SAP Business One
Product Roadmap 2010 - 2014

November 2010

Intended Audience:
SAP Business One Customers, Prospects and SAP Partners

SAP Business One
Roadmap to the next level

SAP Business One

1. Mission Statement
2. Product Strategy
3. Highlights in release 8.8x
4. Key Investment Areas in release 8.8x and 9.x
5. Future Direction in Summary

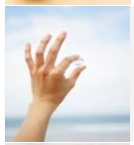
© SAP AG 2010. All rights reserved.

Mission Statement for SAP Business One

Key Guiding Principles

“Our goal is delivering an on-premise or hosted business management solution for small businesses that is easy to use, flexible, and affordable. We will expand the solution into a highly flexible business platform so that SAP Business One will become the ideal platform for co-innovations with our Ecosystem, joining networked applications and cloud computing together.“

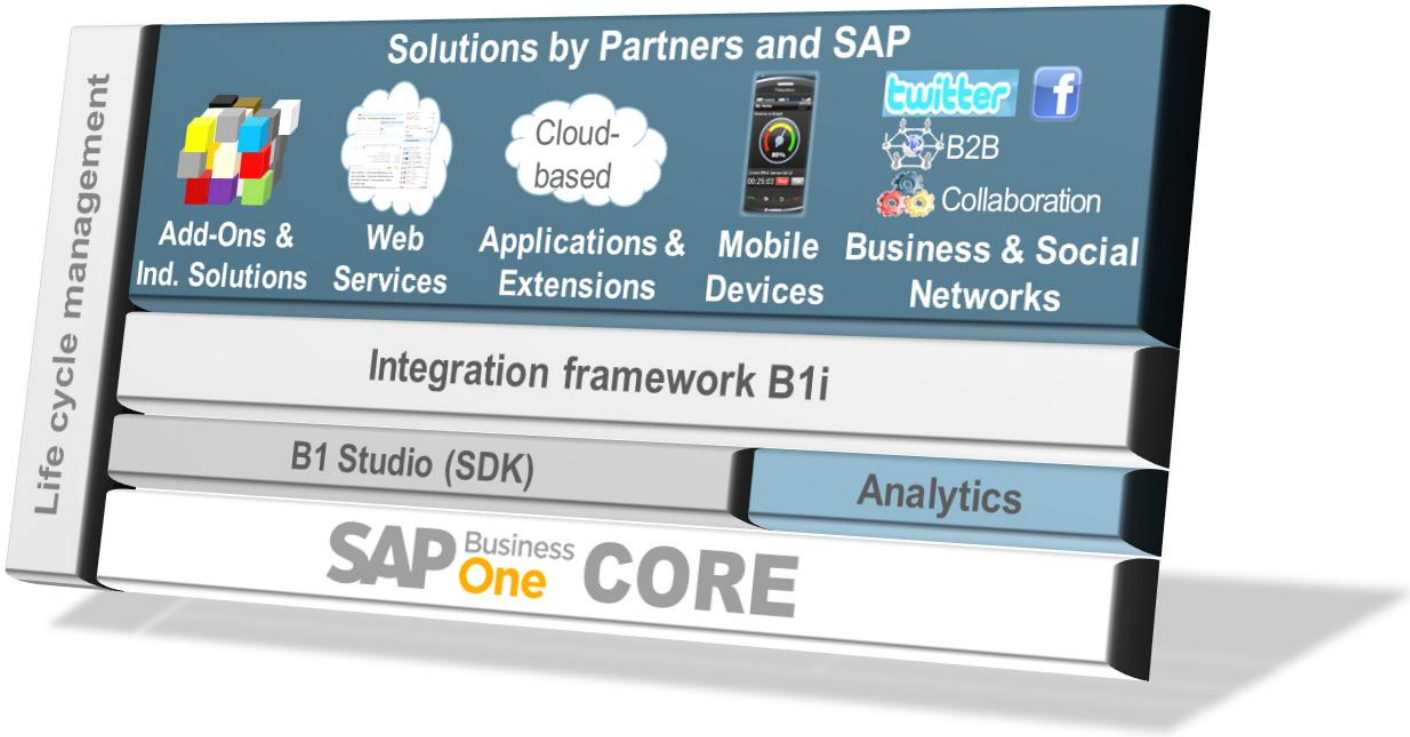
SAP Business One Executive Management Team

Key objectives	
	Focus on Market Needs, Legal Compliance and Robustness
	Advance product innovations across Functionality, User Experience and System Performance
	Embed real-time Reporting and Analytics
	**Expand Integration Scenarios and Collaboration**
	Enable accelerated Partner innovations, add-ons and vertical industry solutions

© SAP AG 2010. All rights reserved.

Transforming SAP Business One

From a Business Solution into a Flexible Business Platform



Benefits of the Business Platform

- Enhance business operations
- Offer new user experience
- Support multi device
- Accelerate Co-Innovations with Partners
- Integrate Web and Cloud
- Achieve greater efficiency and lower TCO

© SAP AG 2010. All rights reserved.

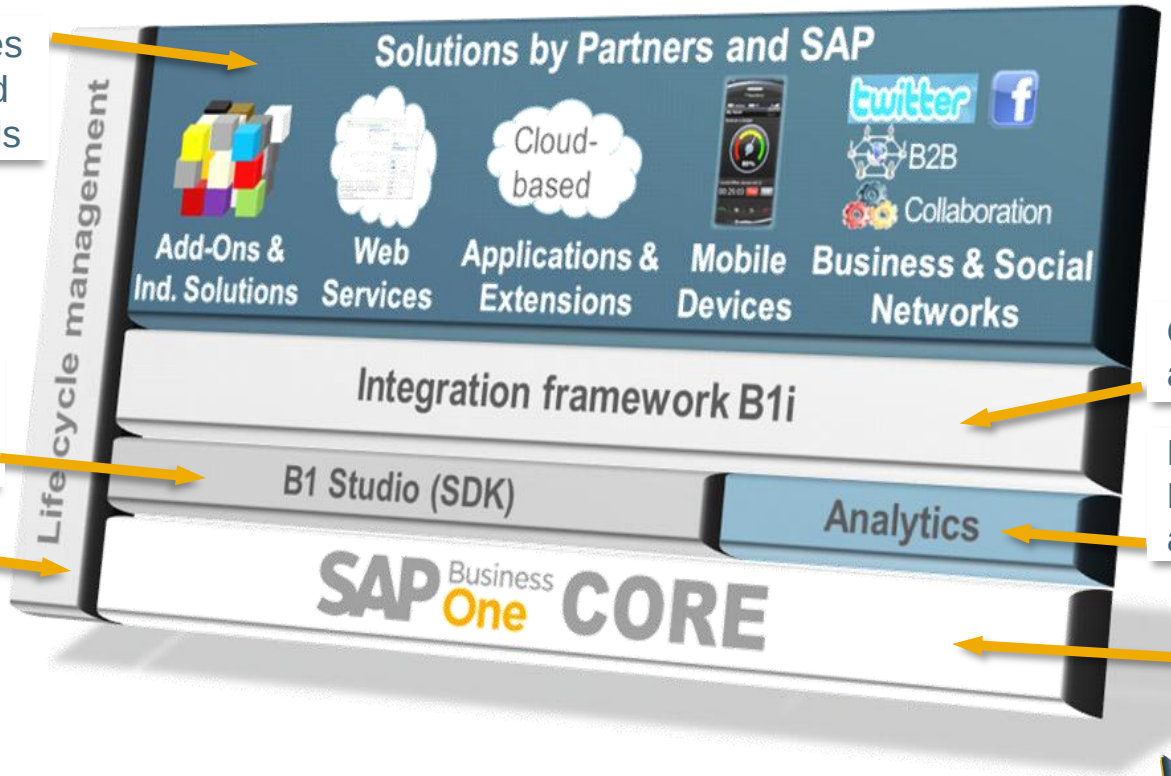
Key Investment Areas of Upcoming Releases

Investment Areas and Benefits

Integrate new types of applications and deployment models

Enhance solution enablement for Partners

Manage TCO



Orchestrate Integration and Collaboration

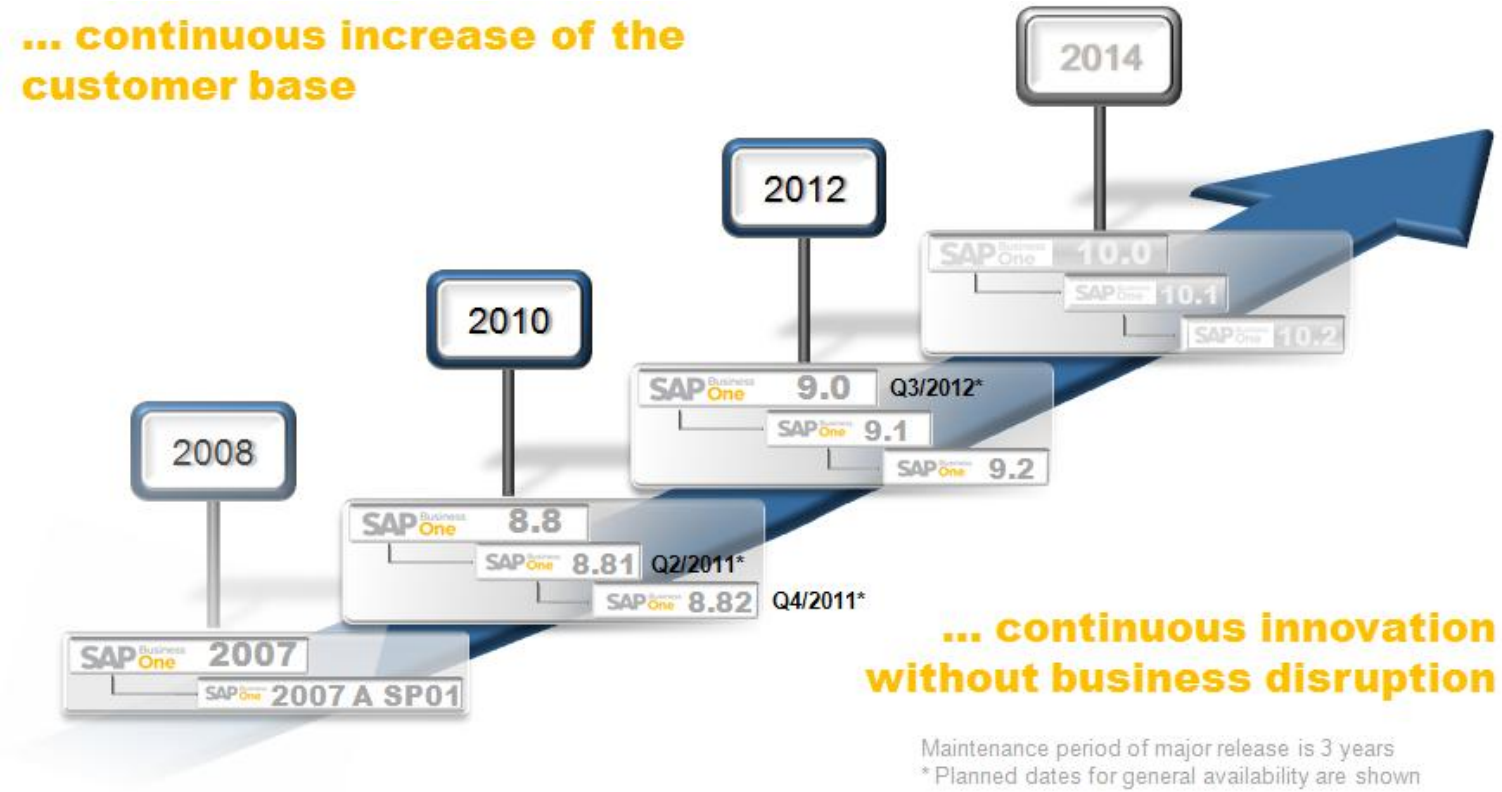
Enable real-time Business Transparency and Clarity

Cover End-to-End Standard Business Processes

Guaranteed future & Investment protection

© SAP AG 2010. All rights reserved.

SAP Business One
Clear Roadmap and Accelerated Product Innovation



Release Family – Definition	▪ Enhancements are delivered in major or minor releases. Major releases (e.g. 8.8) contain major new functionality or architectural changes; minor releases (e.g. 8.81, 8.82) include new and improved business functions or corrections ▪ Interfaces remain stable between major and minor releases ▪ A major release and minor releases that follow it, present a release family
Release Family – Maintenance	▪ Each release family is supported for 3 years (begins with unrestricted shipment of the major release and covers any subsequent minor releases in the release family) ▪ When a new minor release enters unrestricted shipment, maintenance of the preceding version is discontinued ▪ Patch frequency varies from 4 to 12 weeks; gradually decreasing during maintenance period

© SAP AG 2010. All rights reserved.

SAP Business One

Highlights in Minor Release 8.81 and 8.82

New User Experience and Collaboration

- New user experience with integrated Enterprise 2.0 capabilities, real-time embedded analytics

Business Networks and Connectivity

- Provide integration scenarios to easily connect to the business network, including headquarters, subsidiaries, distributors, vendors and suppliers

Ecosystem Innovation and Extensibility

- Hybrid deployment: On-premise Business One core application & cloud-based partner solutions
- Strong co-innovation with ecosystem partners for add-on functionality and vertical industry solutions
- Continuous enhancements to the Business One Studio (SDK)

Supportability and Technology

- Further enhancements in remote support platform: Proactive system support with health checks, self-healing capabilities and patch distribution

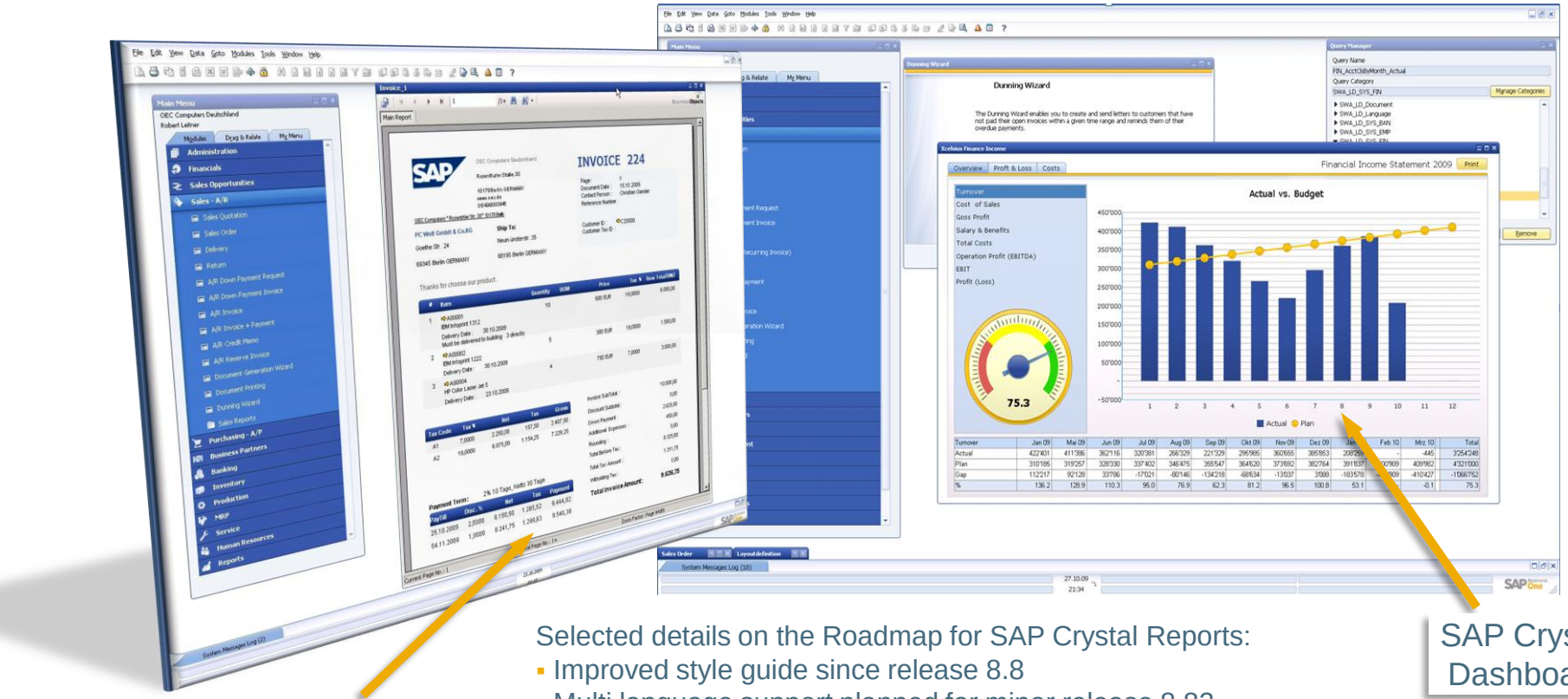
© SAP AG 2010. All rights reserved.

New User Experience
Real-time embedded Analytics*

Enhancements planned for SAP Business One 8.81

Enable real-time Business Transparency and Clarity

- Integrated printing and reporting solution based on Business Objects technology
- Compelling embedded real-time reporting functionality
- Instant access to real-time, business critical information with SAP Crystal Reports
- Powerful visualizations and built-in analytics with SAP Crystal Dashboard Design



SAP Crystal Reports Form

SAP Crystal Dashboard

Selected details on the Roadmap for SAP Crystal Reports:

- Improved style guide since release 8.8
- Multi language support planned for minor release 8.82

© SAP AG 2010. All rights reserved.

* Extra purchase necessary. More information in Q4/2010 regarding timing and pricing

New User Experience
Personal work center - Cockpit

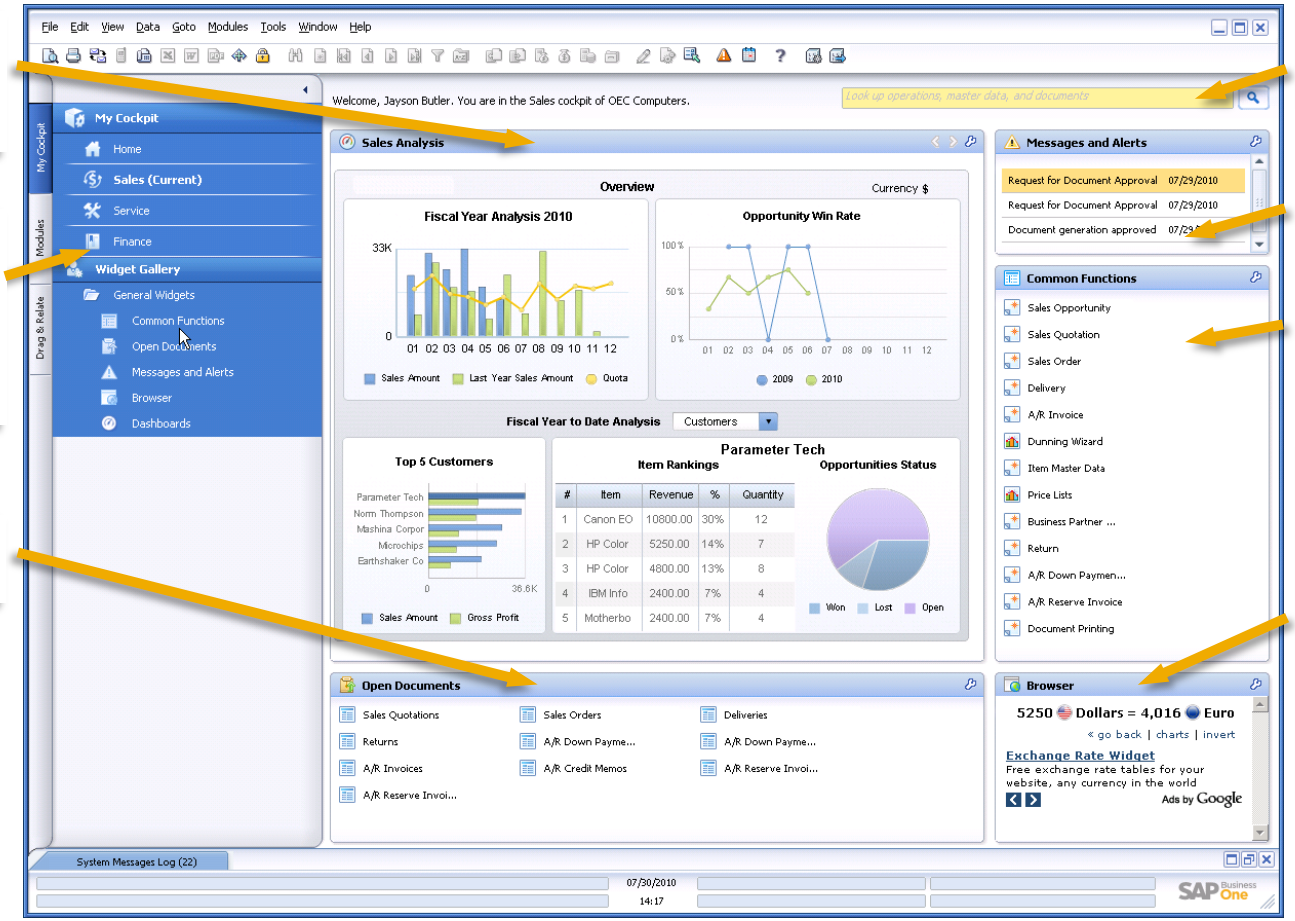
Cockpit feature a dramatically improved user interface

- Intuitive user experience; Easy UI configuration and personalization
- Simple embedment of Partner solutions (add-ons)
- Fast adoption of predefined work centers delivered by SAP and Partners

Dashboard Integration for KPI monitoring

Cockpit selection / configuration and classic navigation

Open Documents



Search Engine - Easy navigation

Messages / Alerts or Workflows

Common Trans-actions and links

Option to embed Business Services such as Dun& Bradstreet; Web feeds/RSS; Social networks; any Web-Application or Information

© SAP AG 2010. All rights reserved.

New User Experience

SAP Crystal Dashboard Design* - Insight to Action

planned for SAP Business One 8.81/8.82

Clear Enterprise - Move from operational excellence to managerial excellence

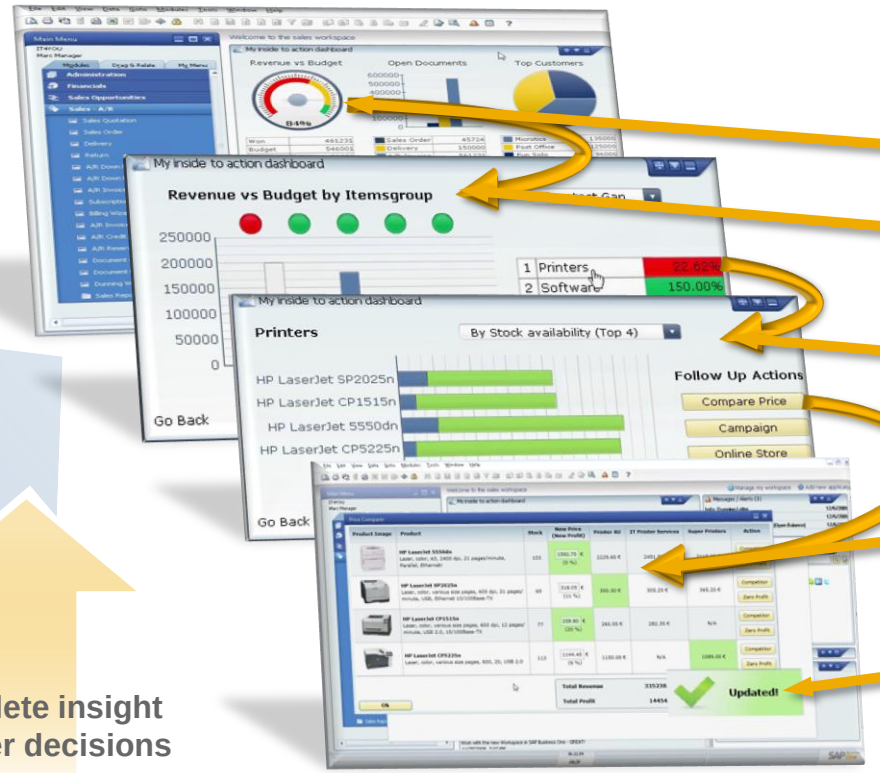
- Dashboard for KPI monitoring and execution
- Transparency through closed loop between transactions, analytics and information
- Direct access from decisions to actions

SAP Business One CORE
- Technology
- Business Functions
- Legal

Streamlined processes
- Faster execution

Insight to Action

Complete insight
- Better decisions



1) Click KPI display in Dashboard

2) KPI Drilldown

3) Details Drilldown; Proposed Actions

4) Action: Compare price

5) Price change; Updated price list in SAP Business One

SAP Crystal Reports | **SAP Crystal Dashboard Design** | **SAP BusinessObjects**

© SAP AG 2010. All rights reserved.

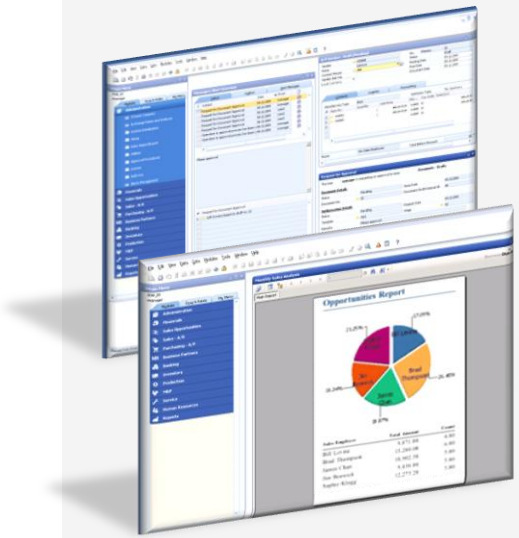
* Extra purchase necessary. More information in Q4/2010 regarding timing and pricing

New User Experience
Mobile Solution for SAP Business One*

Mobile Capabilities based on Integration Component

- Technology to build mobile applications to give customers constant access to their most important data
- Basis for Software Solution Partners to extend the access to different types of devices
- Support for transactional processes and analytics with real-time access to information and transactions

Process or analytics, such as approval procedure / report



SAP back-end

Front-end on mobile device

Transactional Analytical Various devices

* Available since SAP Business One 8.8 PL12 & B1 8.8 INTEGRATION COMPONENT

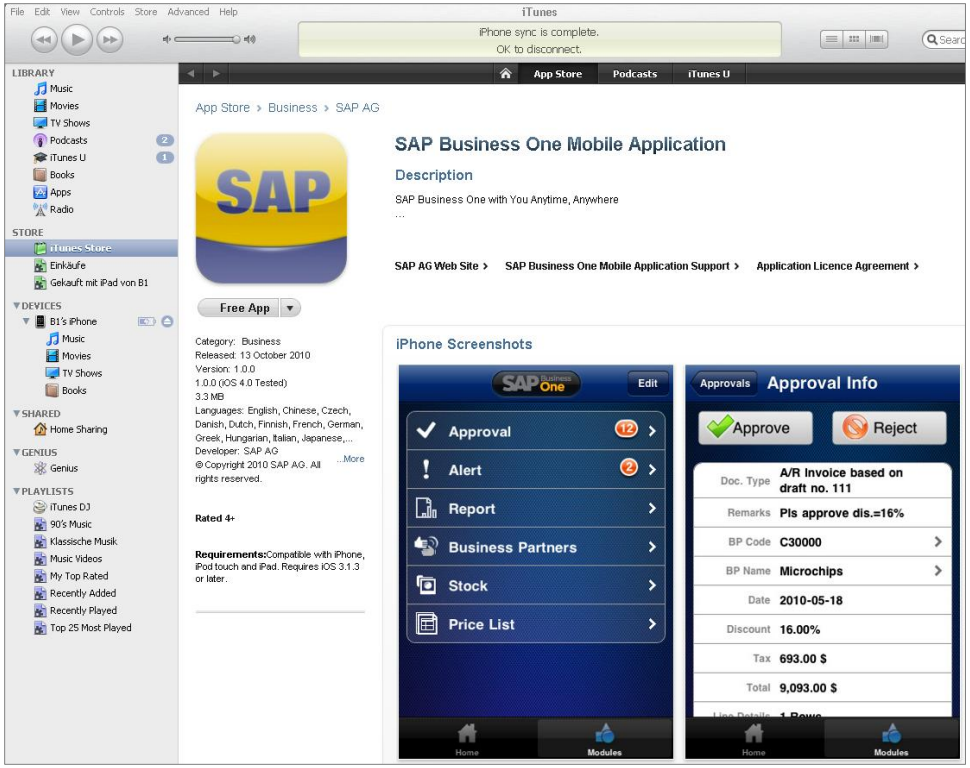
© SAP AG 2010. All rights reserved.

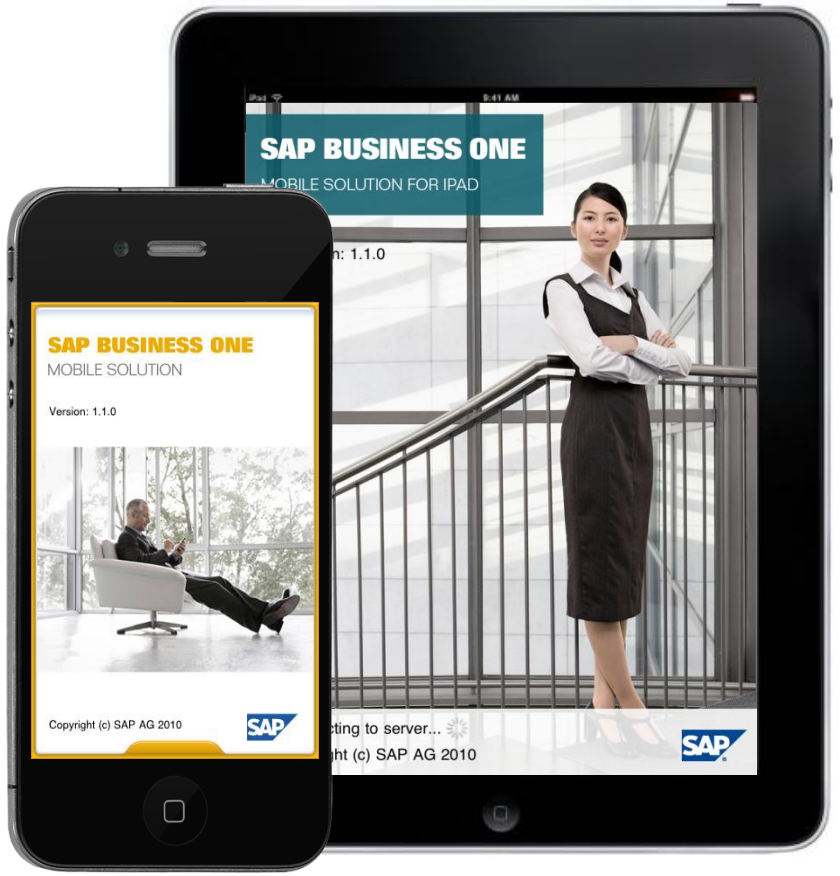
SAP Business One Mobile Application

SAP Business One mobile app

SAP Business One with You Anytime, Anywhere

- With the SAP Business One app, you can view reports and content, process approval requests, manage customer and partner data, and much more
- App for iPhone, iPad and iPod touch available in iTunes – Integrated connection to demo server
- Further enhancements in 2011 on content and function; supporting additional platforms/devices





© SAP AG 2010. All rights reserved.

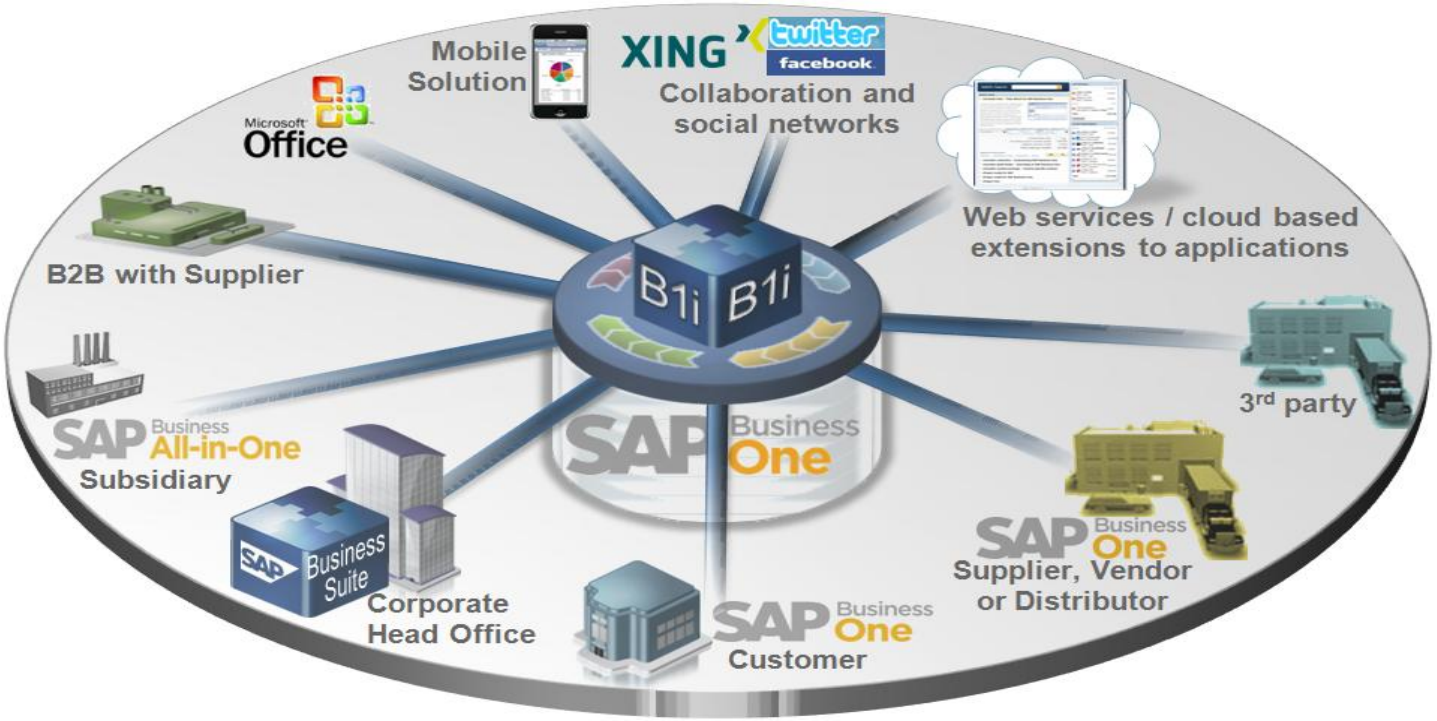
Business Networks and Connectivity

Integration framework for SAP Business One

planned for SAP Business One 8.81/8.82

B1i as the platform for integration & collaboration

- Integrates customers into business networks, across heterogeneous system environments
- Unifies business processes, and automates operations across the ecosystem
- Retrieves, maps and exchanges data with Web services, mobile devices, collaboration tools, and social networks
- Brings rapid implementation with rich and proven out-of-the-box scenarios
- Integrates cloud computing and hybrid deployment model for network applications



Network of Solutions Supporting Network of Business and People

© SAP AG 2010. All rights reserved.

Ecosystem Innovation & Extensibility

New deployment model, New consumer model

planned for SAP Business One 8.81/8.82

Easy-to-consume, on-demand applications that extend functionality

- Hybrid deployment of Business One with on-demand/cloud based applications from Partners, such as online shops or CRM on-demand
- App Stores provide instant access to a series of applications that are easy to download, install and consume
- Enablement of partner solutions with add-on functionality and vertical industry solutions
- Integration of additional Business Services, such as Dun & Bradstreet (D&B)

Partner Solutions

App Stores

© SAP AG 2010. All rights reserved.

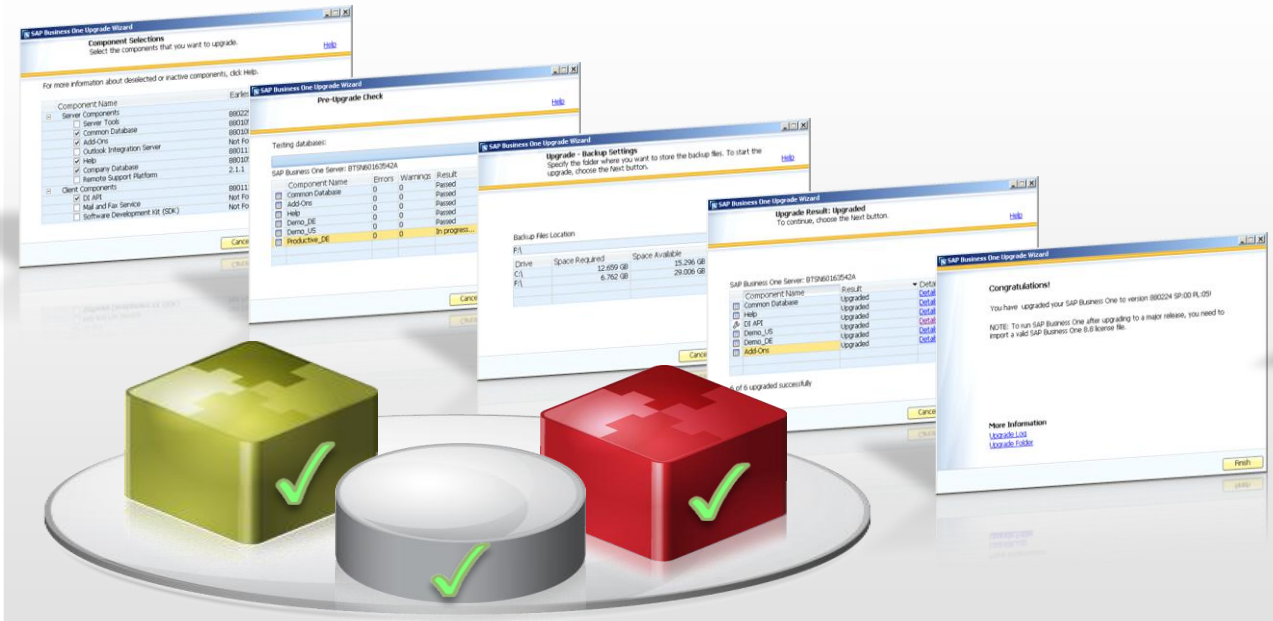
Supportability
Upgrade Wizard for SAP Business One 8.8

Enhancements planned for SAP Business One 8.81

The Upgrade Wizard streamlines upgrades through a fully guided process

- Simplifies and secures upgrades while ensuring data integrity
- Prevents data-loss and eliminating human mistakes
- Reduces maintenance, support, and training costs as less experience is needed

Analysis & Configuration → **Pre-upgrade Tests** → **Backup** → **SW/Database Upgrade** → **Verification / Restoration** → **FUTURE**



SAP Business One Landscape

SAP Business One Lifecycle Management

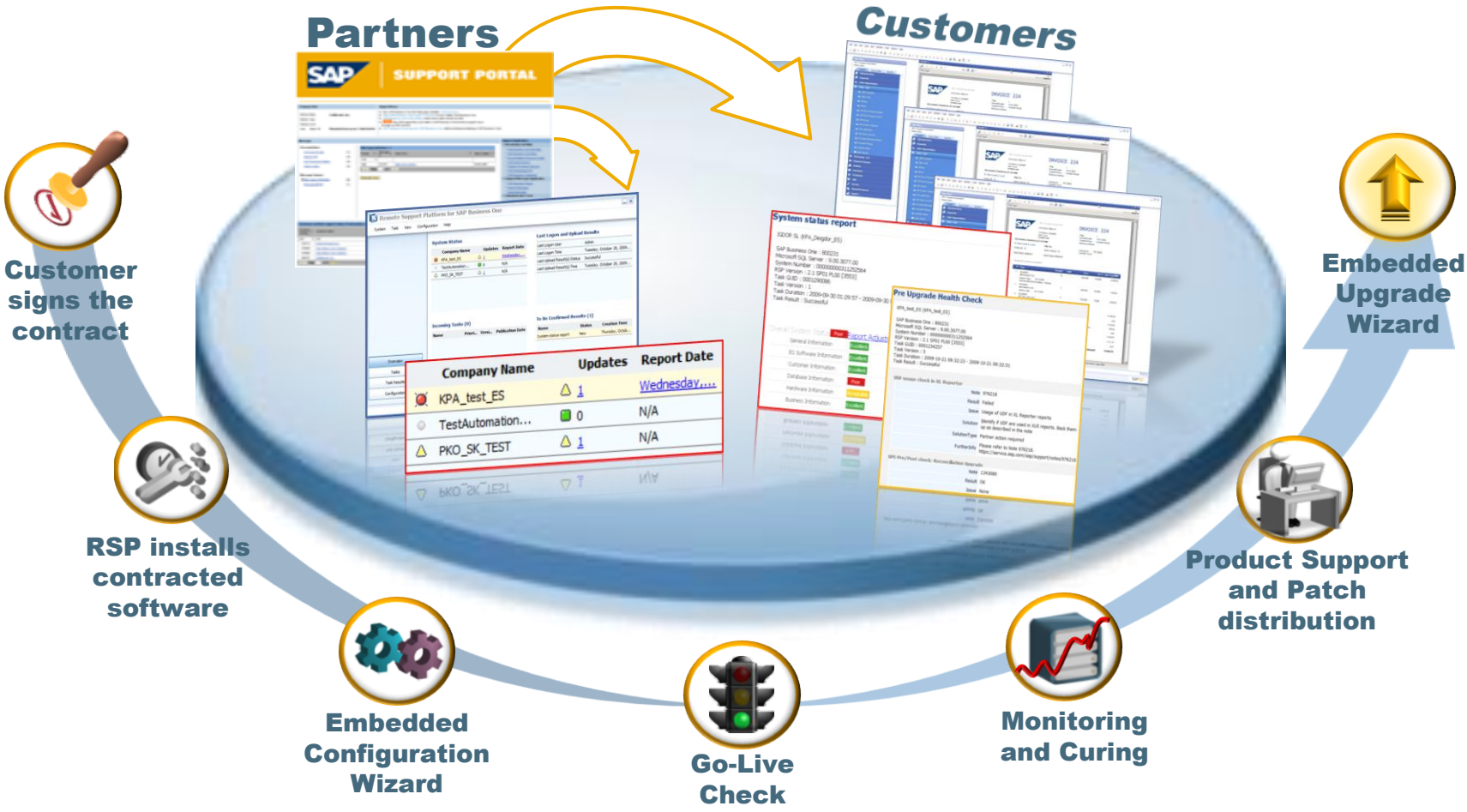
© SAP AG 2010. All rights reserved.

Life Cycle Management
Extension of Remote Support Platform (RSP)

Enhancements planned for SAP Business One 8.81/8.82

RSP – The solution for monitoring, protecting and managing Business One installations

- Manages installation and maintenance tasks using a simple, yet powerful application
- Provides an embedded product lifecycle support, assists customers and partners
- Improves supportability



© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

SAP Business One Core - Business Logic

SAP Business One 8.8x

Business Logic

- Data archiving
- Single unit of measurement
- Negative invoices
- Purchase quotation*
- International Financial Reporting Standards (IFRS)*
- Recurring transactions*
- Recurring activities*
- Blanket agreement**
- Campaign management**
- Merge back of legal add-ons*/**
- Enhance functions like:
  - Available to promise (ATP)
  - Aging business logic
  - Cost accounting / Project enhancements*
  - Payment Wizard / Standard payments improvements**
  - Pick & Pack simplification**
  - Stock taking automation**

*contained in Business One 8.81
**planned for Business One 8.82

SAP Business One 9.x

Business Logic

- Enhanced Bin locations and Warehouse management
- Controlling Suite incl. extension of Cost Accounting capabilities
- Multi Unit Of Measurement combined with Price-Units
- Gross Price Redesign to extend enablement of various industries
- Enhanced functions like:
  - Pricing matrix
  - G\L account determination
  - Banking and payments
  - MRP automation
  - Financials improvements
  - Serial & Batches
  - Freight & Packaging definitions
- Focus on wholesale industry, Cross scenarios / segments, Quote-to-cash
- Merge back of SAP add-ons e.g. Fixed assets, Payment engine

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

SAP Business One Core – Supportability & Technology, Localization

SAP Business One 8.8x

Supportability & Technology

- New user interface - SAP Signature Design
- One code base for all supported countries incl. time-zone support
- Increased application performance
- System engine improvements
- Improved definition of system messages and online help
- Cockpit (Personal work center)
- Electronic file manager (Enhancement of former Format definition tool)*
- Workflow**

Localization

- Merge back of selected legal add-ons, e.g. XML-Audit for NL**
- Creation of generic UI translation tool to support any language*

* contained in Business One 8.81
**planned for Business One 8.82

SAP Business One 9.x

Supportability & Technology

- Enhanced workflow
- Productize of in-memory database technology
- Additional general widgets and enhanced search-engine for cockpit
- Report scheduler

Localization

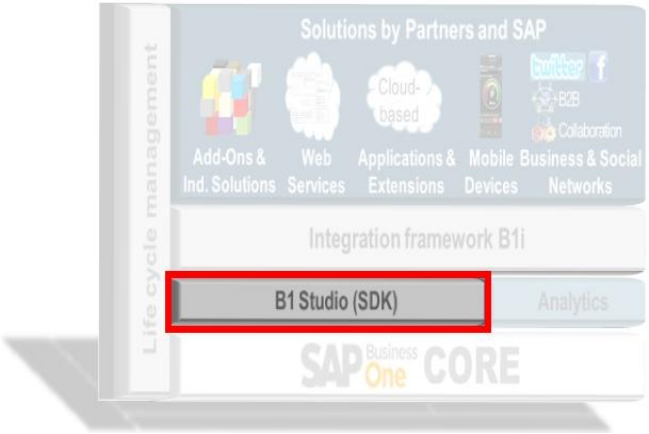
- Generic audit file generator to electronically support interchanges
- Sectional tax register
- Intrastat add-on merge back
- Deferred Tax on manual JE
- Year End Closing Wizard
- Checks and Credit-/Debit cards enhancements
- Flexible purchase accounting
- Reach out for new important growth localizations
- Merge back of selected legal add-ons

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

Business One Studio (former Software Development Kit)



SAP Business One 8.8x

- Extend important business logic features in DI-API (e.g. Approval Procedure etc.)**
- Accessible 'User Defined Object' to better support partner add-ons
- Introduce Performance improvements for DI-API and UI-API and adapt Indexes**
- Refinement of DTW as a solid legacy data transfer tool
- Expose additional objects in B1 Studio (close gap between B1 core and B1 Studio)*/**
- Improve UI-API Controls & Usability (e.g. Sort, Line types ,Totals, Configurations)
- Continue in adaptation of B1 core objects and SDK objects*/**
- Solution Packager available for all supported localizations*/**

SAP Business One 9.x

- Build the foundation for B1 Studio full integration with .Net development environment to create one unified development suite (e.g. Screen Painter integrated in .Net)
- Improve User Defined Object for rapid development (e.g. Business One forms: Header & lines)
- Easy deployment of new created objects from Business One core into B1 Studio
- Simplification of New- / enhanced business logic features in DI-API and UI-API
- Tight integration of B1 Studio into B1i Integration Framework
- Elimination of redundant / obsolete coding across Business One architecture

*** contained in Business One 8.81**
****planned for Business One 8.82**

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

Reporting and Analytics

SAP Business One 8.8x

- Integration of Crystal Reports
- New layout / reporting content
- Converter tool for Print Layout Designer (PLD) content
- Multi language support**
- Embedded real-time analytics*
- Management Dashboards:
  - Sales, Finance, and Service
  - Liquidity management*
  - BP / item management*
  - Production/MRP management*
  - Inventory management*
  - Purchase analysis/item cost management*
  - C-level decision making dashboards**
  - Sales Opportunity& Quotations management**
  - Company process control management**
  - Financial management ratios management**
  - Project management / cost center**
- BI on demand (Web intelligence via cloud)*
- Extended visualization with SAP Crystal Dashboard Design*

*** contained in Business One 8.81**
****planned for Business One 8.82**

SAP Business One 9.x

- Adopt event-driven architecture in Cockpit
- Integrate further SAP Business Objects tools (bundling):
  - Ad-hoc reporting (Webi)
  - Data mining
  - Business Objects Explorer
  - Crystal Report Server option
  - Business Objects Analytics option e.g. for simulations
- Extended Insight to Action Scenarios
- Strengthen interface with MS-Office for strong data exchange and visualization
- Fulfill crystal report content for all Business One localizations
- Prepare Report / Layout content for electronically interchange

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

Integration framework for SAP Business One

SAP Business One 8.8x

- B1i Framework becomes an integral part of Business One:
  - Lean integration framework
  - Integrated development environment and software logistic services for on-demand, cloud, mobile devices, web and online-store interaction
- Out-of-the-box integration scenarios between B1 and ERP systems:
  - Liquidity Forecast
  - In-house Cash
  - Financial Document Synchronization
- Out-of-the-box integration scenarios between B1 systems:
  - Master Data Distribution
  - Financial Consolidation
  - Intercompany Purchasing

SAP Business One 9.x

- SAP Business One will be a platform
- Deliver additional integration services to plug-in social networks and support hybrid deployment model
- Continuing in providing out-of-the-box integration scenarios
- Localized ‘configure and run’ Validation-/ Web-services, reducing manual efforts:
  - Automatic exchange rate upload
  - Address Validation
  - Company ID Validation
  - Supply Web-services for Data exchange with Auditors / Government
- Basic layer for new collaboration models

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

Life cycle management

SAP Business One 8.8x

- Remote support platform (RSP) - Tool to keep the system running smoothly
- Continuous delivery of health checks and self-healing capabilities
- Integration into RSP:
  - Automatic Patch download and notification*
  - Data archiving (Documents & Master Data)*
  - One-click Upgrade including Partner add-ons*
  - Upgrade Wizard*
  - Configuration Wizard*
  - Life cycle support for Partner solutions*
  - Silent client update (active directory)**

* contained in Business One 8.81
**planned for Business One 8.82

SAP Business One 9.x

- Integrated Partner's industry solution packages support
- Embedded Help Center for customer/partner context
- Partners Test Cases supported via integrated Test automation tool B1TC
- Further integration of support tools and automatization of support:
  - Logging and Tracing
  - Connection to Configuration Wizard results
- Introduction in defining Self checks-/healing tasks for Partners on selected menus
- Continuous delivery of health checks and self-healing capabilities

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

Key Investment Areas in Release 8.8x and 9.x

Solution Support

SAP Business One 8.8x

- Interface for mobile devices (currently Apple - extend to other devices*/**) to integrate with partner solutions
- Provide generic web services:
  - DATEV HR integration (business process outsourcing)
  - Social network integration*
  - Tax declaration**
  - Currency upload**
  - Foreign trade declaration**
  - Bank data transfer**
  - Validity check for tax data**
- Introduction of subscription based hosting model**
- Sample tools for partners for easier introduction into collaboration environment*/**
- Support moving Partner add-ons onto the B1i Framework*

* contained in Business One 8.81
**planned for Business One 8.82

SAP Business One 9.x

- Integrated generic Data Exchange (EDI) to support individual formats for data exchange
- Additional option in support of legacy data transport
- Dynamic supported test case procedures (incl. Partner's industry solutions) to synchronize end-to-end quality assurance
- Define generic cloud-based scenarios for extension of business processes into new dimensions
- Enhanced integration & collaboration capabilities (focus on third party integration scenarios)

9.x Portfolio plan not final

© SAP AG 2010. All rights reserved.

SAP Business One
Future direction in Summary

Strategy and Roadmap

SAP Business One is core to SAP's SME market offerings

- Clear Release Strategy with a Solid Product Roadmap
- Move towards a Complete Business Platform
- Best Practice Business Functions
- Easy to Consume Innovations and Co-Innovations
- Seamless Integration with Business Networks & Collaborative Environments
- Integrated Life Cycle Management

Results

- High Customer productivity
- Agility to Quickly Respond to Market Changes
- Flexible, Extendable Business Solution
- Faster Return on Investment
- Lower Total Cost of Ownership

© SAP AG 2010. All rights reserved.

Thank you!

© Copyright 2010 SAP AG
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 AG. The information contained herein may be changed without prior notice.

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

Microsoft, Windows, Excel, Outlook, and PowerPoint are registered trademarks of Microsoft Corporation.

IBM, DB2, DB2 Universal Database, System i, System i5, System p, System p5, System x, System z, System z10, System z9, z10, z9, iSeries, pSeries, xSeries, zSeries, eServer, z/VM, z/OS, i5/OS, S/390, OS/390, OS/400, AS/400, S/390 Parallel Enterprise Server, PowerVM, Power Architecture, POWER6+, POWER6, POWER5+, POWER5, POWER, OpenPower, PowerPC, BatchPipes, BladeCenter, System Storage, GPFS, HACMP, RETAIN, DB2 Connect, RACF, Redbooks, OS/2, Parallel Sysplex, MVS/ESA, AIX, Intelligent Miner, WebSphere, Netfinity, Tivoli and Informix are trademarks or registered trademarks of IBM Corporation.

Linux is the registered trademark of Linus Torvalds in the U.S. and other countries.

Adobe, the Adobe logo, Acrobat, PostScript, and Reader are either trademarks or registered trademarks of Adobe Systems Incorporated in the United States and/or other countries.

Oracle is a registered trademark of Oracle Corporation.

UNIX, X/Open, OSF/1, and Motif are registered trademarks of the Open Group.

Citrix, ICA, Program Neighborhood, MetaFrame, WinFrame, VideoFrame, and MultiWin are trademarks or registered trademarks of Citrix Systems, Inc.

HTML, XML, XHTML and W3C are trademarks or registered trademarks of W3C®, World Wide Web Consortium, Massachusetts Institute of Technology.

Java is a registered trademark of Sun Microsystems, Inc.

JavaScript is a registered trademark of Sun Microsystems, Inc., used under license for technology invented and implemented by Netscape.

SAP, R/3, SAP NetWeaver, Duet, PartnerEdge, ByDesign, Clear Enterprise, SAP BusinessObjects Explorer and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP AG in Germany and other countries.

Business Objects and the Business Objects logo, BusinessObjects, Crystal Reports, Crystal Decisions, Web Intelligence, Xcelsius, and other Business Objects products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP France in the United States and in other countries.

All other product and service names mentioned are the trademarks of their respective companies. Data contained in this document serves informational purposes only. National product specifications may vary.

The information in this document is proprietary to SAP. No part of this document may be reproduced, copied, or transmitted in any form or for any purpose without the express prior written permission of SAP AG.

This document is a preliminary version and not subject to your license agreement or any other agreement with SAP. This document contains only intended strategies, developments, and functionalities of the SAP® product and is not intended to be binding upon SAP to any particular course of business, product strategy, and/or development. Please note that this document is subject to change and may be changed by SAP at any time without notice.

SAP assumes no responsibility for errors or omissions in this document. SAP does not warrant the accuracy or completeness of the information, text, graphics, links, or other items contained within this material. This document is provided without a warranty of any kind, either express or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or non-infringement.

SAP shall have no liability for damages of any kind including without limitation direct, special, indirect, or consequential damages that may result from the use of these materials. This limitation shall not apply in cases of intent or gross negligence.

The statutory liability for personal injury and defective products is not affected. SAP has no control over the information that you may access through the use of hot links contained in these materials and does not endorse your use of third-party Web pages nor provide any warranty whatsoever relating to third-party Web pages.

Appendix

What Do We Offer?

SAP BusinessObjects Edge Solutions
Business intelligence and performance management to fit your business

SAP Crystal Dashboards
Stunning visualization of your business data

SAP Crystal Reports
Robust **intuitive reporting** software

Complete insight
Better decisions

Clear enterprise.
Best-run business.

Streamlined processes
Faster execution

SAP Business One	SAP Business ByDesign	SAP Business All-in-One
SAP's most **affordable** entry-level ERP solution	A powerful SAP solution that is the **easiest to consume**	**The most scalable** solutions with deepest **industry-specific** functionality

*Comparison made within the portfolio of SAP solutions for small businesses and midsize companies only

© SAP AG 2010. All rights reserved.

Power of Choice

	SAP Business One	SAP Business ByDesign	SAP Business All-in-One
Who?	Small businesses that want to fully integrate their end-to-end business and grow	High-growth small or midsize companies that want to limit their IT infrastructure	Midsize or fast-growing small companies with a drive to optimize business performance
What?	**Most Affordable** The most affordable entry-level ERP solution in our portfolio*	**Easiest** A powerful solution in our portfolio* that is easiest to consume	**Most Scalable** The most scalable solutions in our portfolio* with the deepest industry-specific functionality
How?	• The full functionality and integration that you get from an SAP solution • Get started from as low as $10K for 1 or 2 users (basic implementation)	• Powerful, yet easy to evaluate, buy, implement, use, and adapt • A new on-demand offering built from the ground up on a 21st century platform	• Undisputed leader in industry-specific processes and functionality • Highly scalable - handle the most complex global requirements • Most flexible and extensible

* Portfolio = SAP solutions for small businesses and midsize companies

© SAP AG 2010. All rights reserved.

Best in Class

	SAP Business One	SAP Business ByDesign	SAP Business All-in-One
	Compared with other solution providers on the market…		
SAP offers	A **complete, integrated** world-class ERP solution that is **truly affordable** for small businesses	An **on-demand** solution that is the most **complete, integrated, and adaptable**	The most **powerful, industry-specific** solutions available to midsize businesses
So you can	Streamline your end-to-end business and grow	Focus on managing rapid growth instead of managing IT	Run your entire business, leveraging proven best-in-class industry business practices

© SAP AG 2010. All rights reserved.