

SAP Business One 8.81

Overview



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SME Solution Portfolio Development, Roll-Out
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Objectives



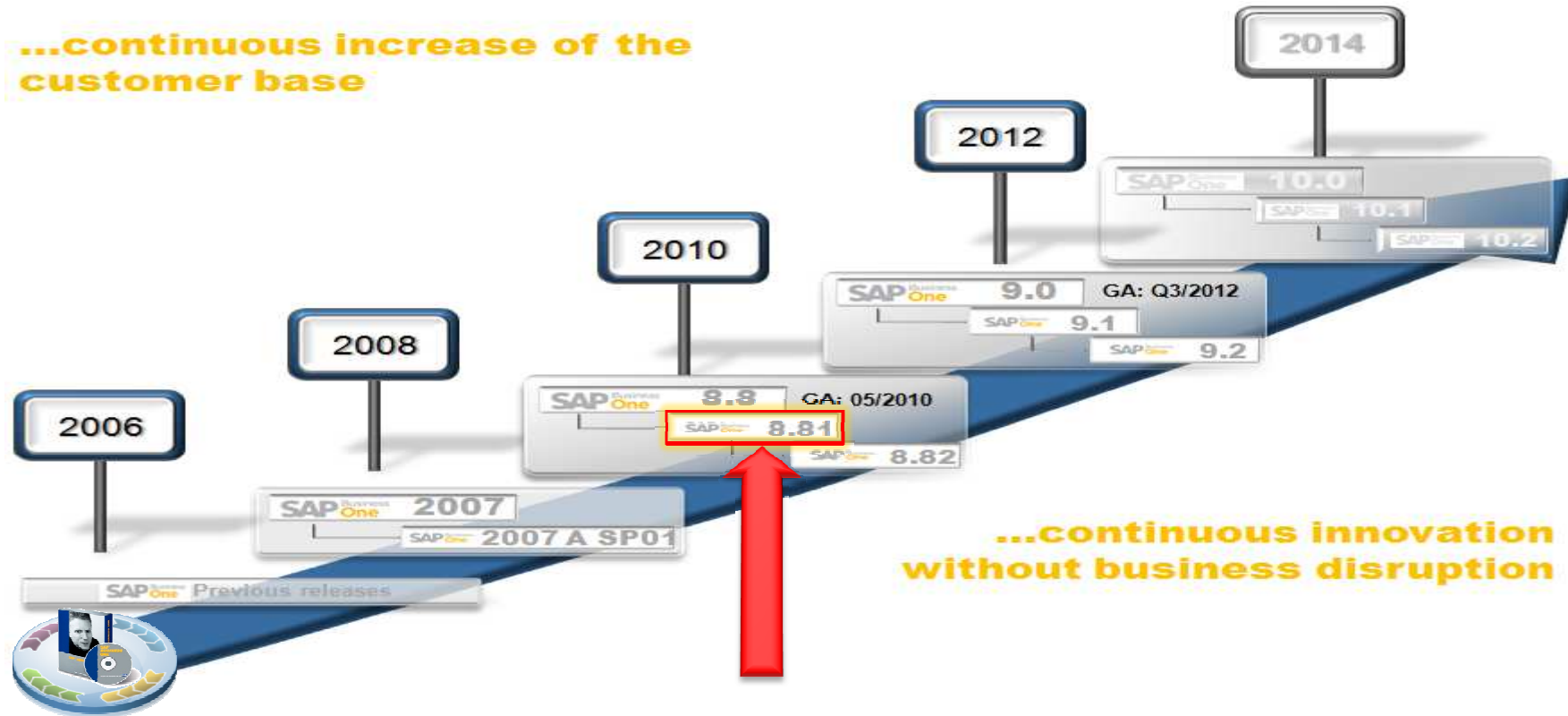
At the end of this session, you will be able to:

1. Give an overview about the new 8.81 functionalities
2. Discuss the benefits of the 8.81 release

Where we are with SAP Business One 8.81 Roadmap Snapshot



...continuous increase of the customer base



...continuous innovation without business disruption

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;

Agenda (1)



1. Business Logic Enhancements

- 1.1. Recurring Activities
- 1.2. Reopen Order for Redelivery
- 1.3. Request for Quotation
- 1.4. Procurement Confirmation
- 1.5. Recurring Transactions
- 1.6. Journal Entry Preview
- 1.7. Extended Project Information
- 1.8. Basic Cost Accounting
- 1.9. User Administration Enhancements

Agenda (2)



2. Legal Requirements

- 2.1 BIC/SWIFT & SEPA
- 2.2 Extended Production Posting
- 2.3 Fixed Assets History Sheet – Printing
- 2.4 Enhancements for IFRS
- 2.5 Tax Code Determination Enhancements
- 2.6 User Access Log
- 2.7 Other Legal Requirements

3. Technical Enhancements

- 3.1. Software Development Kit
- 3.2 Electronic File Manager

1.1 Recurring Activities



The screenshot displays the SAP Activity configuration window for a 'Phone Call' activity. The 'Recurrence' section is highlighted with a red box, showing it is set to 'Weekly' with a frequency of 4 weeks. The 'Repeat on' section is also highlighted, with 'Wed' selected. A red arrow points from the 'Recurrence' dropdown to the 'System Message' dialog box. The dialog asks: 'Do you want to change this event or all events in the recurrence?' with options for 'Only This Event' (selected) and 'All Events in the Recurrence'. Below the dialog is a 'My Activities' table for 'Jayson Butler'.

Number	Start Date	Start Time	Handled by	Activity	Recurrence	BP Name
1	09/15/2010	15:00	Jayson Butler	Phone Call	Weekly	Norm Thompson

Enhancements:

- Ability to create recurring activities for phone calls, meetings and tasks
- Edit single activities or recurring activities
- Back/Next button to step to the single instances of a recurring activity
- Exposed new fields to SDK DI API
- Week numbers display in calendar

Benefits:

- Easier management of recurring meetings
- Combine easy handling of recurring activities with ability to track each single activity
- Platform for further enhancements, e.g. MS Outlook integration

Motivation: Better Customer Management with Less Effort

1.2 Reopen Order for Redelivery



Initial Sales Process:



Return (based on delivery)



Subsequent delivery of open quantity:



Business Scenario:

- Items are returned for redelivery
- Reopen the original sales/purchase order to process a subsequent delivery

Enhancements:

- Reopen sales or purchase order when returning goods
- Increase open quantity of item in sales or purchase order according the quantity in the return
- New behavior can switched on or off

Benefits:

- Reduce the need to have duplicate orders
- Easier and more transparent handling of subsequent delivery when goods are returned

Motivation: Streamlined Processes

1.2 Reopen Order for Redelivery Document Settings



- Enable in Document Settings for sales and purchase orders separately:
 - Document Sales Order
 - Document Purchase Order

- Choose whether the function is automatic or user decision

The image displays three SAP dialog boxes. The top-left dialog is 'Document Settings' for 'Sales Order'. It has tabs for 'General' and 'Per Document'. The 'Document' dropdown is set to 'Sales Order'. Under 'Default Days for Order Cancellation', the value is 30. There are four checked options: 'Allow Changes to Existing Orders', 'Activate Automatic Availability Check', 'Sales Order Approved', and 'Enable Reopening of Orders When Creating Returns Based on Orders'. The latter option has a sub-option 'Always Allow Reopening of Items in the Original Order' which is unchecked. The bottom-right dialog is 'Document Settings' for 'Purchase Order'. It has tabs for 'General' and 'Per Document'. The 'Document' dropdown is set to 'Purchase Order'. There is one unchecked option: 'Split Purchase Order'. There are two checked options: 'Purchase Order Approved' and 'Enable Reopening of Orders When Creating Returns Based on Orders'. The latter option has a sub-option 'Always Allow Reopening of Items in the Original Order' which is unchecked. The bottom-left dialog is 'Return'. It asks 'Do you want to reopen the items in the original order?' and has 'Yes' and 'No' buttons. Red arrows point from the 'Enable Reopening of Orders...' options in the Document Settings dialogs to the 'Return' dialog.

1.2 Reopen Order for Redelivery Example



Sales Order

Customer: C42000
 Name: Mashina Corporation
 Contact Person: Anthony Smith
 Customer Ref. No.:
 Local Currency:

No. Primary: 249
Status: Closed
 Posting Date: 09/20/2010
 Delivery Date: 09/20/2010
 Document Date: 09/20/2010

#	Item No.	Item Description	Quantity	Open Qty.	Unit Price	Disc...	Tax C...	Total (LC)
1	A00001	IBM Infoprint 1312	5		500.00 \$	0.000	OH	2,500.00 \$

Sales Employee: Jim Boswick
 Owner:

Total Before Discount: 2,500.00 \$
 Discount: %
 Freight: →
 Rounding
 Tax: 150.00 \$
 Total: 2,650.00 \$

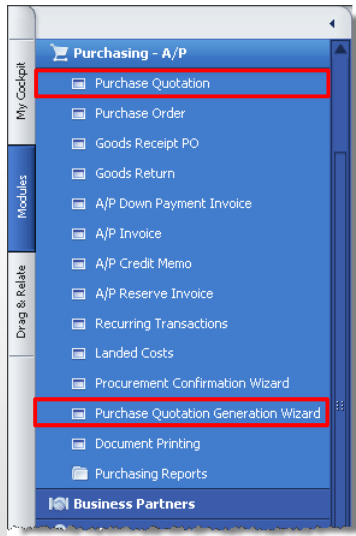
Remarks:

Buttons: OK, Cancel, Copy From, Copy To

Important:

Delivery must be
 us = open
 (price not created)
 create a based
 on

1.3 Request for Quotation Overview



Enhancements:

- New marketing document type *Purchase Quotation*
- Ability to maintain many vendors and a default vendor for each item master
- Ability to create purchase quotation from Sales Order
- New Purchase Quotation Generation Wizard

Benefits:

- Supports users while requesting new prices and delivery dates from vendors
- Supports users while choosing the best option
- Reduces costs, increases quality and on-time delivery
- Good basis for SSP's to develop additional branch specific functionalities

Motivation: Improve Effectiveness of Purchasing Team

1.4 Procurement Confirmation



The screenshot displays the SAP Procurement Confirmation Wizard interface. The main window is titled 'Procurement Confirmation Wizard' and contains two panes. The top pane, 'Sales Order Line Items', shows a table of items to be included in the purchase order. The bottom pane, 'Summary Report', displays a list of messages indicating the successful generation of a procurement document.

#	Vendor	Base Doc.	Item No.	Item Description	Quantity	In Stock	Unit Price	D...
1	V10000	251	A00001	IBM Infoprint 1312	4.000	850.000	400.00 \$	
2	V10000	251	A00004	HP Color Laser Jet S	6.000	907.000	500.00 \$	
3	V10000	251	C00011	Memory DDR RAM 51	4.000	954.000	40.00 \$	

#	Message	Help	Context
1	Procurement confirmation generation started [Message 540010007-27]		
2	Procurement document no. 269 created for V1010 [Message 540010007-36]		
3	Procurement confirmation generation ended [Message 540010007-28]		

Enhancements:

- Automatic creation of purchase quotations or orders directly from sales orders
- Purchase quotations or orders can include part or all of the items from the sales orders
- Procurement Confirmation Wizard automatically starts on Sales Orders marked as procurement document
- Collect and combine multiple sales orders for Procurement Confirmation Wizard

Benefits:

- Saves time with the procurement process
- Saves shipping costs, as several Sales Orders can combine into one Purchase Order

Motivation: Save Time and Money

1.5 Recurring Transactions for Marketing and Inventory Documents (1)



Confirmation of Recurring Transactions

The transactions below are scheduled for today.
Select the rows you want to execute.

#	Template	Transact. Type	Instance	Next Exec...	Recurrence Period	Recurrence Date	BP	Doc Total (...)
1	T002	Sales Order	1	09/01/2010	Monthly	On 1	C40000	681.25 \$
2	T001	A/R Invoice	1	09/01/2010	Monthly	On 1	C20000	795.00 \$

Transaction Total: []
Number of Transaction: []

Messages and Alerts
Specify the system's response to missing data:

Continue
 Skip to Next Transaction
 Request User Confirmation

Execute Cancel Remove Filter

Filter Recurring Transactions

Specify the documents you want to include as recurring transactions.

Sales - A/R
 Sales Quotations
 Sales Orders
 Deliveries
 Returns
 A/R Down Payment
 A/R Invoices
 A/R Credit Memos
 A/R Reserve Invoices

Purchasing - A/P
 Purchase Quotations
 Purchase Orders
 Goods Receipt PO
 Goods Return
 A/P Down Payment
 A/P Invoices
 A/P Credit Memos
 A/P Reserve Invoices

Inventory
 Goods Receipt
 Goods Issue
 Inventory Transfers

OK Cancel

Recurring Transactions Message

Errors Warnings Information

#	Message
1	Sales Orders no. 254 generated successfully
2	Batch execution of recurring transactions has ended

OK Cancel

Recurring Transactions - Templates

#	Template	Type	Doc No.	Recurrence Period	Recurrence Date	Start Date	Next Exec...	Valid Until	BP	Warehouse
1	T001	A/R Invoice	225	Monthly	On 1	08/27/2010	09/01/2010	12/27/2010	C20000	01
2	T002	Sales Order	247	Monthly	On 1	08/27/2010	09/01/2010	12/27/2010	C40000	01
3				Monthly	On 1	09/29/2010	10/01/2010			

OK Cancel Filter Recurring Templates...

Enhancements:

- Automatic creation of recurring transactions for marketing and inventory documents
- Ability to choose recurring cycle and end date
- Reminder for important transactions
- Link recurring transactions to service contract

Benefits:

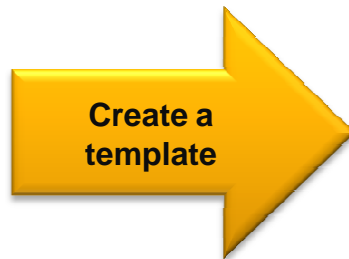
- Easier handling of periodic documents
- E.g. Quarterly invoices for service contracts, rates, fees, lease, constant replenishment, ...

Motivation: Increase Automation and Save Time

1.5 Recurring Transactions for Marketing and Inventory Documents (2)



■ Example:

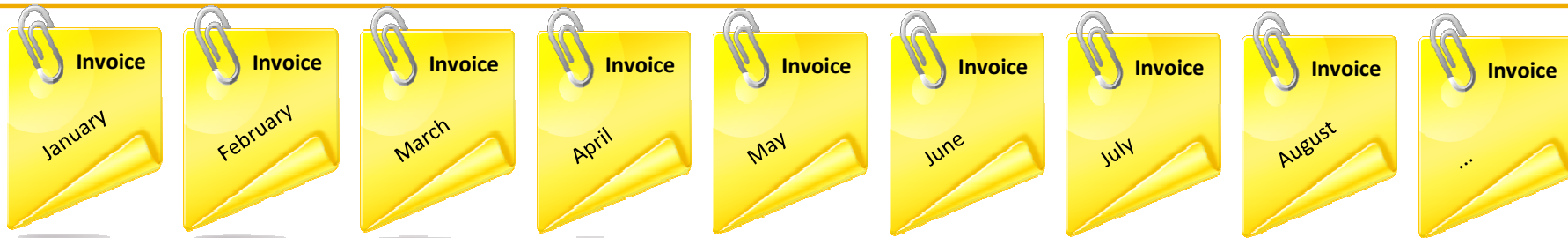


Recurring transactions template				
Template Name	Transaction Type	Recurrence Period	Start Date	Valid Until
Server Maintenance	A/R Invoice	Monthly	01.01.2011	01.12.2011

Annual contract with customer based on a monthly rate



...12 Invoices will be triggered during the period



1.6 Journal Entry Preview



A/R Invoice

Customer: C20000
 Name: Norm Thompson
 Contact Person: Norm Thompson
 Customer Ref. No.:
 BP Currency: \$

No. Primary: 226
 Status: Open
 Posting Date: 10/07/2010
 Due Date: 11/08/2010
 Document Date: 10/07/2010

Journal Entry Preview

Series	Number	Posting Date	Due Date	Doc. Date	Remarks
Primary	1767	10/07/2010	11/08/2010	10/07/2010	A/R Invoices - C20000

Origin	Origin No.	Trans. No.	Template Type	Template	Indicator
IN	226				

Trans. Code	Ref. 1	Ref. 2	Ref. 3
	226		

Expand Editing Mode

#	G/L Acct/BP Code	G/L Acct/BP Name	Debit	Credit
1	C20000	Norm Thompson	941.28 \$	
2	22200000-01-001-01	Sales Tax Accrual (HO, USA, GA)		53.28
3	41100000-01-001-01	Sales Revenues - Domestic (HO, USA, GA)		888.00
4	13400000-01-001-01	Inventory - Finished Goods (HO, USA, GA)		466.99
5	51100000-01-001-01	COGS - Domestic (HO, USA, GA)	466.99 \$	

Buttons: Add, Cancel, Copy From, Copy To

Enhancements:

- Simulate a journal entry before a document is added to the database
- Includes G/L accounts and Cost Center distribution

Benefits:

- Enable users to check journal entry prior to posting
- Risk-free learning of system behavior
- Reduces system implementation time
- Journal entry posting more predictable

Motivation: Avoid Posting Issues

1.7 Extended Project Information



The screenshot shows the SAP Production Order form with several dialog boxes open. The 'Form Settings - Production Order' dialog is in the foreground, showing a table of settings for various columns. The 'Project' column is highlighted with a red box, and a red arrow points to it. The 'Projects - Setup' dialog is also open, showing a table of project data.

Column	Visible	Active
Base Qty	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Planned Qty	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Issued	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Available	<input checked="" type="checkbox"/>	<input type="checkbox"/>
UoM	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Warehouse	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Issue Method	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Open Qty	<input type="checkbox"/>	<input type="checkbox"/>
In Stock	<input type="checkbox"/>	<input type="checkbox"/>
Ordered	<input type="checkbox"/>	<input type="checkbox"/>
Committed	<input type="checkbox"/>	<input type="checkbox"/>
Row No.	<input type="checkbox"/>	<input type="checkbox"/>
Distr. Rule	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Project	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

#	Project	Project Name	Valid from	Valid to	Active
1	PRJ01	Government Works 2010	01/01/2010	12/31/2010	<input checked="" type="checkbox"/>
2	PRJ02	Med Constructions			<input checked="" type="checkbox"/>
3	PRJ03	World Cup Expo			<input checked="" type="checkbox"/>
4					<input type="checkbox"/>

Enhancements:

- Extended project information to major types of master data and settings
- Extended project information to major business transactions and in journal entries
- Project information for revenue, expense and inventory accounts

Benefits:

- Broader range of information can be used to plan, manage and calculate projects
- More accurate and transparent project management

Motivation: Transparent and Complete Project Handling

1.7 Extended Project Information

Forms where Project information is added



- Financials
 - Transaction Templates
 - Recurring Postings
- Marketing Documents
 - Freight definition
 - Freight on row
 - Freight on header
 - Freight on header (Brazil)
- Purchasing-AP
 - Landed Costs
- Inventory management
 - Initial Quantities
 - Inventory posting
 - Inventory revaluation
- Banking
 - Payment
 - Deposit-Check
 - Deposit- Credit card
 - Postdated Credit Voucher Deposit
- Production
 - Production Order
 - Bill of Material

The screenshot shows the SAP 'Chart of Accounts' configuration screen. The 'G/L Account' field is set to '11220000' and the 'Name' is 'Cash at Bank - Savings (HO, US)'. Under 'G/L Account Details', the 'Title' is 'Active Account'. The 'External Code' is empty, 'Currency' is 'All Currencies', and 'Confidential' is unchecked. The 'Balance' is '2,271,903.18' in '\$'. Under 'G/L Account Properties', 'Account Type' is 'Other', 'Control Account' is unchecked, and 'Cash Account' is checked. The 'Relevant for Cost Accounting' section has 'Project' checked and 'PRJ01' entered in the adjacent field, which is highlighted with a red border. The right pane shows a list of assets, with '11220000-01-001-01 - Cash at B' selected.

1.8 Basic Cost Accounting Overview (1/3)



General Settings

- BP Budget Services Display Font & Bkgd Path Inventory Cockpit **Cost Accounting**
- Use Multidimensions
- Display Distribution Rules
 - In a Unified Column
 - In Separate Columns
- For Postings Without Cost Accounting Method Assignment:
 - Distribution Rule: ...
 - Project Code: Without Warni

Chart of Accounts

G/L Account Details

- Title Active Account
- G/L Account: 400000
- Name: Sales Revenue (Domestic) - E
- External Code:
- Currency: All Currencies
- Confidential Level: 4
- Balance: 0.00 GBP
- G/L Account Properties
 - Account Type: Sales
 - Indexed
 - Reval. (Currency)
- Relevant for Cost Accounting
 - Project
 - Distribution Rule
 - Department
 - Location
 - Product line

Turnover

- 350002 - Gross Sales Revenue
- 350003 - Domestic Sales
 - 400000 - Sales Revenue (Domestic) - Pro...
 - 400010 - Sales Revenue (Domestic) - Pro...
 - 400020 - Sales Revenue (Domestic) - Pro...
 - 400030 - Sales Revenue (Domestic) - Pro...
 - 400040 - Sales Revenue (Domestic) - Pro...
- 400041 - Foreign Sales
 - 410000 - Sales Revenue (Foreign) - Produ...
 - 410010 - Sales Revenue (Foreign) - Produ...
 - 410020 - Sales Revenue (Foreign) - Produ...
 - 410030 - Sales Revenue (Foreign) - Produ...
- 410031 - Miscellaneous Revenue
- 420000 - Miscellaneous Revenue
- 420001 - Sales Discounts
 - 450000 - Customer Discounts Allowed
 - 450005 - Customer Discounts for Early Payme...
 - 450010 - Unjustified Customer Discounts
 - 450020
 - 450030
 - 450040

Dimensions

Name	Act.	Description
Dimension 1	<input checked="" type="checkbox"/>	Department
Dimension 2	<input checked="" type="checkbox"/>	Location
Dimension 3	<input checked="" type="checkbox"/>	Product line
Dimension 4	<input type="checkbox"/>	Dimension 4
Dimension 5	<input type="checkbox"/>	Dimension 5

Enhancements:

- Introduced Multi-dimensions concept
- Assign up to 5 dimensions
- General Setting
 - View multi-dimensions in a single column or individual columns
 - Block or warn where distribution rule or project code is missing
- G/L Accounts master data extension checkbox
 - Enter default value or use above assignment

Benefits:

- Multidimensional assignment
- Enforces completion of data
- Greater cost and revenue analysis

Motivation: Enable Cost and Revenue Analysis

1.8 Basic Cost Accounting Overview (2/3)



Cost Centers - Setup

Cost Center: CC1
 Name: CC1
 Sort Code:
Dimension: Department
 Cost Center Type: HR
 Effective From: 06.10.10 To:
 Active

Distribution Rules - Setup

Code: CC1 Effective From: 06.10.10 To:
 Description: CC1
Dimension: Department Active
 Total: 100 Direct Allocation

Center Code	Center Name	Value
CC1	CC1	100

Centr.: General Center
 Table Total: 100

Journal Entry

#	G/L Acct/BP ...	G/L Acct/BP Name	Debit	Credit	Tax Group	Tax Amount	Gross Value	Base Amount	Distr. Rule	Payment ...	Block Reason
1	610000	Electricity	GBP 2,000.00						CC1 LCC1		
2	161000	Girobank Account		GBP 2,000.00							

Select Distr. Rule

#	Dimensions	Distr. Rule Code	Distr. Rule Name
	Department	CC1	CC1
	Location	LCC1	LCC1
	Product line	PLCC1	PLCC1

Enhancements:

- Cost center and Distribution rule master data extension
 - Assignment to Dimensions
 - Active setting to speed up selection
- Transactions attached to multiple Cost centers via Dimensions
 - Data presented in different views using Dimensions

Benefits:

- Speed up entry of data
- Better grouping of cost centers
- Multiple views can be generated of the same data

Motivation: Data capture in a single location

1.8 Basic Cost Accounting Overview (3/3)



Cost Accounting Summary Report

Cost Center Hierarchy	Cost Center	G/L Acct	Trans. No.	Origin	Remarks	Amount(LC)	Distr. Rule	Cost Total(LC)
2010 Reporting								
Admin								
Admin Dept	CC1	41100000-01						-29,870.00 \$
			1702	JE		-30,000.00 \$	CC1	-30,000.00 \$
								130.00 \$
			1704	JE		120.00 \$	CC1	120.00 \$
			1704	JE		50.00 \$	DR1	10.00 \$
Sales & Purchasing								
Sales Dept	CC2	61100000-01						315.00 \$
			1703	JE		300.00 \$	CC2	300.00 \$
			1704	JE		50.00 \$	DR1	15.00 \$
	CC3							25.00 \$

Budget Versus Cost Accounting

Financial Accounting	Budget(LC)	Actual(LC)	Difference(LC)	Diff. in % (LC)	Distr. Rule Code	Distr. Rule Na...	Actual(LC)	Difference(LC)	Diff. in % (LC)
41100000-01-01	-30,000.00 \$	-30,000.00 \$	0.00 \$	0.00 %	CC1	CC1	-30,000.00 \$	0.00 \$	0.00 %
41200000-01-01	-10,000.00 \$	0.00 \$	-10,000.00 \$	100.00 %			0.00 \$	-10,000.00 \$	100.00 %
Total Budget R	-40,000.00 \$	30,000.00 \$	-10,000.00 \$	25.00 %			-30,000.00 \$	-10,000.00 \$	25.00 %
61100000-01-01	1,000.00 \$	520.00 \$	480.00 \$	48.00 %			520.00 \$	480.00 \$	48.00 %
					CC1	CC1	120.00 \$		
					CC2	CC2	300.00 \$		
					CC4	CC4	20.00 \$		
					CC5	CC5	30.00 \$		
					DR1	DR1	50.00 \$		
61210000-01-01	10,000.00 \$	100.00 \$	9,900.00 \$	99.00 %			100.00 \$	9,900.00 \$	99.00 %
63100000-01-01	2,000.00 \$	200.00 \$	1,800.00 \$	90.00 %			100.00 \$	1,800.00 \$	90.00 %
65100000-01-01	1,500.00 \$	50.00 \$	1,450.00 \$	96.67 %			200.00 \$	1,450.00 \$	96.67 %
65100000-01-01	1,500.00 \$	50.00 \$	1,450.00 \$	96.67 %			50.00 \$	1,450.00 \$	96.67 %

Cost Accounting Reconciliation Report

P/L	Expense (LC)	Revenue (LC)	Expense (LC)	Revenue (LC)	Expense (LC)	Revenue (LC)	Expense (LC)	Revenue (LC)
41100000-01-001-01 - Sale		30,000.00 \$		0.00 \$		0.00 \$		30,000.00 \$
61210000-01-001-01 - Tran	520.00 \$			0.00 \$		0.00 \$		520.00 \$
61210000-01-001-01 - Pay	100.00 \$			100.00 \$				0.00 \$
61210010-01-001-01 - Calc	80.00 \$			0.00 \$		0.00 \$		80.00 \$
61210020-01-001-01 - Inte	-80.00 \$			0.00 \$		-80.00 \$		0.00 \$
63100000-01-001-01 - Offi	300.00 \$		100.00 \$			0.00 \$		200.00 \$
65100000-01-001-01 - Post	50.00 \$			0.00 \$		0.00 \$		50.00 \$
66100000-01-001-01 - Leg	0.00 \$			0.00 \$		0.00 \$		0.00 \$
Total	970.00 \$	30,000.00 \$	100.00 \$	0.00 \$	20.00 \$	0.00 \$	850.00 \$	30,000.00 \$
Financial P/L		29,030.00 \$	Non-Operating P/L	-100.00 \$		-20.00 \$	Cost Accounting P/L	29,150.00 \$

Enhancements:

- Cost Accounting Summary report
 - Include Journal vouchers
 - Use of hierarchies for desired report structure
- Budget versus Cost Center report
 - Reporting per dimension
- Cost Accounting Reconciliation report
 - Cost accounting correction JE transparent
- All new reports are presented in Crystal Report layouts

Benefits:

- Managers see their own data
- Supports management decisions
- Budget management

Motivation: Management Decisions Backed up by Real Data

1.9 User Administration Enhancements



User Defaults

Code: US_Std Description: US User Defaults

General Defaults Print Credit Cards

Color: Classic

Language: English (United States)

Font: Tahoma

Font Size: 10

Preview: AaBbYyZz - abcd

Sales Employee: Warehouse: Cash on Hand: Checks Received: Default Customer for A/R Invoice and Payment: Tax Code: Use Tax: Use Warehouse Address in A/P Documents

OK Cancel

Users - Setup

Superuser Mobile User

User Code: alex

User Name: Alex Torras

E-Mail: alex.torras@oec.com

Mobile Phone: Mobile Device ID: Fax: Defaults: US_Std

Branch: Main Department: General

Password: ****

Password Never Expires Locked

OK Cancel Copy Form Settings

Sales Employee: Kathrin SalesWithaverylongname

Owner: Kathrin SalesWithaverylongname

Total Before Discount: Discount: % Freight: Rounding: Tax:

#	Sales Employee Name	Commission Group
1	-No Sales Employee-	User-Defined Commission
2	Sales Manager	High Commission
3	Bill Levine	High Commission
4	Sophie Klogg	High Commission
5	Brad Thompson	Low Commission
6	Jim Boswick	Medium Commission
7	James Chan	User-Defined Commission
8		User-Defined Commission

Enhancements:

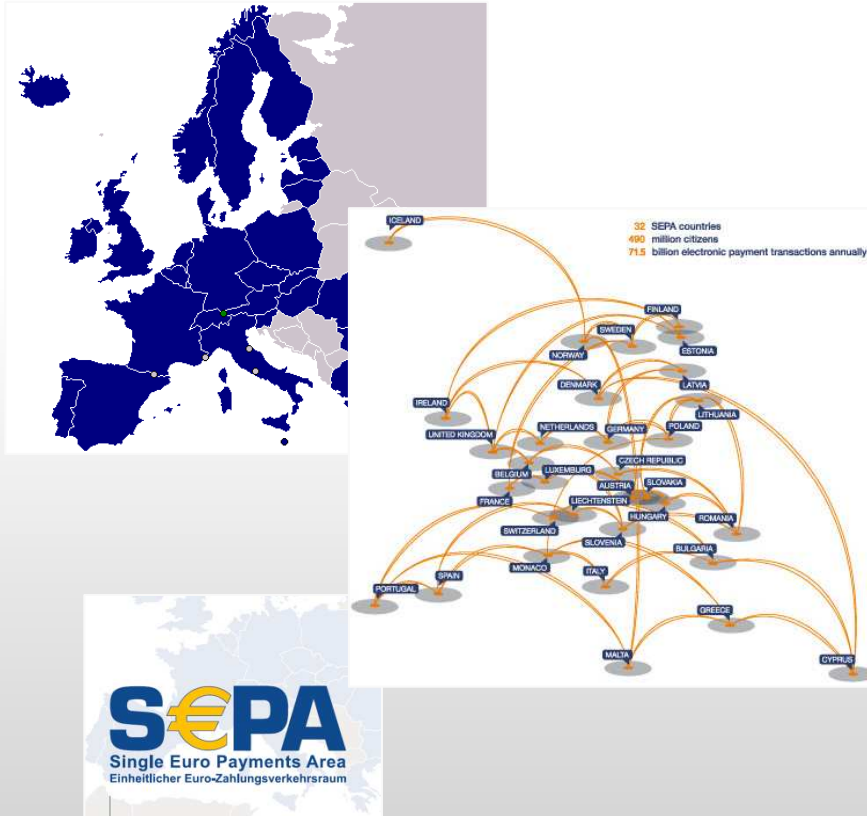
- Personalized user experience: Added Language, Font and Font size
- Extended and harmonized field length of User Name; Sales Employee Name; HR First Middle and Last Name
- Tool-Tip added to show long names which are not completely visible on the screen
- Exposed new length to DI API

Benefits:

- Administrator can assign the language, font and size to the users
- Ability to assign profile to user with language, font and size (instead saving for each client)
- Ability to enter and see long names

Motivation: Personalized User Experience

2.1 BIC/SWIFT & SEPA



Note: SWIFT available for all localizations, IBAN for all, SEPA available for EU localizations, Switzerland and Norway

Background:

- SEPA (Single Euro Payments Area) basis for financial infrastructure for Europe
- SEPA will be used in 31 countries (EU + EEA) with several local variations of bank format

Enhancements:

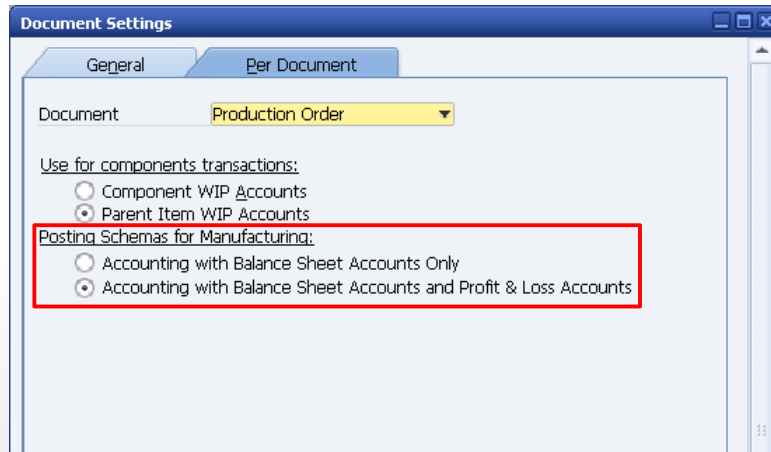
- Data structure adapted to manage BIC/SWIFT per bank account which is a must for SEPA
- Standard SEPA bank file formats (Credit Transfer and Direct Debit)
- New technical infrastructure to design, create and modify bank file formats (Electronic File Manager)

Benefits:

- Lower bank fees and faster money transfer across countries when using SEPA
- Easier adaption of the outgoing bank format if required

Motivation: Utilize the Benefits of SEPA with
Lower Bank Transaction Fees and Faster Bank Transfers

2.2 Extended Production Posting Overview



G/L Account	Account Number	Description
G/L Increase Account	504001	Prodané zboží
WIP Inventory Account	121001	WIP
WIP Inventory Variance Account	611003	WIP variances
WIP Offset P&L Account	611001	WIP offset P&L
Inventory Offset P&L Account	501001	Raw material offset P&L
Expense Clearing Account	131001	Porizení zboží
Stock In Transit Account	139001	Zboží na cestě

Note: Available in CZ, SK and HU

Business Scenario:

- P&L offset accounts must be used in production postings (as offset accounts to Inventory account and WIP account)

Background / Legal reference

- Legal requirement and business practice in some countries

Enhancements:

- Possibility to change the posting schema for production

Benefits:

- Increased transparency of WIP values

Motivation: Legal Compliance

2.3 Fixed Assets History Sheet Printing



Financial Report Templates

Background:

Fixed Asset History Sheet 01.01.2010 - 12.31.2010 Multisports Limited/ UNITED KINGDOM

Asset No.	Asset Description	APC History Value	Acquisition Date	Planned Useful [Year]	Remaining useful life[Year]	Depr. Type	APC Start Date	Acquisition in Current period	Retirement in Current Period	Transfer in Current Period	Write-up in Current Period	Accumulated Depr. Before	NBV Start Date	Accumulatated Depr. in Current Period	APC End Date	NBV End Date
Assets																
Fixed Assets																
Tangible Assets																
Motor Vehicles																
113000-MotorVehides																
[Z-0005]->Vehides																
100002	Porsche	80,000.00	1.1.2010	60	24	LINP	48,000.00	0.00	0.00	0.00	0.00	32,000.00	16,000.00	5,333.00	48,000.00	10,667.00
100003	BMW	50,000.00	1.1.2010	60	24	LINP	30,000.00	0.00	0.00	0.00	0.00	20,000.00	10,000.00	3,333.00	30,000.00	6,667.00
100004	Mercedes	60,000.00	1.1.2010	60	24	LINP	36,000.00	0.00	0.00	0.00	0.00	24,000.00	12,000.00	4,000.00	36,000.00	8,000.00
100005	VW	20,000.00	1.1.2010	60	24	LINP	12,000.00	0.00	0.00	0.00	0.00	8,000.00	4,000.00	1,333.00	12,000.00	2,667.00
100006	Toyota	20,000.00	1.1.2010	60	24	LINP	12,000.00	0.00	0.00	0.00	0.00	8,000.00	4,000.00	1,333.00	12,000.00	2,667.00
100007	Honda	20,000.00	1.1.2010	60	24	LINP	12,000.00	0.00	0.00	0.00	0.00	8,000.00	4,000.00	1,333.00	12,000.00	2,667.00
100008	Audi	30,000.00	1.1.2010	60	24	LINP	18,000.00	0.00	0.00	0.00	0.00	12,000.00	6,000.00	2,000.00	18,000.00	4,000.00
100009	Nissan	15,000.00	1.1.2010	60	24	LINP	9,000.00	0.00	0.00	0.00	0.00	6,000.00	3,000.00	1,000.00	9,000.00	2,000.00
100010	Hummer	80,000.00	1.1.2010	60	24	LINP	48,000.00	0.00	0.00	0.00	0.00	32,000.00	16,000.00	5,333.00	48,000.00	10,667.00
100011	Jeep	25,000.00	1.1.2010	60	24	LINP	15,000.00	0.00	0.00	0.00	0.00	10,000.00	5,000.00	1,667.00	15,000.00	3,333.00
Sum [Z-0005]->Vehides							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00
Sum 113000-MotorVehides							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00
Sum MotorVehides							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00
Sum Tangible Assets							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00
Sum Fixed Assets							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00
Sum Assets							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00
Sum total							240,000.00	0.00	0.00	0.00	0.00	160,000.00	80,000.00	26,665.00	240,000.00	53,335.00

Easy printout of history sheet

Note: Available for all countries with released SAP Fixed Asset add-on

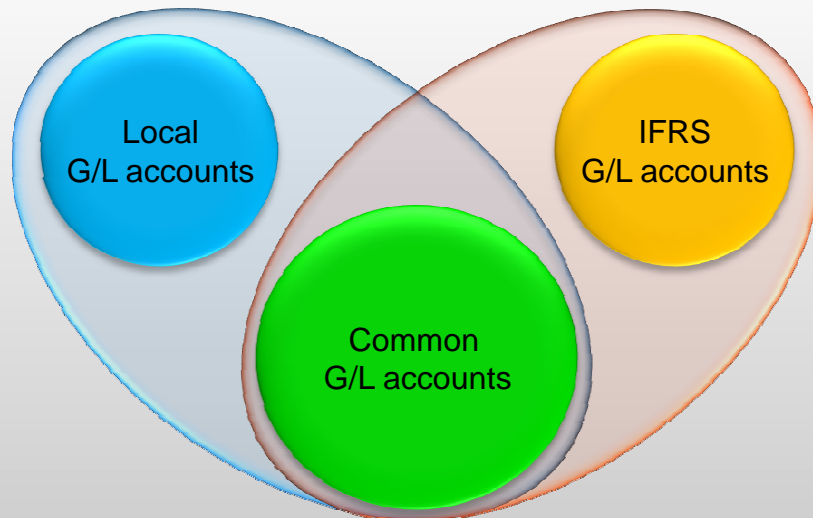
Motivation: Legal Compliance

2.4 Enhancements for IFRS (or other reporting standards) Overview



Background:

- IFRS becomes mandatory even for SME customers
- Local authorities adopt principles compatible with IFRS or other reporting standards
- Need to ensure parallel existence of former rules and new standards via flexible and easy to understand mechanism inside SAP Business One



Enhancements:

- More flexible behavior for reference fields of documents (incl. UDF's)
- Financial Templates enhancements
- Reports Selection Criteria enhancements
- New Inventory Valuation Method Report
- New Inventory Valuation Simulation Report (Chile only)

Benefits:

- Split the G/L accounts to IFRS, local and common accounts
- Automatic filling of JE Reference fields (inherited from the base document)
- Create reports filtering GL-accounts to obtain IFRS or Local perspective
- Create local and IFRS financial statements

Motivation: Provide Generic Tools and Functionality to Ensure Compliance with IFRS and other Reporting Standards

2.5 Tax Code Determination Enhancements



The screenshot shows the 'Tax Code Determination - Setup' dialog box with a table of conditions and a sidebar menu. The table contains the following data:

#	Document Type	Business Area	Condition 1	Value 1	Condition 2	Value 2	Condition 3	Value 3	Description	Line Tax Code	Line Freight Tax	Header Freight Tax
1	Item	Sales	Ship-To C	EU	Federal Ta	Filled			EU Sales Fed-ID	A7	A7	A7
2	Item	Sales	Ship-To C	EU	Federal Ta	Empty			EU Sales no Fed-ID	A5	A5	A5
3												

The sidebar menu shows 'Tax Code Determination' highlighted with a red box. A yellow pyramid graphic points to a list of enhancements:

- New TCD Rule
- Tax Code on BP Master data
- Tax Code on Item Master data
- G/L account determination
- CINF table

Background:

- Ability to define default VAT code on marketing document according to complex criteria

Enhancements:

- Additional level in tax code determination hierarchy
- New flexible Tax Code Determination Rule using existing information from the documents

Benefits:

- Additional flexible rules to set tax code
- Higher automation of tax code determination

Note: Available for all countries except Brazil, Israel and India

Motivation: Legal Compliance and Increased Product Flexibility

2.6 User Access Log SOX (Sarbanes-Oxley Act)



The screenshot shows the SAP interface with the 'Tools' menu open and 'Access Log' selected. Below, the 'Access Log' window displays a table of user access details for the user 'manager'.

User Code	User Name	Superuser	Locked	Latest Logon	Latest Access Status	Latest Logoff	Last Password Change	No. of Failed Access Attempts
B1i	Jayson Butler	Yes	No	09/30/2010 15:30:25	Succeeded	09/30/2010 15:40:52	09/08/2010	0
alex	Alex Torras	No	No		N/A		06/14/2009	0
B1i1	B1i1	Yes	No		N/A		08/27/2007	0
bill	Bill Levine	No	No		N/A		04/02/2007	0
bob	Bob Shone	No	No		N/A		04/02/2007	0
brad	Brad Thompson	No	No		N/A		04/02/2007	0
carlos	Carlos Andres	No	No					
christin	Christine Roblet	No	No					
dana	Dana Willy	No	No					
donna	Donna Brown	No	No					
doris	Doris Labour	No	No					
elisa	Elisa Messina	No	No					
emily	Emily Irwin	No	No					

The 'Access Log Details for manager' window shows the following data:

Action	Action By	Client IP	Client Name	Date and Time
Logon Succeeded	manager	192.168.80.128	VMB1	09/30/2010 15:20:13
Logoff	manager	192.168.80.128	VMB1	09/30/2010 11:37:00
Logon Succeeded	manager	192.168.80.128	VMB1	09/30/2010 11:34:12
Logoff	manager	192.168.80.128	VMB1	09/28/2010 10:40:12
Logon Succeeded	manager	192.168.80.128	VMB1	09/28/2010 10:22:12
Logoff	manager	169.254.147.244	VMB1	09/15/2010 15:10:14
Logon Succeeded	manager	169.254.147.244	VMB1	09/15/2010 09:08:15
Logoff	manager	169.254.147.244	VMB1	09/14/2010 17:40:14
Logon Succeeded	manager	169.254.147.244	VMB1	09/14/2010 16:39:11
Logoff	manager	169.254.147.244	VMB1	09/14/2010 11:21:14
Logon Succeeded	manager	169.254.147.244	VMB1	09/14/2010 11:14:12
Logoff	manager	169.254.147.244	VMB1	09/10/2010 15:26:14
Logon Succeeded	manager	169.254.147.244	VMB1	09/10/2010 08:55:11
Logoff	manager	169.254.147.244	VMB1	09/09/2010 18:32:15

Background:

- SOX law (Sarbanes-Oxley Act), “Financial Instruments and Exchange Law” requests user log for auditing

Enhancements:

- Recording of User Log-in & Log-off (via client or DI-API)
- Access Log list and details form
- Ability to restrict access to log (Authorization)

Benefits:

- Detailed user access log (for corporate governance and security audit purposes)

Motivation: Legal Compliance

2.7 Other Legal Requirements (1/2)



Topic	Description	Affected Countries
Excise Reports (ER-3, ER-5, ER-6)	Additional legal reports	India
Dot Matrix Printers	Full support of matrix (and other type) printers through enhancement of printing engine	All
Enasarco Tax Support	Supporting country specific scenario	Italy
Reserve Invoice with Tax-Only Flag	Supporting country specific scenario	Brazil
Amount Subject to Withholding Tax	Internal Reconciliation and Withholding Tax Report enhancements	All localizations with withholding tax enabled are affected except: MX, CL, CR, GT, IL
Bank Reconciliation Report	New bank reconciliation report provided via Crystal Reports	US, CA, UK, ZA & ANZ
Enable WH Tax Accumulated on Sales Side	Supporting country specific scenario	Brazil

2.7 Other Legal Requirements (2/2)



Topic	Description	Affected Countries
Fixed Assets add-on – Unbalanced transaction	Hungarian rounding method implemented in FA add-on	Hungary
VAT/Tax Adjustment - DI API AP Invoice	Option to edit tax amount on AP invoice via DI API	All
Tax on Freight	New option to select Freight Tax Code different from the code for item on marketing document row	US, CA
eVAT Reporting	Extended Tax Reporting feature enabled from DE localization (prerequisite for replacement of BE and NL electronic reports)	NL, BE

3.1 Software Development Kit Enhancements



Enhancement	Description
Deposit	The ability to use the Deposit functionality is exposed via DI-API
General objects & Delete line enhancements	General objects & Delete line enhancements
Line types in Grid and Matrix	The Line types (alternative, text, sums) are enhanced in the Grid or Matrix
Support of columns with totals in Grid & Matrix	Columns with totals support enhancement for Grid & Matrix
Grids and Matrix Configuration (Formatting)	<ul style="list-style-type: none"> • Coloring rows and cells • Font coloring and styling for cells • Disabling cells individually • Get/Set Active cell
Solution packager	Solution packager functionality enhanced
Usage of Crystal Reports Integration with Add-ons	Functions enabling partners to use Crystal Reports from add-ons
VAT/Tax Adjustment DI API - AP Invoice	Option to edit tax amount on AP invoice via DI API (UK localization)

3.2 Electronic File Manager



The screenshot displays the SAP Electronic File Manager interface. On the left, the 'Administration' menu is open, with 'Electronic File Manager: Format Definition' highlighted. The main window shows a table with the following data:

#	Name	Description	Menu Name
1	Electronic_Report_US	Electronic_Report_US_ex	eFile US-Example
2			

A context menu is open over the first row, showing options: Copy, Remove, Update, and Download. Below this, the 'Electronic File Manager: Format Definition' window is shown, displaying a mapping between 'Invoice (ReadOnly)' and 'Invoice_Report'. The mapping shows fields like DocNum2, DocDate2, CardCode2, NumAtCard2, CardName2, Address2, Address21, Name2, PymntGroup2, SlpName3, BalanceDue2, DocDueDate1, ItemCode1, and Description1 being mapped to fields in the 'TX1_report' structure, such as InvoiceNr, InvoiceDate, DueDate, CardCode, Address1, Address2, and Name. An output window shows a sample data string: 0000000842007-03-252007-04-24C42000 400 Range 400.

Enhancements:

- *EFM-Designer* for electronic file format (add-on)
- Runtime generates electronic files according to these definitions
- Manage definitions and update, export and import definitions of bank files and electronic reports

Benefits:

- Easier and faster definition of bank files and electronic reports
- Faster reaction to legal changes
- Partners can effectively implement additional electronic reporting and new bank file formats
- Easy distribution of formats through import and export

Motivation: Lower Effort and Cost to Adapt and Design Electronic Reports

Thank you!

Benno Eberle
SME Solution Portfolio Development, Roll-Out
October 2010

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