

SAP Business One 9.1 Highlights

June 2014

Customer



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Objective of this Presentation

Purpose

This presentation is intended to provide a solid overview of new developed functional highlights, related to

- SAP Business One 9.1
- SAP Business One 9.1, version for SAP HANA

The highlight presentation describes the highlights and business benefits.

This presentation is targeted for use by SAP employees, SAP Business One partner and SAP customer.

Complementary resources

For information regarding future directions, refer to Solution Road map.

For more information related to this release, refer to Ramp-up Knowledge Transfer materials and product documentation.

SAP Business One 9.1 - Overview

- Planned new versions: SAP Business One 9.1 and SAP Business One 9.1, version for SAP HANA
- Release to customer is currently planned for end of Q2 2014
- One common code base for SAP HANA database and Microsoft SQL Server
- Focus on functional improvements and simplifications of implementing, operating, and using SAP Business One





Business logic and localization

- Enhanced production module
- Inventory item cost valuation based on serial or batch number
- Multiple branches function splits transactions by business unit
- Project enhancements (initially for Russia)
- Rounded-off functions (selected 9.0 topics)
- Fixed assets enhancements
- Extended tax reporting
- Localization enhancements and legal compliance
- Default values



Reporting and analytics

- SAP Crystal Reports 2013
- Default settings and report layout (selected countries)



Lifecycle management and support

- Remote Support Platform for SAP HANA



Extensibility/SDK

- Additional DI/UI objects and services
- Enhanced lifecycle management for extensions
- SAP Business One studio and workflow enhancements



Infrastructure and architecture

- Permission group authorizations
- Performance improvements
- Security enhancements
- Hiding business functions
- Configurable framework
- Importing from Excel
- Simplified e-mail and printing process



Specific to SAP Business One 9.1, version for SAP HANA

- Service layer that exposes business objects by Web service
- Role-based work center for analytics and simplified system use (based on HTML5)
- Pervasive analytics – key performance indicator (KPI) and insight to action
- Performance optimization (transactional and reporting)
- Extreme application framework enhancement for partners
- Supported by remote support platform

SAP® Business One 9.1

Significant
simplifications

Extended
functions

Easier
extension

Quicker
implementation

Optimized
SAP HANA adoption

Completed
localizations

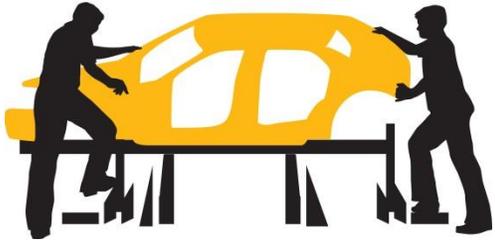
Enhanced lifecycle
management

Better
cost structure

Business logic and localization

Enhanced Production Module

New Resources Module



Administration
Financials
Sales Opportunities
Sales - A/R
Purchasing - A/P
Business Partners
Banking
Inventory
Resources
Resource Master Data
Resource Capacity
Set Daily Internal Capacities
Production
MRP
Service
Human Resources
Reports

Enhancements

- New module to manage and plan resource capacity
- Ability to capture machine, labor or other resources with associated costs
- Linked to fixed assets and employee data
- Accounts to be used defined in advanced account determination

Benefits

- Visibility of available capacity to avoid bottlenecks and optimize production plan
- Resource costs are included in the final product cost

Enhanced Production Module

Bill of Materials (BoM)

The screenshot displays the SAP Bill of Materials (BoM) interface. The main window, titled "Bill of Materials", shows a list of components for product LM4029 (LeMon 4029 Printer). The components are listed in a table with columns for #, Type, No., Description, Quantity, and Uo... The table contains 5 rows of components, with the 6th row highlighted. A dropdown menu is open for the 6th row, showing options: Item, Resource, and Text. The "Resource" option is selected.

#	Type	No.	Description	Quantity	Uo...
1	Item	LM4029MC	Memory Chip	2	
2	Item	LM4029D	LeMon 4029 500 sheet paper c	1	
3	Item	LM4029PH	LeMon 4029 Printer Head	1	
4	Item	LM4029PS	LeMon 4029 Printer Power Su	1	
5	Item	LM4029SB	LeMon 4029 Printer System Bc	1	
6	Item				

The "Bill of Materials - Component Management - Selection Criteria" dialog box is open, showing the "Add BOM Lines" management task. It includes fields for "Select BOMs" (BOM Product No., BOM Item Group, BOM Type, BOM Warehouse No., BOM Distr. Rule, BOM Project) and "Select BOM Lines to Add" (Item, From, To). The "BOM Line Details to Be Added" section is highlighted, showing fields for Quantity (5.000), Additional Quantity (1.000), Warehouse, Issue Method, and WIP Account.

Enhancements

- New line item types in BoM: resource, text
- Option to group line items based on process flow
- Option to mass update BoMs: add/remove lines
- Values in identical UDFs carried over from BoM to production order

Benefits

- Process orientated BoM structure
- Easy maintenance of BoM

Enhanced Production Module

Production Process



Enhancements

- Possibility to edit production order to match the production process flow
- Additional line types inherited from BoM
- Option to include additional quantities e.g. required for production process setup
- Ability to define WIP account on row level

Benefits

- Tailored production order structure reflecting production process
- Precise WIP data
- More accurate planning data
- Ability to share instructions via production order

Inventory Item Cost Valuation

Based on serial and batch



Enhancements

- New valuation method available for serial numbered and batch-managed items
- The cost of an item is managed on the serial or batch number level

Benefits

- Cost variances can be reflected in the product profitability
- Profitability can be calculated for a specific serial number or batch

Multiple Branches

Manage Business by Branches in one Database/Localization



Benefits

- Manage business by branches*, in one DB/Localization
e.g. product lines, business units, market segment, stores
- increased transparency

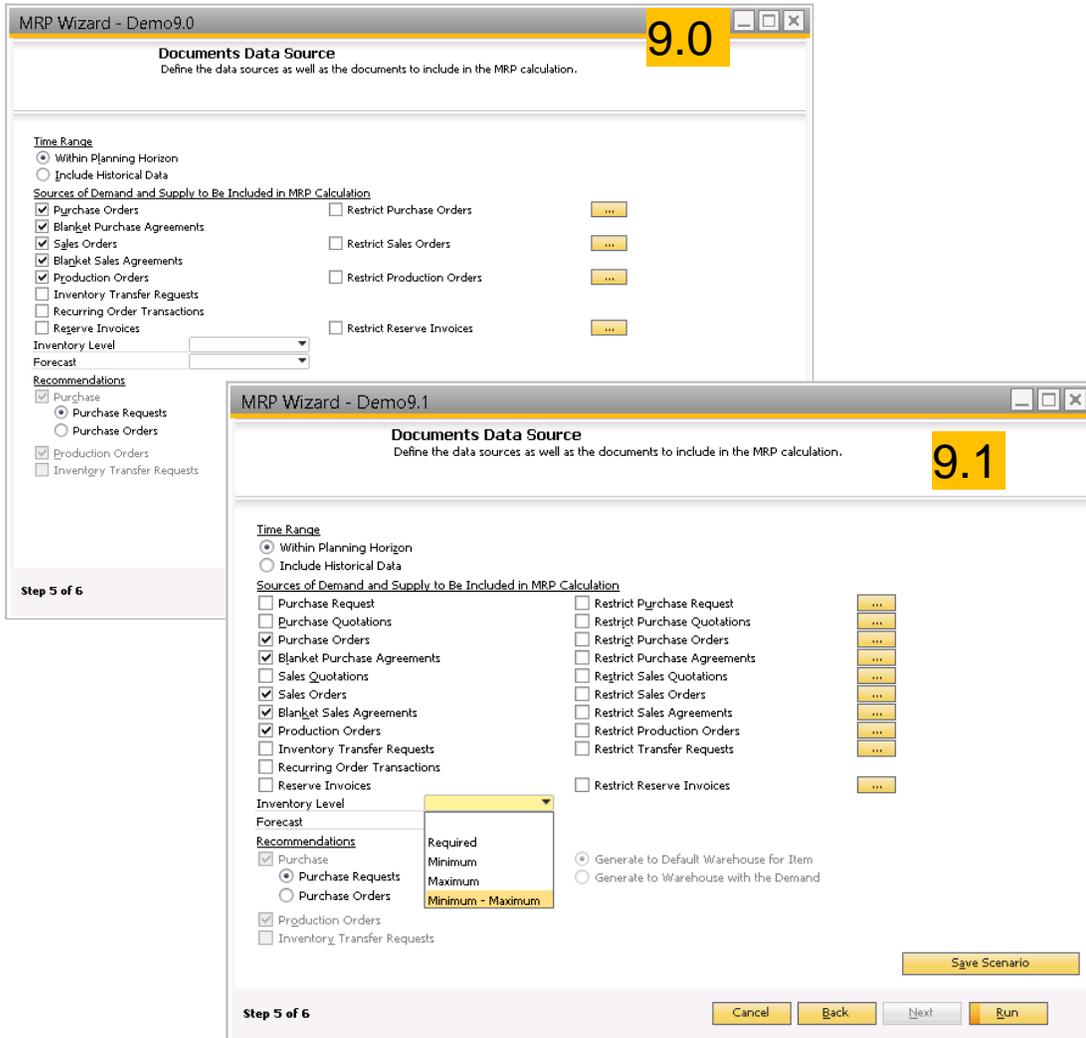
Enhancements

- Ability to create transactions for separate branches in one database.
- Centralized stock management per branch.
- Bank transactions can be managed from the same database with centralized payment capability.
- All financial transactions will be separated by branches.
- Option to have different document numbering per branch.
- Separate accounting setup and G/L account determination per branch within one chart of accounts.
- Customer receivables aging and vendor liabilities aging per branch.
- Possibility to assign branches to business partners.

* Notice: The Multiple Branches function is designed for branches which are not legal entities. If the branches are legal entities, the intercompany integration solution for SAP Business One is recommended.

MRP

Additional Data Sources



Enhancements

- Introduction of field Component Warehouse in Item Master Data, Planning Tab
- Possibility to select Component Warehouse for make items in Item Master Data, Planning Tab
- Additional selection criteria for documents to be included in MRP
- Option to set Inventory Level to Maximum if inventory quantity is less than minimum
- Option to select multiple MRP forecasts for MRP recommendations > selection screen will open
- in addition, MRP forecasts support zero-quantity items
- Option to change the Order Type in the Order Recommendation

Benefits

- Ability to more flexibly optimize MRP execution
- More possibilities to optimize the MRP process

Blanket Agreement Enhancements

More Selection Criteria

The image shows two SAP dialog boxes. The top one is titled 'Blanket Agreement Fulfillment Report - Selection Crit' and has tabs for 'Items' and 'Vendors'. Under 'Items', there are fields for 'Item Code' (From/To), 'Item Group' (set to 'All'), and a 'Properties' button. The bottom dialog is 'Draft Sales Blanket Agreement' with fields for 'BP Code' (C20000), 'BP Name' (Maxi-Teq), 'Contact Person' (Max Teq), 'Telephone No.' (555-0137), and 'E-Mail' (max.teq@maxi-teq.sap.com). It also has fields for 'No.' (Primary), 'Agreement Method' (Items Method), 'Start Date' (05/08/2014), 'End Date', 'Termination Date', and 'Signing Date' (05/08/2014). The 'Description' field is empty. Below these are tabs for 'General', 'Details', 'Documents', 'Attachments', and 'Recurring Transactions'. Under 'General', there are fields for 'Agreement Type' (General), 'Status' (Draft), 'Ignore Prices Specified in Blanket Agreement' (checked), 'Payment Terms' (highlighted in red), 'Payment Method' (Incoming BT 02, highlighted in red), 'Settlement Probability %' (0.000), 'Owner', 'Renewal' (unchecked), and 'Reminder' (Day(s)). There are 'Add', 'Cancel', and 'Copy To' buttons at the bottom.

Enhancements

- Possibility to run the blanket agreement fulfillment report by: item group, item properties, vendor group, vendors properties
- Authorizations moved to sales AR and Purchasing AP - scope expanded
- Option to select payment method in the blanket agreement – applied when drawn

Benefits

- Better usability
- User role based access control

Advanced G/L Account Determination User Interface Improvement

Priority	Warehou...	Business...	VAT Number	Ship-to Country	Ship-to State	VAT Code	BP Code	BP Type	Description	Active	From Date	To Date	Revenue Account
1	01	All	All	All	All	All	All	All		<input checked="" type="checkbox"/>			400010
2	01	All	All	All	All	All	All	All		<input checked="" type="checkbox"/>			400020

Enhancements

- Ability to export the preview display of the 'Advanced G/L Account Determination Rules' form to Excel
- Added Determination Criteria button to the Advanced G/L Account Determination rules form

Benefits

- Easier investigation, reading and cross checking of the expected rules before migration

#	Type of Account	Account Code	Account Name	Advanced Rules
	Inventory Account	13400000-01-001-01	Inventory - Finished Goods (HO, USA, GA)	
	Cost of Goods Sold Account	51100000-01-001-01	COGS - Domestic (HO, USA, GA)	

Maximum Weight Allocation Restriction In Bin Locations

Bin Location Master Data

Warehouse: 05 Aisle: A1 Shelf: S1 Level: L1
Bin Location Code: 05-A1-S1-L1

Bin Location Properties

Inactive:
Receiving Bin Location: Exclude from Auto. Alloc. on Issue:
Description:
Item Weight: 29.501kg
No. of Items: 1
Alternative Sort Code:
Minimum Qty:
Maximum Weight: 30kg
Item Restrictions: Specific Item Group
Batch Restrictions: None
Transaction Restrictions: None

Item Master Data

Item No.: Manual R00002
Description: Printer Paper A4 Recycled
Foreign Name:
Item Type: Items
Item Group: Items
UoM Group: Paper
Price List: Base Price

General Purchasing Data Sales Data Inventory Data

Set Inv. Method By: Warehouse
UoM Code: Pack
UoM Name: Pack
Weight: 2.5kg

Enhancements

- Postings of goods to bin locations can be restricted by weight
- A maximum weight can be defined for each bin location
- The weight per UoM is defined per item

Benefits

- Control weight restrictions of bin locations
- Avoid weight overload and risk of accidents

Weight Factor for Unit Conversion

For Simplified Unit of Measure Setup

Group Definition - Screws, bolts, nails - Setup 9.0

#	Alt. Qty	Alt. UoM	=	Base Qty	Base UoM
1	1	Carton	=	1	Carton
2	10	Kilograms Screws	=	1	Carton
3	12	Kilograms Bolts	=	1	Carton
4	22	Pound Screws	=	1	Carton
5	26.45	Pound Bolts	=	1	Carton

Item Master Data

Item No. Manual 200008
 Description Bolts
 Foreign Name
 Item Type Items
 Item Group Items
 UoM Group Screws, bolts, nails
 Price List Base Price

General Purchasing Data Sales Data Inventory Data

Set Inv. Method By Warehouse
 UoM Code Carton
 UoM Name Carton
 Weight 12kg

Item Master Data

Item No. Manual 200007
 Description Screws
 Foreign Name
 Item Type Items
 Item Group Items
 UoM Group Screws, bolts, nails
 Price List Base Price

General Purchasing Data Sales Data Inventory Data

Set Inv. Method By Warehouse
 UoM Code Carton
 UoM Name Carton
 Weight 10kg

Group Definition - Screws, bolts, nails - Setup

#	Alt. Qty	Alt. UoM	Weight Factor	=	Base Qty	Base UoM
1	1	Carton		=	1	Carton
2	1	Kilograms	kg	=	1	Carton
3	1	Pound	Lb	=	1	Carton
4			mg	=		
			g			
			kg			
			Oz			
			Lb			
			T			

9.1

Enhancements

- New weight field for UoM conversion in item master inventory tab
- UoM conversion can use item weight
- Use case example:
If a company sells several items by weight, but manages them in a different UoM in the inventory, the UoM Group definition can be simplified
- Further, UoM Conversion can use an item UDF in the same way

Benefits

- Reduced effort with a simplified UoM setup

Price List Enhancements

Copy Price Reduction on Unit of Measure level

The screenshot displays two SAP dialog boxes. The top dialog, titled "Regular Sales Price - UoM Prices", shows a table of unit of measure (UoM) prices for item R00001. The table has columns for #, UoM Code, UoM Name, Base Price, Reduce By %, Unit Price, and Auto. The bottom dialog, titled "Copy UoM Reduce By - Selection Criteria", allows copying reduction criteria from one price list to another. It includes fields for "Copy From" (Price List: Regular Sales Price, Item No.: R00001, UoM Code: Multiple) and "Copy To" (Price List: Regular Sales Price, UoM Group: Paper). It also has radio buttons for different update strategies and a checkbox for "Only Copy to UoM with 'Auto' Selected".

#	UoM Code	UoM Name	Base Price	Reduce By %	Unit Price	Auto
1	Pack	Pack	7.50 \$		7.50 \$	<input type="checkbox"/>
2	6Pack	6 Pack	45.000000 \$	5.000	42.75 \$	<input checked="" type="checkbox"/>
3	Carton	Carton	180.000000 \$	15.000	153.00 \$	<input checked="" type="checkbox"/>
4				0.000		<input checked="" type="checkbox"/>

Enhancements

- Possibility to mass update prices in price list
- UoM items in a price list can be copied to UoM items in any other price lists

Benefits

- Easy management of pricing updates

Pick and Pack Enhancements

For Optimized Pick Processes

The screenshot displays the SAP Production Order interface. At the top, the 'Production Order' header shows details like Type (Standard), Status (Planned), Product No. (LM4029), Product Description (LeMon 4029 Printer), Planned Quantity (5), and Warehouse (01). Below this is a table with columns for #, Type, No., Description, Base, Planned, and Issue. A context menu is open over the table, with 'Generate Pick List' and 'View Pick Lists' highlighted. The 'Pick List Generation Wizard' dialog is also visible, showing 'Pick List Generation Parameters' and a section for 'Split Pick Lists By' with checkboxes for Business Partner, Document Type, Document, Item Group, Item, Warehouse, Aisle, Level, and Shelf.

#	Type	No.	Description	Base ...	Planned...	Issu	...	Issue Me...	Branch
1	Item	LM4029MC	Memory Chip	2	10			Backflush	
2	Item	LM4029D	LeMon 4029 500 shee	1	5			Backflush	
3	Item	LM4029PH	LeMon 4029 Printer H	1	5		667	01	Backflush
4	Item						65	01	Backflush
5	Item						638	01	Backflush
6	Item								

Enhancements

- Generate and view pick lists via context menu in A/R reserve invoices, inventory transfer requests, and production orders
- Additional parameters for splitting in the Pick List Generation Wizard

Benefits

- Start picking process directly from document
- More flexibility to handle pick processes

Fixed Assets

Cost Center Support



Enhancements

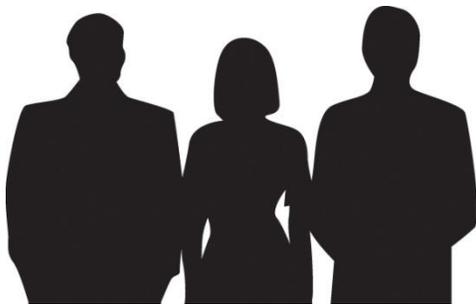
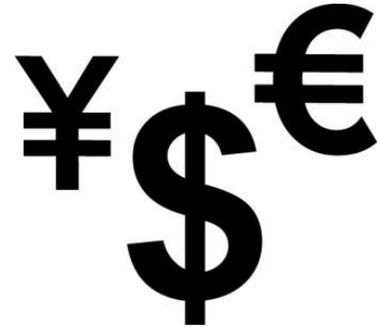
- Cost center information supported in A/R documents and fixed assets sales documents
- Cost center and project information automatically populated in documents from fixed assets master data
- Ability to cancel depreciation runs
- Transfers within an asset class – possibility to select between zero out postings and no postings

Benefits

- More easily track internal costs for your fixed assets
- Automate the recording of cost information

Extended Tax Reporting

Advanced Solution to Tax Reporting



Enhancements

- **BAS Codes Setup** offers a range of options in designing structure and rules for specific tax declarations
- Existing functionality enabled in more localizations (CY, FR, AT, IT, PA, JP, PL, HU, CH, SE, DK, KR, FI, NO, SE, ZA, CN)

Benefits

- Automatically includes new postings in reports you have created and saved
- Offers users and partners the capability to build financial and tax reports from scratch by referring to financial objects such as tax codes, G/L accounts, ad-hoc manual inputs and formulas
- Provides easy & precise tracking of documents reported to authorities
- Can be used as a base for electronic reporting

Default Values for Accelerated Implementation

Numbering Series - Setup

Select Series Type for Setup: Document

#	Name	Number			String		Remarks	Group	Period Ind.	Cancellation	Lock	Digital Series
		First No.	Next No.	Last No.	Prefix	Suffix						
1	AR Inv	1	1	199999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
2	AR CrMe	200000	200000	259999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
3	OtSaInv	260000	260000	289999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
4	OtSaCM	290000	290000	299999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
5	AP Inv	300000	300000	399999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
6	AP CrMe	400000	400000	459999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
7	OtPuInv	460000	460000	489999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
8	OtPuCM	490000	490000	499999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
9	BankTr	500000	500000	559999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
10	PettyCTr	560000	560000	599999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
11	MIS Tr	600000	600000	699999			1	▼ Default ▼	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Display Series Linked to Selected Period(s) Indicator: All Periods

Enhancements

- New chart of accounts + determination rules + simplified UI template for small businesses in the US*
- New chart of accounts + determination rules + simplified UI template for small businesses in Mexico*
- Document numbering defaults for Belgium

Benefits

- Accelerated implementation for small businesses in selected countries

* Notice: available at ramp-up start

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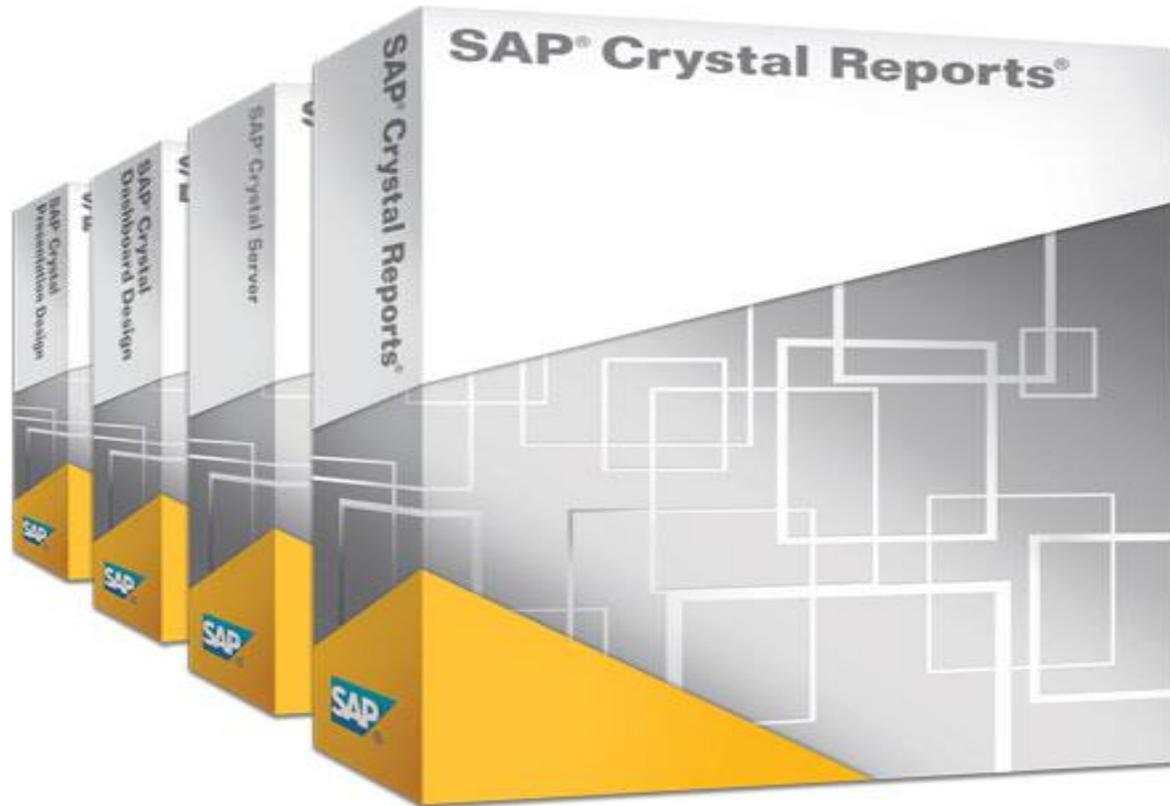
Enhanced lifecycle
management

Better
cost structure

Reporting and analytics

SAP Crystal Reports 2013

Further Enrichments to support Partner and Customer



Enhancements

What's new in SAP Crystal Reports products:

- Streamlined report design
- Improvements to data sources
- Mobile and viewer support
- OEM and developer features

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▶▶▶ Lifecycle management and support

Lifecycle Management

Remote Support Platform for SAP HANA



Enhancements:

- RSP supports both SAP Business One on SAP HANA database and on Microsoft SQL Server
- RSP processes and reports adapted to SAP HANA database

Benefits:

- Reduced TCO for customers and partners due to automation, faster installation and reliable upgrades as well as simplified landscape management (supportability and maintainability)
- Less time and money spent on maintenance and support

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 **Extensibility / SDK**

Enhanced lifecycle management for extensions

New light-weight approach for Add-On deployment

The image displays two SAP Business One interfaces. The top window is the 'Extension Registration Data Generator', which includes a sidebar with categories like 'Basic Information', 'Extension File', 'Register DLLs', 'SBO Compatibility', and 'Shared Parameters'. The main area contains fields for 'Extension Name (Mandatory)', 'Extension Version (Mandatory)', 'Extension Provider', 'Extension Namespace', 'Supported Database (Mandatory)' (with radio buttons for HANA, MSSQL, and Both), and 'Contact Data'. Below this is the 'SAP Business One Extension Manager' interface, showing a table of installed extensions and a 'Company Assignment Wizard' dialog box.

Name	Version	Provider	Parameters	Status	More Info
SBOAddOnProject1421	1	1	Edit	OK	Details
GG1	1.0	TS	Edit	OK	Details
SBOAddOnProjectTest	1	1	Edit	OK	Details

The 'Company Assignment Wizard' dialog box shows a progress bar with three steps: 'Specify Company' (checked), 'Specify Parameters' (checked), and 'Specify Startup Mode'. The 'Default Startup Mode' is set to 'Manual'. The 'User Preferences' table is as follows:

User Name	Startup Mode
B1i	Default Edit
Workflow	Default Edit
AAA	Default Edit
manager	Default Edit

Enhancements

- Add-Ons are no longer required to use InstallShield or equivalent 3rd party tools to do lifecycle management. It is now managed end-to-end by SAP Business One
- Combine different Add-On binaries for 32/64 bit as well as related Extreme App in one Extension package
- Remote deployment & management via Extension Manager platform
- Integrated development experiences with SAP Business One Studio

Benefits

- Simplified extension development & lifecycle management including add-ons & extreme apps
- Remote control the extension lifecycle management easily without end-user interaction or system administration privilege

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➤➤➤ Infrastructure and architecture

Permission Groups

Role-Based User Administration

The image shows two overlapping SAP dialog boxes. The top dialog is titled "Permission Groups" and has a "Create Group" button. It contains a list of group names on the left: Finance, Sales (selected), Purchase, and Inventory. The main area has fields for "Name" (Sales) and "Description" (Sales). Below these is a "Users" table with columns for #, User Code, User Name, and Department.

#	User Code	User Name	Department
1	brad	Brad Thompson	Sales
2	merlina	Merlina Francis	Purchase
3	mary	Mary Heske	Logistic
4			

The bottom dialog is titled "Authorizations" and has tabs for "Users" and "Permission Groups". The "Users" tab is active, showing a list of users: Finance, Sales (selected), Purchase, and Inventory. The "Find" field is empty. The main area is a table with columns for "Subject" and "Authorization".

Subject	Authorization
▶ General	Various Authorizations
▶ Customization Tools	No Authorization
▶ Administration	Various Authorizations
▶ Financials	Various Authorizations
▶ Sales Opportunities	No Authorization
▼ Sales - A/R	Various Authorizations
▶ Blanket Agreement	No Authorization
Sales Quotation	Full Authorization
Sales Order	Full Authorization
Delivery	Read-Only
Return	Read-Only
A/R Down Payment Invoice	Full Authorization
A/R Invoice	Read-Only
A/R Invoice + Payment	No Authorization
A/R Credit Memo	Read-Only
A/R Reserve Invoice	No Authorization
Recurring Transactions	No Authorization
Document Generation Wizard	No Authorization
Document Draft	Full Authorization

Enhancements

- Permission groups enable customers to define role-based authorizations in SAP Business One
- Administrators can create permission groups containing sets of general authorizations
- A user can be assigned to one or multiple groups

Benefits

- Reduced effort for user administration

Hiding Business Functions For Faster Implementation

The image shows two overlapping SAP configuration windows. The background window is 'General Settings' with a 'Hide Functions' tab selected. It contains a list of business functions with checkboxes: Budget (unchecked), Payment Wizard (checked), Dunning Wizard (unchecked), Cost Accounting (unchecked), Serial Numbers and Batches (unchecked), Production (unchecked), MRP (unchecked), and Units of Measure (unchecked). The foreground window is the 'Express Configuration Wizard' at step 1, 'Company Details'. It has a progress indicator and a 'Help' link. Below the title, it repeats the instruction: 'If your company does not use one or more of the following functions, you can hide them by selecting the respective option(s):'. It lists the same business functions as the General Settings window, all with unchecked checkboxes. At the bottom of the wizard are 'Back', 'Next', and 'Finish' buttons. The General Settings window has 'Update' and 'Cancel' buttons at the bottom.

Enhancements

- Option to remove unused functions from the user interface at company level, such as:
 - Budget
 - Payment Wizard
 - Dunning Wizard
 - Cost Accounting
 - Serial Numbers and Batches
 - Production
 - MRP
 - Units of Measures
- Company level settings changeable at any time
- Configuration via Express Configuration Wizard or General Settings

Benefits

- Switching off complete business functions makes implementation faster.

Configurable framework to hide UI items

Adaptable UIs for Simplification

The screenshot displays the SAP Administration interface. On the left, the 'Administration' menu is visible, with 'UI Configuration Template' highlighted in a red box. The main window shows the 'UI Configuration Template' configuration for 'Sales Operation'. Below this, the 'Sales Order - UI Edit Mode' dialog is open, showing various fields like 'Customer', 'Name', and 'Branch'. A red box highlights a context menu for the 'Local Currency' field, with options: 'Hide', 'Inactivate', and 'Restore Default'.

#	Item No.	Item Description	Quantity	No. of Packages
1				

Enhancements

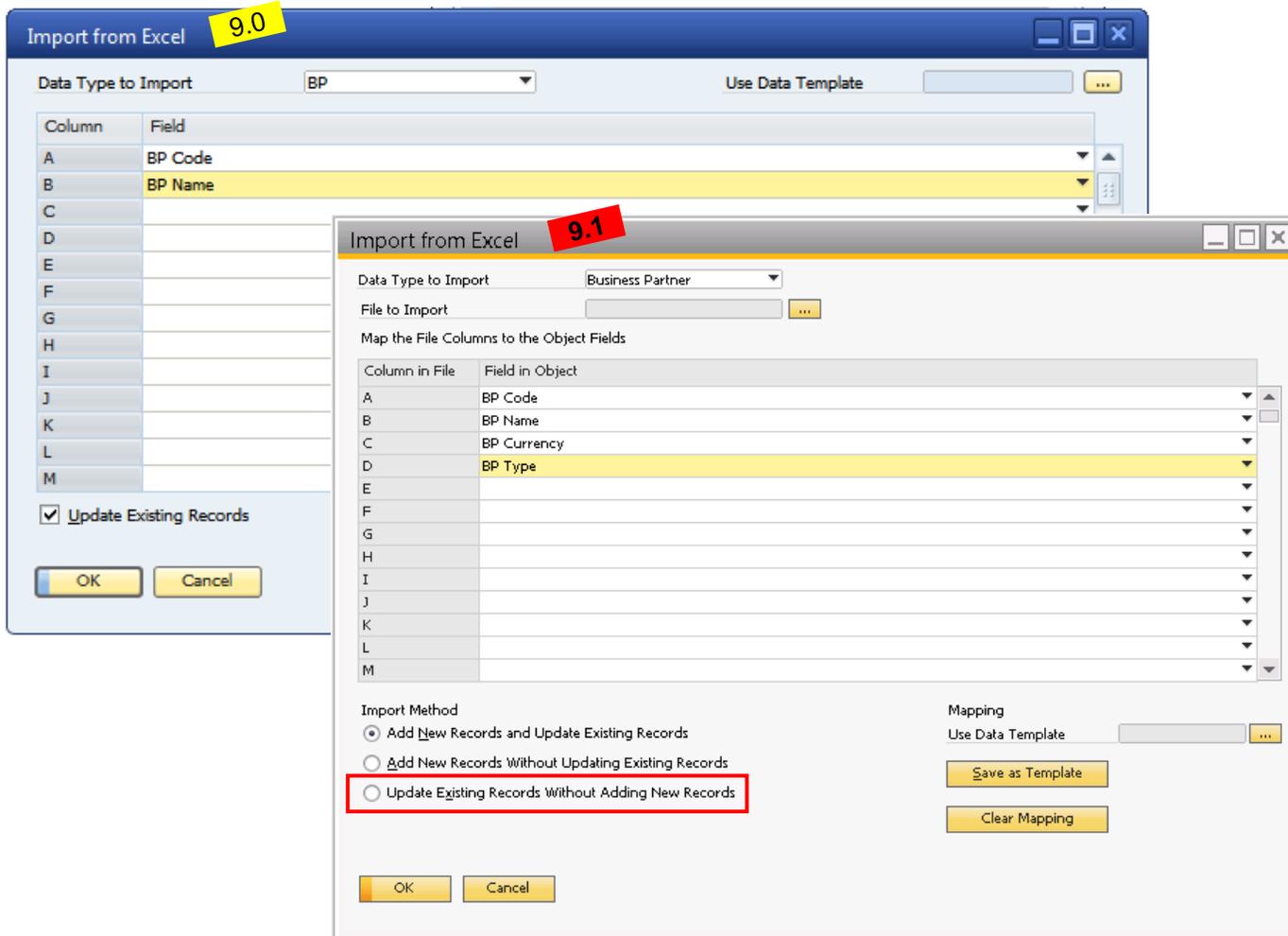
- Option to hide, inactivate and relocate fields
- Configurable UI templates which can be assigned at the company and user level
- Personalized adaptation by user possible

Benefits

- Simplified UIs improve user experience and productivity
- Further refinement of the authorization concept: A user can only view or edit information on their own authorization

Data Import via Excel

More option and fields supported



Enhancements

- Import changes without adding new records
- Additional fields for BPs and items including object properties and UDFs are supported

Benefits

- More data import and integration scenarios can be covered by the Excel import tool, including migration

Maximize Grid

Simply enlarge

The image shows a SAP Sales Order document with a grid of items. A context menu is open over the first row, with the 'Maximize/Restore Grid' option highlighted in red. A yellow arrow points from the grid to a larger, maximized view of the same grid. The maximized view shows the full width of the grid, including columns for Item No., Item Description, Quantity, Unit Price, Discount %, Tax Code, and Total (LC).

#	Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total (LC)
1	A00004	Rainbow Farbdrucker 5.0	3	82,50 EUR	0,0000	A2	247,50 EUR
2	A00005	Rainbow Farbdrucker 7.5	3	93,50 EUR	0,0000	A2	280,50 EUR
3	A00006	Rainbow 1200 Laserdrucker	3	115,50 EUR	0,0000	A2	346,50 EUR
4	B10000	Etikettendrucker	4	71,50 EUR	0,0000	A2	286,00 EUR
5	C00001	Motherboard BTX	3	60,50 EUR	0,0000	A2	181,50 EUR
6	C00002	Motherboard MicroATX	3	71,50 EUR	0,0000	A2	214,50 EUR
7	C00003	Quadcore Prozessor 3,4 GHz	3	187,00 EUR	0,0000	A2	561,00 EUR
8	C00004	PC Gehäuse mit Netzteil	1	49,50 EUR	0,0000	A2	49,50 EUR
9	C00005	WLAN-Karte	1	22,00 EUR	0,0000	A2	22,00 EUR
10							

Enhancements

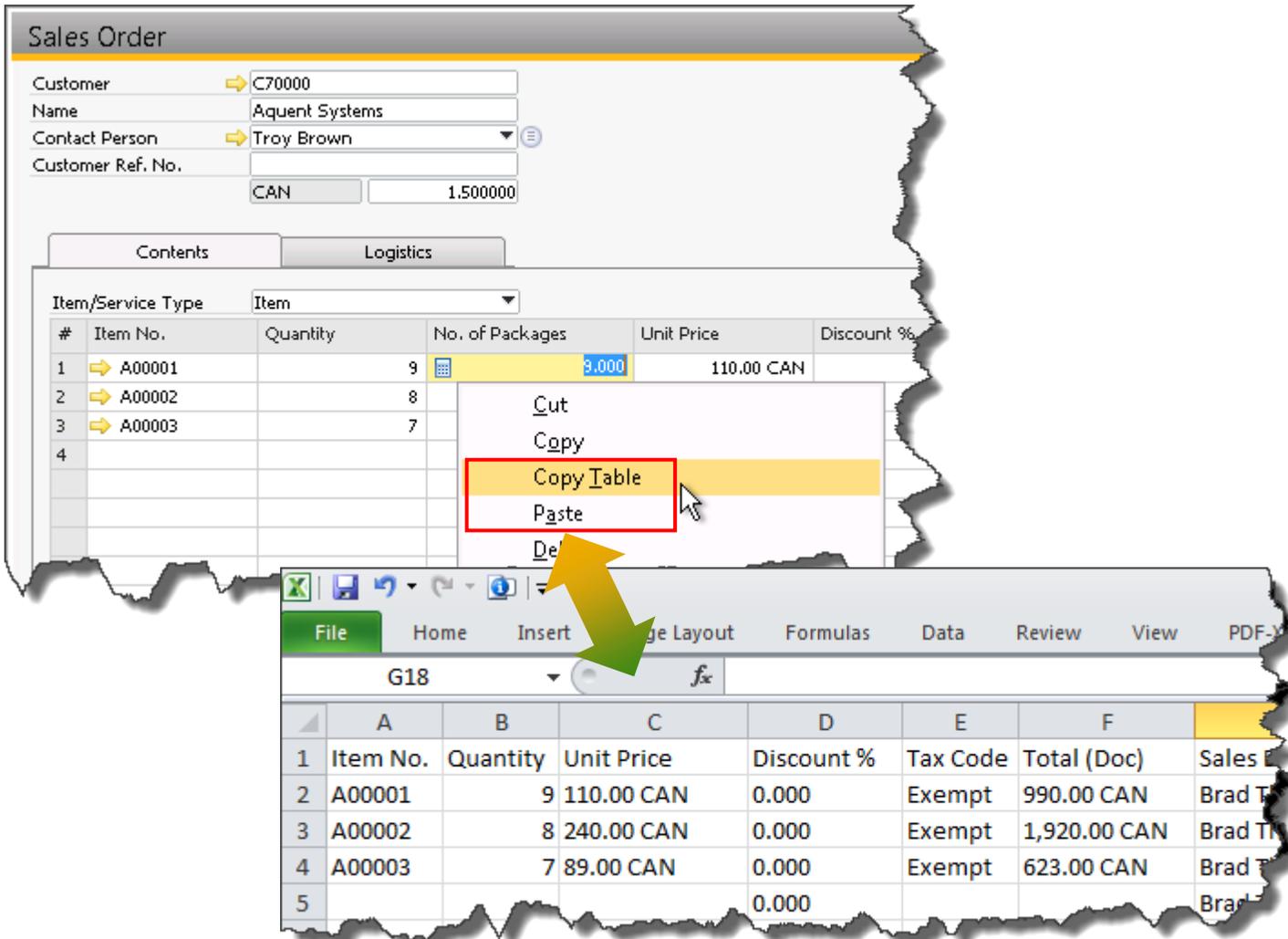
- Ability to maximize the grid to the whole form size or switch it back to the normal size by just one click

Benefits

- Improve user experience for documents with high number of items

Copy & Paste between SAP Business One Grids and Excel

For Editing Data in Excel



The screenshot shows the SAP Business One Sales Order interface. The 'Contents' tab is active, displaying a table with columns: #, Item No., Quantity, No. of Packages, Unit Price, and Discount %. The table contains the following data:

#	Item No.	Quantity	No. of Packages	Unit Price	Discount %
1	A00001	9	9.000	110.00 CAN	
2	A00002	8			
3	A00003	7			
4					

A context menu is open over the 'Unit Price' column of the first row, with the 'Copy Table' option highlighted. A yellow arrow points from this option to the Excel spreadsheet below, which shows the copied data in a table format:

	A	B	C	D	E	F	
1	Item No.	Quantity	Unit Price	Discount %	Tax Code	Total (Doc)	Sales
2	A00001	9	110.00 CAN	0.000	Exempt	990.00 CAN	Brad T
3	A00002	8	240.00 CAN	0.000	Exempt	1,920.00 CAN	Brad T
4	A00003	7	89.00 CAN	0.000	Exempt	623.00 CAN	Brad T
5				0.000			Brad

Enhancements

- Copy complete transaction item table to Excel
- Paste a selected table area from Excel to SAP Business One transaction item table

Benefits

- Enable end user to edit large table data in their familiar UI (Excel)

Simplified E-Mail and Printing

Scope Enhancements

Print Preferences

General | Per Document | Per Ref

Document: Purchase Request

Print Layout Designer and Crystal Reports Preferences

When Adding Document:

- Export to MS-Word
- Print Document
- E-Mail Document
- Export to PDF

Print Layout Designer Preferences Only

- Print Discount Data
- Print Mfr Catalog No. Instead of Item Number
- Print Amounts

E-Mail Subject

E-Mail Body

Update | Cancel

Business Partner Master Data

Code: Manual C20000 Customer

Name: Maxi-Teq

Foreign Name: Maxi-Teq

Group: Construction

Currency: US Dollar

Federal Tax ID: US25-987634

Account Balance: 29,446.80

Deliveries: 23.85

Orders: 6,797.25

Opportunities: 6

General | Contact Persons | Addresses | Payment Terms | Payment Run | Accounting | Properties | Remarks

Amanda Costner

Max Teq

Define New

Contact ID: Max Teq

First Name: Max Teq

Title: Mr.

Middle Name:

Position: CEO

Last Name:

Address: 4417 Stonebridge Rd, Northam

Telephone 1: 555-0137

Telephone 2:

Mobile Phone: 555-0188

Fax: 555-0138

E-Mail: max.teq@maxi-teq.sap.com

E-Mail Group: Accounting

Active

Set as Default

Inserted Predefined Texts

Inserted Predefined Texts

Enhancements

- Option to assign business partner contacts to an e-mail group.
E.g., you could create an e-mail group for “accounting” so that SAP Business One can send e-mails to a department instead of just one contact.
- Two new output methods available when adding a marketing document: Send e-mail and export to PDF
- Ability to maintain a default e-mail subject and body for each document (static text only)
- Ability to send selected documents from a list as e-mails to recipients

Benefits

- More options for sending documents to partners via e-mail

SAP® Business
One 9.1

Significant
simplifications

Extended
functions

Easier
extension

Quicker
implementation

Optimized
SAP HANA adoption

Completed
localizations

Enhanced lifecycle
management

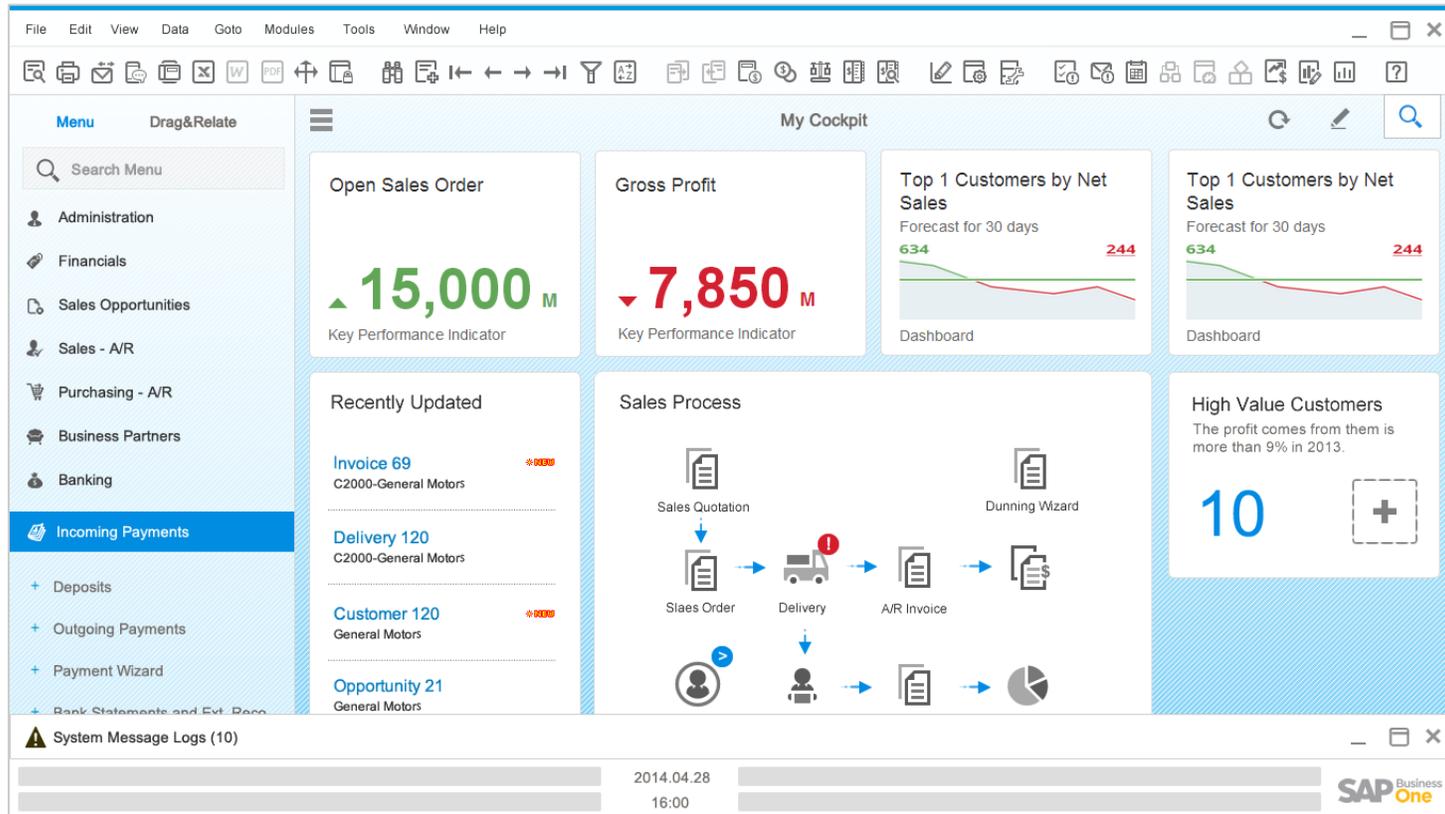
Better
cost structure

➤➤➤ Specific to SAP Business One 9.1, version for SAP
HANA

New Role-based cockpit for analytics and simplified system

Based on HTML5 technology

Version for
SAP HANA only



Enhancements

- New cockpit, based on HTML5
- Predefined cockpits for sales, purchase, finance and inventory
- Workbench Widget (see next slide)
- Widget: Count – Counts Sales Orders not delivered, open A/R Invoices, Purchase Orders not received, open A/P Invoices, open Inventory Transfer requests
- Widget: Recently Updated, which reflects new and updated master data, marketing documents, chart of accounts and many more types of information

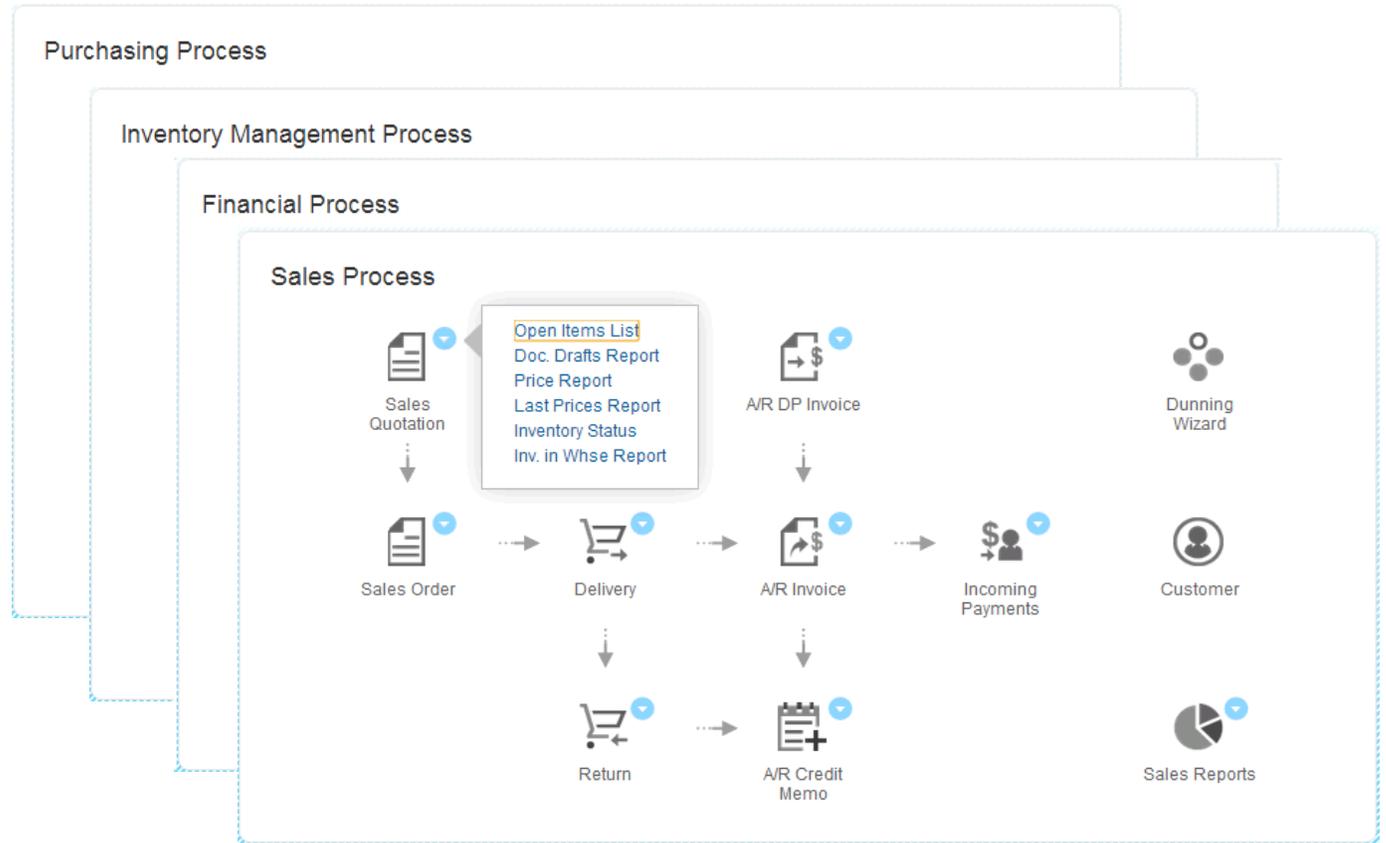
Benefits

- Simplifies access to information
- Increase user experience due to HTML5 technology

Workbench

New widget to cover most of the daily operation

Version for
SAP HANA only



Enhancements

- Process widget to create and manage documents for:
 - Sales
 - Purchasing
 - Inventory management
 - Financials

Benefits

- Guide user through key business processes
- Easy access to related functions

Pervasive analytics – Insight to action

Enhanced feature set for Pervasive Analytics Dashboards and KPIs

Version for
SAP HANA only

Edit Action (Dashboard)

Action Name: Open SAP B1 Window 1

Target SAP B1 Window: Business Partner Master Data

Data Binding

Dashboard Field: Customer Code → Target SAP B1 Window Item: BP Code

Add a New Binding

OK

20,000
15,000
10,000
5,000
0

4 5 6 7 8 9 10 11 12 1 2 3

Open BP Form
Open ES
Customer 360
Inventory 360
Financial 360

Action List triggered by right click the column

Enhancements

- Ability to relate business actions to pervasive dashboards and KPIs
- Available action types:
 - Open SAP B1 Window to open B1 forms e.g. Master Data
 - Trigger Enterprise Search to start an enterprise search
 - Link to SAP B1 Window, to show dashboard in sidebar
 - Open Advanced Dashboard will open an advanced dashboard (see next slide)

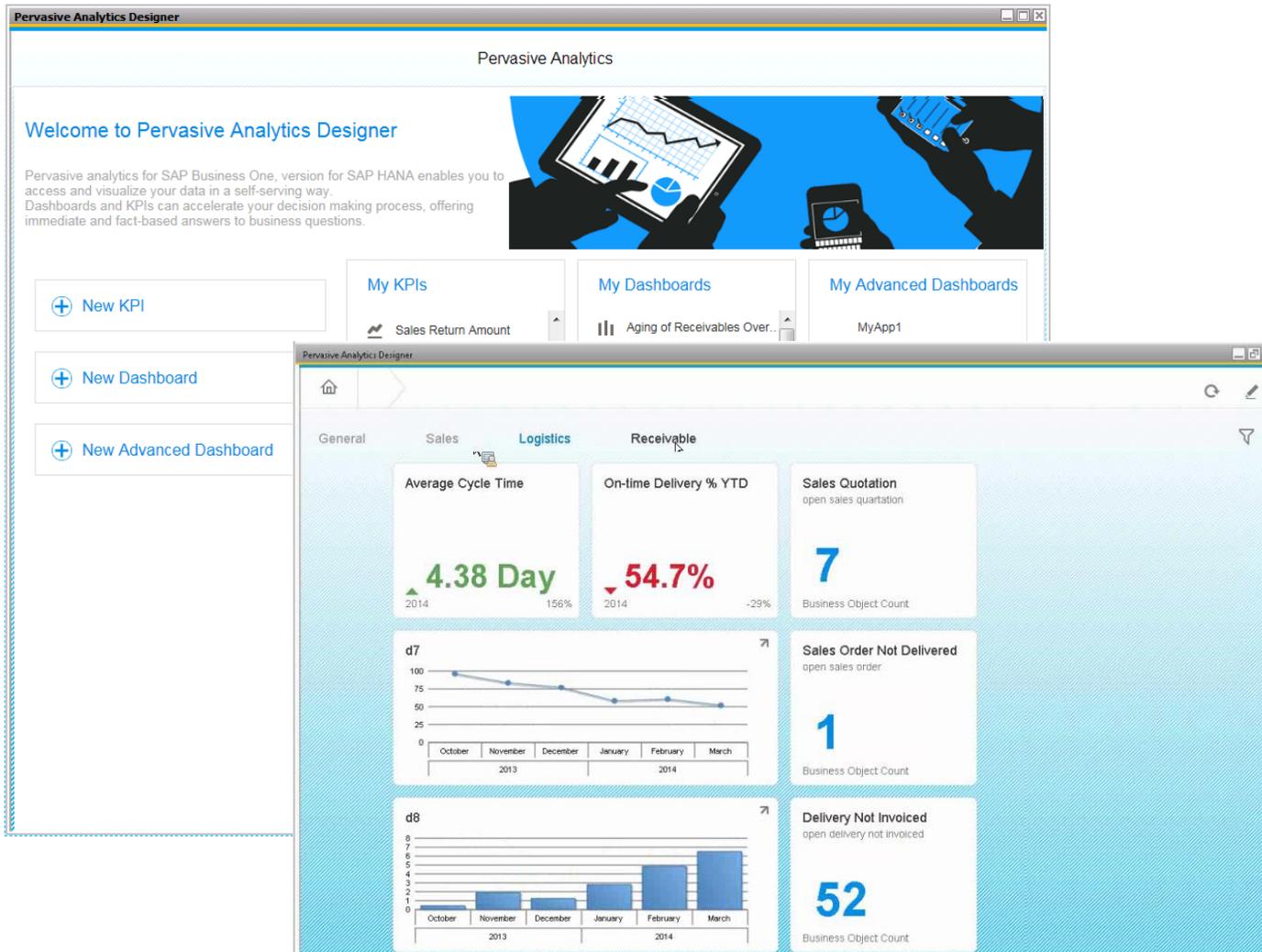
Benefits

- Drill down into business details
- Translate insights into actions

Pervasive analytics – Advanced Dashboards

Supplementary Dashboard to display related, critical data

Version for
SAP HANA only



Enhancements

- Ability to create supplementary dashboards to display further related data of pervasive dashboards or KPI widgets
- Add filters to break down the displayed results
- Display critical data grouped on a dedicated dashboard

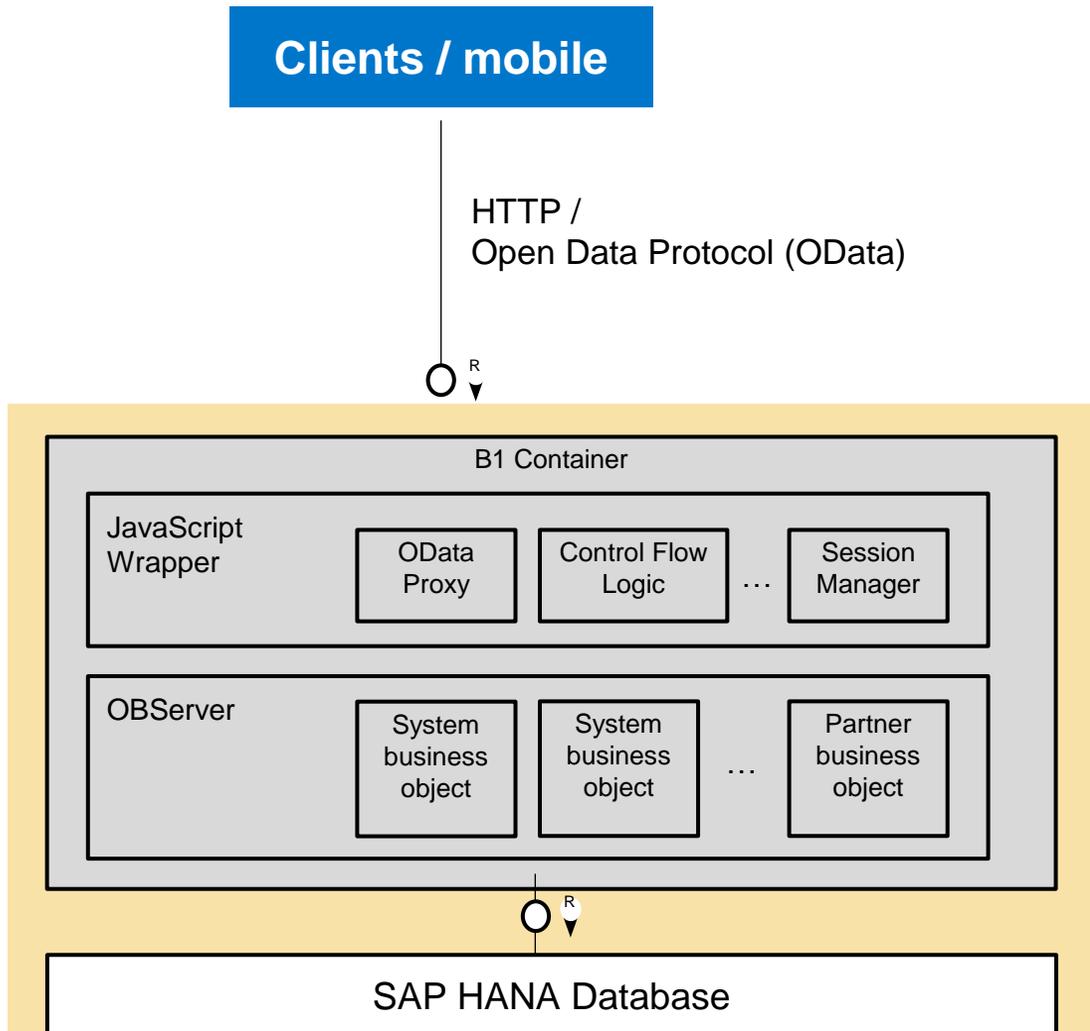
Benefits

- Quick access to extended business KPIs and business figures

Service layer that exposes business objects by Web service

Access system and partner business objects via easy-to-use OData protocol

Version for
SAP HANA only



Enhancements

- SAP Business One service layer provides server-side web access to system and partner business objects via easy-to-use OData protocol
- New state of the art technology to read and write data through HTML5 technology
- Parallel processing
- Well-defined APIs with similar objects and functional coverage compared to DI API
- High Availability support (auto restore session)

Benefits

- Increase data throughput due to parallel processing
- Simplified landscape and light-weight, web-based development
- Easy development of mobile applications
- Extend Extreme Applications capability to address complex business needs

NOTE: Additional cost may apply



Thank you

Contact for feedback: SAPBusinessOne@sap.com