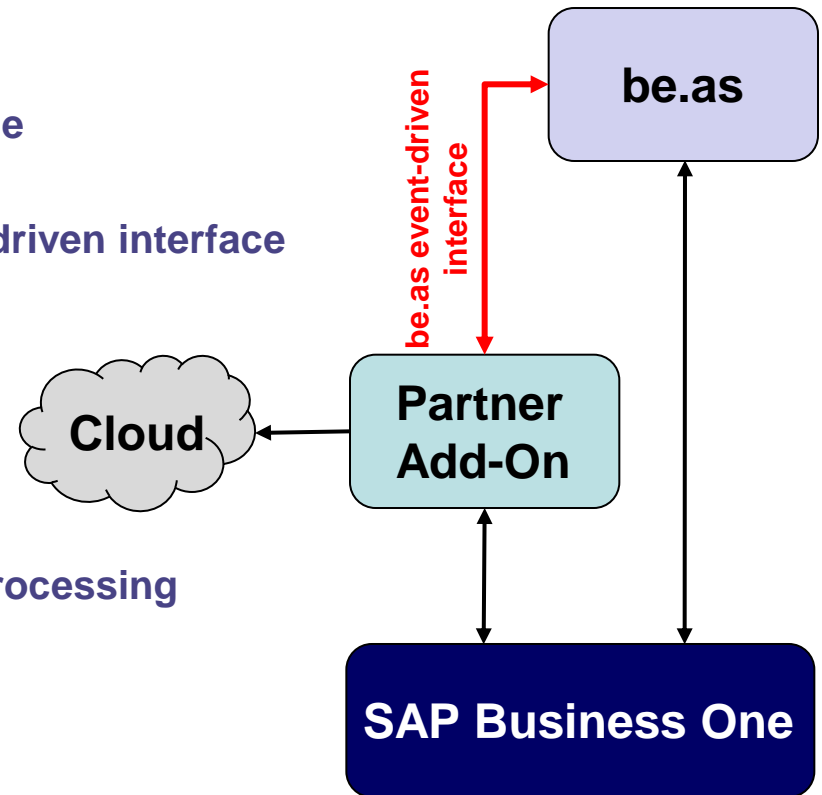
# Integration technology be.as common-server
## as a service for apps and clouds

- **Configurable be.as services for clouds**

  - **Compared to be.as common the be.as server communicates directly with the cloud**

  - **Different formats can be processed to provide or synchronize data, e.g. with the coresuite cloud via inbox / outbox**

  - **Usefull applications can be (*additionally* to already supported SAP and coresystems mobile standards)**
    - **Reports and operating figures of business processes like orders, resources, cost accounting, calculations, etc.**
    - **Warehouse management, time and production data processing, QC**
    - **Order processing in collaboration with customers and suppliers**
    - **Extention of web shops to support the quotation and sales order process by configuring and calculation of products with the be.as product configurator**
    - **Customer-specific requirements on request**
    - **Already available standard applications see next slides**
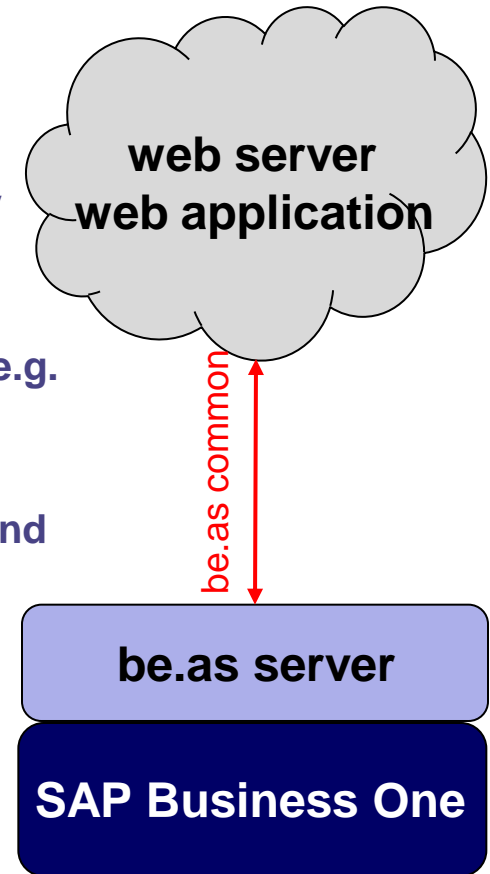
**web server
web application**

be.as common

**be.as server**

**SAP Business One**

**be.as**
it fits together.

# Agenda

1: Marketing Information

2: Strategy be.as in relation to SAP Business One 8.8

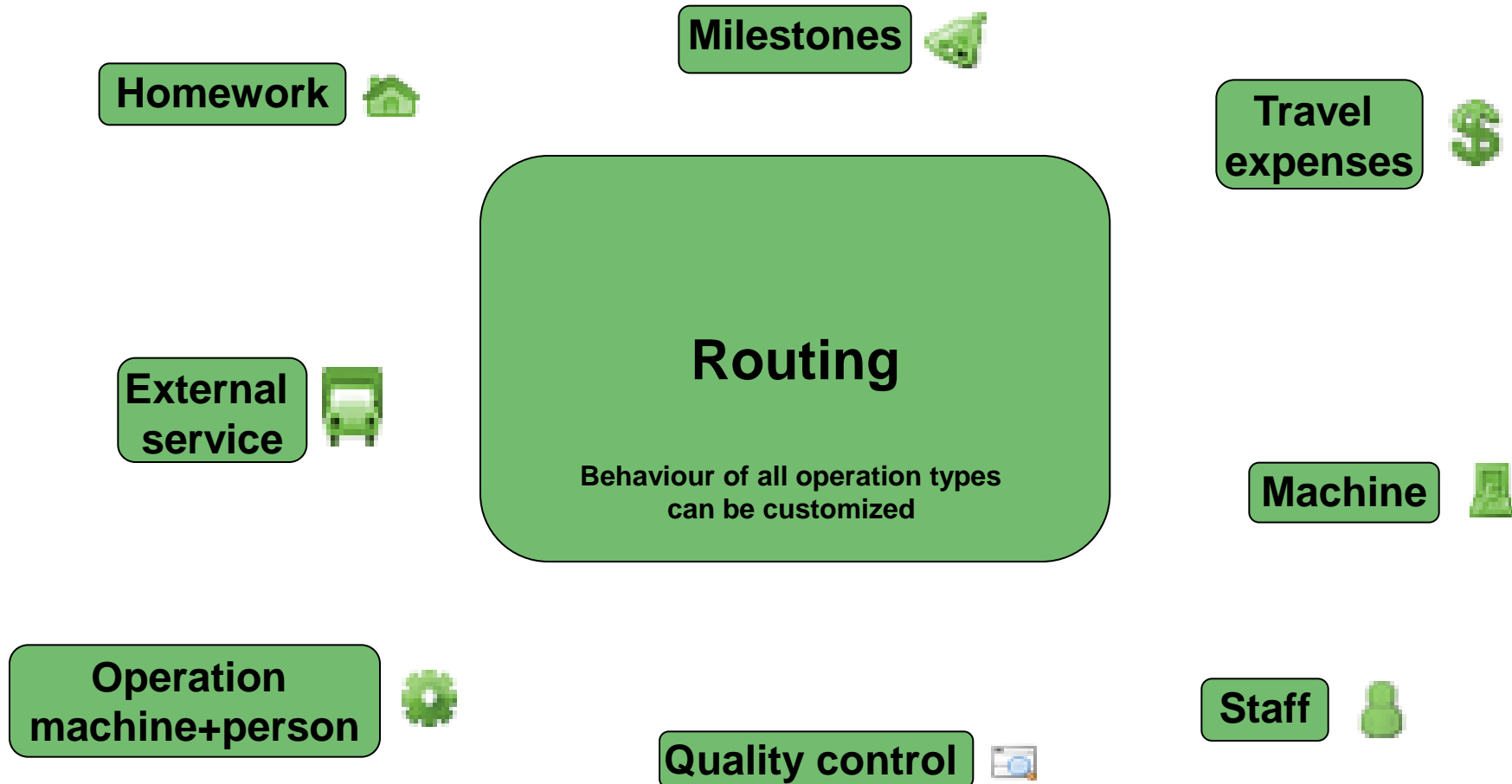**3: be.as integration in new SAP Business One 8.8 features**

4: Collaboration with Coresystems

5: New be.as features in version 2009 SP1/8.8

6: Documentation / Training material

it fits together.

# Signature Design

be.as has adapted to SAP new Signature design.

State of the art visual designs similar to Microsoft products.

The whole SAP Product Family is harmonized.

be.as as a fully integrated Add On, is now unite to the design of other SAP's front-end components.

# Signature Design
## User interface revised



Full support of SAP Signature design

Support of SAP fonts Size and zoom function

Unclear terms revised

Adapted transparent icons
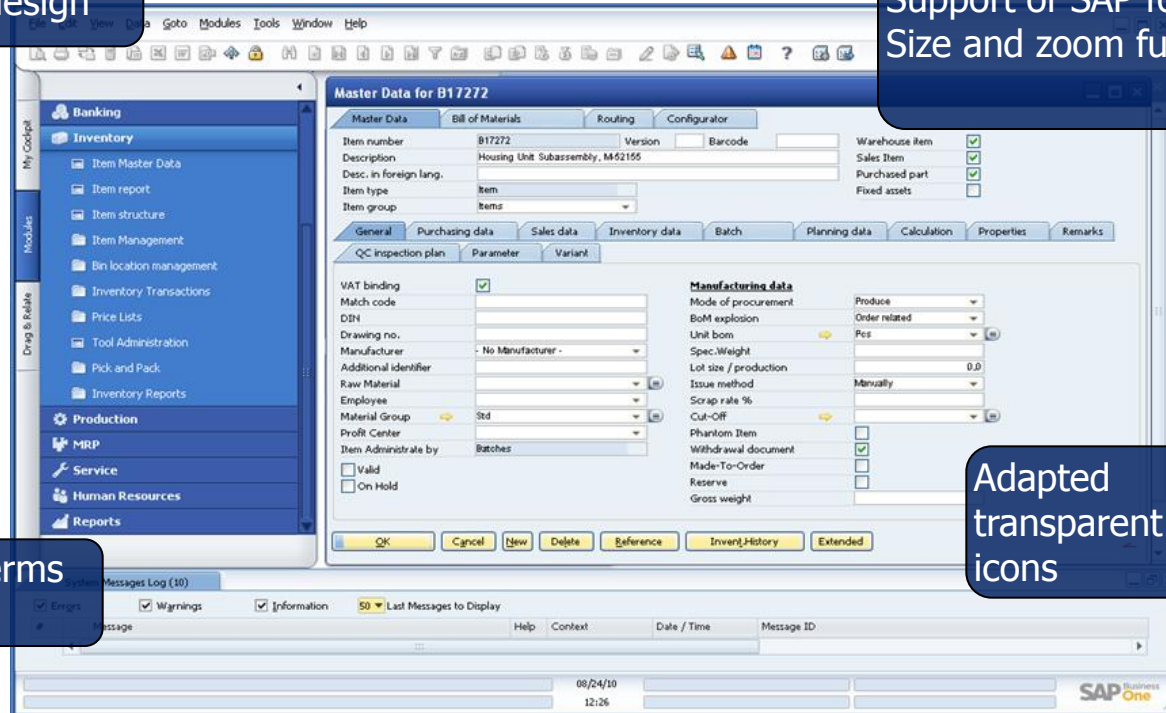
# Signature Design
## Input of formatted text enabled



Input of formatted text without external editor

# Signature Design
## New bitmaps



New bitmaps give a quick overview on all production processes

**Caption**

| | |
|---|---|
| External production | |
| Homework | |
| Machine | |
| Milestone | |
| Operation | |
| Personnel | |
| quality control | |

**Shortcuts from input screens: fast editing of master data**
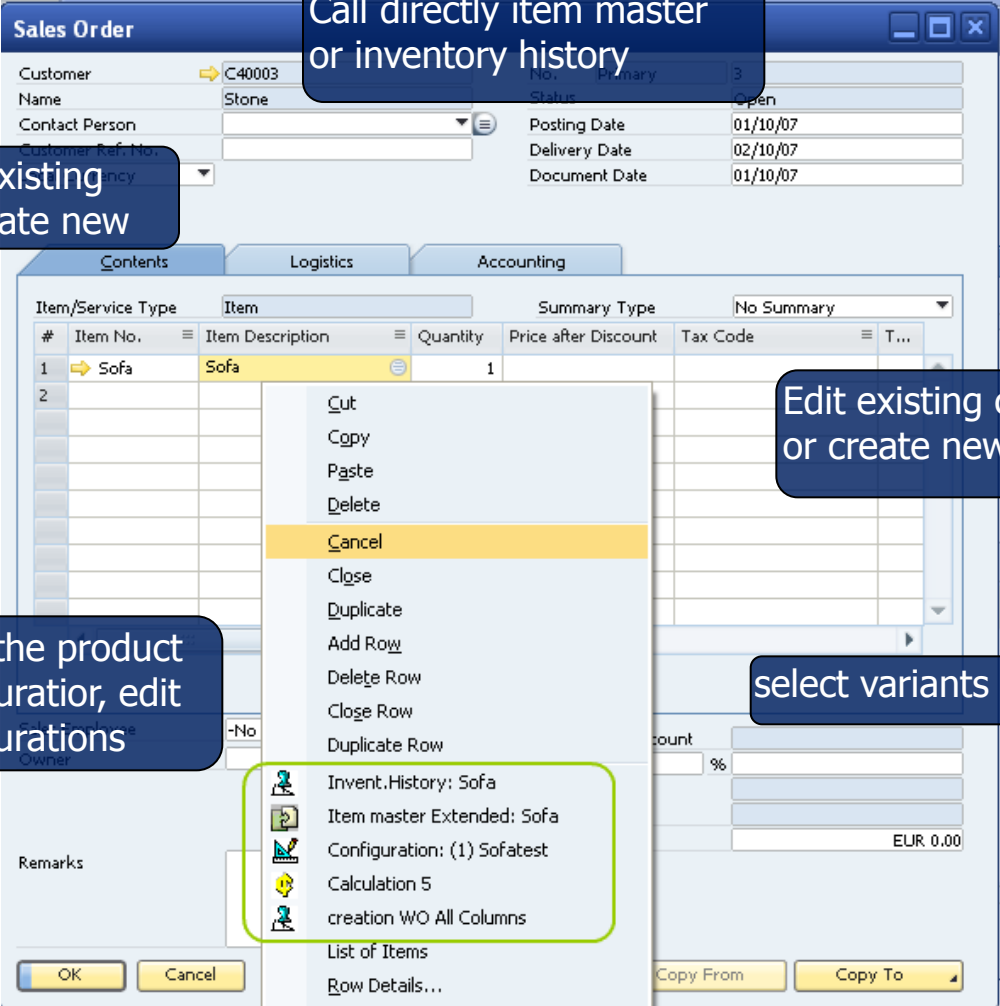


Direct access on master data and administration programs

Screens harmonized (aligned left and right)

# Integrated features
## Dynamic right click menu: Sales order



**Call directly item master or inventory history**

**Call and monitor existing work orders or create new**

**Edit existing calculations or create new ones**

**Open the product configuratior, edit configurations**

**select variants directly**

**Sales Order**

| Customer | C40003 | No. | Primary | 3 |
| Name | Stone | Status | Open | |
| Contact Person | | Posting Date | 01/10/07 | |
| Customer Ref. No. | | Delivery Date | 02/10/07 | |
| ency | | Document Date | 01/10/07 | |

Contents  Logistics  Accounting

Item/Service Type  Item  Summary Type  No Summary

| # | Item No. | Item Description | Quantity | Price after Discount | Tax Code | T... |
| 1 | Sofa | Sofa | 1 | | | |
| 2 | | | | | | |

Right-click menu:
- Cut
- Copy
- Paste
- Delete
- Cancel
- Close
- Duplicate
- Add Row
- Delete Row
- Close Row
- Duplicate Row
- Invent.History: Sofa
- Item master Extended: Sofa
- Configuration: (1) Sofatest
- Calculation 5
- creation WO All Columns
- List of Items
- Row Details...

Remarks

-No

count %

EUR 0.00

OK  Cancel  Copy From  Copy To

be.as it fits together.

# Full dashboard integration
## be.as functions, messages & alerts, search engine

**One click access on all be.as functions.**
**Comprehensive search through all be.as documents and functions.**
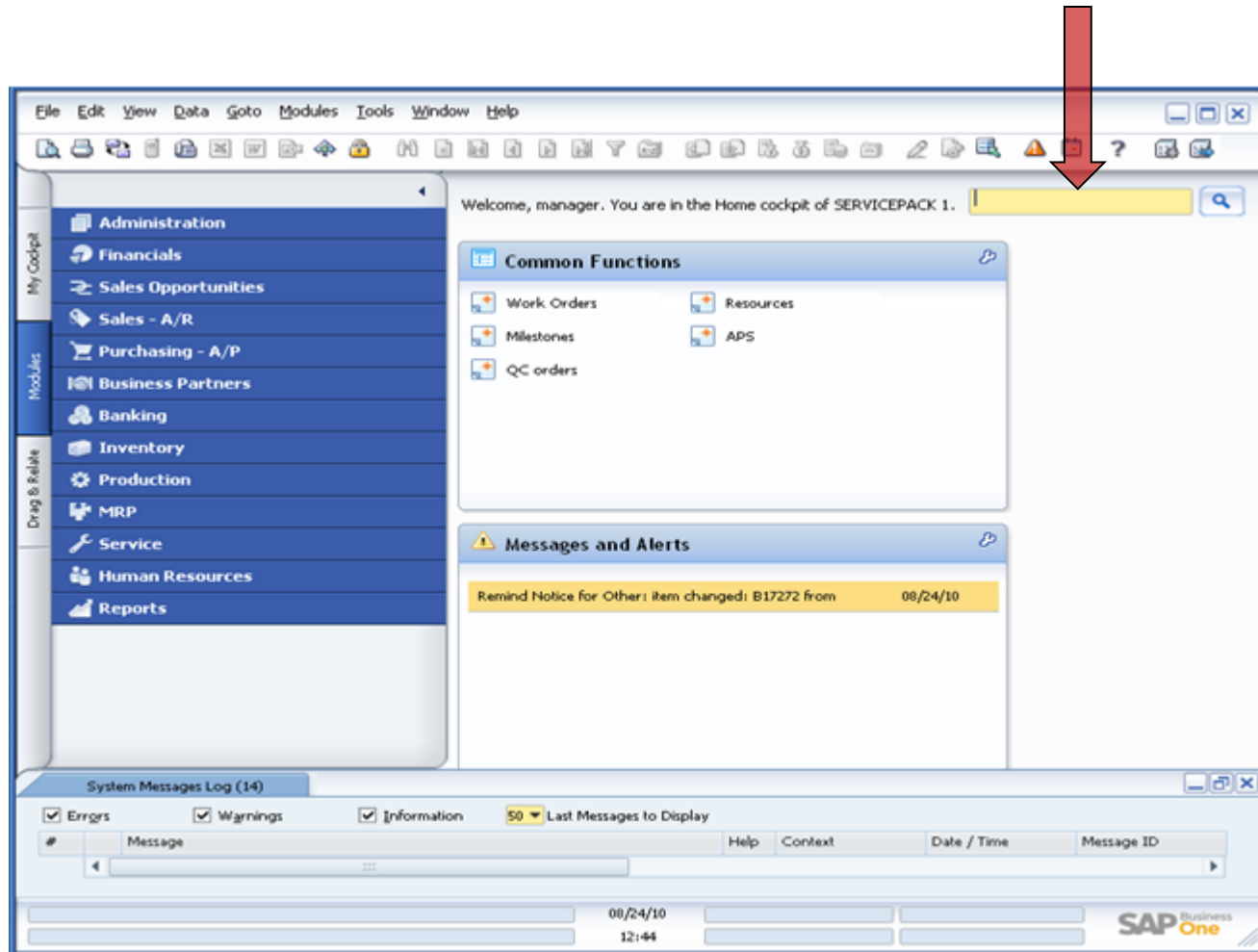
# Agenda

1: Marketing Information

2: Strategy be.as in relation to SAP Business One 8.8

3: be.as integration in new SAP Business One 8.8 features

4: Collaboration with Coresystems

**5: New be.as features in version 2009 SP1/8.8**

6: Documentation / Training material

Milestones

Homework

Travel expenses

External service

# Routing

**Behaviour of all operation types can be customized**

Machine

Operation machine+person

Quality control

Staff

# Operation types
## Define and manage operation types

# Resource management
## Function overview

| Resource scheduling | → | Production planning / Material requirements planning | → | Production / Purchase |
|---|---|---|---|---|
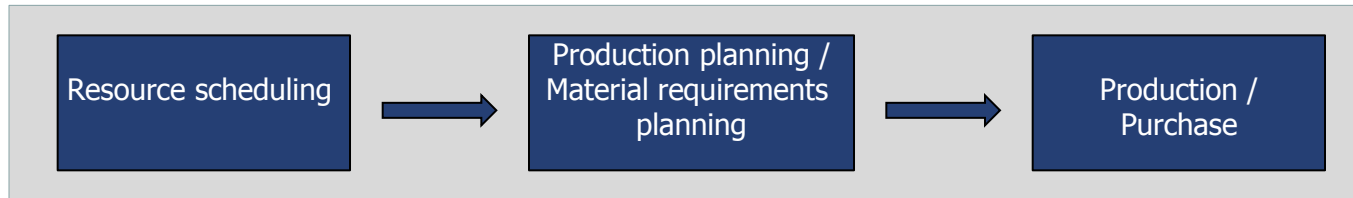
**Resources / Ressource groups**
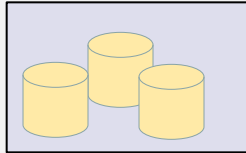
- Define arbitrary resources
- Define planned capacity per resource
- Define number of machines / employees per resource
- Assign shifts to resources
- Display of work days and capacities in the resource calendar
- Combine resources to resource groups

**Shift schedule for resources**
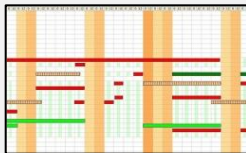
- Define an unlimited number of shift plans
- Assign to a factory calendar
- Define work time per shift schedule
- Define special shifts for deviations
- Availability in % per shift schedule and day template

**Factory calendar**
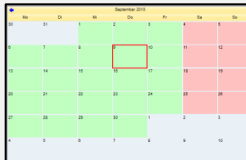
- Up to 7 different factory calendars
  (machines 24/7, staff mon-fri)
- Define workdays separately per calendar
- Define availability of resources in % per calendar

# Resource management
## Cockpit for resources

Shift display

Resource groups

Interruption reasons

**Resources**

| Resources | group Administration | All Resources | Grafik Resources |

| Group | Description | Shift | Name | From | Interruption | Utilization |
|---|---|---|---|---|---|---|
| 1200 | Assemby | | | | | |
| 1202 | A2 Assembly | 5-Day | | | Equipment Change | 20 / 72 |
| 1206 | A2 Assembly | 5-Day | | | | 20 / 72 |
| 1201 | A1 Assembly | 7-Day | | | | / 216 |
| 1203 | A3 Assembly | 7-Day | (1) James Bond | 10:23 A | | 20 / 216 |
| 1204 | A3 Assembly | 7-Day | | | | 20 / 216 |
| 1205 | A3 Assembly | 7-Day | | | | 16 / 216 |
| A | Group A | | | | | |
| 1102 | Layout | | | | | / 224 |
| 1300 | Welding | | | | | / 1080 |
| 5211 | Floor Type Boring Machine | | | | | / 72 |

| Edit | End | New Resource | Edit group | New group | New Calculate |

Currently logged on

Planned and reserved time
(accumulated utilization)

Screens harmonized
(aligned left and right)

**At a single glance: Forecast of planned/available capacity for each day in the calendar**

# Resource management
## Resource groups

**Scrolling within resource groups provides an instant overview on capacity**

Red: dispatched
Green: available capacity
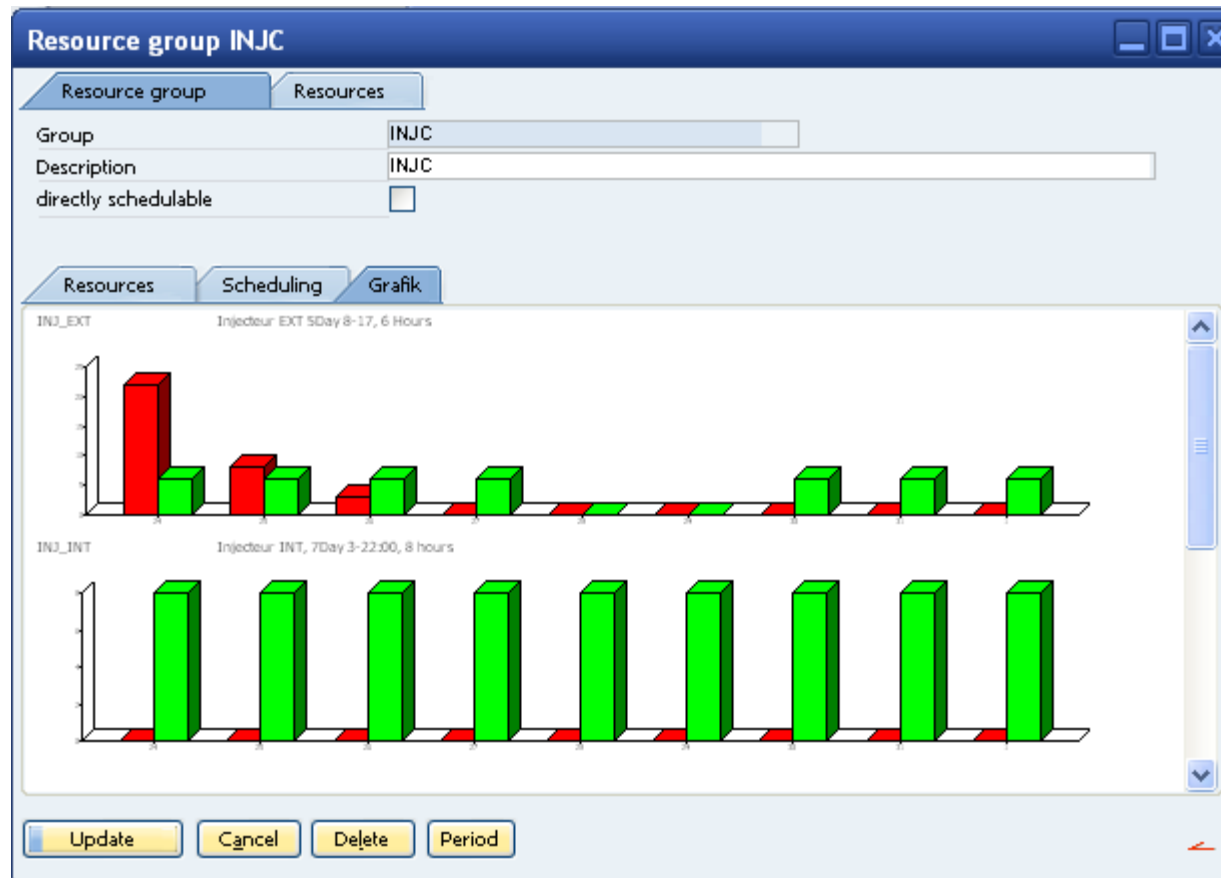
# Resource management
## Alternative parallel resources

**Planning function for tools and alternative parallel resources**

# Resource management
## Alternative parallel resources

**Right click menu allows to edit resources easily**

**Define the sequence: the optimal resource is suggested by be.as**

# Resource management
## Optimization of resources: APS view
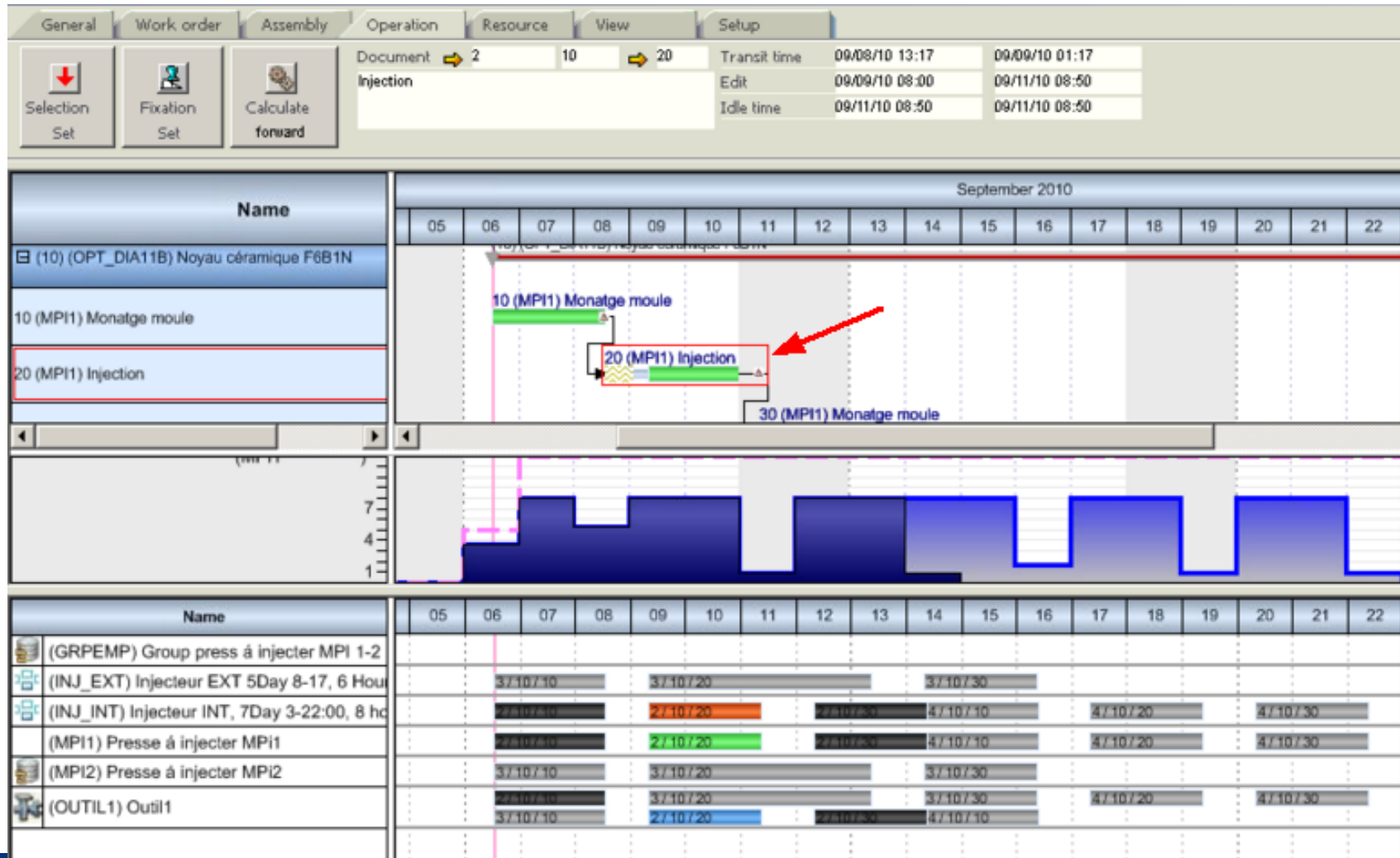
# MRP -> MRPII
## Consideration of order multiples

**New function in the MRP: you can select, whether order multiples and minimum order quantity should be taken into account at the breakdown of assemblies.**

## Consideration of order multiples: disabled

### Item structure

| Item no. Resource OP | Brief Description, Acti... |
|---|---|
| B17272 | Housing Unit Subassem... |
| 10  A11896 | Gas Nozzle Subassemb... |
| A20  C16900 | Burner Pipe |
| A30  C79260 | WIRE, optical 15" red |

**Function disabled**

### Order Recommendation

All Item | Purchased Items | In-house production

| # | ... Item | Description | Lead time | Minimum Inventory | Warehouse stock | inflow | outflow |
|---|---|---|---|---|---|---|---|
| 1 | A11896 | Gas Nozzle Subassembly, 65-50254 | 5 | 0,0 | 19,0 | 0,0 | 80,0 |
| 2 | B17272 | Housing Unit Subassembly, M-52155 | 7 | 0,0 | 5,0 | 0,0 | 85,0 |

Goods movements | Order | Produce

| # | Typ | Planed goods mover | Info | Date of order | CW | Date of rec | inflow | outflow | Balance | UoM |
|---|---|---|---|---|---|---|---|---|---|---|
| 1 | | Prognose 09/06/10 | (B-Forcast) B-Forcast | 09/06/10 | 36 | 09/06/10 | 0,0 | 10,0 | -5,0 | Pcs |
| 2 | | Prognose 09/13/10 | (B-Forcast) B-Forcast | 09/07/10 | 36 | 09/13/10 | 0,0 | 10,0 | -15,0 | Pcs |
| 3 | | Prognose 09/20/10 | (B-Forcast) B-Forcast | 09/15/10 | 37 | 09/20/10 | 0,0 | 8,0 | -23,0 | Pcs |
| 4 | | Prognose 09/27/10 | (B-Forcast) B-Forcast | 09/20/10 | 38 | 09/27/10 | 0,0 | 14,0 | -37,0 | Pcs |
| 5 | | Prognose 10/04/10 | (B-Forcast) B-Forcast | 09/16/10 | 37 | 10/04/10 | 0,0 | 43,0 | -80,0 | Pcs |

**Function enabled**

# MRP -> MRPII
## Integrated resource planning already in MRP calculation

**Combined view of all needed resources based on MRP scenarios**



**Blue:**
Work orders in process

**Green:**
Capacity required from sales orders

**Yellow:**
Capacity required from forecasts
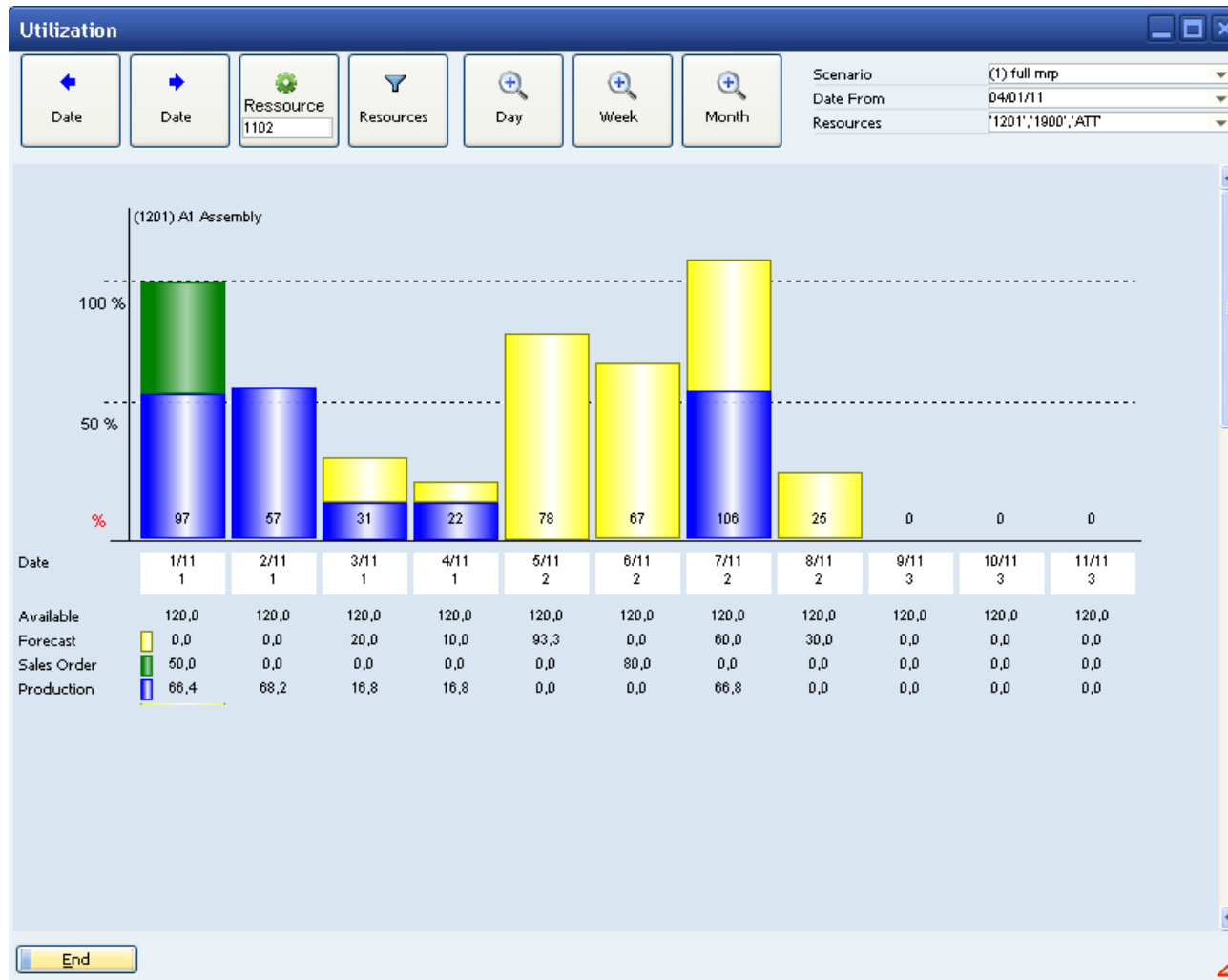
# Project management
## New(!) top-down approach with milestones

Work order
Type: Project

**Detailed scheduling (APS)**

**Rough planning**

Project planning

Assembly 2

Assembly 1

Milestone 1

Milestone 2

Milestone 3

Material
Routing

Material
Routing

Monitoring of milestones

**Cost evaluation,
Analysis of efficiency**

Resource planning MRPII
• Internal Production
• Outsourcing
• Purchasing

be.as
it fits together.
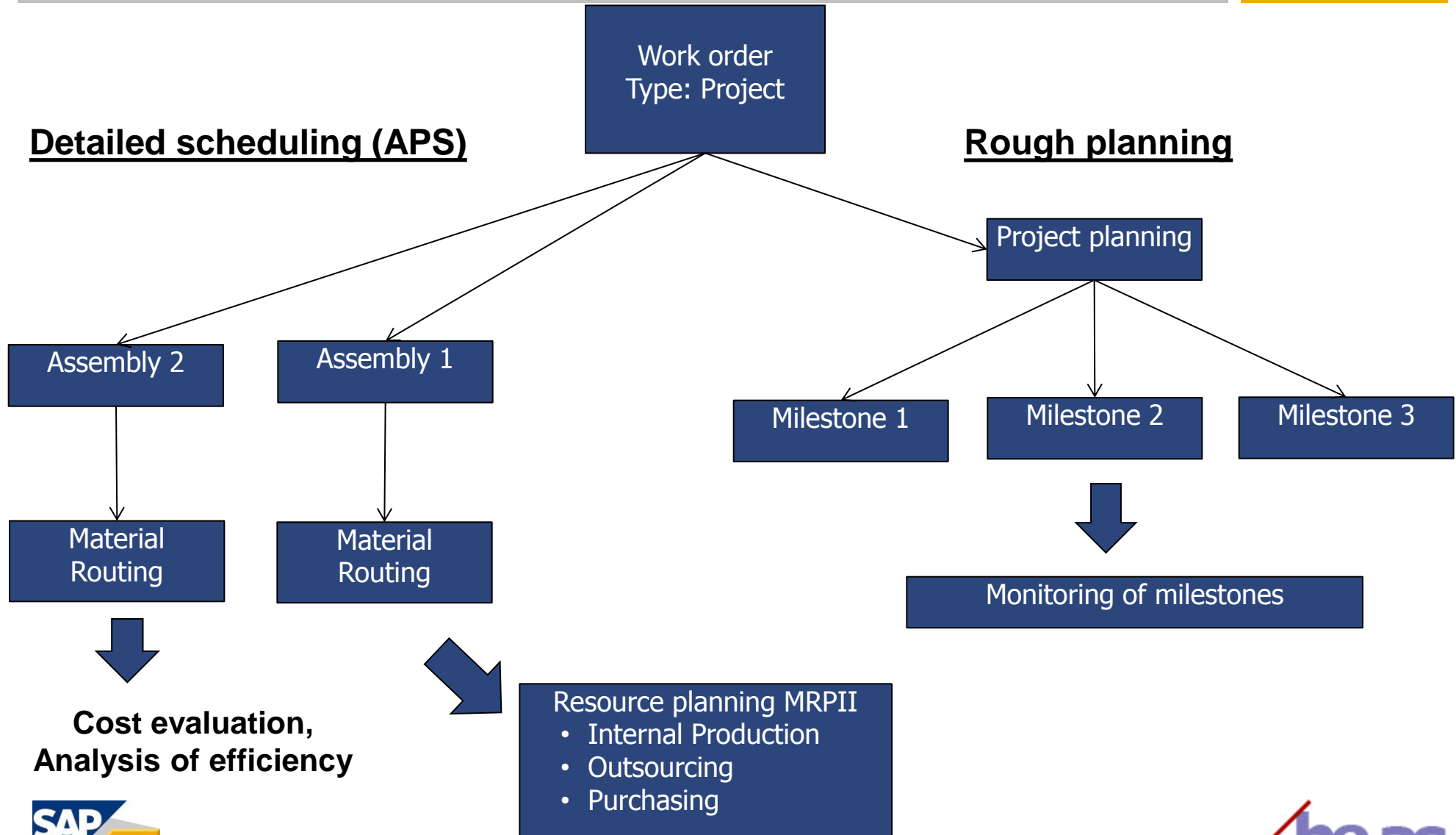
# Project management
## Milestone management with alert system

- **Define and manage milestones or activities**

- **Use the messages and alerts for monitoring your activities and business processes**

- **Predefined events and recommendations can assist you in decision making**

# Project management
## Milestones in work order structure view

**Never lose track of your activities: overview on milestones**

# be.as web apps
## easy to install and present

- **Configuration example for partners or test clients**
  - **All services at one notebook**
  - **Easy to install**
  - **Call WEB-Server setup**
  - **Click on „Start WEB-APPS-Installation"**
  - **After 3 to 10 minutes web apps are installed completely**
  - **At the end the browser opens the login screen**



**IPhone**

**Mobile**

**Hand scanner**

**HTTP**

**SAP Business One / be.as**
**be.as server**
**Apache + PHP**



Reports
User administration
Messages
Events
Factory calendar
System
WEB-Apps
WEB-Clients
WEB-Menügruppen
WEB-Apps Setup
WEB-Server Setup

**WEB-Apps Setup**

Setup | Extended | Apps

Setup Wizard for Web-apps

assists you in setting up the WEB-APPS

- installation APACHE-Server on this work station

- installation WEB-apps

- Automatic setup

Start WEB-APPS Installation

OK    Cancel

# be.as web apps
## Overview (will be continuously extended)

- **Warehouse management**
  - **Supports be.as bin location manag.**
  - **all material transactions**

- **Warehouse information**

- **Inventory**

- **Quality control operations**

- **Inventory**

- **Direct print of labels and reports**

- **Time recording**

- **Production data collection**

- **Order queue information**

# be.as web apps
## browser-based devices can be used up from 320x320 res.

optimized resolution

320x320   480x320   960x640

scaleable resolution

iPhone 4g (960x640)

iPhone 3gs (480x320)

# Agenda

1: Marketing Information

2: Strategy be.as in relation to SAP Business One 8.8

3: be.as integration in new SAP Business One 8.8 features

4: Collaboration with Coresystems

5: New be.as features in version 2009 SP1/8.8

**6: Documentation / Training material**
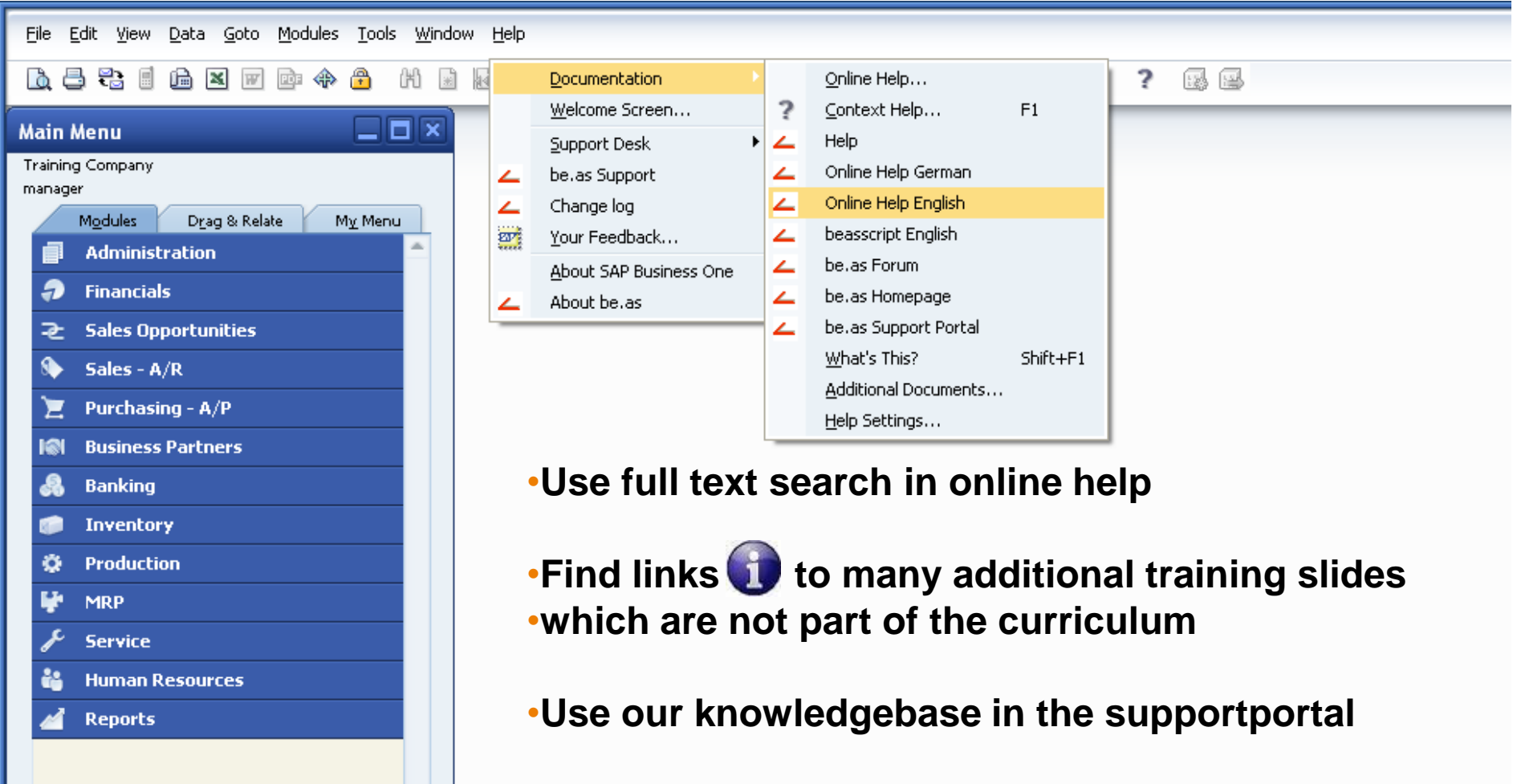
# Documentation / Training material
## Overview Training units (Web-Sessions)

| Training sessions (Basic) | |
|---|---|
| **01 Support and Installation** | 1 hr. |
| **02 Marketing** | 1,5 hrs. |
| **03 Example process – make to order (Presales)** | 1,5 hrs. |

| 04 Resources | 05 Operation | 06 Items | 07 Tools | 2 hrs. |
|---|---|---|---|---|
| 08 MRP | 09 Calculation | | 10 Production | each 1 hr. |

| Training sessions (be.as modules) | | | |
|---|---|---|---|

| 11 SCM | 12 Product Configurator | 13 APS | each 2 hrs. |
|---|---|---|---|
| 14 Bin Location Management | 15 Mobile Bin Location Management | 16 Cost sheet | 17 Personnel Time Recording | each 1,5 hrs. |

| Training sessions (extended) | | | |
|---|---|---|---|

| 18 be.as script | 19 Data import | 20 Batch transfer | 21 Machine data capture | 1 hr. |
|---|---|---|---|---|

# Documentation / Training material
## Many ways to get help



- Use full text search in online help

- Find links (i) to many additional training slides
- which are not part of the curriculum

- Use our knowledgebase in the supportportal

# Thank you for your cooperation!