

ERP

Enterprise
Resource
Planning



Everything You Need To Know About SAP Business One

General Knowledge

1. What is SAP?

"SAP" stands for Systems, Applications, and Products in Data Processing. SAP is a world-wide market and technology leader in client and server enterprise application software, providing solutions for companies of all sizes and industry sectors. Originally founded in Germany, SAP is now found in over 130 countries across the globe. SAP Americas, a subsidiary of the German founder SAP AG, oversees the company's business operations in the United States, Canada, Latin America and the Caribbean.

2. What is SAP Business One?

SAP Business One is an affordable, integrated enterprise resource planning (ERP) solution designed to enable growing small to mid-sized enterprises (SMEs) and large enterprises with subsidiary operations to better manage their entire company. SAP Business One provides one simple solution that streamlines business processes, provides real-time information, and helps boost overall business performance.

3. What is the key difference between ERP and accounting software?

Accounting software packages only handle the individual business function of accounting, whereas an ERP application handles the entire range of business functions of an organization. ERP applications, like SAP Business One, fully integrate all major functional areas of business including: Finance, Human Resources, Sales, Marketing, Logistics, and more. This eliminates the need to support your business with a multitude of manual processes and non-integrated business applications.

4. What type of company is SAP Business One designed to support?

SAP Business One is designed specifically for small to mid-sized businesses that have outgrown their current packaged accounting software or spreadsheets and/or may need to replace multiple, non-integrated applications. Many of our customers first start their research knowing they have a specific business pain – such as redundant data entry, poor reporting or sales challenges due to lack of visibility into customer accounts and inventory. Through the discovery process, they see how SAP Business One can solve these challenges and more. SAP Business One is also a good fit for large enterprises using SAP and looking to quickly integrate their subsidiaries or rapidly grow into new geographic markets.

Features & Benefits

5. What core functional areas are supported by SAP Business One?

SAP Business One is a single, integrated solution that provides clear visibility into your entire business and complete control over every aspect of your operations. It delivers what you need to manage your key business areas, including:



Accounting and Finance

- Accounting
- Controlling
- Banking and reconciliation
- Financial reporting and analysis



Reporting

- Access critical information with integrated analytic and reporting tools
- Gather data from multiple sources from across all Financials, sales, customers, inventory, service, production, and operations
- Generate timely and accurate reports



Purchasing and Operations

- Master data management
- Procurement
- Warehouse and accounting integration
- Up-to-date reporting



Inventory and Distribution

- Warehouse and inventory management
- Bin location management
- Goods receipt and issue control
- Production and material requirements planning
- Efficient reporting



Sales and Customer Management

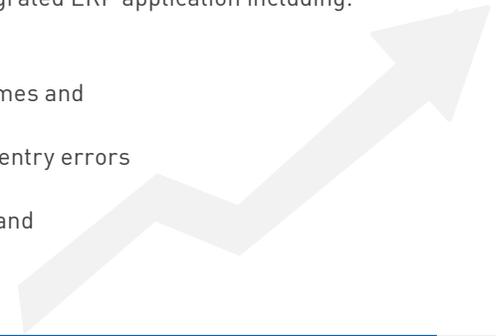
- Sales opportunity management
- Campaign management
- Customer management
- Service management

[Learn more about core business functionality supported by SAP Business One.](#)

6. What are some of the benefits of using SAP Business One?

SAP Business One is designed to meet the needs of SMEs and subsidiaries of large enterprises. Businesses that adopt SAP Business One very quickly see measurable benefits of using an integrated ERP application including:

- Targeted business growth through streamlined operations
- Improved customer retention and satisfaction through quicker response times and instant access to customer information
- Operational efficiency achieved by eliminating redundant and manual data entry errors with integrated core functionality
- Closer relationships with key stakeholders including customers, vendors, and employees through better supply chain management
- Lower technology costs and speed time to value



7. What types of User Licenses are available in SAP Business One?

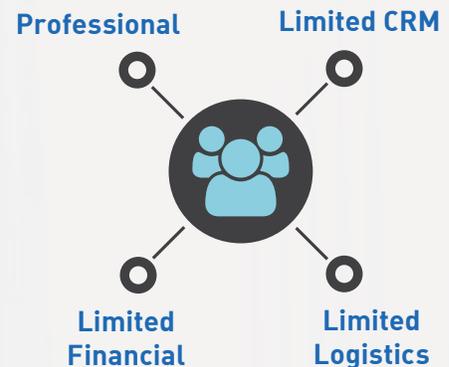
There are four License User Types for SAP Business One, each possessing subordinate levels of accessibility. Our Sales consultants work with each customer to recommend license types based on user needs.

Professional User: A Professional User has access to all modules and functionality within the Business One software. This user is typically involved in the business on all levels such as the CEO, President, Management, etc.

Limited CRM User: Limited CRM User has access to all the major features of the Sales, Purchase and CRM modules. This user is involved with sales, marketing, and customer relations role within an organization.

Limited Logistics User: Limited Logistics User has full access to all Sales, Inventory, and Production modules and limited access to the Purchase module. This user license is for employees involved in Procurement, Purchasing, and Supply Chain Management

Limited Financial User: Limited Financial User has access to all major Banking, Purchase and Financial functionality in Business One. Typical users include Controllers, Accountants and Financial Analysts.



8. Does SAP Business One adapt to my business' specific industry requirements?

Unlike niche business applications, SAP Business One offers the flexibility to meet your business' unique process requirements and challenges, regardless of the industry your company services. With over 550 prepackaged, fully integrated industry-specific solutions, SAP Business One provides your business with the tools your business needs to succeed.

From manufacturer of highly customizable paper products looking to gain greater control over your order-to-cash process to IT Service provider looking to integrate all aspects of your business to better serve your customers, SAP Business One has a solution for your industry.

Common Industries Served:

- Oil and Gas
- Medical Devices
- Food & Beverage
- Apparel
- Manufacturing
- Wholesale Distribution
- Automotive
- Lumber and Building Materials
- Professional Services
- Retail
- High Tech
- Industrial Machinery and Components
- Consumer Products
- Engineering, Construction and Operations



9. What is an SAP add-on and why do I need one?

Add-ons for SAP Business One are tailored software solutions that meet specific needs of your growing business; by extending the standard functionality of the core ERP solution, either through a pre-packaged or custom solution:

Pre-packaged solutions: Designed to meet industry specific needs by extending key functional areas including:

- Business Intelligence
- Business Process Management
- Cloud & Web Computing
- E-Commerce
- HR & Payroll
- Mobility
- Complex Manufacturing
- Project Management
- Quality Management
- Reporting
- Supply Chain Management
- Warehouse Management

Customized Add-On Solutions: Our team can also provide experienced, certified SAP Business One implementation consultants capable of performing custom development work to support any additional custom processes you need to support your business' operations.

10. What kind of reporting and analytics capabilities are included with SAP Business One?

SAP Business One provides powerful integrated analytic and reporting tools that enable you to access critical business information drawing on all functional areas including; accounting, sales, purchasing, production, inventory, service, and operations. With access to real-time information you can make better decisions and take advantage of new business with narrow windows of opportunity.

In addition to creating custom reports to meet specific informational requirements, SAP Business One also offers many useful and standard, ready-made reports. From workhorse reports like [Sales Analysis](#) for management to the highly versatile [Inventory Analysis](#) for a Controller enable you to expand, and provide a more in depth analysis. Each of these reports can be added to a configurable dashboard to make routine reporting operations easily accessible and executable in real time with a click of a button.

Implementation

11. What deployment options are available?

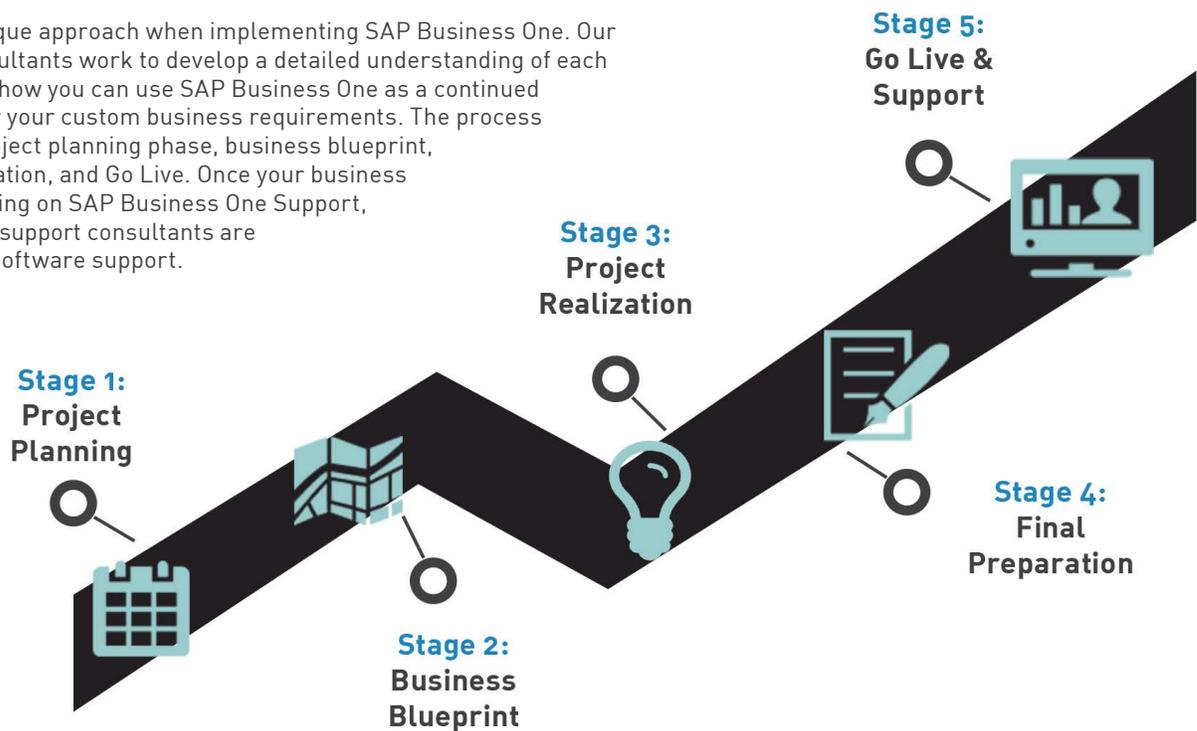
SAP Business One is available as an on-premise or hosted solution through SAP Business One Cloud Service. The decision to deploy the solution using your own infrastructure or through a hosted platform depends on your company's overall requirements, system investment, and long-term goals. .

12. How long does it take to implement SAP Business One for my business?

There are several factors that determine how quickly SAP Business One can be implemented and customized to your business. As your implementation partner, we follow a specific methodology to ensure that you have a clear understanding of the time and resources necessary at the outset of the project. Additional considerations include; the size of your business, complexity of your business structure, type of ERP deployment, and any specific add-ons or customizations required.

13. What does the implementation process include?

We take a unique approach when implementing SAP Business One. Our certified consultants work to develop a detailed understanding of each business and how you can use SAP Business One as a continued foundation for your custom business requirements. The process includes a project planning phase, business blueprint, project realization, and Go Live. Once your business is fully operating on SAP Business One Support, our customer support consultants are available for software support.



14. Can SAP Business One and add-ons scaled to support my business' future growth?

SAP Business One provides a scalable solution that not only meets your fundamental business management needs today, but can also be scaled to handle and increased number of transactions generated by a growing customer base.

15. Can I transfer my existing business data into the SAP Business One application?

You need existing business data such as customers, vendors, items, and invoices in order to go live with SAP Business One. Data migration from your old system to SAP Business One can be imported from a text file, excel spreadsheet or manually. To ensure that the migration of data is done as easily as possible, SAP Business One has an add-on called the data transfer workbench (DTW). This tool allows you to import additional master data and transactional data through data extraction, data mapping, and data import – guaranteeing data consistency.

16. What are the basic software requirements to run the SAP Business One application?

SAP Business One has been designed with SMEs in mind. As a result, the application supports multiple technologies to reflect the various levels of IT investment made by fast-growing businesses. At the basic level, the latest release of SAP Business One, Version 9.0, has the following minimum system requirements:

Recommended System Requirements for 30 users

Processor	2 Intel Xeon E7 (or equivalent)
Memory (Ram)	16 GB
Hard Drive	Raid 10 320 GB
Drives	DVD-Rom
Display	1600x900 or higher

Systems with more than 30 users should consider 4 Intel Xeon E7 equivalent processors. Routine SQL Maintenance and engagement with certified SQL Data Base Administrators is recommended.

Consideration should be given to add additional processors and memory depending upon the number of mobile users in your company and how many SAP Business One Integration Services are activated (Mobility, Campaign Management, Inter Company, Requests for Quotation, etc.)

If your business is growing faster than your IT infrastructure is able to support or does not have the IT resources to support the implementation of on-premise solution, We also offer the option to deployment of SAP Business One application as a hosted solution. For a comprehensive list of SAP Business One system requirements, please connect with our representative at info@mtcsys.us

17. How much does SAP Business One cost ?

The cost of adopting the SAP Business One application for your business depends on five key considerations:

- 1** Deployment model
- 2** Software licensing fee – number of users and the type of access required
- 3** Professional services
- 4** Hardware
- 5** Maintenance and support

When you request a quote, you will receive the standard cost for the SAP Business One application along with the additional costs based on number of users, type of access required, professional services for implementation, maintenance fees and extra hardware. Investing in an integrated solution like SAP Business One is essential for companies that want to grow while remaining profitable and competitive. Return on investment (ROI) is typically achieved within one to three years. For more information or to request a quote, please connect with a representative at info@mtcsys.us

18. What support options are available after the system goes live?

We support your business well beyond the initial implementation phase through our support program carried out through team of dedicated SAP Business One consultants that have extensive experience with SAP Business One.

To ensure the fastest response time, we have established methodology for creating and acknowledging service calls automatically. When your request is sent via email, the system automatically creates a new service call that is then routed to the priority desk. Once the priority has been set for a service call, it is automatically routed to the support representative that will address the call, and the customer is automatically notified that a ticket number has been assigned.

19. How often does SAP release new versions of SAP Business One and what are the long-term strategic vision for the solution?

With recent technological advances, the SME market has become a much more competitive environment. With each new major release of SAP Business One, SAP continues to focus on extending core functionality as the market serviced grows from SME to also include the higher end market. To that end, SAP Business One is being continually developed to be a long-term solution that business can continue to use in years to come.

Now that you have read everything you need to know about SAP Business One, experience the application in action. [Schedule a free SAP Business One product demonstration](#) with a qualified implementation consultant today and you will see firsthand how this integrated business solution has everything you need to streamline your processes, drive profitable growth, and achieve your business goals for growth.

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