



# SAP Business One 10.0, version for SAP HANA

## Overview of the Exclusive Features

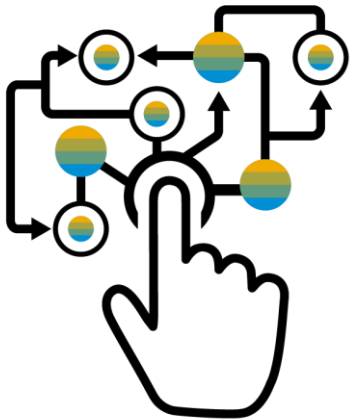
GPO SME Partner Enablement - SAP Business One, Global Roll-out  
February 2021

PUBLIC

# SAP Business One, version for SAP HANA

Leverages the **power of SAP HANA in-memory computing** to transform your business to run **smarter, faster, and simpler** in a digital world.

**Agile:** Get real-time business information when you need it, so that you can clearly define and focus on the right priorities.



**Insight:** Leverage a single platform for analytics and transactions to get unprecedented insight-to-action capabilities. Take advantage of real-time apps for cash flow and other processes to solve problems.

**Efficiency:** Empower employees with information search capabilities and interactive analysis tools to help them become more productive and independent of IT staff.

**Value:** Maintain a simplified IT landscape with a solution priced for small businesses and designed for scalability.

# Exclusive Capabilities in SAP Business One, version for SAP HANA\*

## User Experience

- Web Client (including Analytics)
- Fiori-Style Cockpit
- Enterprise Search
- Analytical Portal
- SAP Business One Sales Mobile Native App
- SAP Business One Service Mobile Native App

## Embedded Real-time Apps

- Cash Flow Forecast
- Advanced Available to Promise (ATP)
- Intelligent Forecast
- Delivery Schedule Management

## Analytics

- Pervasive Analytics
- Customer 360°
- Interactive Analysis
- Excel Reports
- Sales Recommendation

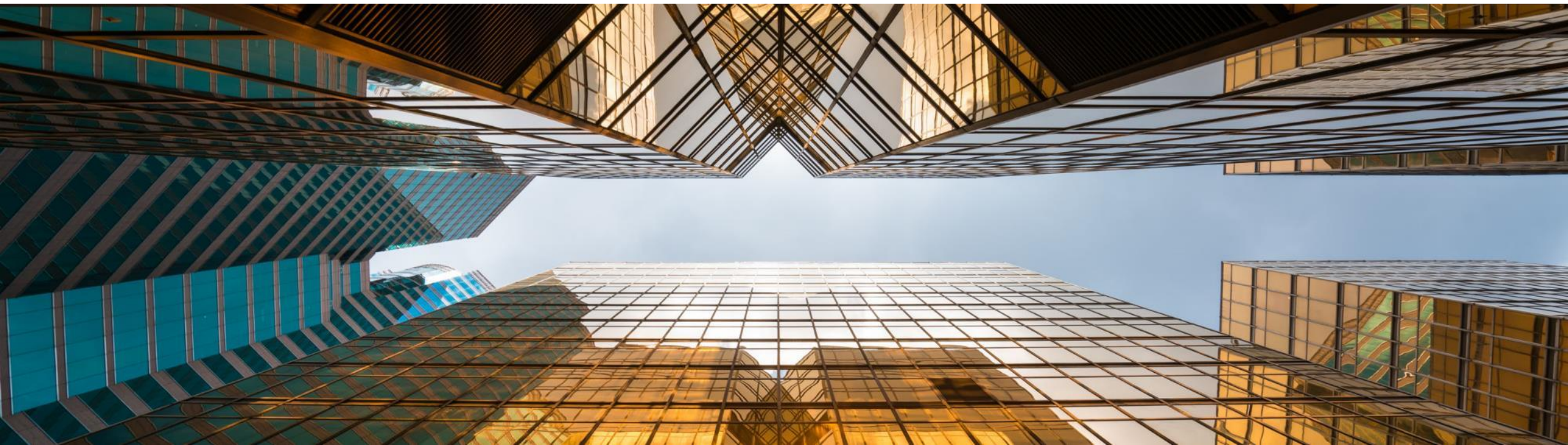
## Platform Extensibility

- App Framework for Custom Development
- Service Layer
- Semantic Layer

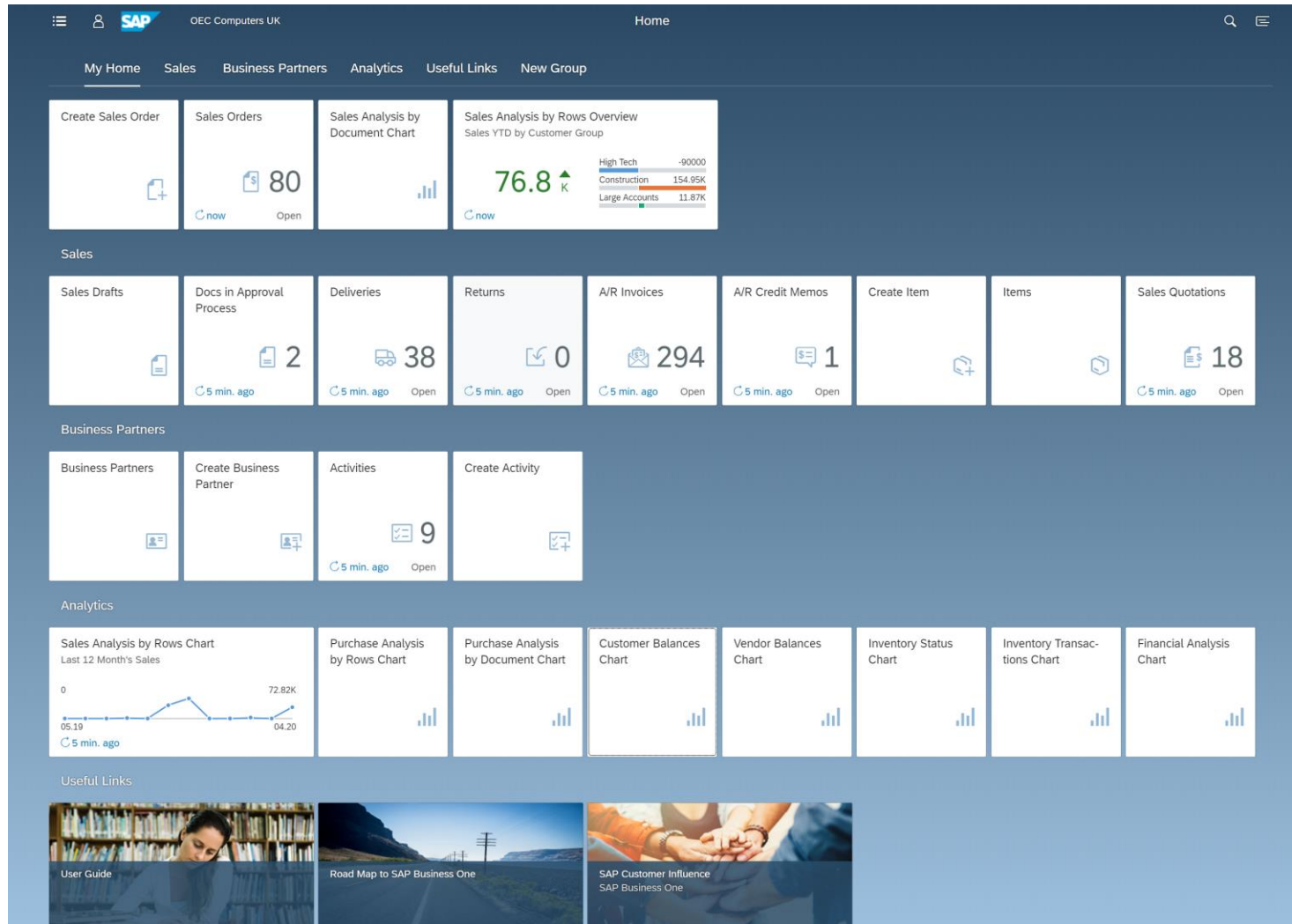
\* For a complete picture of SAP Business One, see this [Introduction to SAP Business One](#)

# User Experience

All screenshots are showing the new skin “Belize Deep” that is available as of release 10.0

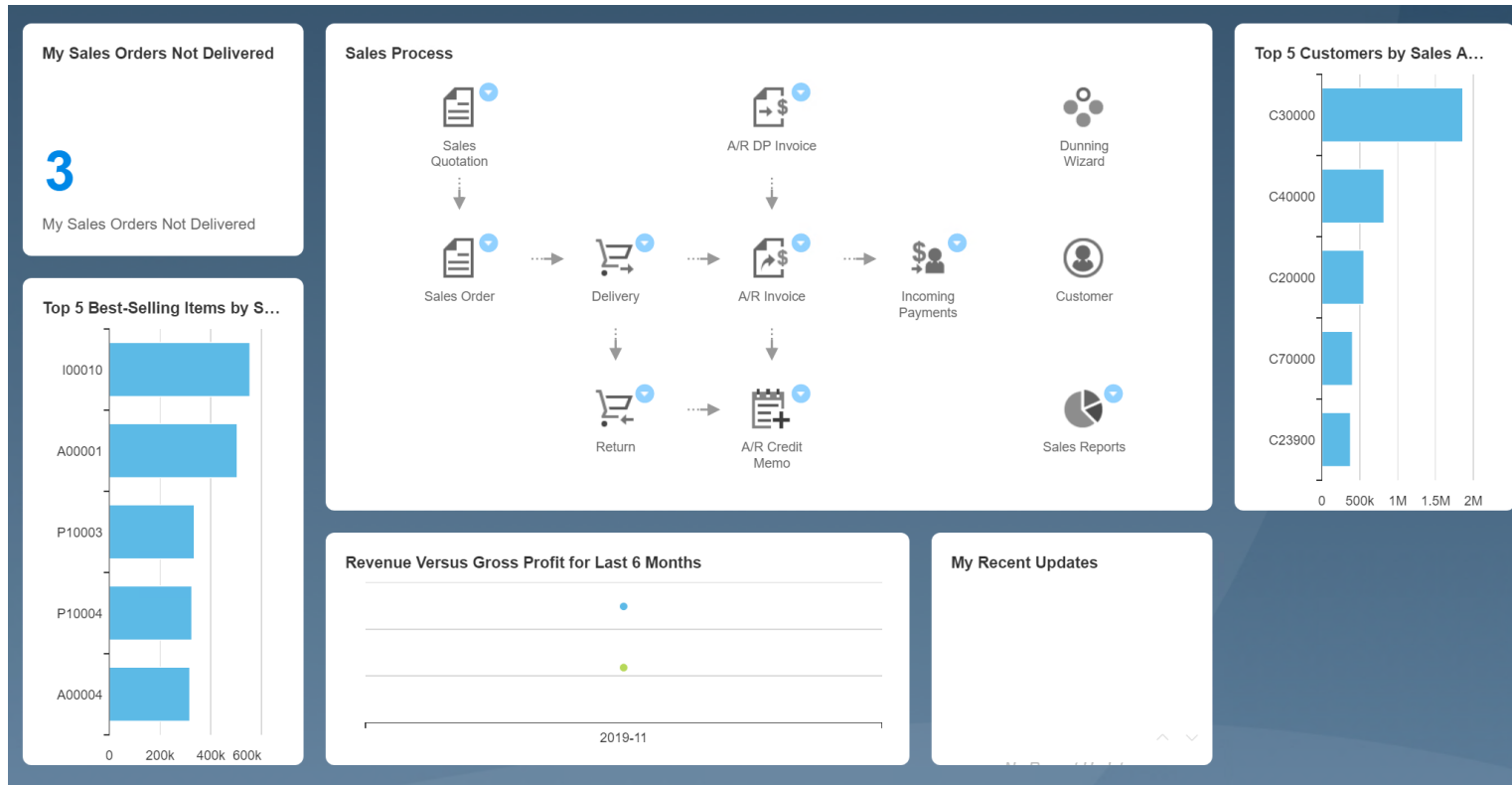


# Web Client Built-in Analytics



- Sophisticated analytic charting capabilities and content available
- Analysis to get insights to
  - ✓ Sales Quotation
  - ✓ Sales
  - ✓ Purchase
  - ✓ Customers
  - ✓ Vendors
  - ✓ Inventory
  - ✓ Financials
- Creation of multiple dashboard screens using the Screen Designer
- Adapting *Filters* gives flexibility to configure different sets of data
- See the [Web Client User Guide](#) for an overview of all Web Client features

# Fiori-Style Cockpit



- Personalized work center to view, search, organize, and perform your regular work
- User-based Cockpit leveraging HTML5
- Fiori-style
- Widgets can be selected from Widget Gallery
- Simplifies access to information
- Improves user experience

# Fiori-Style Cockpit

## Cockpit Templates

The screenshot displays a Fiori-style Cockpit interface. The main area is divided into two sections. On the left, a 'Sales Process' flowchart shows a sequence of steps: Sales Quotation, Sales Order, Delivery, Return, A/R DP Invoice, A/R Invoice, and A/R Credit Memo. On the right, a 'Top 5 Vendors by Payables O...' bar chart shows the following data:

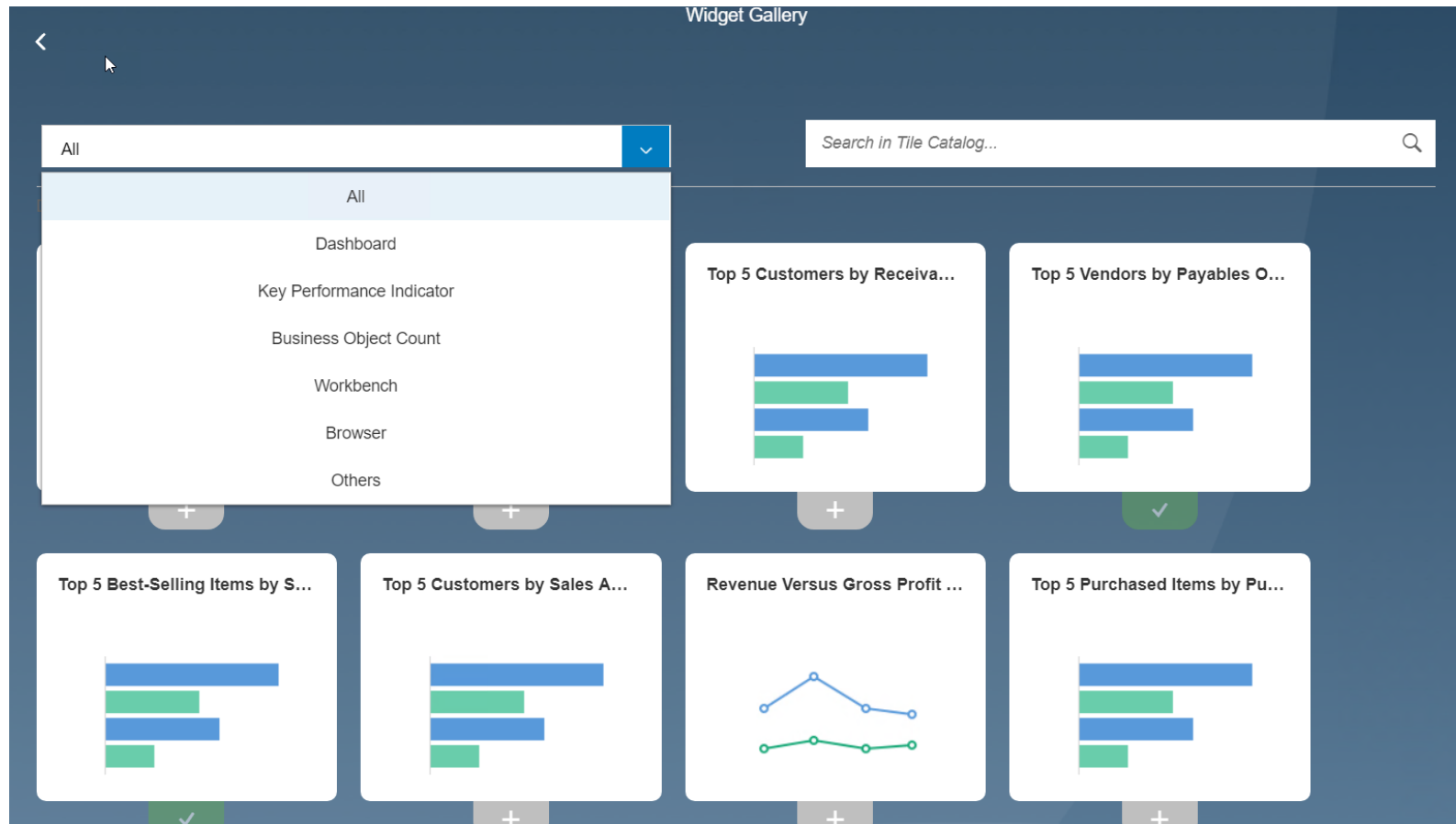
Vendor ID	Payables Amount
V50000	~55k
V21000	~15k
V70000	~10k
V60000	~10k
V22000	~5k

Below the chart, a 'Select Templates' dialog box is open, listing four categories: Finance, Sales, Purchase, and Inventory, each with a checkbox and the label 'Public'. At the bottom of the dialog are 'OK' and 'Cancel' buttons. A red box highlights the 'Update My Cockpit' and 'Save As Template' options in the dialog.

- Predefined Cockpit templates for finance, sales, purchase and inventory
- Creation of own Cockpit templates
- Assign templates to user groups
- Central template management and assignment

# Fiori-Style Cockpit

## Widget Gallery



- Several predefined Widget types available:
  - ✓ Dashboard Widgets
  - ✓ KPI Widgets
  - ✓ Count Widget
  - ✓ Workbench Widget
  - ✓ Common Function Widget
  - ✓ Browser Widget
  - ✓ Messages and Alerts Widget
  - ✓ Recently Updated Widget



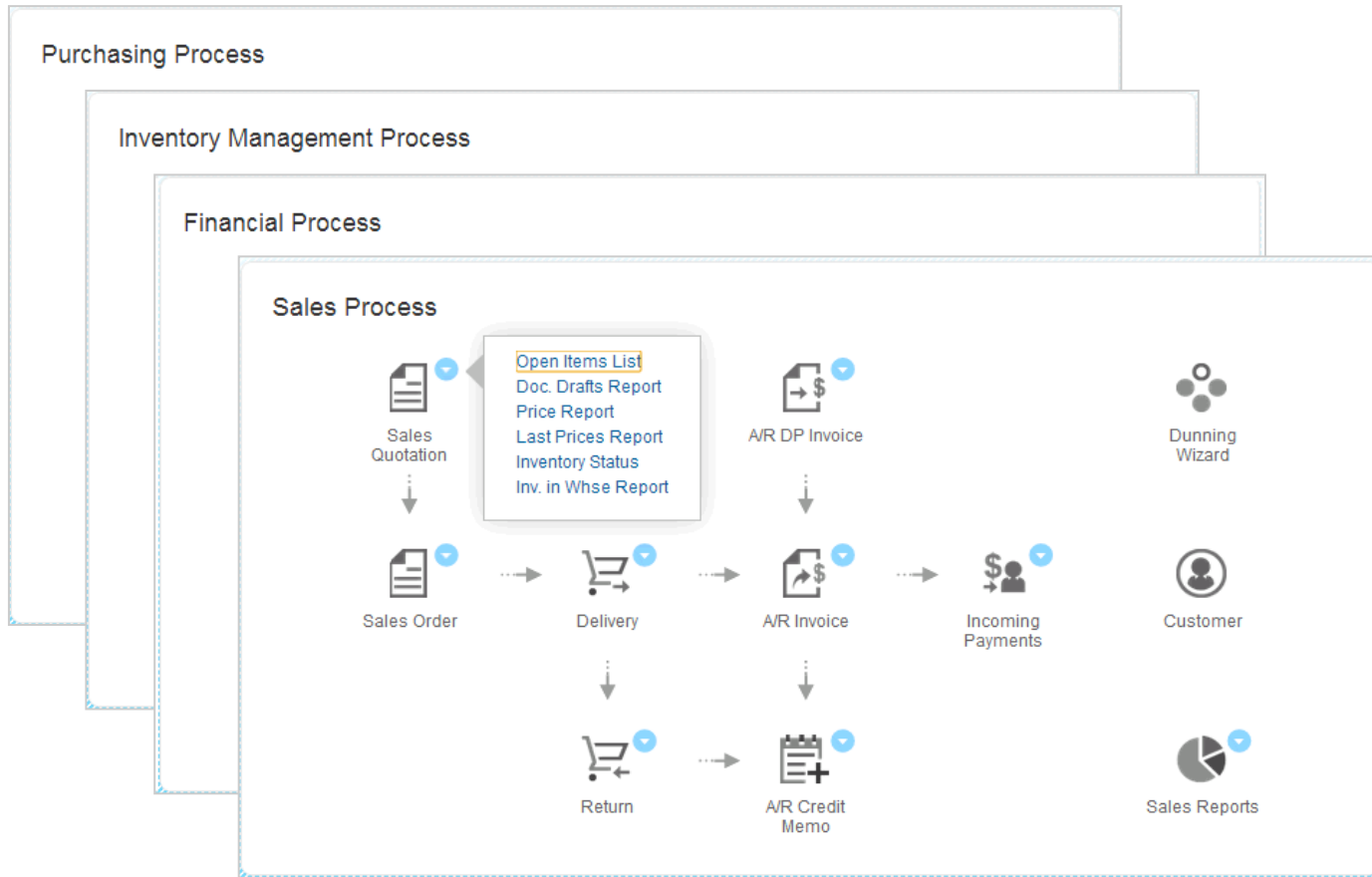
# Fiori-Style Cockpit

## Count Widget



- 5 predefined Count Widgets
  - ✓ Sales Orders Not Delivered
  - ✓ Open A/R Invoices
  - ✓ Purchase Orders Not Received
  - ✓ Open A/P Invoices
  - ✓ Open Inventory Transfer Requests
- Create new Count Widgets based on user-defined queries
- Count Widget counts query results
- Click on result to get a detailed list of your business insights based on your query
- Simple but powerful feature to get insights of your business

# Fiori-Style Cockpit Workbench



- Widgets to cover most of the daily operation
- Process flow Widget to create and manage documents for:
  - ✓ Sales
  - ✓ Purchasing
  - ✓ Inventory Management
  - ✓ Financials
- Guides user through key business processes
- Provides easy access to related functions
- Instructions for implementation:
  - ✓ [SAP Note](#)
  - ✓ [Clip](#)

# Enterprise Search

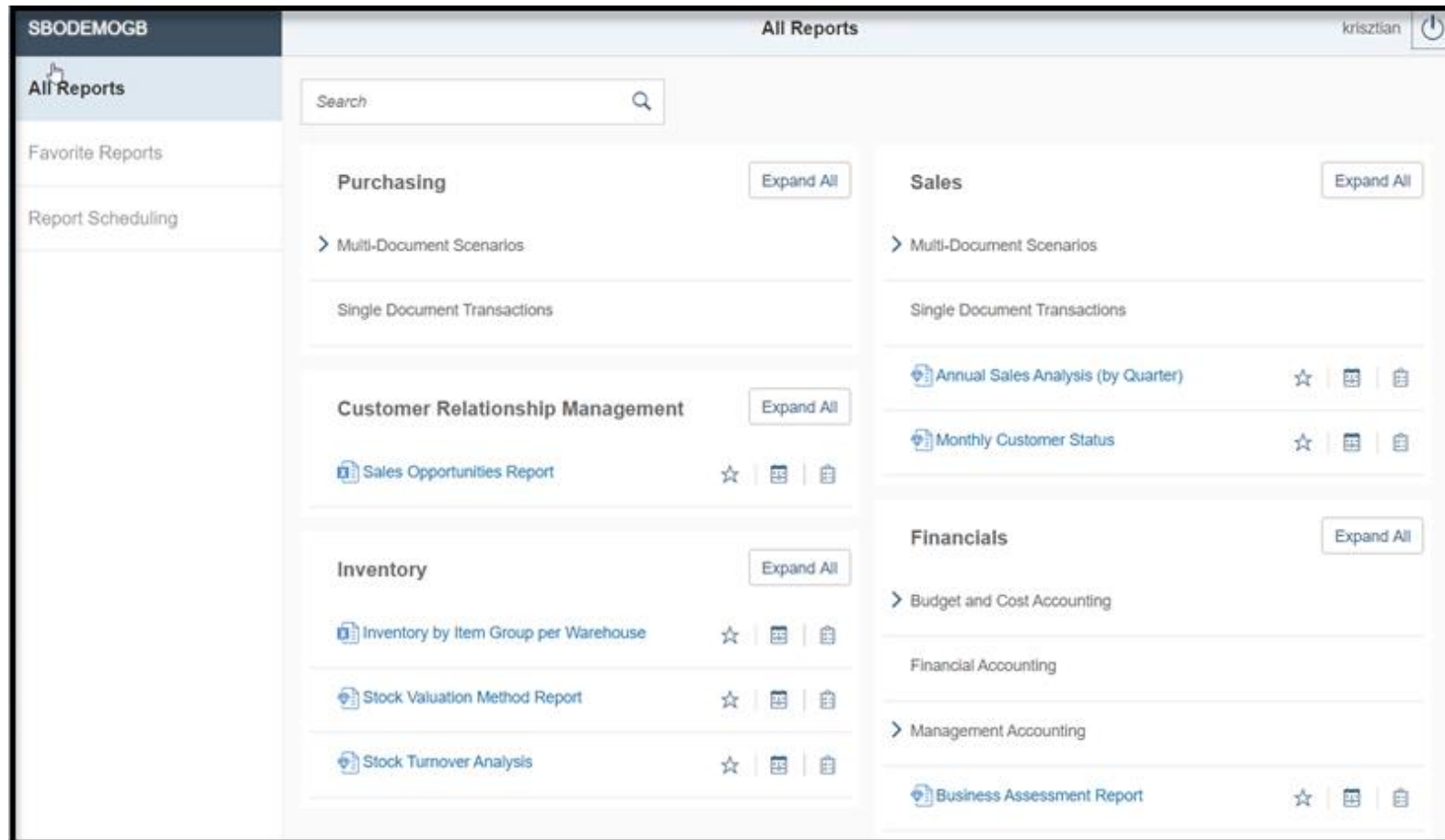
The screenshot displays the SAP Enterprise Search interface. At the top, it shows 'Search Result' and 'Record 1-10 of 133 resources'. The search criteria are 'micro' and 'Sales Order'. The results are presented in a table-like format with columns for document details and status.

Doc Number	Posting Date	Delivery Date	Document Date	Status
1274	2020-04-07	2020-04-03	2020-04-07	O(Open)
1273	2020-04-07	2020-04-01	2020-04-07	O(Open)
1272	2020-04-07	2020-03-30	2020-04-07	O(Open)
1271	2020-04-07	2020-03-24	2020-04-07	O(Open)
1270	2020-04-07	2020-03-20	2020-04-07	O(Open)
1269	2020-04-07	2020-03-18	2020-04-07	O(Open)
1268	2020-04-07	2020-03-16	2020-04-07	O(Open)
1267	2020-04-07	2020-03-16	2020-04-07	O(Open)

On the left side, there is a navigation pane with categories like 'All', 'Master Data (3)', 'A/R Transaction (509)', 'Sales Order (133)', 'Status', 'Sales Employee', etc. The 'Sales Order (133)' category is expanded, showing filters for 'Contact Person', 'BP Name', 'BP Code', 'Posting Date', 'Delivery Date', 'Status', 'Document Date', 'Sales Employee', and 'Service Call'.

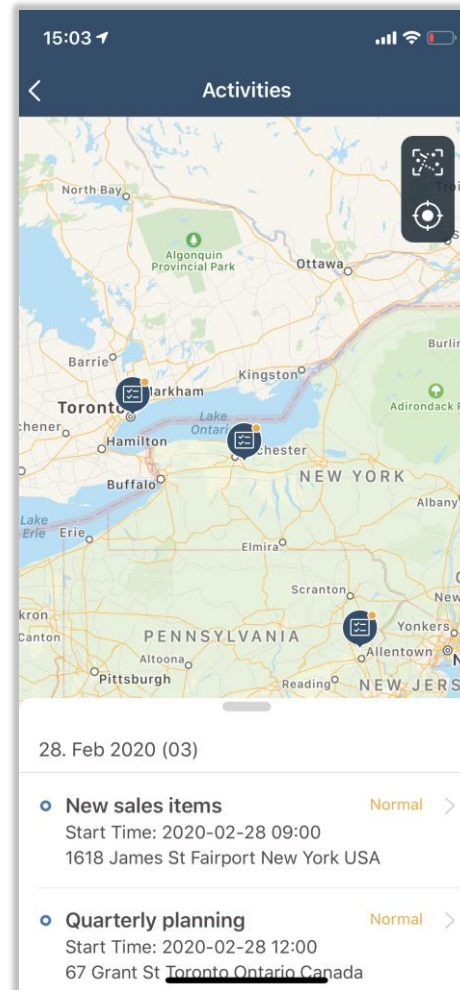
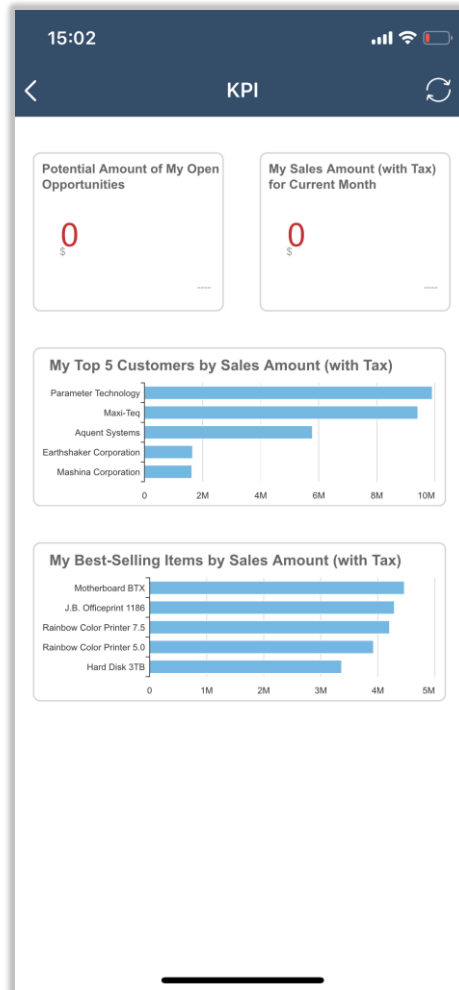
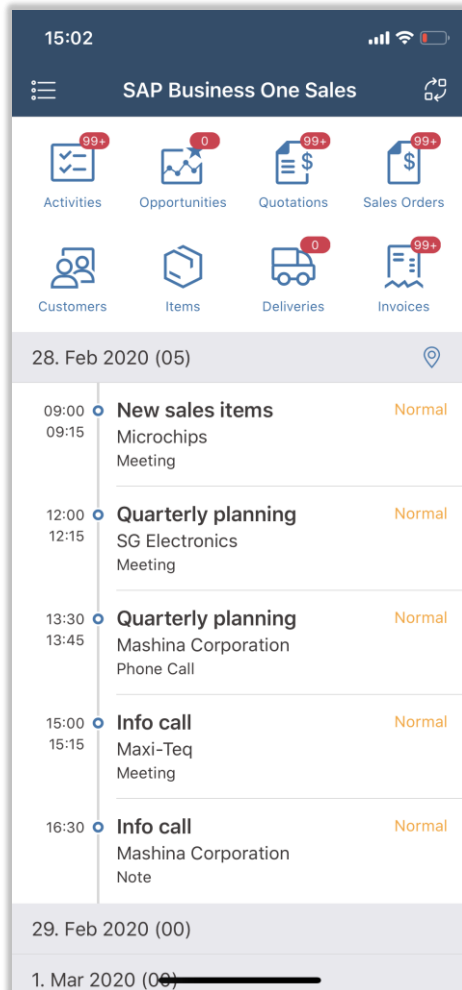
- Access the most relevant SAP Business One data with freestyle search
- Locate business information just as you would do a search on the internet
- Enjoy a seamless user experience
- Search templates
- Filter on dates
- Sort results
- Configurable search scope

# Analytical Portal



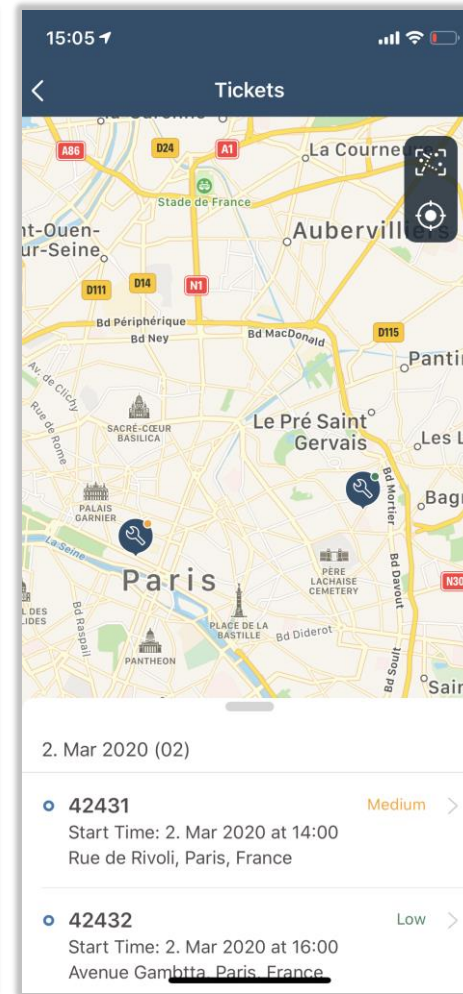
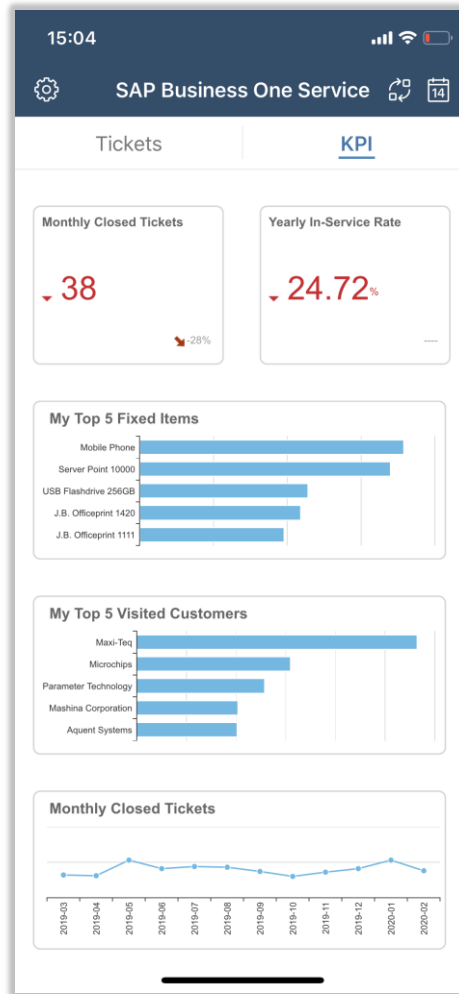
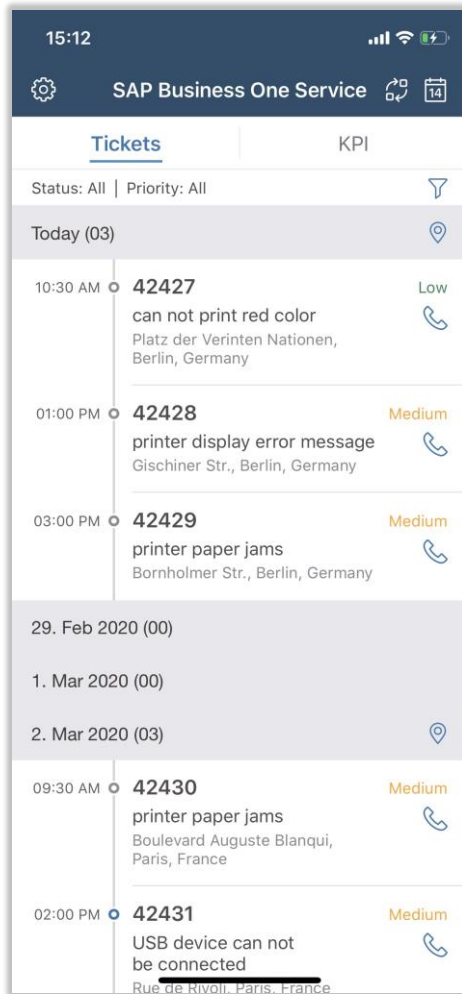
- Ability to publish and share documents:
  - ✓ Crystal Reports
  - ✓ MS Excel documents
- Authorized reports are being displayed
- Documents can be scheduled and sent via mail or downloaded in different formats:
  - ✓ MS Excel – PDF, MS Excel or HTML
  - ✓ Crystal Reports – PDF
- Documents can be run on different devices

# SAP Business One Sales Mobile Native App



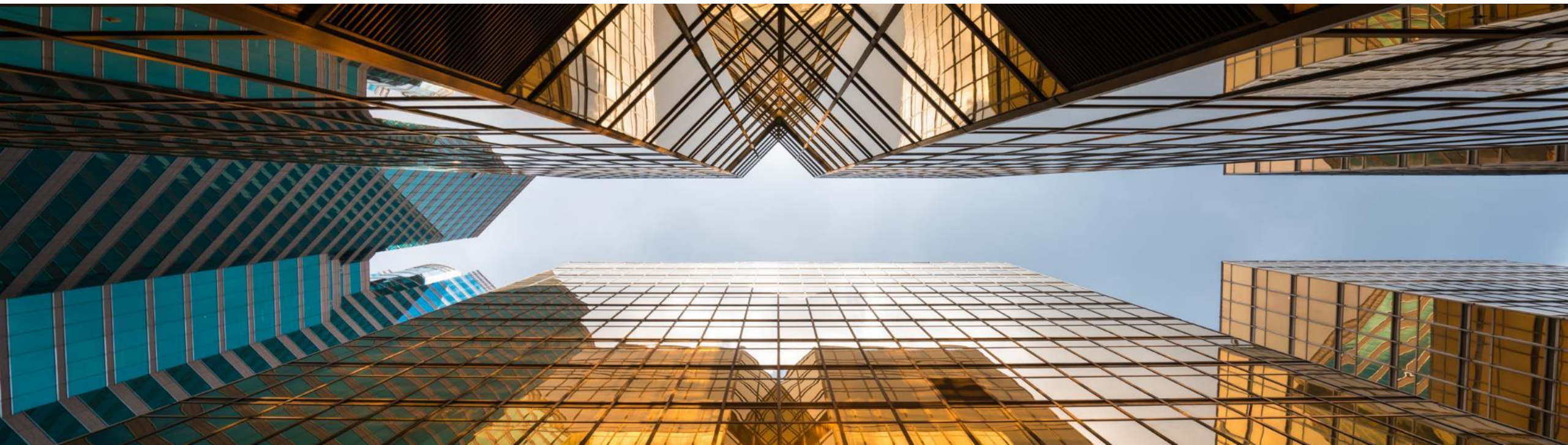
- Mobile solution, tailored for handling sales activities, anywhere, anytime
- Holistic CRM management drives sales productivity
- Insight to customers, deals, predictability in sales operations. Supported functions:
  - ✓ Managing activities
  - ✓ Check in location of sales activities
  - ✓ Customer data management
  - ✓ Viewing items
  - ✓ Managing sales documents (opportunities, quotation, order)
- Access data in real time, all changes automatically updated in the SAP Business One system
- Respond directly and trigger processes

# SAP Business One Service Mobile Native App

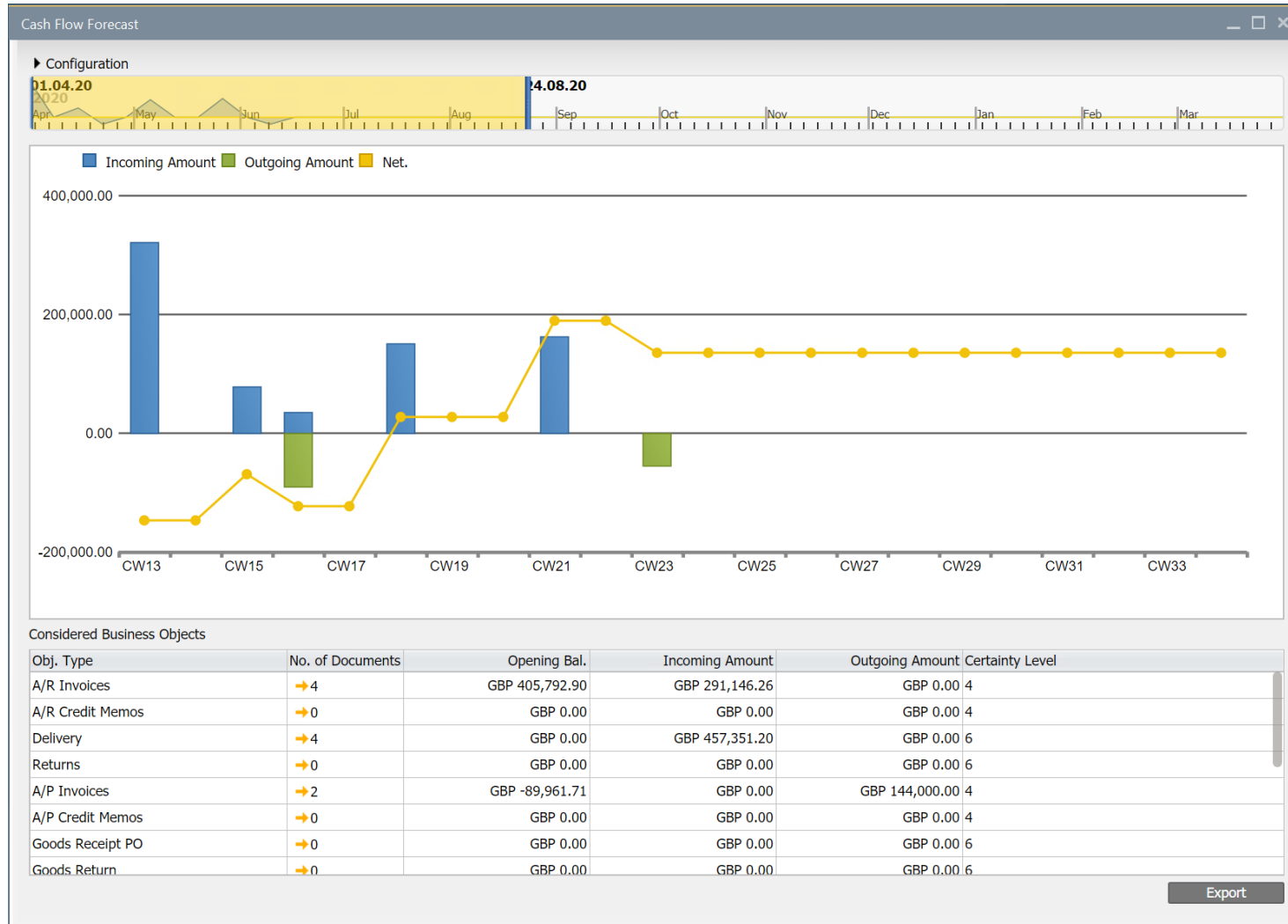


- Mobile solution to manage and fulfill service activities, anywhere, anytime
- Integrated scanner and maps
- Personalized signature
- Check in and check out
- Access data and get insights about:
  - ✓ Customers
  - ✓ Service Calls and history
  - ✓ Resolutions
  - ✓ Attachments
  - ✓ Sales Orders
- Access data in real time, all changes automatically updated in the SAP Business One system
- Respond directly and trigger processes

# Embedded **Real-time Apps**



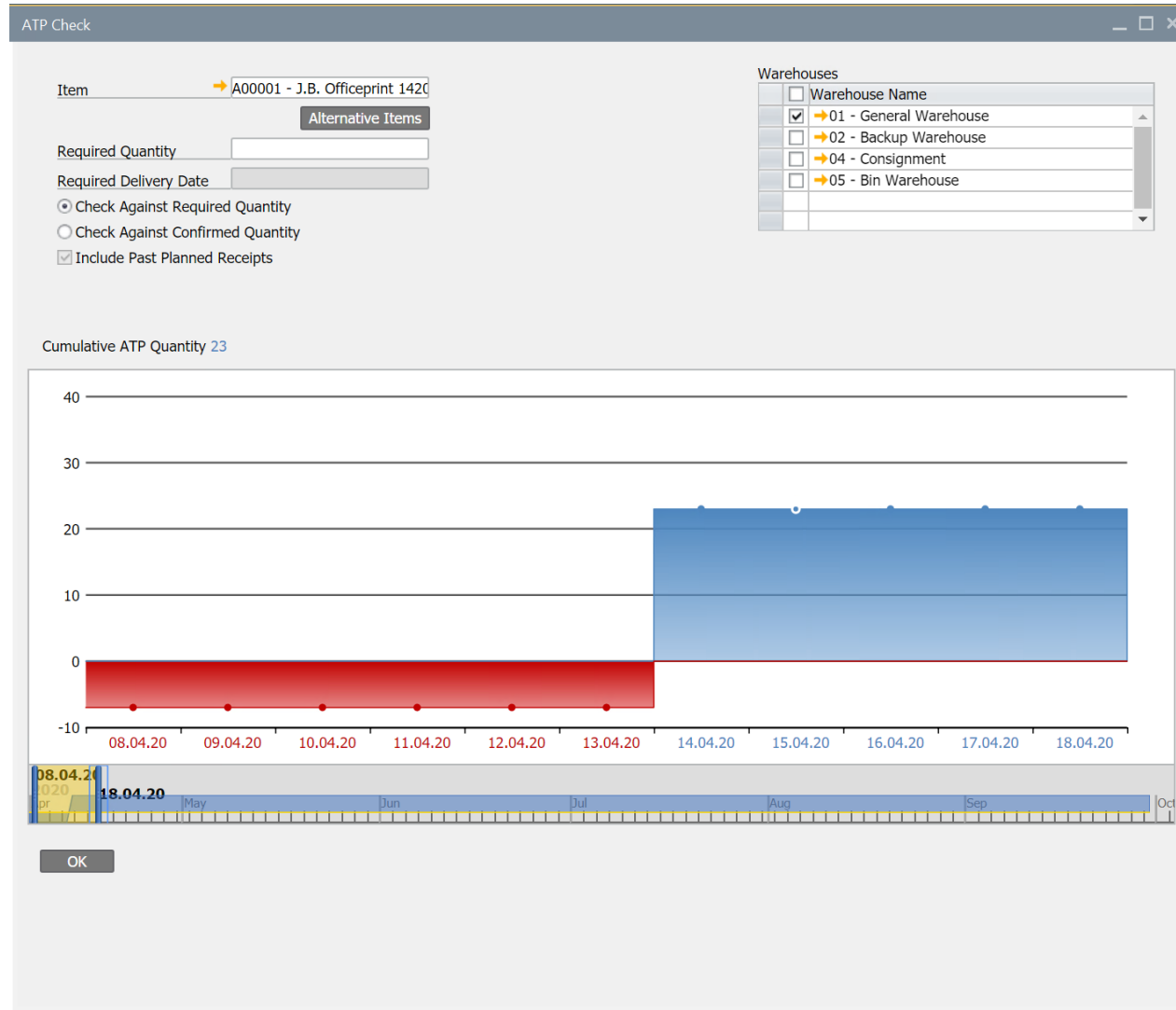
# Cash Flow Forecast



- Gain a complete, accurate and timely picture of your cash flow
- Include optionally open documents like POs and sales orders in calculations
- Assess probability of payment with sophisticated calculations



# Advanced Available to Promise (ATP)



- Obtain real-time inventory transparency
- Aggregate inventory on hand, promised and desired dynamically
- Minimize costs by re-scheduling sales orders

# Intelligent Forecast

Forecasts

Forecast Code: Forecast 2020  
 Forecast Name: Forecast 2020  
 Start Date: 01.04.20 End Date: 31.12.20 View: Monthly

Item No.	Item Description	Warehouse	Jul.	Aug.	Sep.	Oct.
1	A00001 J.B. Officeprint 1420	01				

Generate Intelligent Forecast

Configuration

Select Items By: Item  
 Item No.: From A00001 To A00001  
 Item Group: All  
 Calc. Method: Automatic Selection

Properties:   
 Warehouses:   
 Sales History:  Sales Order  Delivery  A/R Invoice

Forecast

Forecast Values (Forecast Time Buckets: 9 Months Forecast Period: 2020.04.01 -- 2020.12.31)

Item No.	Warehouse Code	2020-04	2020-05	2020-06	2020-07	2020-08	2020-09	2020-10	2020-11	2020-12
A00001	01	5	6	4	8	4	2	5	4	4

Maximum History Time Buckets: 100 Current Calc. Method: AUTO (TESM) Change>>

Save and Close Cancel Save As A Template Load Template

- Statistical forecast with built-in models, incorporating trends and seasonal factors
  - ✓ TESM (Triple Exponential Smoothing)
  - ✓ LRDTSA (Linear Regression with Damped Trend and Seasonal Adjust)
- SAP Business One automatically selects the best algorithm
- Hindcast to dynamically adjust outlier and what-if scenarios
- Forecast results can be used in MRP wizard

# Delivery Schedule Management

Delivery Schedule Management

Item → A00001 - J.B. Officeprint 1420 Warehouse → 01 - General Warehouse Inventory Status

Sort By Delivery Date  Ascending

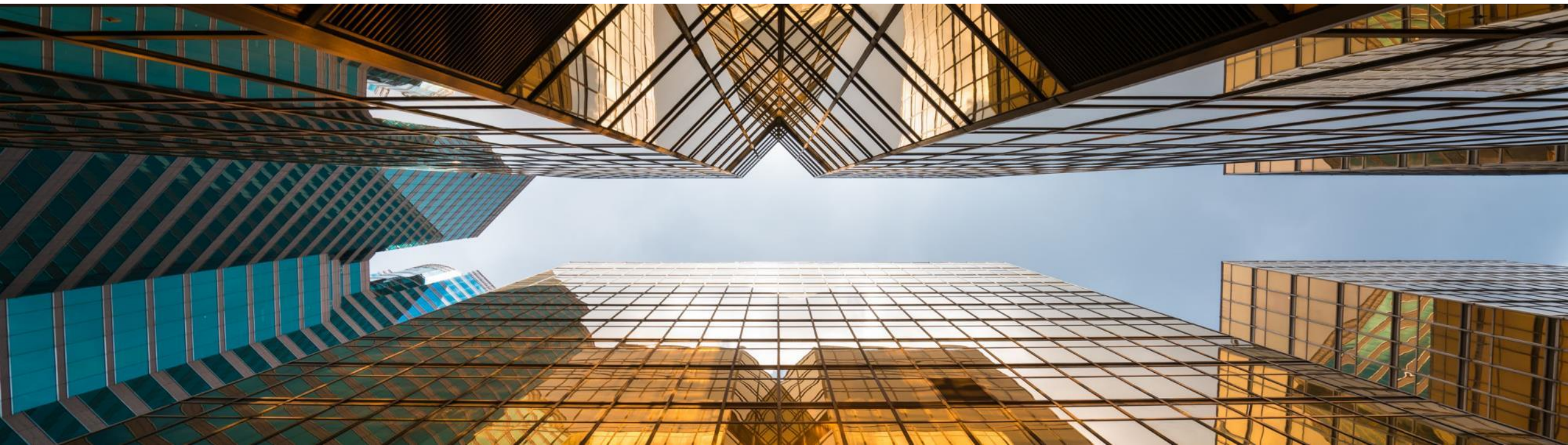
To reassign quantities for a specific document, drag the target document here. To perform automatic reassignment for all documents, choose "Preview".

Document	Business Partner	Qty (Inv. UoM)	Confirmed	Unconfirmed	Delivery Date
1 → Sales Order No.1256 / Line0	→ C20000 Maxi-Teq	35	35		11.04.20
				Scheduled Delivery 1 30	11.04.20
				Scheduled Delivery 2 5	14.04.20 3 Days Delay
2 → Sales Order No.1226 / Line2	→ C20000 Maxi-Teq	1	1		10.04.20
3 → Sales Order No.1226 / Line0	→ C20000 Maxi-Teq	1	1		10.04.20
4 → Sales Order No.1237 / Line0	→ C23900 Parameter Technology	1	1		08.04.20
5 → Sales Order No.1239 / Line0	→ C20000 Maxi-Teq	1	1		07.04.20
6 → Sales Order No.1239 / Line1	→ C20000 Maxi-Teq	1	1		07.04.20

Preview Cancel

- Stay on top of your scheduled deliveries, changing quantities on the fly
- See scheduled delivery date and quantity of:
  - ✓ Sales orders with positive quantity
  - ✓ A/R reserve invoices with positive quantity
  - ✓ Inventory transfer requests
  - ✓ Production orders
  - ✓ Purchase orders with negative quantity
  - ✓ A/P reserve invoices with negative quantity
- Reallocate quantities of documents to fulfill the quantity of the target document
- Preview and confirm the outcome

# Analytics



# Pervasive Analytics Dashboards

The image shows two side-by-side SAP interface windows. The left window, titled 'Business Partner Master Data', displays a form for a customer named 'Microchips'. It includes fields for Code (Manual C30000), Name, Foreign Name, Group (Large Accounts), Currency (British Pound), and Federal Tax ID (GB566678935). A summary table shows Account Balance (29,556.94), Deliveries (2,159.90), Orders (14,210.66), and Opportunities (3). Below this are tabs for General, Contact Persons, Addresses, Payment Terms, Payment Run, Accounting, Properties, Remarks, Attachments, and eDocs. The 'General' tab is active, showing contact information (Tel 1: 0113 6789 4739, E-Mail: info@microchips.co.uk), shipping type (UPS Red), and other details. The right window, titled 'Analytics', displays a horizontal bar chart titled 'BP Best-Selling Items by Sales Amount (with Tax)'. The chart compares 'Open Amount' (light blue bars) and 'BP Sold Items' (grey bars) for five product categories. The x-axis represents sales amount from 0 to 400k. The y-axis lists the products: Canon EOS 30D, J.B. Officeprint 1420, Hard Disk Seagate 4..., HP Color Laser Jet 5, and IBM Infoprint 1312.

- Embed Dashboards in transaction screens or in Cockpit
- Enable front line employees to see data needed to make business decisions – at the very moment it is needed
- Reflect transactional activity as it happens with real-time analysis
- Predict future behavior with forecasting capabilities

# Pervasive Analytics

## KPIs

- Evaluate the status of business in an easy-to-view way
- Embedded in SAP Business One Cockpit
- Using SAP or partner pre-build HANA models

# Pervasive Analytics

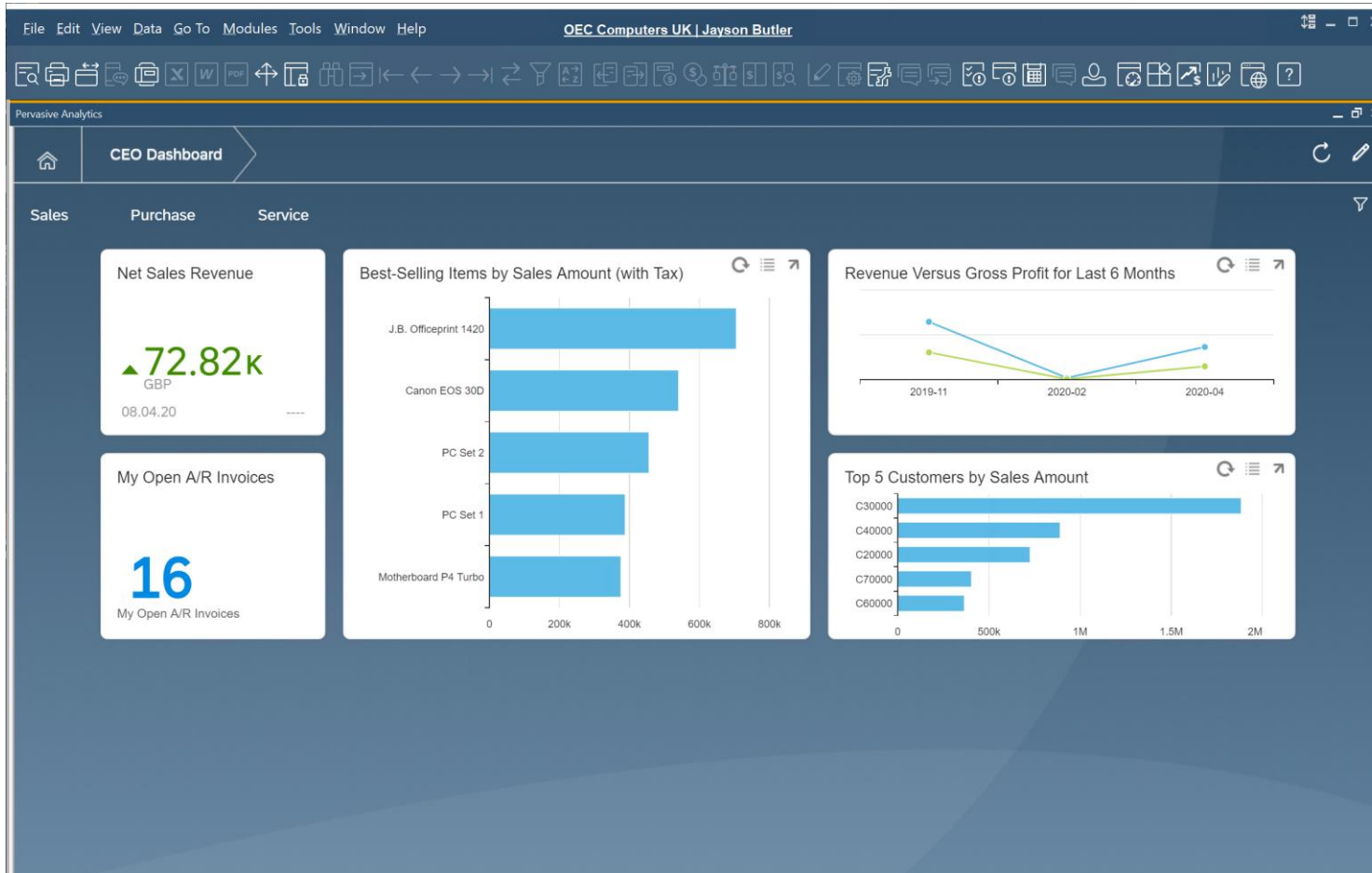
## Insight to Action

The screenshot displays the SAP Pervasive Analytics configuration interface. On the left, a sidebar titled 'Action (4)' lists actions: 'Display Dashboard in Sidebars' (with a plus icon), 'Link to SAP Business One Windo...' (with an X icon), 'Open Business Partner Master', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. The 'Actions To Be Triggered' section is expanded, showing three options: 'Open SAP Business One Window' (selected), 'Trigger Enterprise Search', and 'Open Advanced Dashboard'. A configuration window for 'Open SAP Business One Window' is open, showing fields for 'Action Name' (Open SAP Business One Window 1), 'Target SAP Business One Window' (a dropdown menu), and 'Data Binding' (a table with columns 'Dashboard Dimension' and 'Target SAP Business One Window Field', both containing '(Select)' dropdowns). Below the configuration window, a 'Sales Dashboard' is shown with a horizontal bar chart. A callout menu is overlaid on the chart, listing three actions: 'Open Business Partner Master Data', 'Trigger Enterprise Search', and 'Open Advanced Dashboard'.

- Ability to relate business actions to Dashboards and KPIs
- Available Action types:
  - ✓ *Open SAP Business One Window* to open forms, such as master data
  - ✓ *Trigger Enterprise Search*
  - ✓ *Open Advanced Dashboard* (description of Advanced Dashboard see next slide)
  - ✓ *Link to SAP Business One Window*, to show Dashboard in sidebar
- Drill down into business details
- Translate insights into actions

# Pervasive Analytics

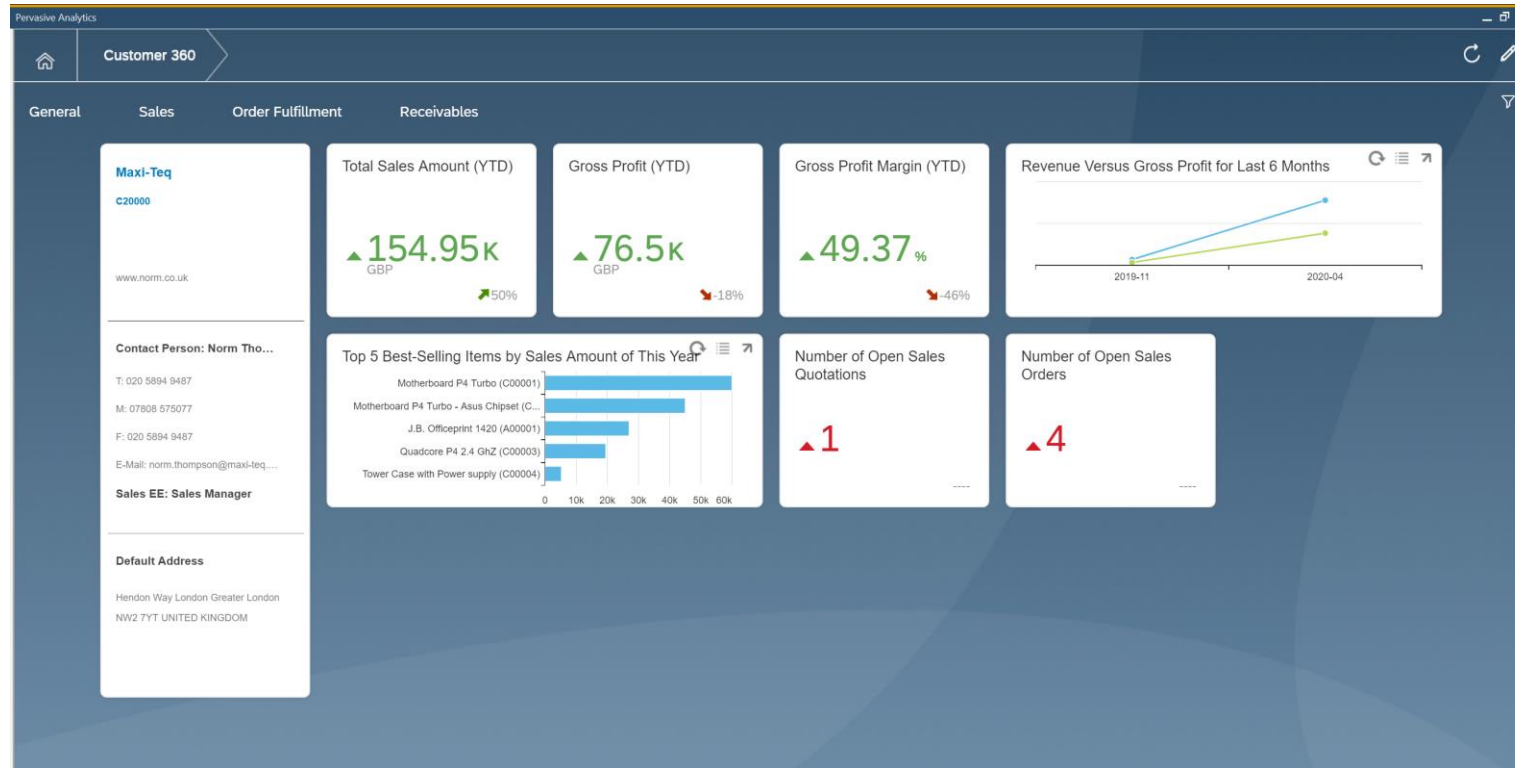
## Advanced Dashboards



- Ability to add a Dashboard which contains various widgets to display related data for pervasive Dashboards or KPI widgets
- Add filters to break down the displayed results
- Display critical data grouped on a dedicated dashboard
- Quick access to related business analysis and KPIs

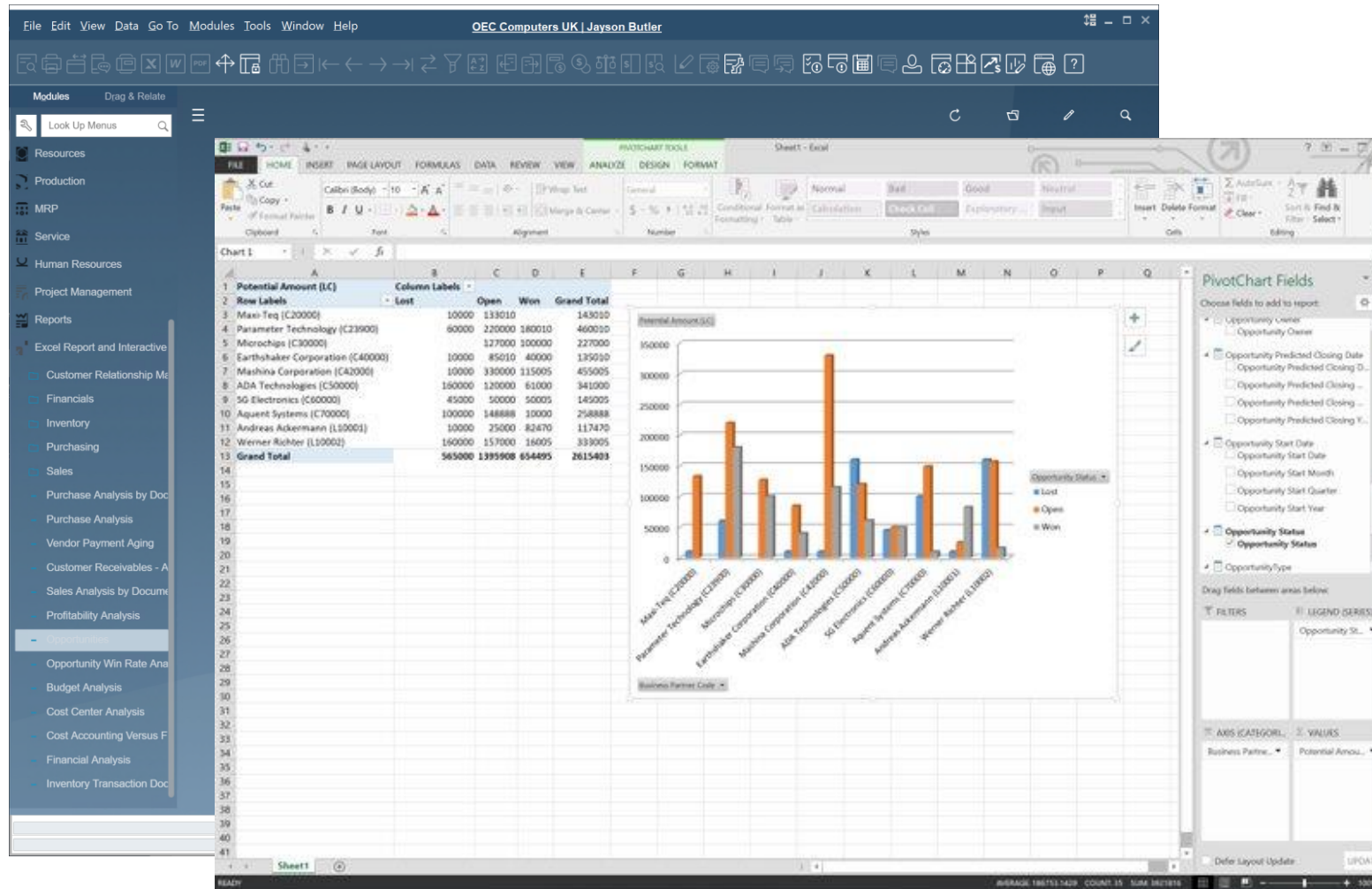


# Customer 360°



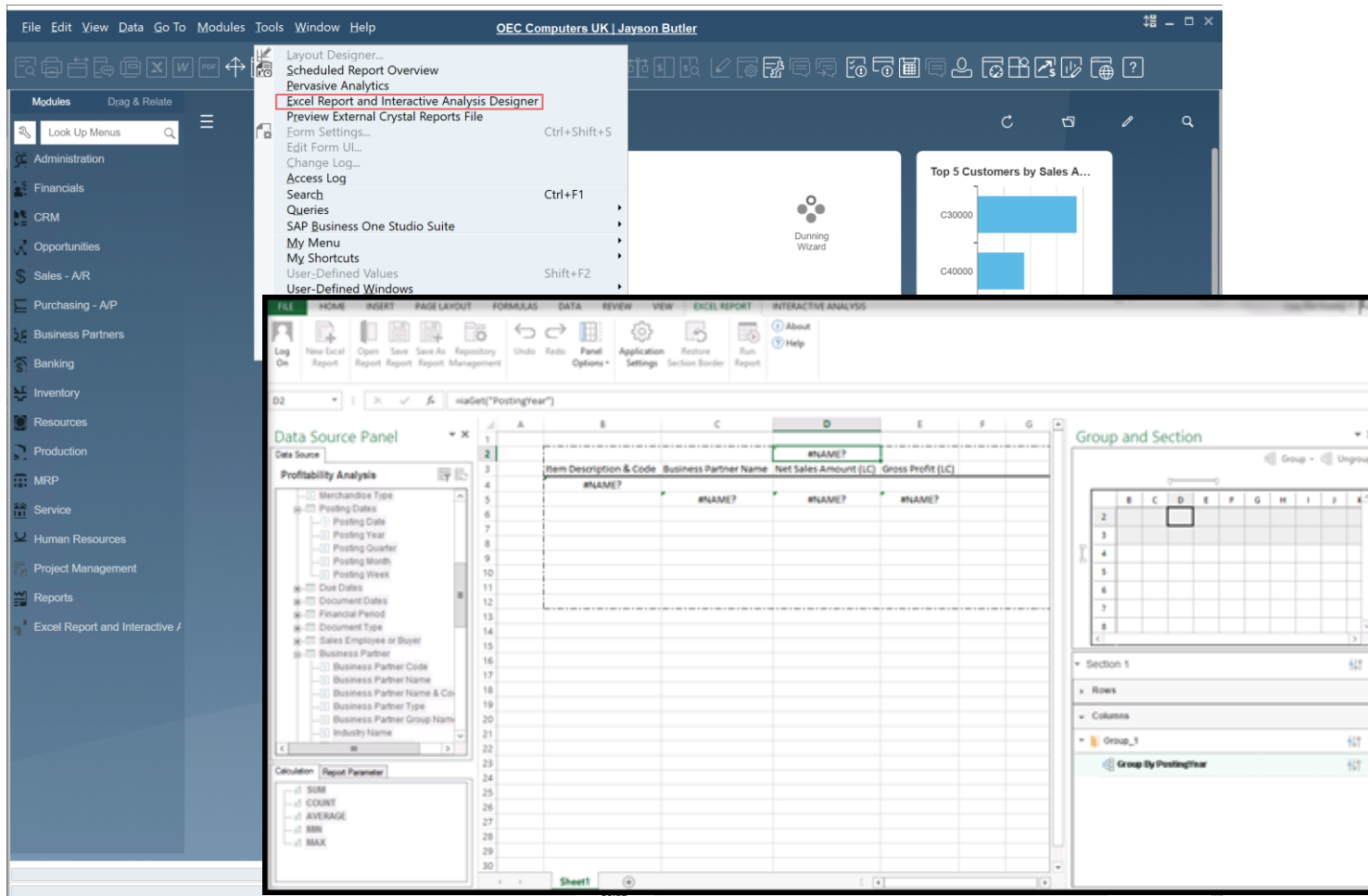
- New advanced dashboard provides a 360° customer view
- Key facts on customer at a glance, containing numerous KPIs and key customer data
- Accessed via Business Partner Master Data  
→ You Can Also
- Link the Customer 360° Advanced Dashboard as an action to an existing Dashboard for easy access

# Interactive Analysis



- Helps users explore more information before making decisions
- Improves productivity by putting the user in control of information
- Leverages familiar MS Excel pivot tables to make analysis work quick and simple

# Excel Reports



- Reporting tool based on MS Excel.
- Utilizes SAP Business One Semantic Layer (SAP HANA views) as data source.
- Fully integrated with SAP Business One.
- Excel Report Designer tool delivered as MS Excel add-on.
- Leverage the power of MS Excel.
- Enables better decision-making.

# Sales Recommendation

The screenshot displays two SAP windows: 'Sales Quotation' and 'Sales Order'. Both windows have a sidebar on the right titled 'Sales Recommendation'.

**Sales Quotation Window:**

- Customer: C30000, Name: Microchips, Contact Person: Judy Brown, Customer Ref. No.: [blank]
- No.: Hardware 1218, Status: Open, Posting Date: 09.04.20, Valid Until: 09.05.20

**Sales Order Window:**

- Customer: C23900, Name: Parameter Technology, Contact Person: Daniel Brown, Customer Ref. No.: [blank], BP Currency: GBP
- No.: Primary 1391, Status: Open, Posting Date: 09.04.20, Delivery Date: [blank], Document Date: 09.04.20

**Item Table in Sales Order:**

#	Item No.	Item Descri...	Quant...	No. of Packages	Unit Price	Disco...	Tax ...	Total (LC)	Summary Type	No Summary
1	A00001	J.B. Officeprint 14	1		13BP 300.00	0.00	O1	GBP 300.00		Manual
2						0.00	O1			

**Sales Recommendation Sidebars:**

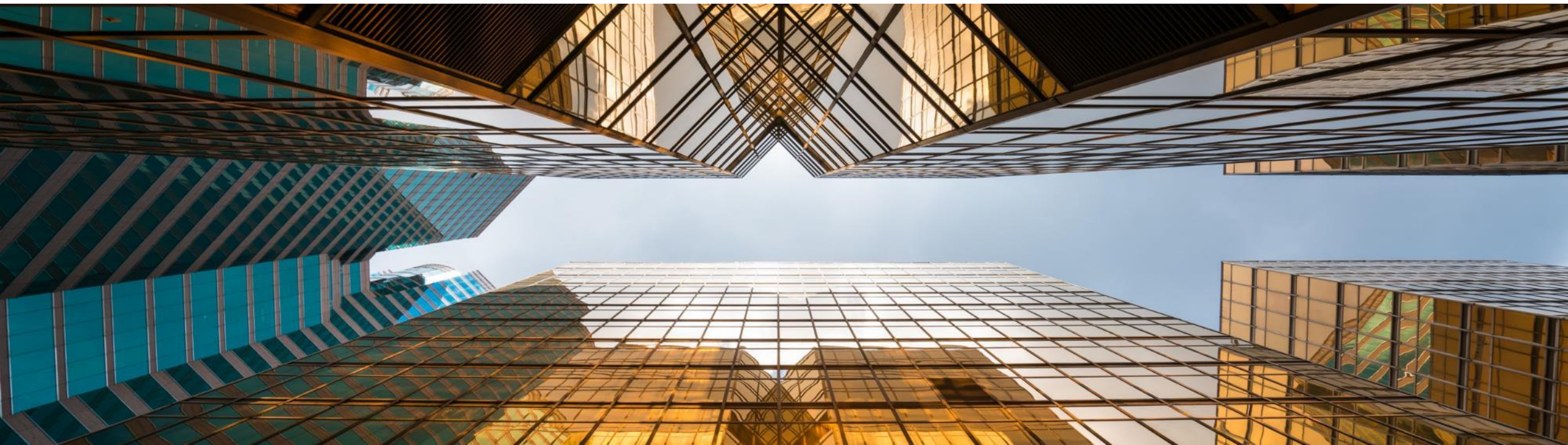
- Sales Quotation Sidebar:**
  - Recommendations for This Customer
  - A00001: J.B. Officeprint 1420, 200.00GBP, Add
- Sales Order Sidebar:**
  - Recommendations for This Customer
  - A00003: J.B. Officeprint 1196, 150.00GBP, Add
  - C00009: Keyboard Comfort USB, 10.00GBP, Add
  - A00002: J.B. Officeprint 1111, 100.00GBP, Add
  - A00001: J.B. Officeprint 1420, 200.00GBP, Add
  - C00011: Memory DDR RAM 512 MB, 14.00GBP, Add
  - Customers Who Bought This Item Also Bought
  - A00002: J.B. Officeprint 1111, 100.00GBP, Add
  - A00004: Rainbow ColorJet 5, 250.00GBP, Add

**Summary in Sales Order:**

- Total Before Discount: GBP 300.00
- Discount: %
- Freight: [arrow]
- Rounding: GBP 0.00
- Tax: GBP 60.00
- Total: GBP 360.00

- Product recommendations are displayed in the sidebar of sales order and sales quotation for a customer
- Recommendations are based on association rules generated from the buying history of the given customer and similar customers
  - ✓ "Recommendations for This Customer" suggests products which might be interesting for this customer in general
  - ✓ "Customer Who Bought This Item Also Bought" recommends products based on current items in the sales order / quotation
- These recommendations can be utilized by partners in their own add-ons or solutions, e.g. a web shop. They are exposed as semantic layer views in ar/case :
  - ✓ ItemRecommendationQuery
  - ✓ ItemAlsoRecommendedQuery

# Platform **Extensibility**



# App Framework for SAP Business One, version for SAP HANA

The screenshot displays the SAP Business One Customers application interface. The top navigation bar includes 'Home', 'Customers', 'Suppliers', 'Products', and 'Orders'. The main content area is divided into three sections:

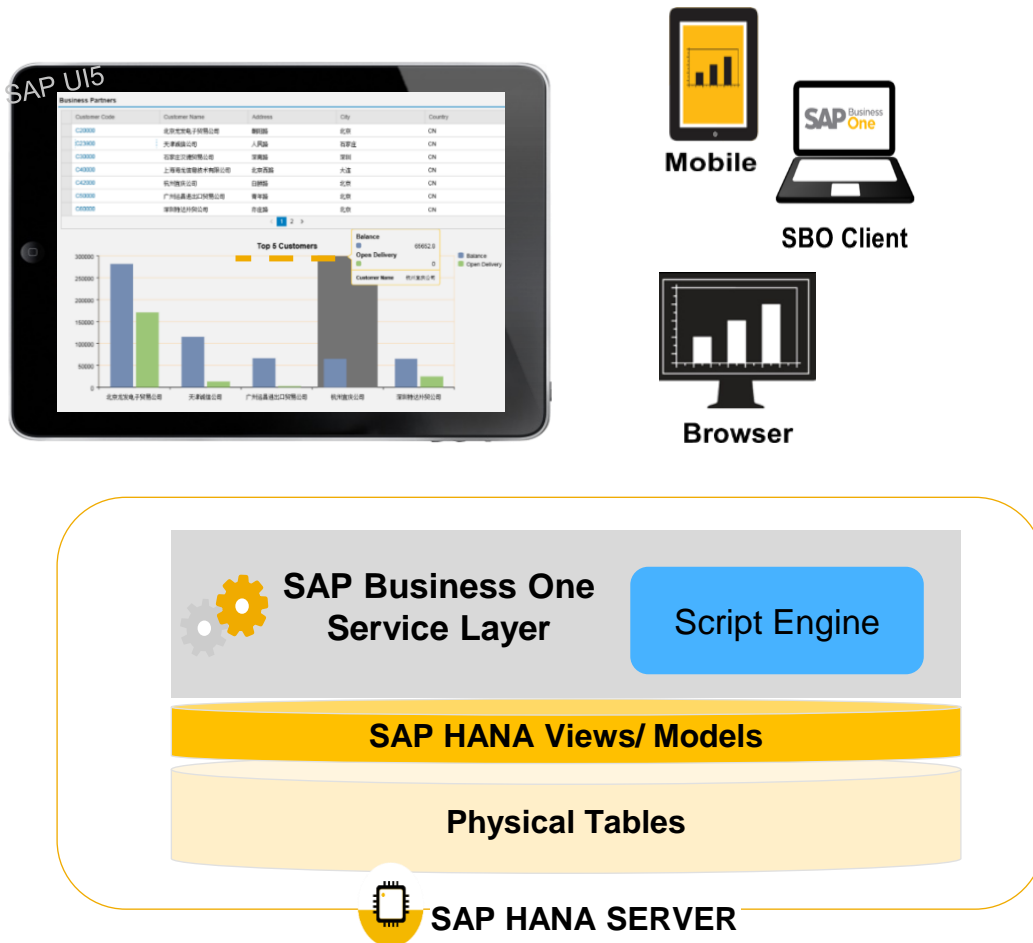
- Customers:** A table listing customer records with columns for Customer ID, Company Name, and Contact Name. The selected record is DUMON, Du monde entier, Janine Labrune.
- Customer:** A profile card for the selected customer, showing a photo of Janine Labrune and contact details: Company Name (Du monde entier), Contact Name (Janine Labrune), Contact Title (Owner), Address (67, rue des Cinquante Otages), City (Nantes), Region, Postal Code (44000), and Country (France).
- Orders:** A table listing orders for the selected customer with columns for Customer ID, Order Number, EmployeeID, City, and Country. The selected customer is DUMON, and the orders are 10311, 10609, 10683, and 10890, all in Nantes, France.

A map of Nantes is displayed at the bottom right, showing the location of the customer's address.

- Empower SAP Business One ecosystem to build easy to extend, lightweight, web-based, analytical applications providing business insights
- Enrich traditional add-ons by web-based analytical applications on the new lightweight framework & embed them into add-ons;
- Leverage the built-in strengths of SAP HANA and XS with integrated SAP Business One services to develop apps in a low cost of development on a lean stack with big data processing; explorer new businesses
- Optimize the efficiency of business processes
- Run directly on SAP HANA appliance with minimized TCO and excellent performance

# Service Layer

Extension API for consuming SAP Business One data and services

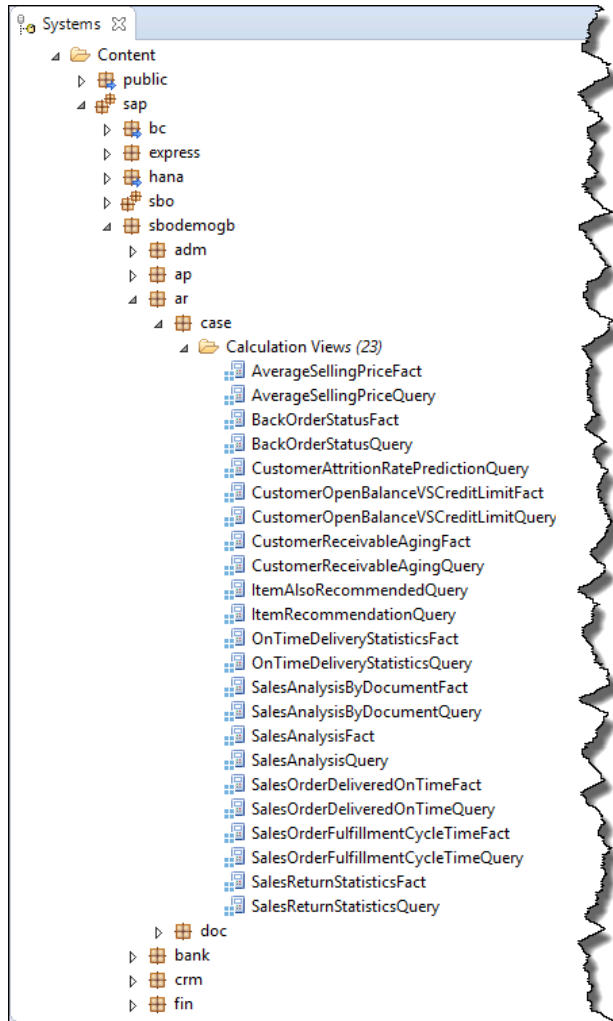


- Equivalent Business Object coverage to DI API
- SAP HANA views can be queried to retrieve all necessary data at once
- Built on core protocols such as HTTP and oData
- Implement server-side JavaScript extension hosted in Script Engine
- Highly scalable (parallel-processing)
- High availability (load balancing)
- Service Layer Controller

## Value Proposition

- Cater customer needs of using mobile and web apps
- High volume to support new customer segment and industries

# Semantic Layer



- Predelivered content for reporting and analytical purposes, ready-to-use
- Basis for adaptation and enhancements
- Facilitate and speed up implementation
- Includes models for these areas:
  - ✓ ADM (administration)
  - ✓ AP (purchasing)
  - ✓ AR (sales)
  - ✓ CRM (opportunities)
  - ✓ Banking
  - ✓ Financials
  - ✓ Stock



# Thank you.

GPO SME Partner Enablement - SAP Business One, Global Roll-out

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