

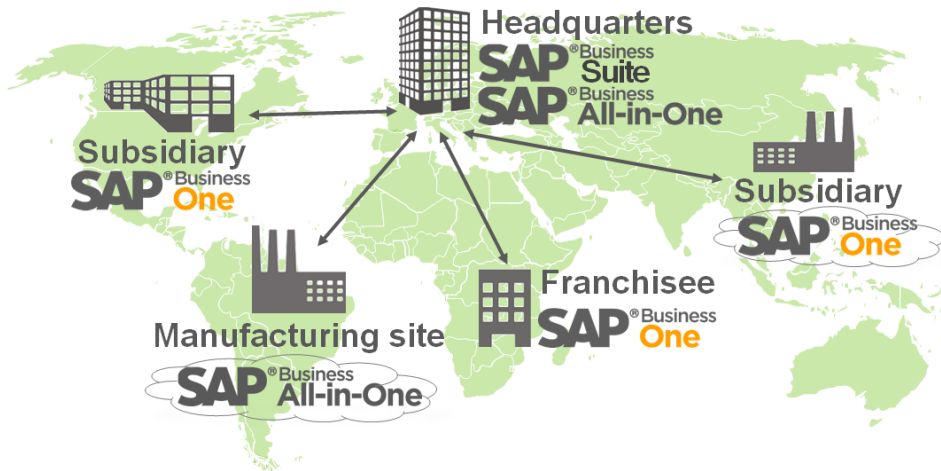
SAP Business One 9.0 Integration for SAP NetWeaver

Overview Presentation

SAP Business One Global Rollout
February 2016



Running incompatible systems across the global network is not viable in today's competitive world



Non-integrated networks result in

- Lack of control over subsidiaries and business partners
- Poor visibility into network-wide operations
- Inefficiency due to non-standardized processes
- Poor collaboration among employees and business partners
- High cost of maintaining non-integrated solutions from multiple vendors
- Risk of compliance

“Adopting a common platform across the business ecosystem can have a substantial impact on companies’ ability to respond quickly to customer demand and market changes, increase operating efficiency, and meet more stringent reporting requirements.”

Bob Anderson, *Research Vice President, Gartner Inc.*

However, integration is a big challenge

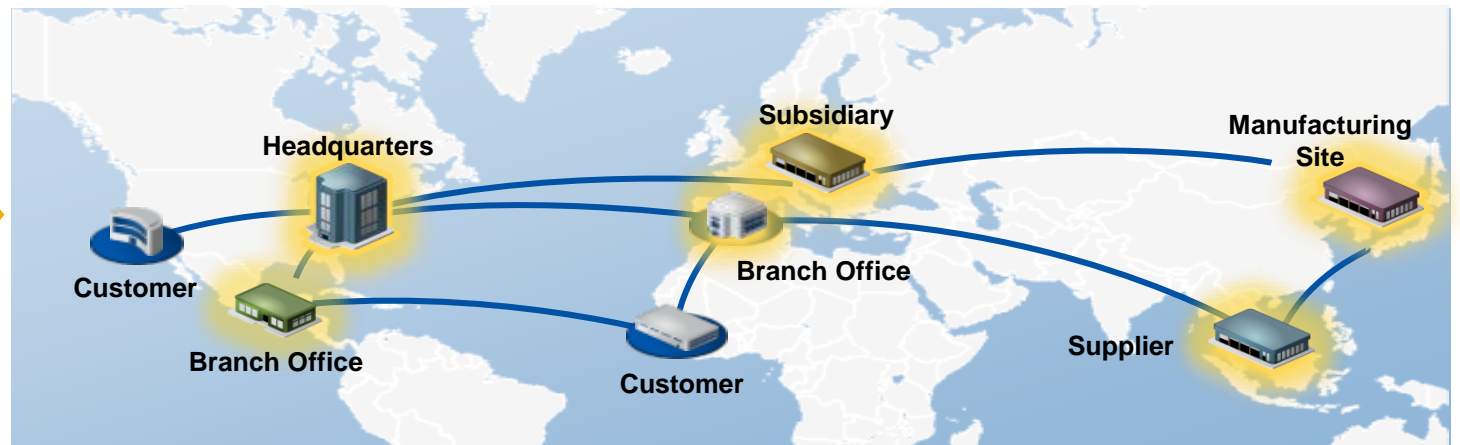


- More than 30% of IT dollars is spent on integrating software solutions
- Long implementation and time spent on stabilization result in high TCO
- High cost of maintenance due to lack of flexibility
- Requires deep IT expertise

SAP Business One 9.0 Integration for SAP NetWeaver

Solution for seamless integration between SAP Business One 9.0 and SAP Business Suite / SAP NetWeaver or other instances of SAP Business One

- Rapidly integrates large enterprises running SAP solutions with their subsidiaries, operating divisions, trading partners and suppliers
- Provides integration of multiple installations of SAP Business One across the network
- Standardizes and unifies business processes across the business ecosystem around a single platform



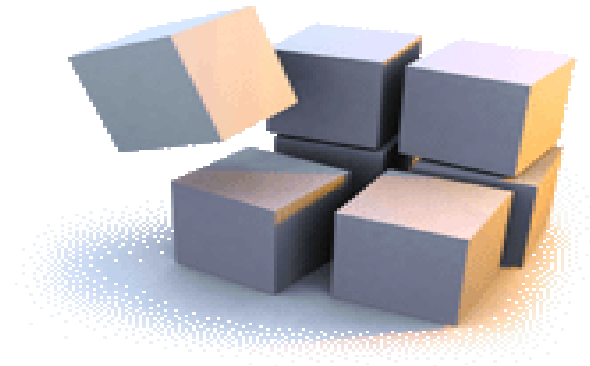
What does this integration solution include?

SAP Business One 9.0 Integration for SAP NetWeaver comprises ...

- Pre-configured out-of-the-box integration content for most common subsidiary integration scenarios
 - SAP Business One \leftrightarrow SAP Business Suite / SAP NetWeaver
 - SAP Business One \leftrightarrow SAP Business One
- Integration Framework of SAP Business One as a platform
 - SAP Business One integration for SAP NetWeaver runs on the integration framework
The complete range of development and monitoring tools of the integration framework is available
 - Development of scenarios using the proven business process management approach
 - Additional OS platform (Linux) and Databases (SAP HANA, MySQL) supported
- Offline capability (patch level 01)
 - Let subsidiaries work offline and only occasionally connect to headquarters
 - Required in regions with limited, expensive or unstable network connectivity
 - Data stored until network connectivity is available or until the scheduled transfer time

since version 9.0

since version 9.0



Integration of SAP Business One into SAP Business Suite

“Headquarters uses SAP Business Suite”

SAP Business Suite



Out-of-the-box scenarios

- Customizing data distribution
- Master data distribution (product & customer)
- Intercompany purchasing
 - Sales from central stock (3rd party direct ship)
 - Sales from local stock (subsidiary has local warehouse)
- Management reporting – sales analysis (integration into SAP BW)
- In-house cash
- Liquidity forecasting

Integration of SAP Business One into a central SAP Business One

“Headquarters uses SAP Business One”



Out-of-the-box scenarios

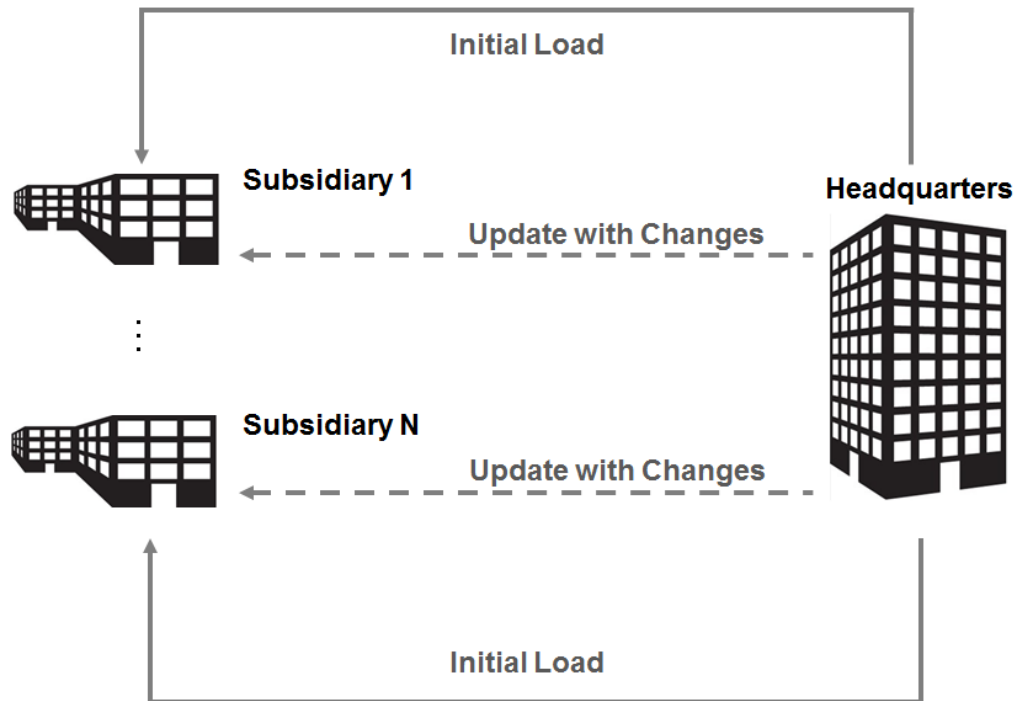
- Master data distribution (item & customer)
- Intercompany purchasing
 - Sales from central stock (3rd party direct ship)
 - Sales from local stock (subsidiary has local warehouse)
- Financial consolidation – journal entries

Master Data Distribution

Scenario Overview

- ✓ SAP Business One with SAP Business Suite
- ✓ SAP Business One with SAP Business One

Master Data Distribution



Purpose

- Synchronized customer and item master data in your complete company network

Benefits

- Automatic process guarantees a high level of data consistency and low level of erroneous data
- Cost reductions due to high amount of automation

Key process flows covered

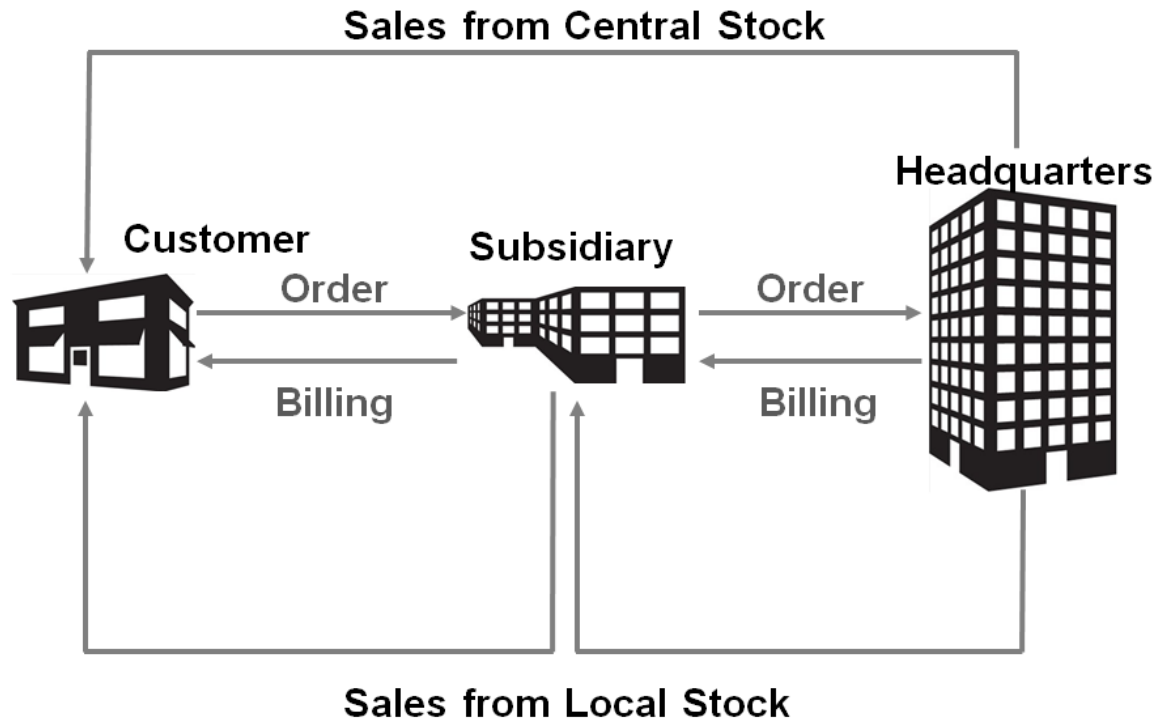
- Performs initial customer and item master data upload from central system to one or more SAP Business One systems
- Synchronizes records on an ongoing basis to mirror changes across the network

Intercompany Purchasing

Scenario Overview

- ✓ SAP Business One with SAP Business Suite
- ✓ SAP Business One with SAP Business One

Intercompany Purchasing



Purpose

- This scenario enables inter-company purchasing between subsidiaries and headquarters by providing reliable data exchange and support for required logistical and financial processes across the network. Headquarters supplies subsidiaries with sales products, where subsidiaries act as either sales offices (Sales from Central Stock) or local distribution centers (Sales from Local Stock)

Benefits

- Cost reductions due to high amount of automation
- Accelerated sales and supply processes
- Increased visibility within the process chain

Key process flows covered

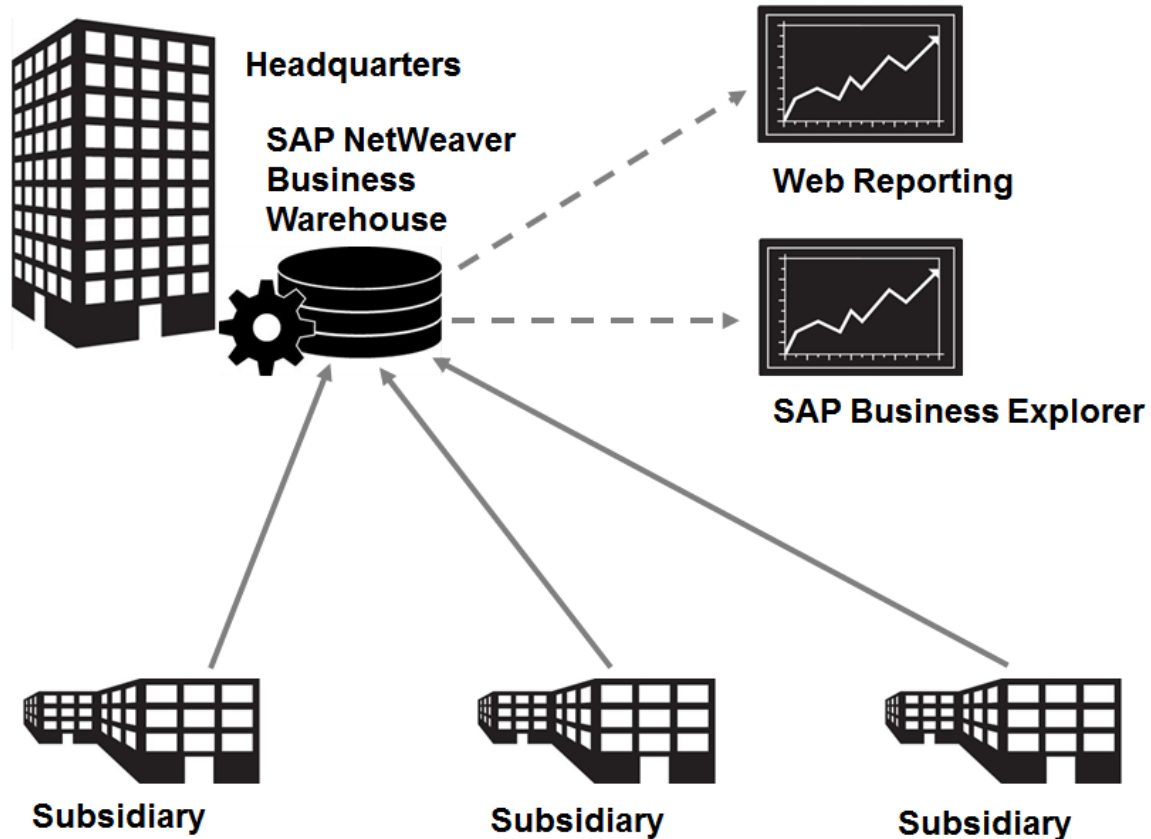
- Sales from Central Stock (subsidiary as sales office)
- Sales from Local Stock (subsidiary with own warehouse)

Management Reporting

Scenario Overview

- ☑ SAP Business One with SAP Business Suite
- ☐ SAP Business One with SAP Business One

Management Reporting



Purpose

- This scenario allows headquarters to consolidate information from SAP Business One systems in subsidiaries to produce reports that provide statistical data for decision-making and further analysis using SAP BW

Benefits

- Reduced manual interaction in building company-wide, consolidated reports
- Improved decision making and collaboration with insight into each operation
- Quicker response to customer and market changes with improved visibility

Key business objects covered

- Sales orders
- Delivery / returns
- Invoices / credit memos

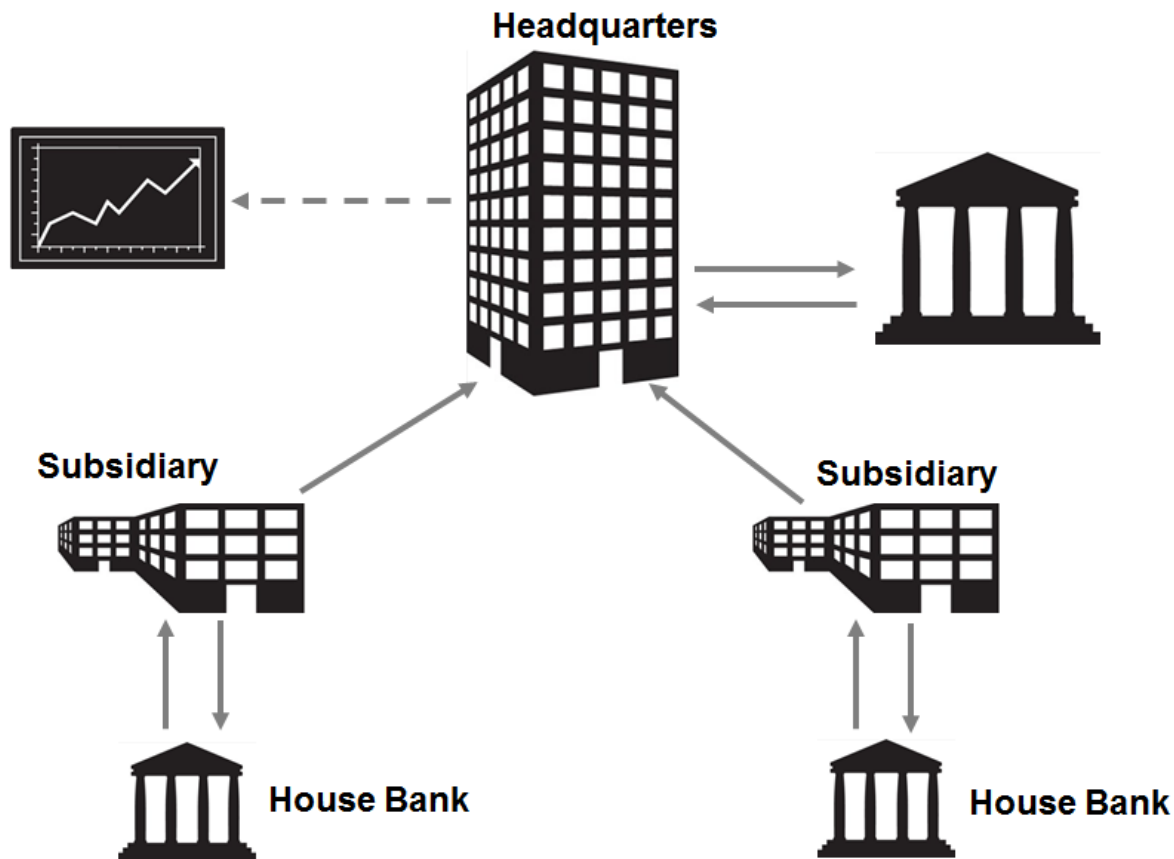
(Initial load and update changes are supported)

Liquidity Forecasting

Scenario Overview

- ☒ SAP Business One with SAP Business Suite
- ☐ SAP Business One with SAP Business One

Liquidity Forecasting



Purpose

- Liquidity forecasting provides headquarters with a central access to information about the current state of your bank account status of their subsidiaries. It also provides an overview of the short-term and mid term cash flow forecast financial situation based the posted invoices (both outgoing and incoming) of all subsidiaries

Benefits

- Up-to-date clarity on cash status and liquidity requirements across the network

Key process flows covered

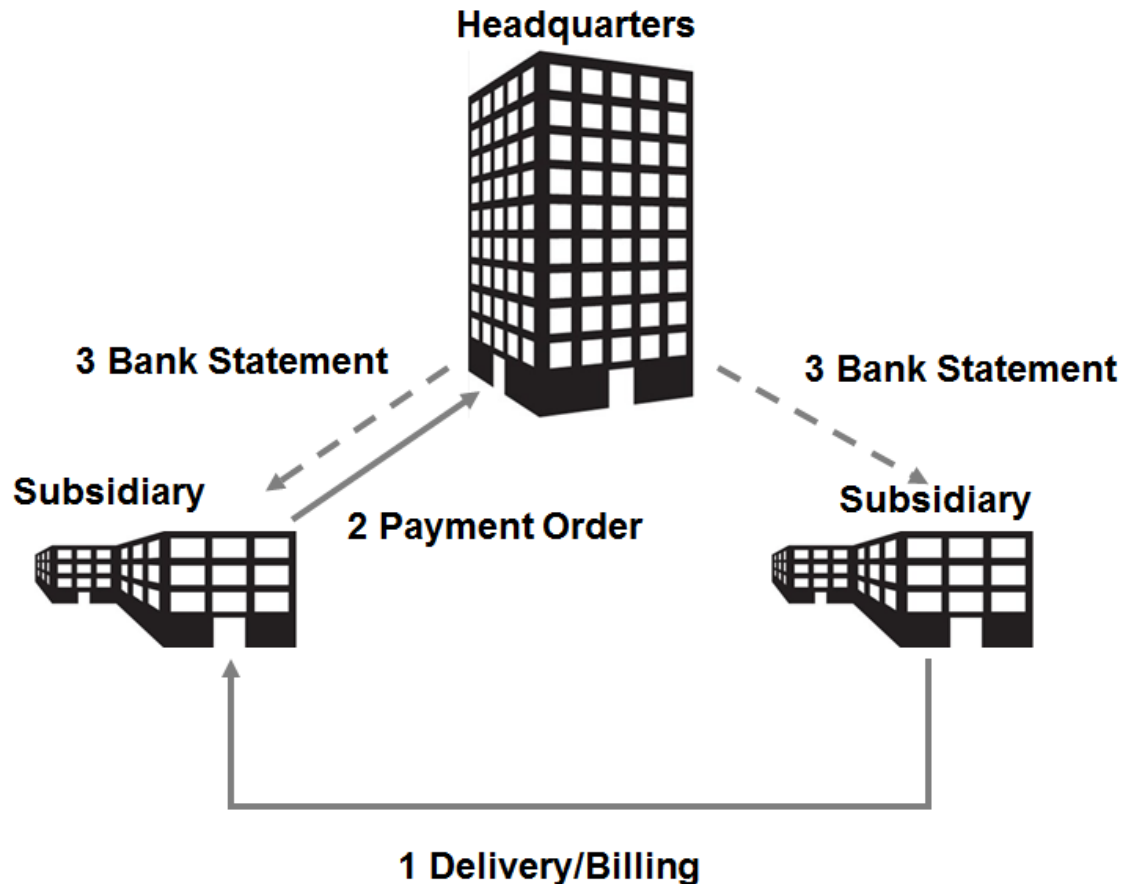
- Collection of cash management data from different subsidiaries
- Transfer of datasets to headquarters using IDocs
- Retrieval of subsidiary data in headquarters

In-House Cash

Scenario Overview

- ☒ SAP Business One with SAP Business Suite
- ☐ SAP Business One with SAP Business One

In-House Cash



Purpose

- Liquidity forecasting provides headquarters with a central access to information about the current state of your bank account status of their subsidiaries. It also provides an overview of the short-term and mid term cash flow forecast financial situation based the posted invoices (both outgoing and incoming) of all subsidiaries

Benefits

- Optimize cash resources
- Fewer external bank accounts
- Reduce costs for cross-country payments
- Gain greater flexibility with the execution of payment netting transactions

Key process flows covered

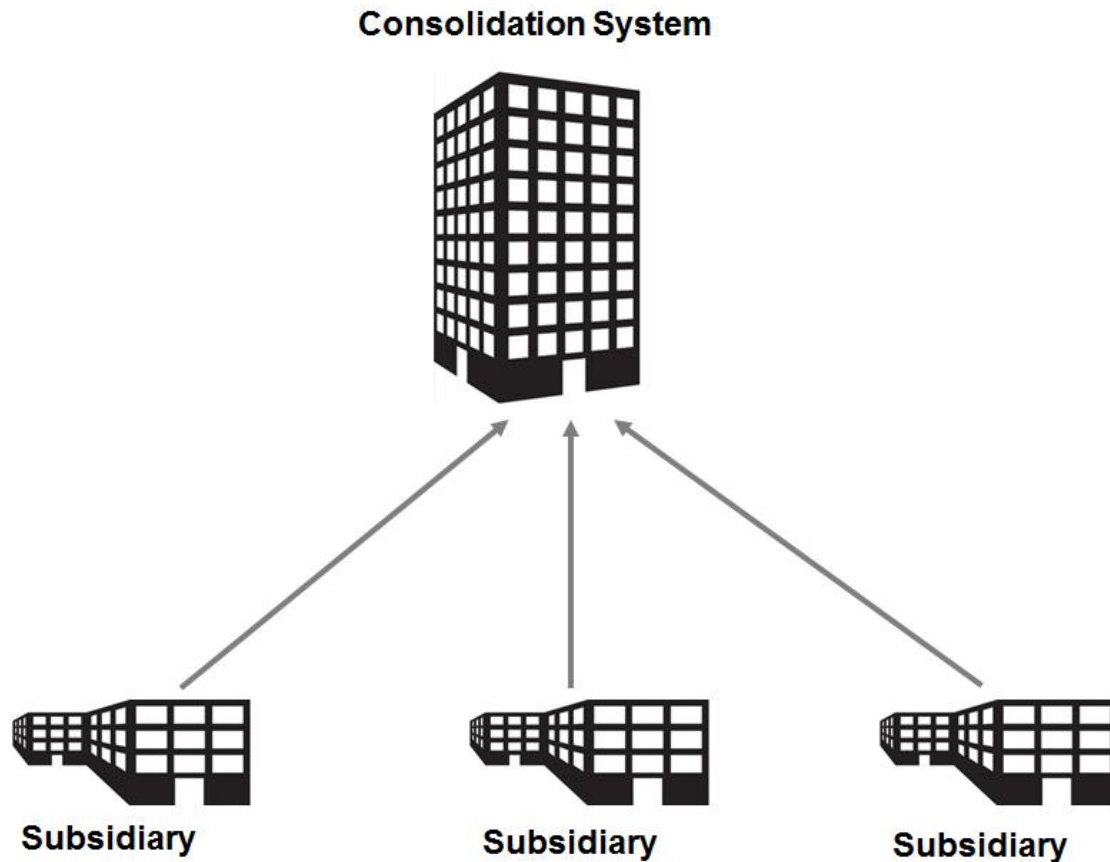
- Creation of payment orders in subsidiaries for headquarters
- Creation of bank statements in headquarters for subsidiaries
- Receive of bank statements by subsidiaries for incoming or outgoing payments

Financial Consolidation

Scenario Overview

- ☐ SAP Business One with SAP Business Suite
- ☒ SAP Business One with SAP Business One

SAP Business One Financial Consolidation



Purpose

- Having a consolidated view over the financial situation of the local SAP Business One companies in one consolidation SAP Business One
- Providing the concern's/ company's financial situation to internal as well as to external parties
- Additional manual correction adjustments could be done this virtual consolidated company database.
- This scenario is meant to be a simple consolidation scenario

Benefits

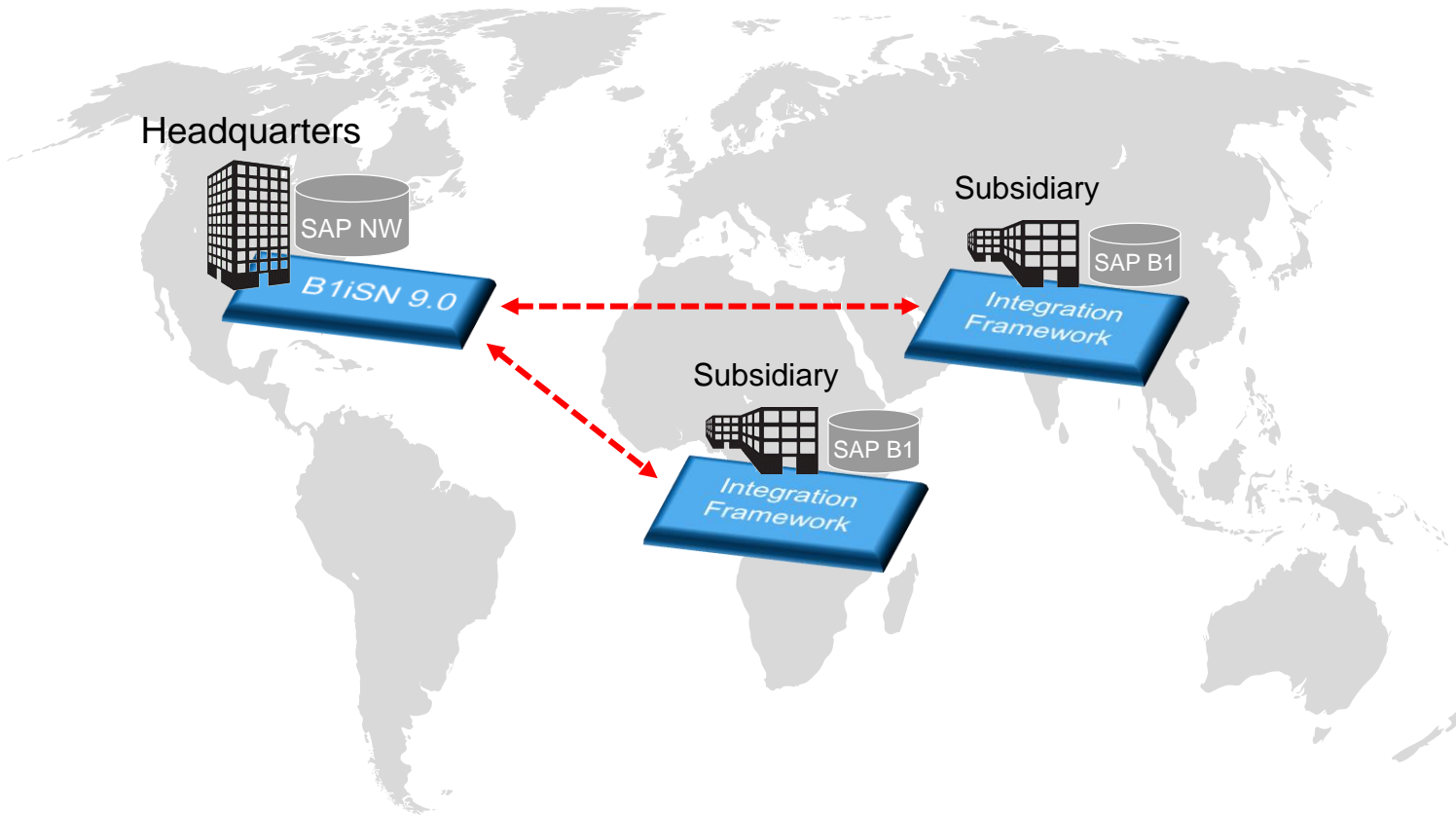
- Automatic process guarantees a high level of data consistency and low level of erroneous data
- One central system to generate financial reports for internal and external parties

Key process flows covered

- Inserts and changes of journal entries in the subsidiaries SAP Business One will be transferred to on central consolidation SAP Business One

Offline Support

since version 9.0



Purpose

- Offline support enables SAP Business One systems to work offline from SAP Business One integration for SAP NetWeaver
- SAP Business One systems connect to SAP Business One integration for SAP NetWeaver for data exchange triggered by administrator or timer-based

Benefits

- Integrate subsidiaries in spite of poor connections or high connection costs

Key process flows covered

- Gather data while working offline
- Send and receive queues while online

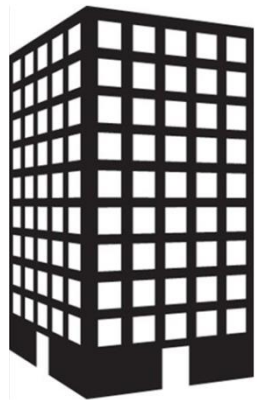
Prerequisites

- Offline support requires a local integration framework installation with SAP Business One

Summary

Headquarters

- SAP Business Suite/
SAP NetWeaver
- Tailored for
standardized and
sophisticated processes
- Consolidation and group
reporting



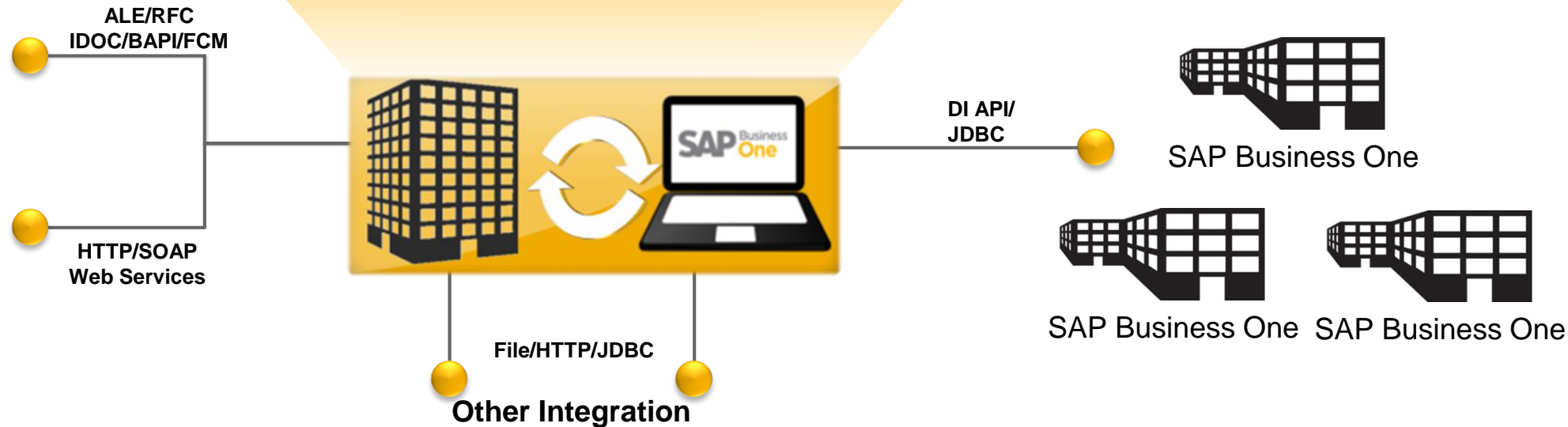
SAP Business Suite
SAP Business All-in-One

SAP Business One integration for SAP NetWeaver Plus Business Integration Scenarios:

- Customizing data distribution
- Master data distribution (product, customer)
- Intercompany purchasing (sales from central and local stock)
- Management reporting, sales analysis into SAP BW
- In-house cash

Subsidiaries

- SAP Business One
- Tailored for small
business
- Localized and adapted to
local regulations
- SAP Best Practices





Thank you

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://global12.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.