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# All you need to know about SAP Business One

Summary of Answers to Basic Questions

## 1 Explanation of basic terms

- **Who is SAP?**

SAP (Systems, Applications, and Products in Data Processing) is a global leader in the field of client-server application corporate software. SAP provides solutions for companies of all sizes operating in any industries.

- **Who is Sabris?**

Sabris is a systems integrator with an international reach. Sabris provides mainly professional services and guidance based on both well-proven procedures and expert knowledge of specifics of individual industries in combination with the long-time experience resulting from the implemented projects.

- **What is SAP Business One?**

SAP Business One is an affordable (ERP) solution designed to support the management of small up to medium-sized enterprises (SME) and subsidiaries of big corporations.

- **What is SAP HANA?**

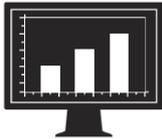
SAP HANA (High performance ANalytics Appliance) is a revolutionary application and database platform by SAP. It concerns a high-performance application with a number of integrated functionalities and HTML5 support. Among other things, the platform allows a development of new applications to be significantly accelerated. In addition, a development of high-performance applications also for mobile devices, such as smartphones or tablets, can be implemented. All database operations are executed only in the server operational memory (the “in-memory” concept), which means that no continuous reading of data from disks is necessary. Unlike in the case of common SQL databases, data is primarily stored in columns (a so-called “column store”) rather than in rows (a so-called “row store”).

- **What is an AddOn?**

An AddOn is an item of software developed by SAP or its certified partners which extends or amends the functionality of the standard SAP Business One package to support customer specific processes.

## 2 SAP Business One properties and benefits

- What are the main supported functional areas of SAP Business One?



### Finance

- Chart of accounts
- Account segments
- Records in the journal
- Accounting documents
- Recurring transactions
- Exchange rates for multiple currencies
- Financial statements
- Budget cost centres
- Sales tax calculations
- Multiple posting periods
- Deposits
- Cheques
- Credit memos
- Earnings receipt
- Deferred payments

### Sales

- Management of business opportunities and channels
- Contact details management
- Offers
- Orders
- Invoices
- Deliveries
- Returns
- Price lists in multiple currencies
- Clients management
- Sales margin calculation
- Microsoft Office integration

### Service

- Service contracts management
- Service planning
- Monitoring across multiple customer interactions
- Knowledge database
- Service requests management

### Purchasing

- Purchase offers
- Purchase orders
- Purchase deliveries
- Purchase returns
- Purchase credit memos
- Procurement costs

### Warehouse stock

- Item management
- Item queries
- Price lists
- Warehouse entry
- Stock removal
- Warehouse transactions
- Warehouse transfers
- Monitoring of serial numbers
- Monitoring of batches
- Removal from stock and packing
- Sets and groups

### Production

- Bills of material
- Production orders
- Forecasts
- Resource planning wizard
- Recommendation report

- What are the main advantages of SAP Business One?

Thanks to the integrated ERP the businesses that implement SAP Business One very soon can see measurable advantages such as:

- Goal-directed growth due to effective system operation.
- Improved customer satisfaction thanks to a quicker response and immediate access to customer information.
- Improvement of operational effectiveness due to the elimination of unnecessary operations and manual mistakes related to data entering thanks to the integration of basic functionalities.
- Closer relations with key business partners, including customers, suppliers and employees due to the improved supply chain management.
- Lower technology-related costs (TCO).

- **What reporting tools does SAP Business One offer?**

SAP Business One includes:

- Set of standard reports
- Internal reporting tool
- Crystal Reports – integrated in SAP Business One
- Basic dashboards

With SAP Business One on HANA, also HANA analytics, including the semantic layer, are available.

### 3 SAP Business One deployment

- **How can SAP Business One be operated?**

Basically, there are two ways:

- On premise – the system is installed on the customer's hardware and is usually operated by the customer.
- Cloud – the system is provided as a service.

- **Which SAP Business One licences are available?**

Basically, the following licences are available:



Professional User



Limited CRM User



Limited Logistics User



Limited Financial User

A “Starter Package” of licences is provided to small and start-up businesses.

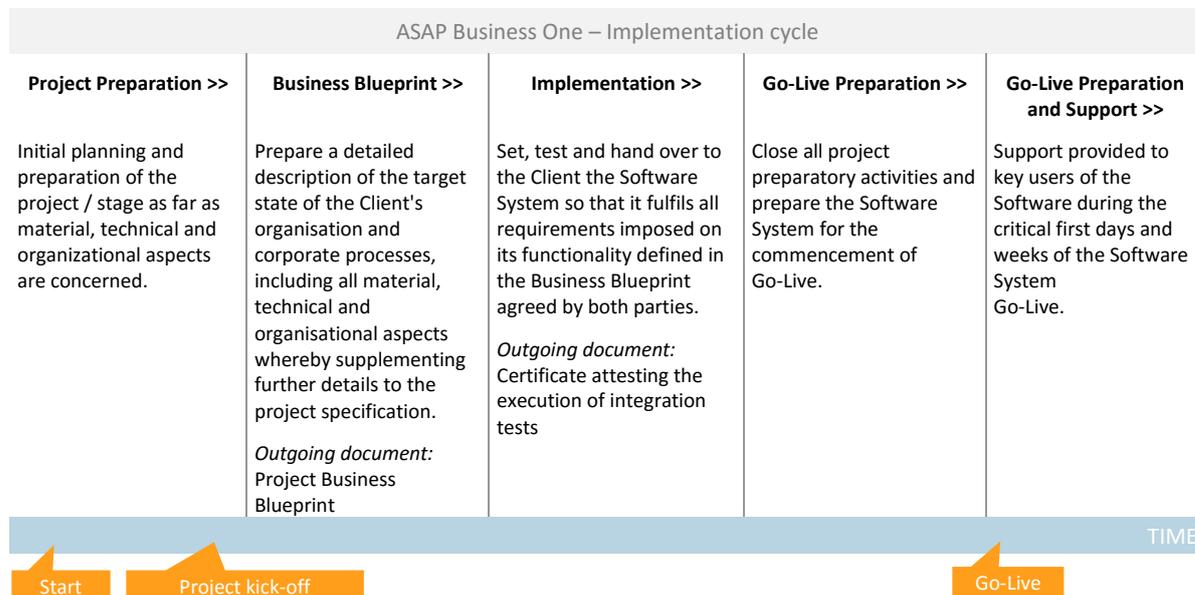
- **What are the total costs of SAP Business One?**

The costs of the SAP Business One implementation usually include:

- HW, including operating systems
- HANA or SQL database
- SAP licence, and/or AddOns where necessary
- Maintenance
- Consultations during implementation
- SLA

- **How is the SAP Business One implementation organized?**

Sabris uses the standard SAP methodology for the implementation of SAP Business One. The methodology consists of 5 basic phases:



- **How long does it take to deploy SAP Business One in a business?**

There are several factors determining how quickly it is possible to implement SAP Business One and adjust it to support corporate processes well. They are in particular:

- the size of the business,
- the complexity of the business structure,
- the complexity of the supported processes,
- type of the ERP deployment, considering also the resources of the business where the system is implemented,
- any other specific addons and modifications.

Generally speaking, implementation usually takes from one to nine months, typically a quarter of a year.

- **Is it possible to transfer existing data to SAP Business One?**

Yes, it is possible to import data from the existing system to SAP Business One from a text file, MS Excel file or enter such data manually. SAP Business One uses a so-called Data Transfer Workbench for data migration where data migration is executed easily and quickly.

- **Whom can I approach if I wish to buy SAP Business One or if I need answers to other questions concerning this solution?**

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