



The Digital Business with SAP Business One

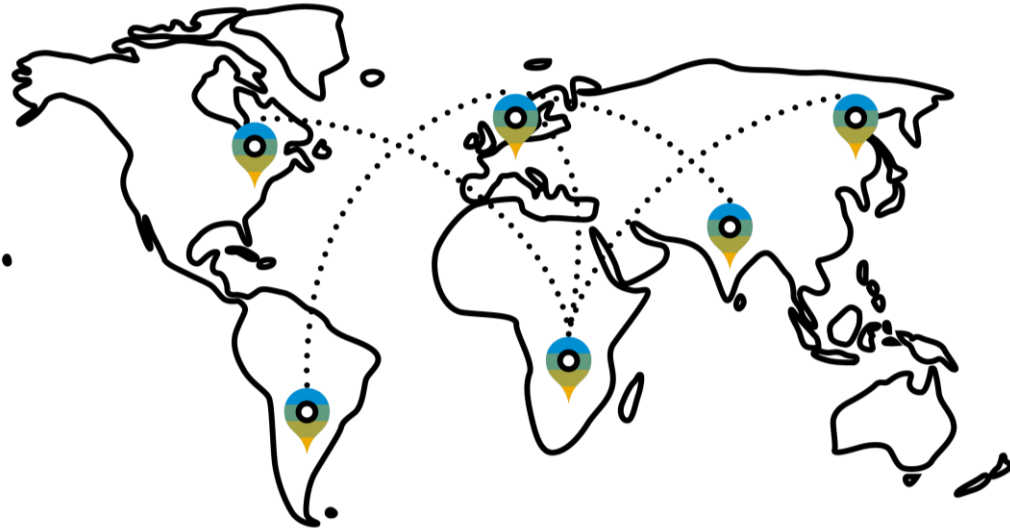
Global Roll-out, SAP
May 2018

PUBLIC

Digital Business and Transformation

Digital Business – Premise

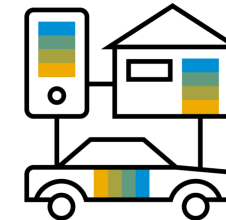
In the digital economy **People**, **Business**, and **“Things”** are becoming more and more connected.



In worldwide operating companies...

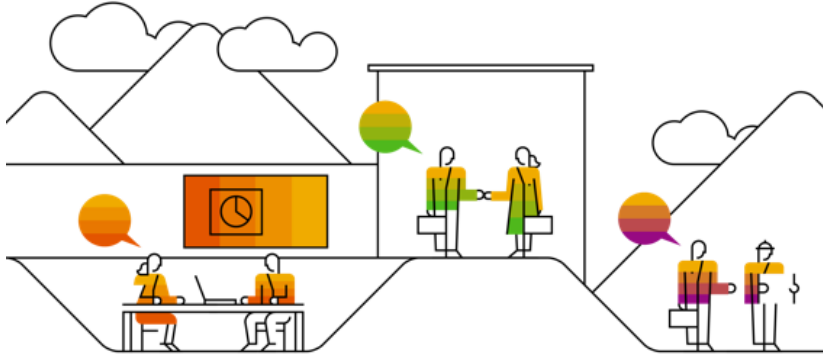


...as well as in small, regional companies, ...



...and in all our daily lives.

Digital Business – Transformation



...you need to become an
intelligent, digital business.

Your existing business
models are **changing** and...



Digital Business – Enablers

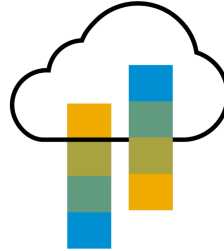
Digital business is built on **new computing infrastructure** – the enablers are...



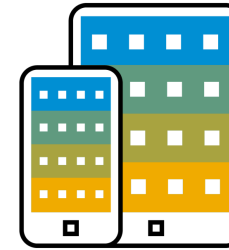
Analytics



Big Data



Cloud Technologies



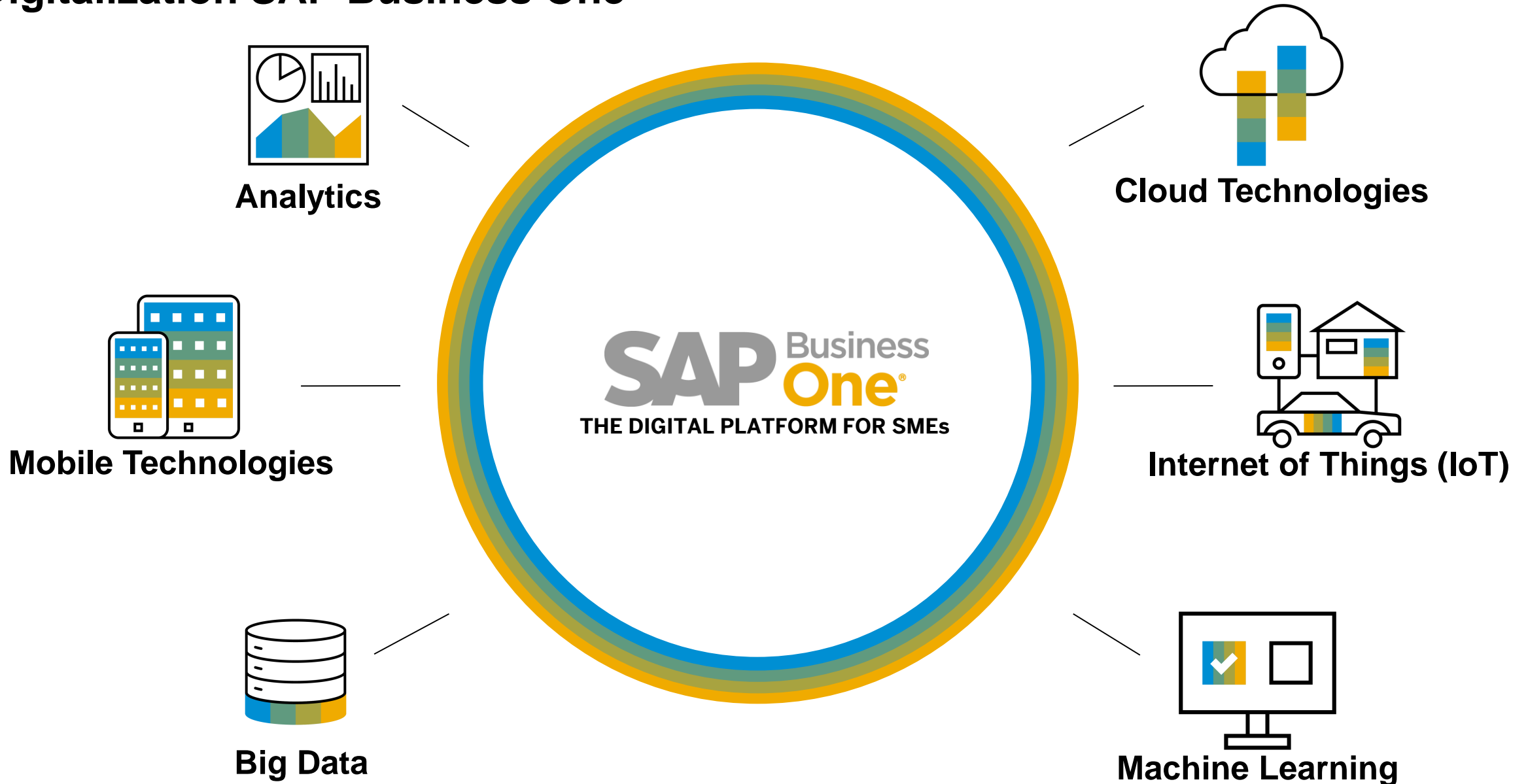
Mobile Technologies

...accelerated by the **Internet of Things (IoT)**, advances in **Machine Learning** and innovations like **Blockchain**.

These technologies give your company the ability to change your business models, and create new products and services in the digital economy.

**Digitize on the SAP Business One
Platform**

Digitalization SAP Business One



Analytics



Analytical Portfolio for SAP Business One

SAP Business One, version for SAP HANA

- Dashboards and KPIs
- Advanced Dashboards
- Interactive Analysis
- Semantic Layer

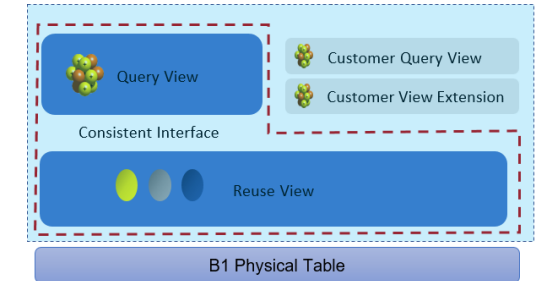
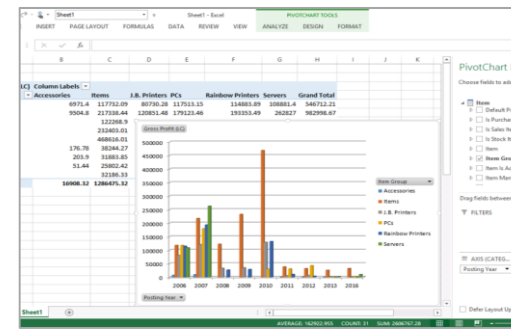
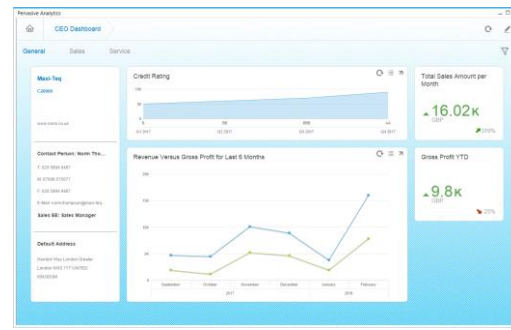
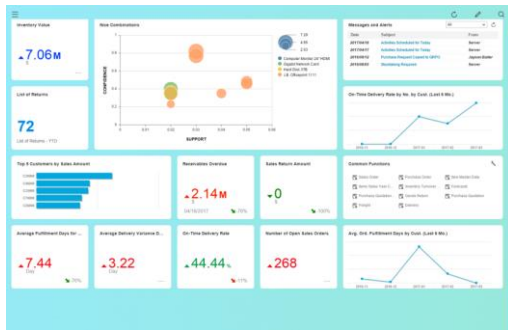
Data Visualization and Analysis

- SAP Lumira
- SAP Analytics Cloud

Business Intelligence Reporting

- SAP Crystal Reports
- Excel Report
- Analytical Portal

Analytical Portfolio – SAP Business One, version for SAP HANA



Dashboards and KPIs

Insightful data dashboards and KPIs to make your business measures better to understand

Advanced Dashboards

Consolidate a collection of Dashboards and KPIs related to specific areas of your business

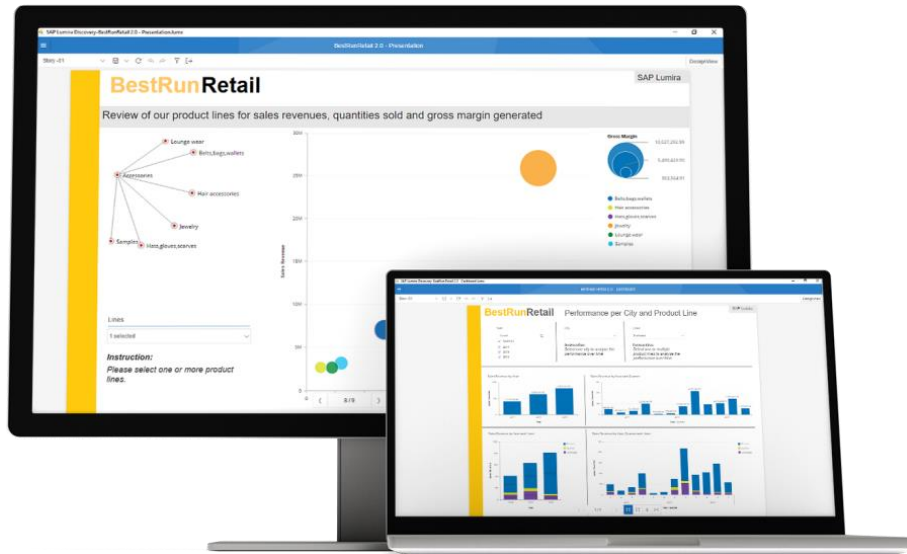
Interactive Analysis

Reporting capabilities for you, performed within MS Excel, based on the SAP HANA Semantic Layer

Semantic Layer

Pre-delivered information views representing your business content for reporting and analytical consumption

Analytical Portfolio – Data Visualization and Analysis



SAP Lumira (on Premise)

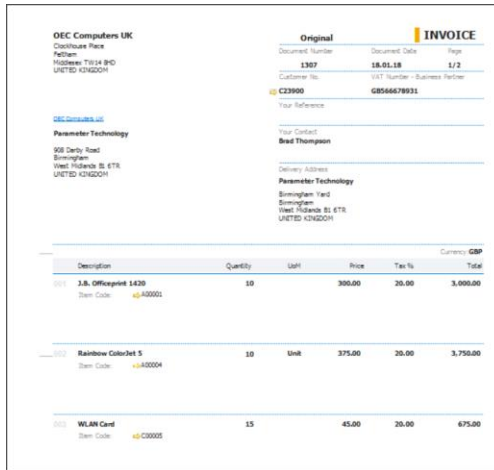
Combination of self-service BI discovery and visualization with interactive dashboards and analytical applications for you, in one solution



SAP Analytics Cloud (Subscription)

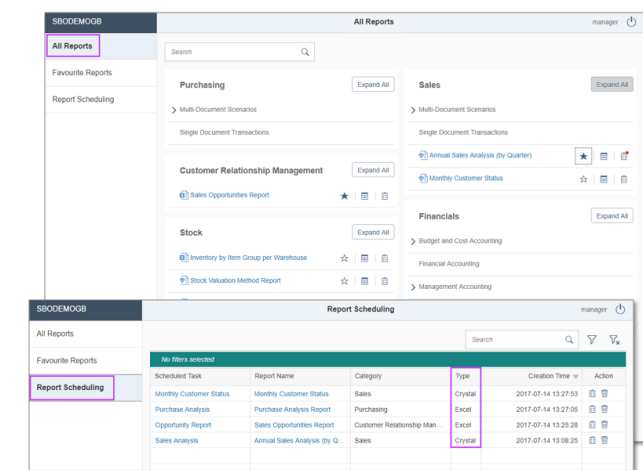
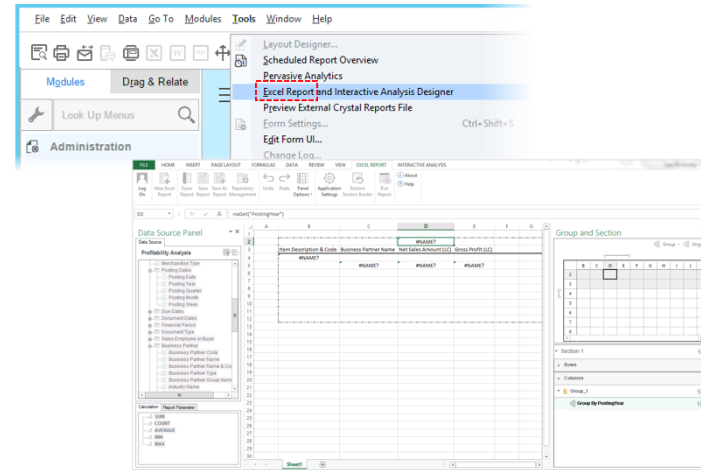
One integrated experience that allows you to discover, analyze, plan, predict, and collaborate – designed for the cloud

Analytical Portfolio – Business Intelligence Reporting



The screenshot shows an SAP invoice for OEC Computers UK. It includes a header with company details, a table of line items with descriptions, quantities, and prices, and a footer with totals.

Description	Quantity	Unit	Price	Tax %	Total
3.B. Offprint 1430	10		300.00	20.00	3,000.00
Rainbow ColorJet 5	10	Unit	375.00	20.00	3,750.00
WLAN Card	15		45.00	20.00	675.00



The screenshot shows the SAP Analytical Portal interface. It features a top navigation bar, a search bar, and a main area with various report categories like 'Purchasing', 'Sales', 'Customer Relationship Management', 'Stock', and 'Financials'. A 'Report Scheduling' table is also visible at the bottom.

Scheduled Task	Report Name	Category	Type	Creation Time	Action
Monthly Customer Status	Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:53	
Purchase Analysis	Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:27:05	
Opportunity Report	Sales Opportunities Report	Customer Relationship Man...	Excel	2017-07-14 13:25:28	
Sales Analysis	Annual Sales Analysis (by Q...	Sales	Crystal	2017-07-14 13:08:25	

SAP Crystal Reports

Standard business intelligence reporting where you can create richly formatted, interactive business reports in SAP Business One

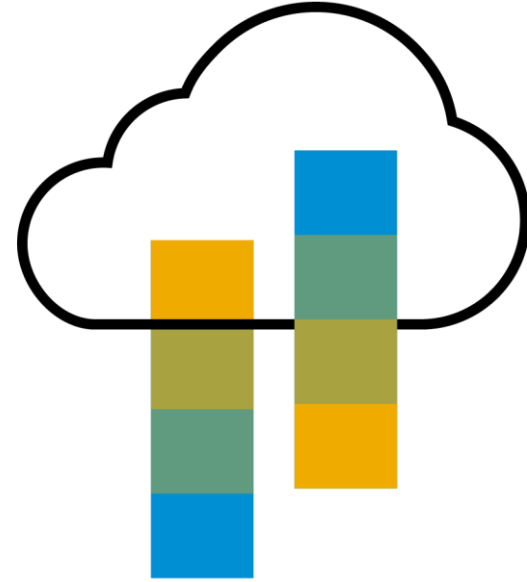
Excel Report

Generate powerful MS Excel reports for your business using the SAP Business One Semantic Layer

Analytical Portal

Enable your business to access, organize and schedule your reports from a Web browser, anytime, anywhere

Cloud Technologies



Cloud Technologies for SAP Business One

SAP Business One Cloud is a flexible **cloud-based** solution, allowing companies to benefit from the ERP software while minimizing the IT investment.



SAP Business One Cloud

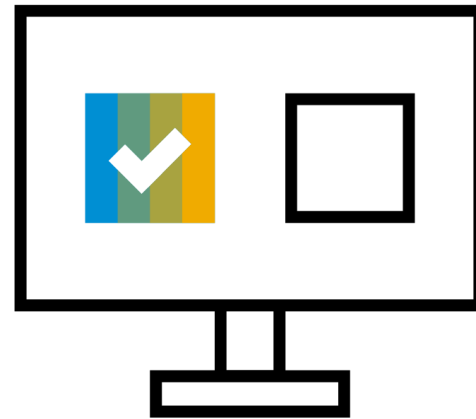
Hosted by **SAP**

- Delivering **software-as-a-service**
- Secure access from anywhere, at any time
- Manage your most critical business functions flexible
- Easy and affordable deployment

Hosted by **Partner**

- **Subscription** based licensing
- Subscription licensing allowing for operational expenditure flexibility
- Available in Public and Private Cloud environments

Machine Learning



Machine Learning – Potential

When machine learning matures to the point that it can handle unstructured data (still an issue today), when organizations openly share data, and when algorithms begin to interact with each other more freely, machine learning will be embedded in all systems, devices, machines, and software.

That will enable highly context-sensitive insight at both the organizational and individual levels. We can only guess at the level of automation that will result, but the impact on business – and society – will be significant.

Already, commercial machine-learning applications based on these technologies are available, and more are being created all the time. That is why business leaders should engage now with trusted providers that can help them evaluate data structures and availability, free up information from siloed systems, and identify the richest areas for machine-fueled insight and improvement.

Machine Learning for SAP Business One, version for SAP HANA

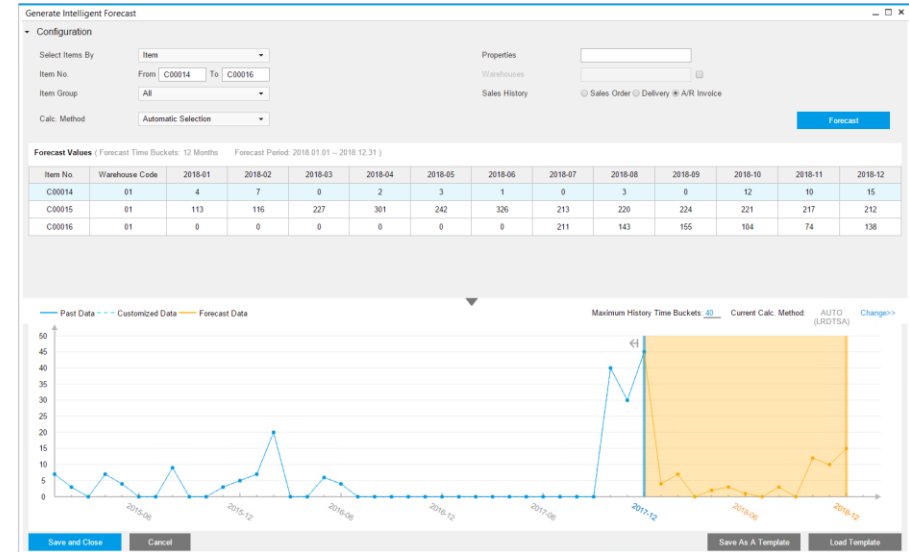
The screenshot shows two side-by-side SAP Business One windows. The left window is a 'Sales Order' form with fields for Customer (C2000), Name (Maxi-Teq), Contact Person (Norm Thompson), and Currency (GBP). It also displays a table of items with columns for Item No., Item Description, Quantity, Unit Price, Discount %, Tax Code, and Total (LC). The right window is 'Sales Recommendation', showing 'Recommendations for This Customer' with a list of items and their recommended quantities. Below this, it shows 'Customers Who Bought This Item Also Bought' with a list of items and their quantities.

Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total (LC)
1	A00002 3.B. Officeprint 1111	1	GBP 150.00	0.00	O1	GBP 150.00
2	C00015 Laptop Case - Industrial Look	1	USD 48.00	0.00	O1	GBP 35.04
3	C00016 Laptop Case - Design Your Own Style	1	GBP 51.00	0.00	O1	GBP 51.00
4						

Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total (LC)
A00001	13. Officeprint 1408		200.00GBP			
A00003	13. Officeprint 1386		150.00GBP			
P10002	IC - PA 2-45, DOR 1024H, 400G HD		700.00GBP			
A00002	13. Officeprint 1111		100.00GBP			
A00004	Rainbow Color Jet 5		250.00GBP			

Sales Recommendation

Display of product recommendations based on the buying histories of your customers and similar customers in sales documents



Intelligent Forecast

Interact with built-in statistical forecast algorithms to analyze inventory levels and optimize your demand

Big Data



Big Data – What is meant by Big Data?

Big Data is neither a problem nor a solution in itself, or even a single technology. It's not important how many ...bytes of data business has accumulated. The issue is how to get value from Big Data by exploiting its combination of speed, complexity, and diversity?

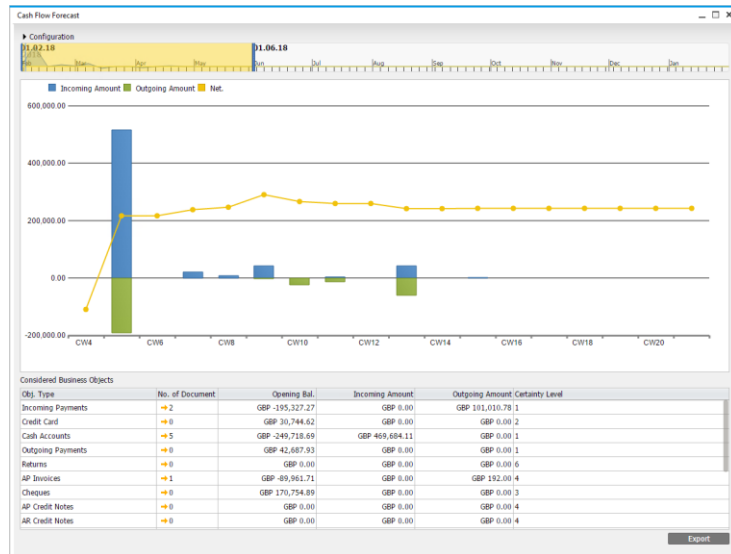
It's an opportunity to develop a foundation for decision management systems, incorporate new business signals into human and machine workflows, and drive growth and profit through innovation. One of the most popular aspects of Big Data today is the realm of predictive analytics.

Examples of Big Data Opportunities

- Make information transparent and usable at a higher frequency
e.g. enhance the customer's experience as it's happening
- Identify hidden relationships, patterns, and trends within data
e.g. anticipate and avert business problems or risks before they materialize
- Transform inventory allocation from a batch to an interactive process
e.g. accurately predict consumer demand against stock levels and adjust promotions in-the-moment

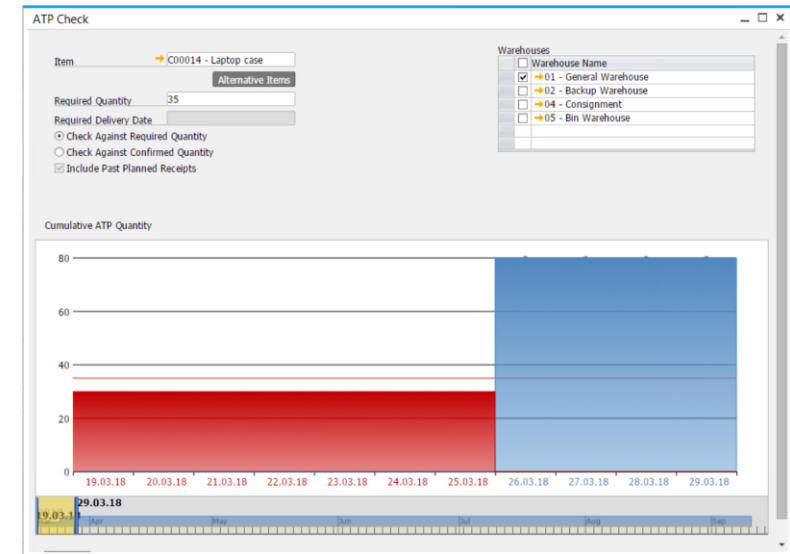
Big Data in SAP Business One, version for SAP HANA

The SAP HANA Apps to bring unstructured data into one view and analyze your data:



Cash Flow Forecasting

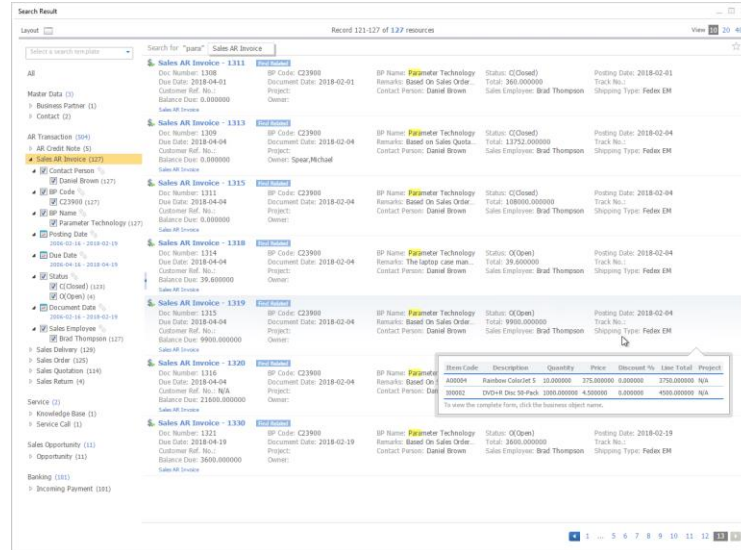
Graphical display of your cash flow, including open documents optionally, to exposure your data



Advanced Available-to-Promise

Get transparency about your inventory dynamically, in real-time to minimize costs

Big Data in SAP Business One, version for SAP HANA



Search Result

Search for "para" Sales AR Invoice

Record 121-127 of 127 records

Doc Number	Doc Date	Doc Type	Customer Ref. No.	Balance Due	Project	Owner	BP Name	BP Code	Document Date	Status	Remarks	Total	Track No.	Posting Date	Shipping Type
1308	2018-04-01	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-01	Closed	Based on Sales Order	360.000000		2018-02-01	Fedex EM
1309	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1311	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1312	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1313	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1314	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1315	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1316	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1317	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1318	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1319	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1320	2018-04-04	AR Invoice		0.000000			Parameter Technology	C23908	2018-02-04	Closed	Based on Sales Order	1,1732.000000		2018-02-04	Fedex EM
1330	2018-04-19	AR Invoice		3600.000000			Parameter Technology	C23908	2018-02-19	Open	Based on Sales Order	3600.000000		2018-02-19	Fedex EM

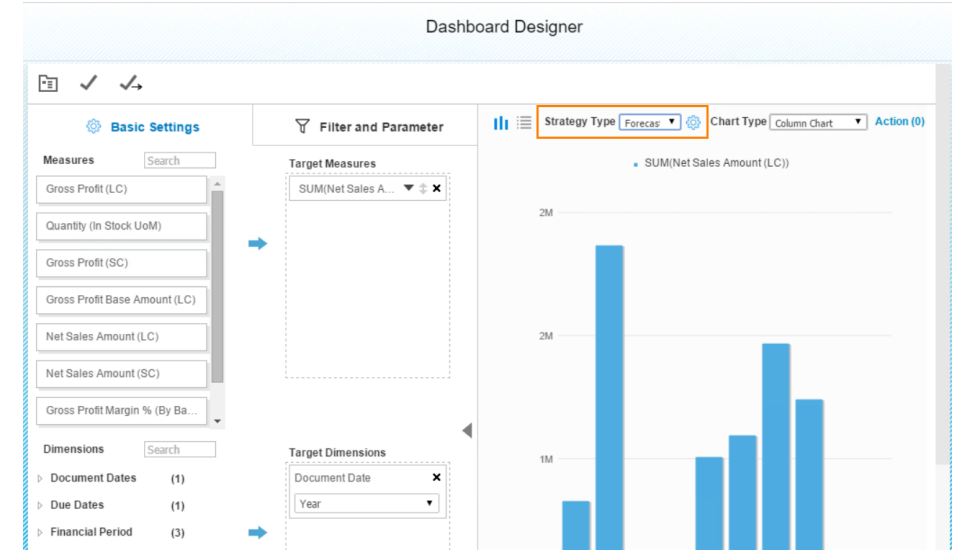
Item Code Description Quantity Price Discount % Line Total Project

Item Code	Description	Quantity	Price	Discount %	Line Total	Project
A00004	Random Colorset 5	10.000000	375.000000	0.000000	3750.000000	N/A
000002	DVD-R Disc 16-Pack	3300.000000	4.500000	0.000000	4005.000000	N/A

To view the complete items, click the business object name.

Enterprise Search

Locate your business information via freestyle search, and drill down to the documents and sources itself



Predictive Analysis

Use *Forecasting* strategies within your Dashboards to predict future and seasonal trends based on your historical data

Internet of Things (IoT)



Internet of Things (IoT) – Definition

The Internet of Things is a network of physical objects – vehicles, machines, home appliances, and more – that use sensors and APIs to connect and exchange data over the Internet.

The IoT depends on a whole host of technologies – such as application programming interfaces (APIs) that connect devices to the Internet. Other key IoT technologies are Big Data management tools, predictive analytics, AI and machine learning, the cloud, and radio-frequency identification (RFID).

IoT in SAP Business One, version for SAP HANA

**Important Note: This is not an SAP Business One feature and it is not part of the product. As a consequence there is no official SAP support for this implementation. This is simply a proof of concept that you can take as is for free and develop further for your own requirements.*



Twitter App*

Address and analyze some of the unstructured data you receive from everyday tweets –

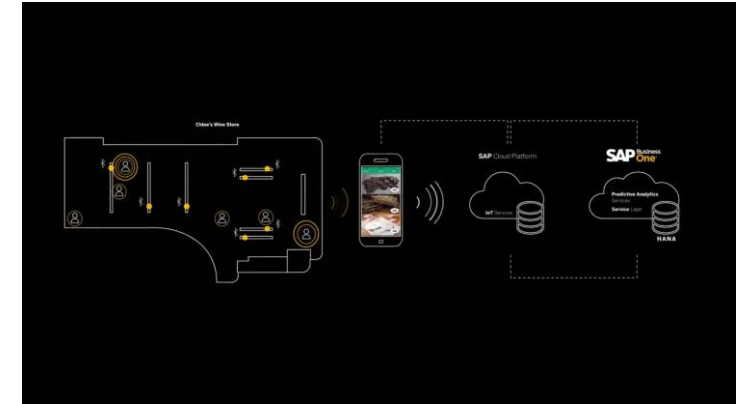
[Link](#) to blog



Alexa Integration*

Operate SAP Business One per voice via Alexa –

[Link](#) to blog

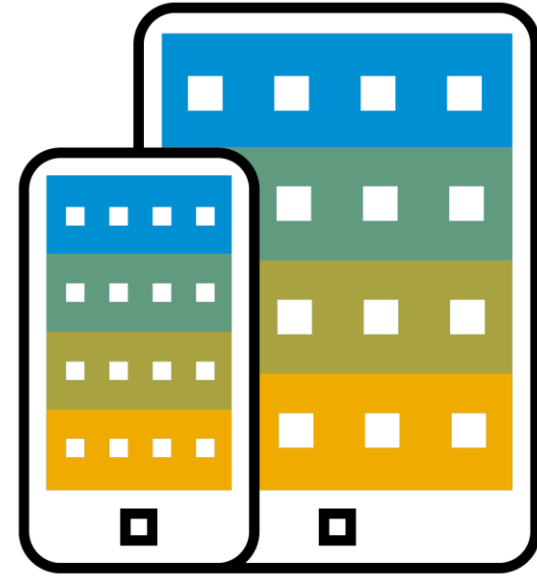


Retail Beacons*

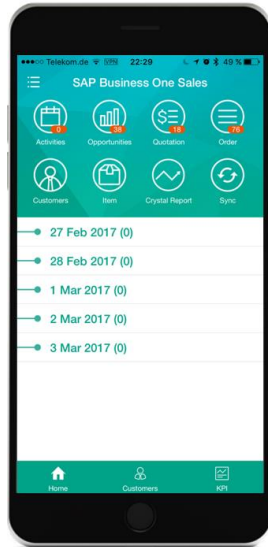
Integrating SAP Business One and Beacon devices in retail shops to get insights and predict buying behaviours

[Link](#) to blog

Mobile Technologies

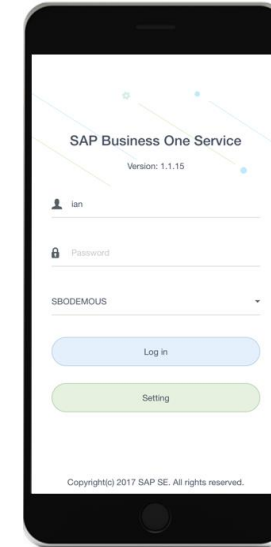


Mobile Technologies for SAP Business One



SAP Business One Sales App

Handle effectively your sales activities anywhere, anytime



SAP Business One Service App

Manage and fulfill your service anywhere, with integrated scanner, map, personalized signature and more

Planned

Transform your Business

Business Transformation

Competitive, latest innovation to digitize your business.

SAP's strategy to **digitize your business**

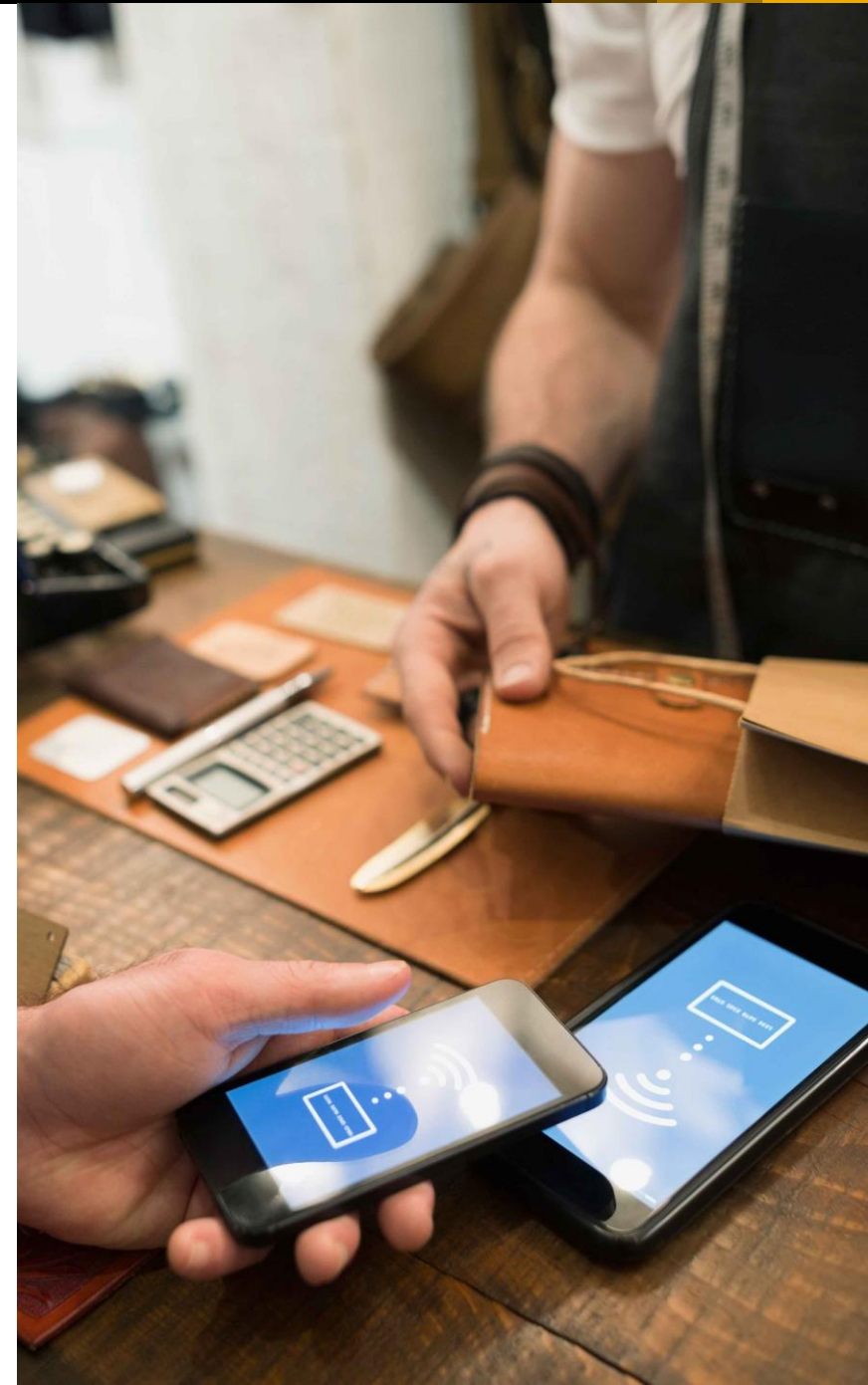


**SAP Business One, version for SAP HANA
Cloud**

Service Layer API Technology

Integration Framework for SAP Business One

SAP HANA the springboard to enable your business.



More Information

The Gateway to Digital Transformation

Service Layer API Technology

The next generation API (Application Programming Interfaces) **for the digital business** allowing you to create **lightweight mobile apps** consuming SAP Business One data and services using open core protocols such as HTTP and OData.

Create scenarios and connect devices by using the
Integration Framework for SAP Business One and Service Layer Technology



Get more information about the digital business and transformation:

<https://www.sap.com/trends/digital-business.html>

SAP Trends / Digital Business

Intro Industries Software Get Started Best Practices News

Digital Business and Transformation

As people, business, and “things” increasingly interconnect in the digital economy, existing business models are being radically disrupted. What does it take to become an intelligent, digital business? And what opportunities lie ahead in this era of digitization? Start your transformation journey here with practical help, best practices, and more.

Contact Us

What's driving digital transformation?

Digital business is built on new computing infrastructure – the pillars of mobile, cloud, Big Data, and analytics – accelerated by the Internet of Things (IoT), advances in machine learning, and innovations like blockchain. These disruptive technologies are giving companies the ability to radically change business models, and create new products and services. Learn more about the trends that are driving the shift to digitalization:

- Analytics
- Big Data
- Blockchain and Distributed Ledger
- Cloud Computing
- Internet of Things
- Machine Learning and AI
- Mobile Technologies

Thank you.

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