

# The Digital Business with SAP Business One

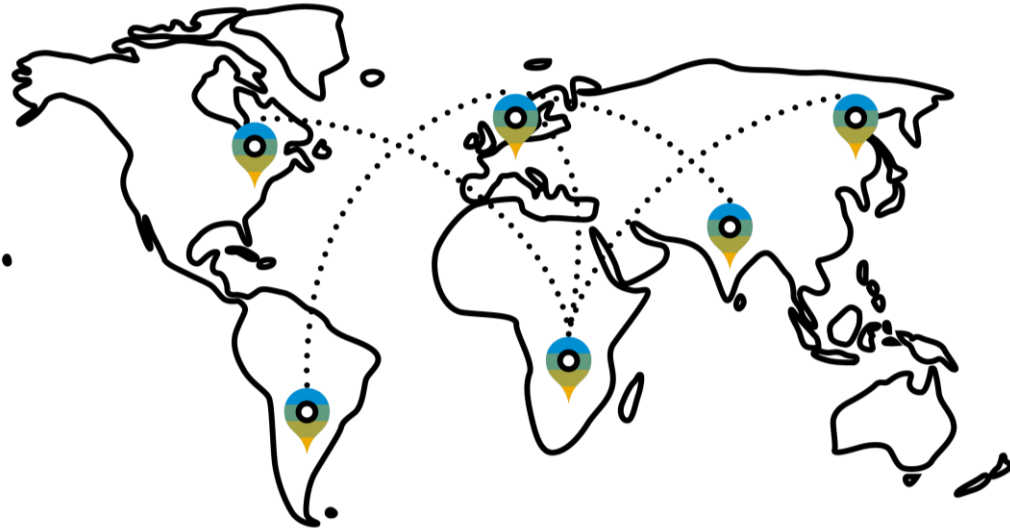
Global Roll-out, SAP  
December 2018

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...

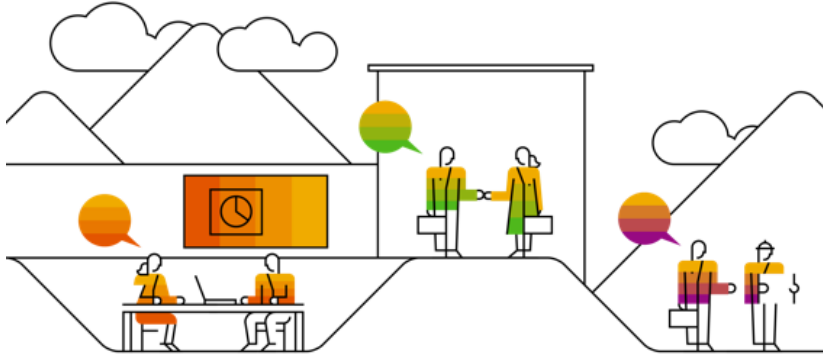


...as well as in small, regional companies, ...



...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

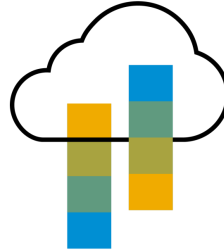
Digital business is built on **new computing infrastructure** – the enablers are...



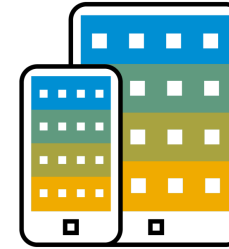
**Analytics**



**Big Data**



**Cloud Technologies**



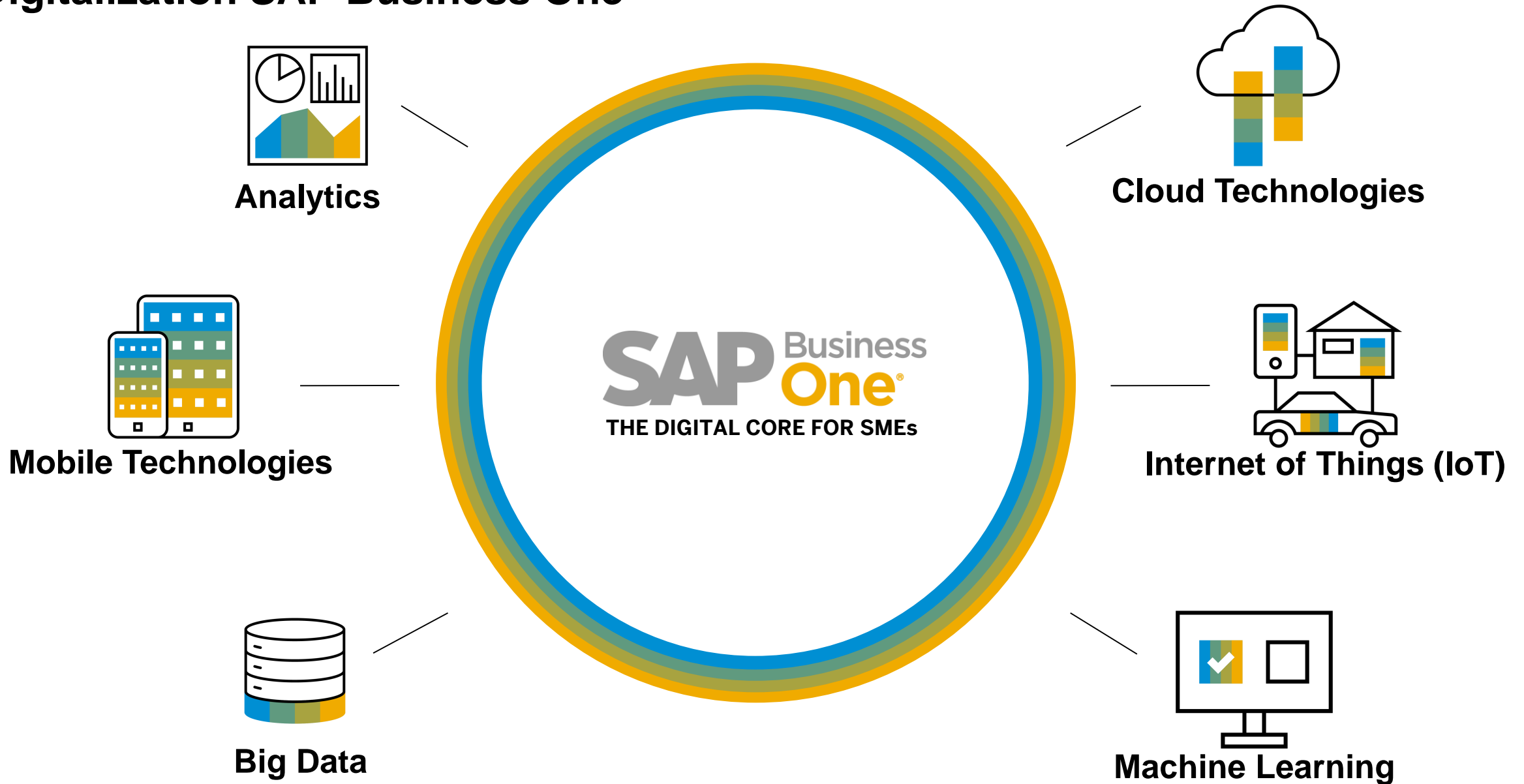
**Mobile Technologies**

...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

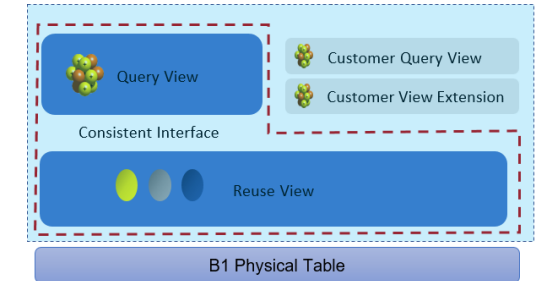
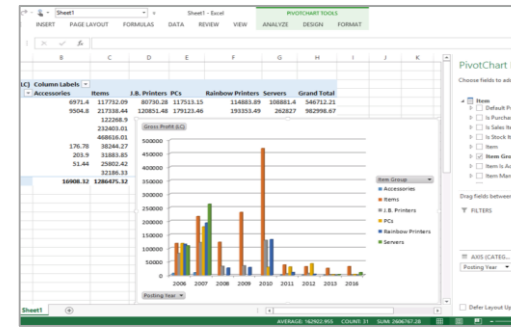
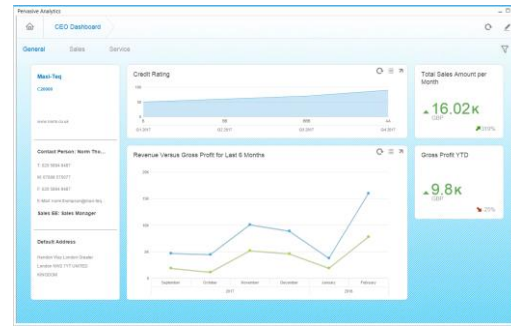
## **Data Visualization and Analysis**

- SAP 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

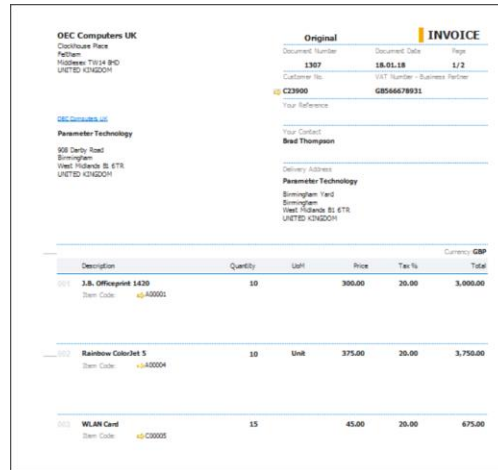
# Analytical Portfolio – Data Visualization and Analysis



## SAP Analytics Cloud (Subscription)

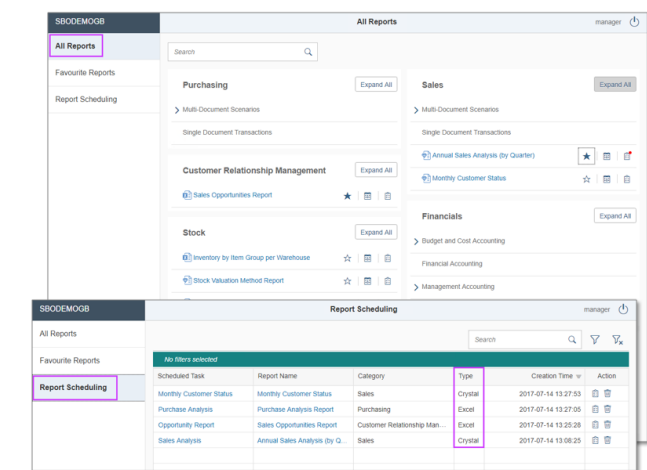
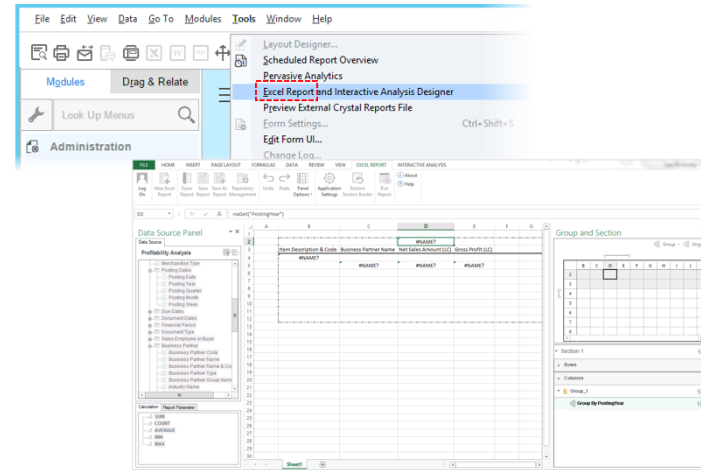
One integrated experience that allows you to discover, analyze, plan, predict, and collaborate – designed for the cloud

# 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 includes a sidebar with navigation options like All Reports, Favourite Reports, and Report Scheduling. The main area displays a list of reports with columns for Report Name, Category, Type, and Creation Time.

Report Name	Category	Type	Creation Time
Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:53
Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:27:58
Opportunity Report	Customer Relationship Man...	Excel	2017-07-14 13:25:28
Sales Analysis	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

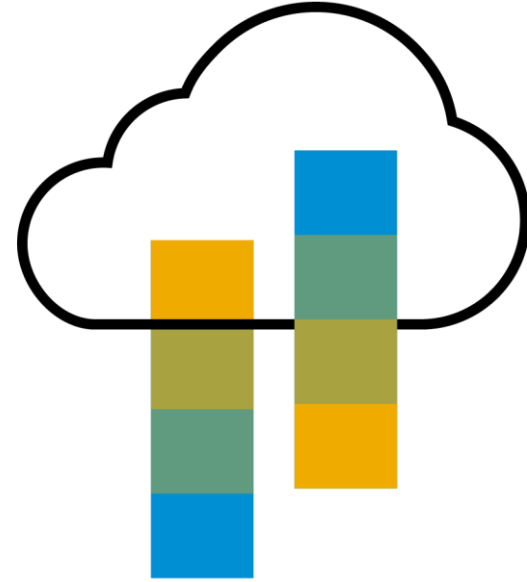
## Excel Report

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

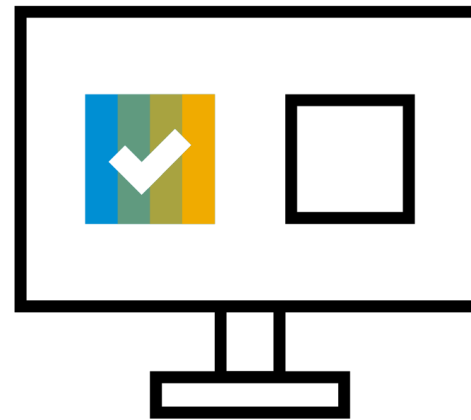
## Hosted by **SAP**

- 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

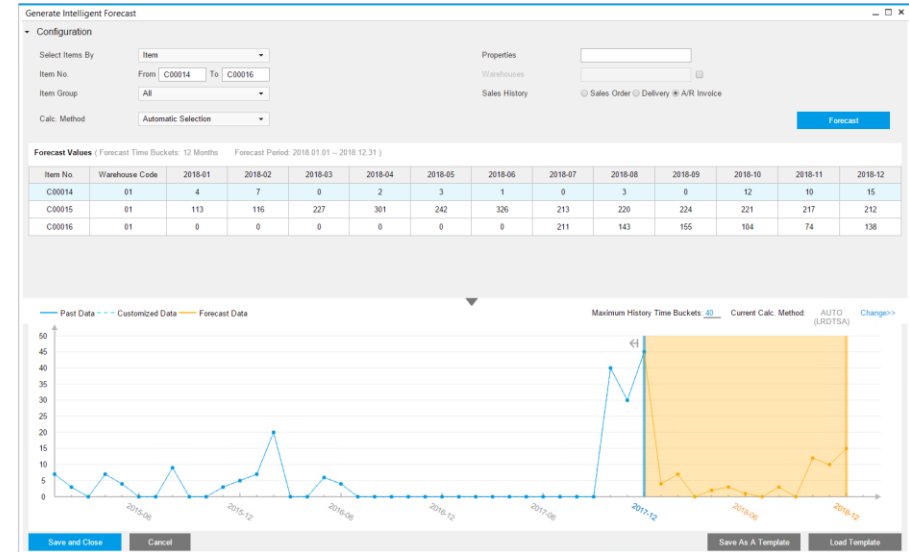
The screenshot shows the SAP Sales Order and Sales Recommendation interface. The Sales Order window on the left displays customer information (Customer: C20000, Name: Maxi-Teq, Contact Person: Norm Thompson, BP Currency: GBP) and a table of items. The Sales Recommendation window on the right shows recommendations for the customer, including items like A00001 (13. Officprint 1408) and A00003 (13. Officprint 1386) with their respective prices and 'Add' buttons.

Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total (LC)
1	A00002 1.B. Officprint 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

Item No.	Item Description	Price	Action
A00001	13. Officprint 1408	200.00GBP	Add
A00003	13. Officprint 1386	150.00GBP	Add
P10002	IC - IN 2-45, DOR 1024H, 400G HD	700.00GBP	Add
A00002	13. Officprint 1111	100.00GBP	Add
A00004	Rainbow Color Jet 5	250.00GBP	Add

## Sales Recommendation

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

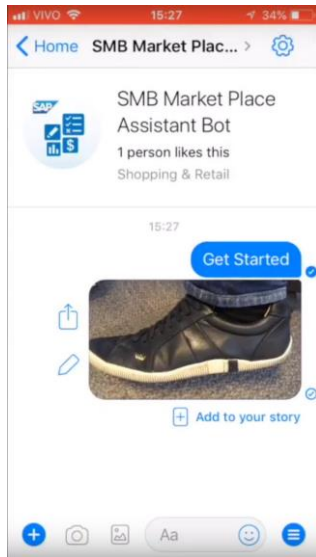


## Intelligent Forecast

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

# Machine Learning for SAP Business One, version for SAP HANA

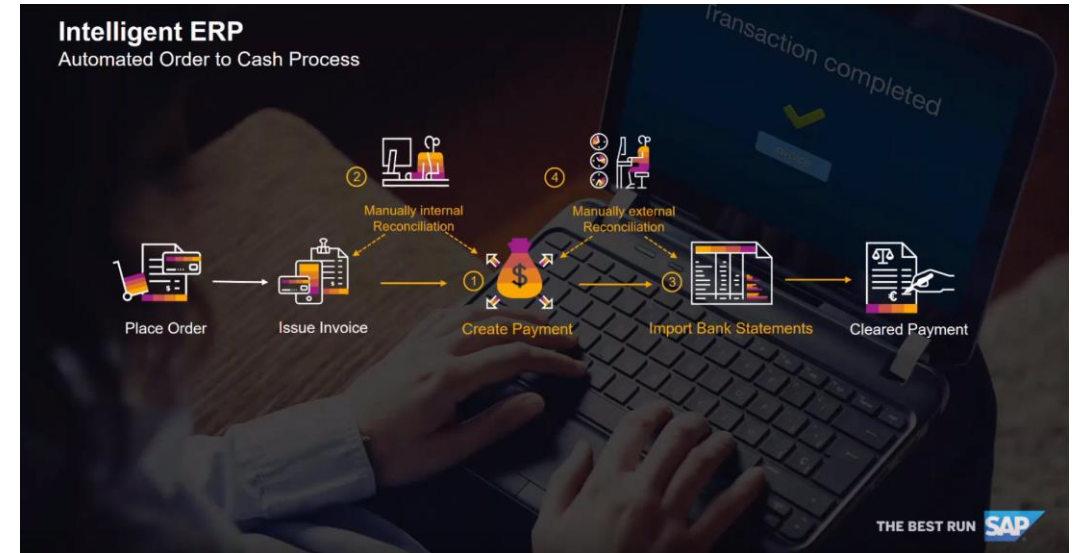
*\*Important Note: This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept.*



## SAP SMB Market Place\*

Loosely-coupled mobile solution concept for a new buying experience, working across products and customers' segments

[Link](#) to YouTube Playlist – [Link](#) to Blog



## Order to Cash Automation\*

This is a proof-of-concept leveraging machine learning/artificial intelligence technologies to automate business processes

[Link](#) to YouTube Clip

# 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?

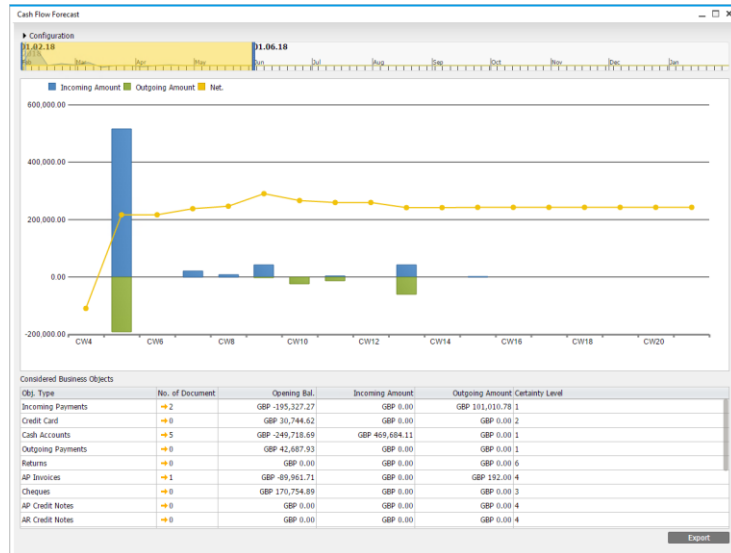
It's an opportunity to develop a foundation for decision management systems, incorporate new business signals into human and machine workflows, and drive growth and profit through innovation. One of the most popular aspects of Big Data today is the realm of predictive analytics.

## 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

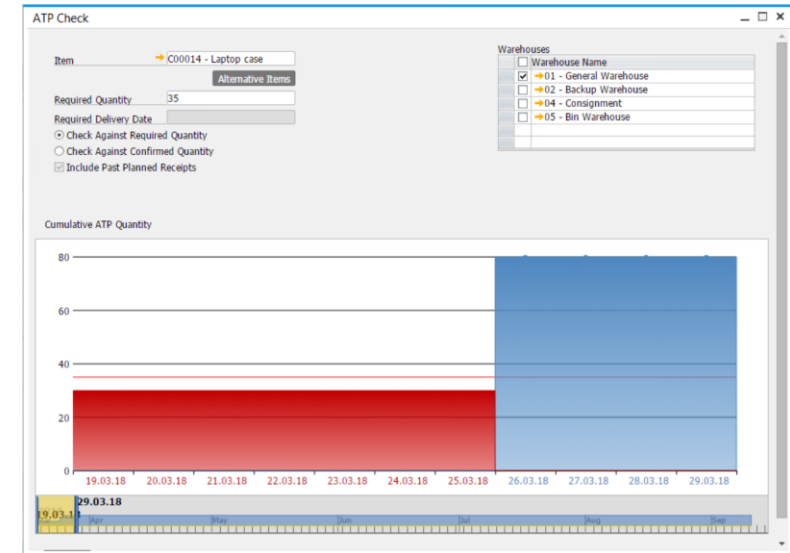
# Big Data in SAP Business One, version for SAP HANA

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



## Cash Flow Forecasting

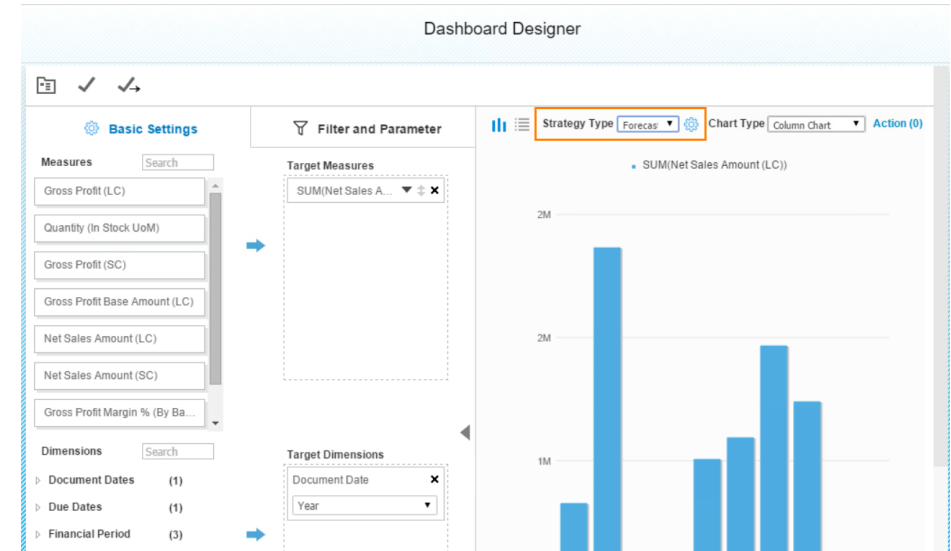
Graphical display of your cash flow, including open documents optionally, to exposure your data



## 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

[illegible]

# 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 or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept that you can use 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 –

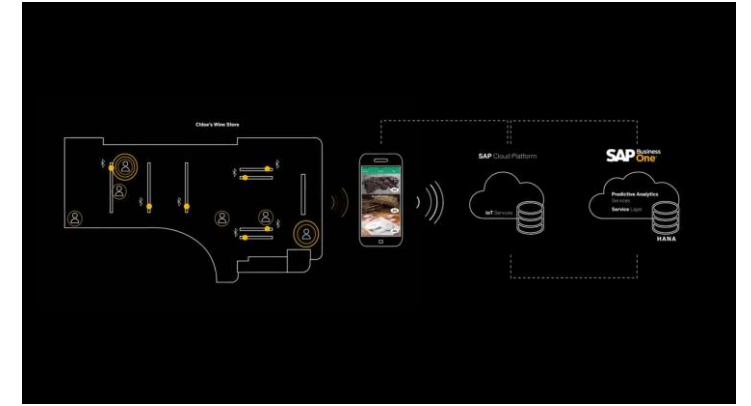
[Link](#) to blog



## Alexa Integration\*

Operate SAP Business One per voice via Alexa –

[Link](#) to blog



## Retail Beacons\*

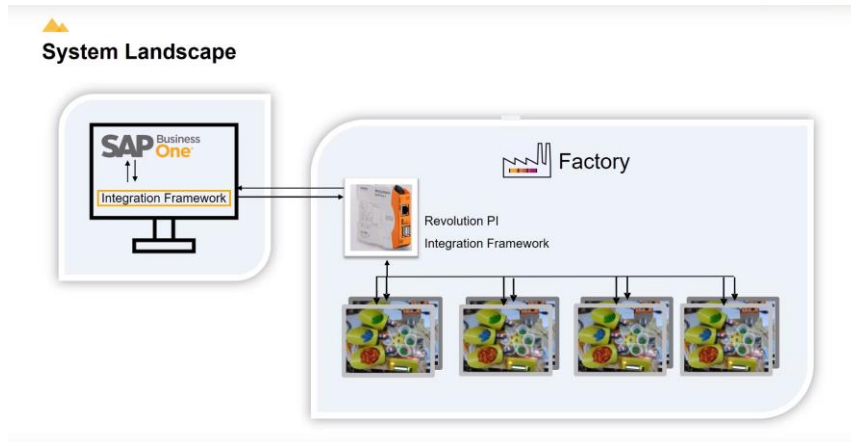
Integrating SAP Business One and Beacon devices in retail shops to get insights and predict buying behaviours

[Link](#) to blog

# IoT in SAP Business One

## Using the Integration Framework for SAP Business One

*\*Important Note: This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept.*



### Factory Automation\*

Example on how to have full control and monitor production orders by connecting the machines with SAP Business One using sensors.

[Link](#) to YouTube Playlist

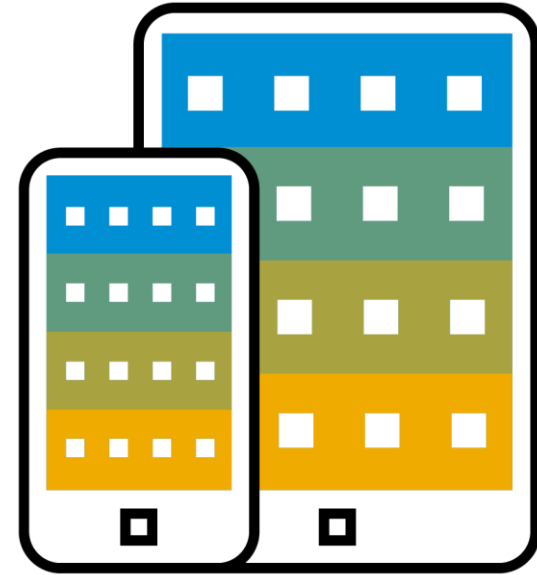


### Cold Storage\*

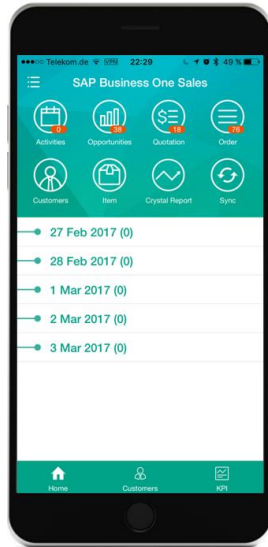
Example on how to connect operational areas or machines with SAP Business One via sensors to alert responsibilities in case of failures.

[Link](#) to YouTube Playlist

# Mobile Technologies

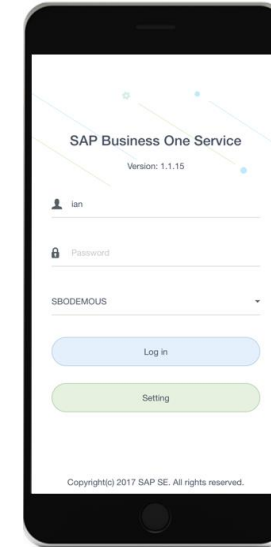


# Mobile Technologies for SAP Business One



## 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

**Transform your Business**

# Business Transformation

Competitive, latest innovation to digitize your business.

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



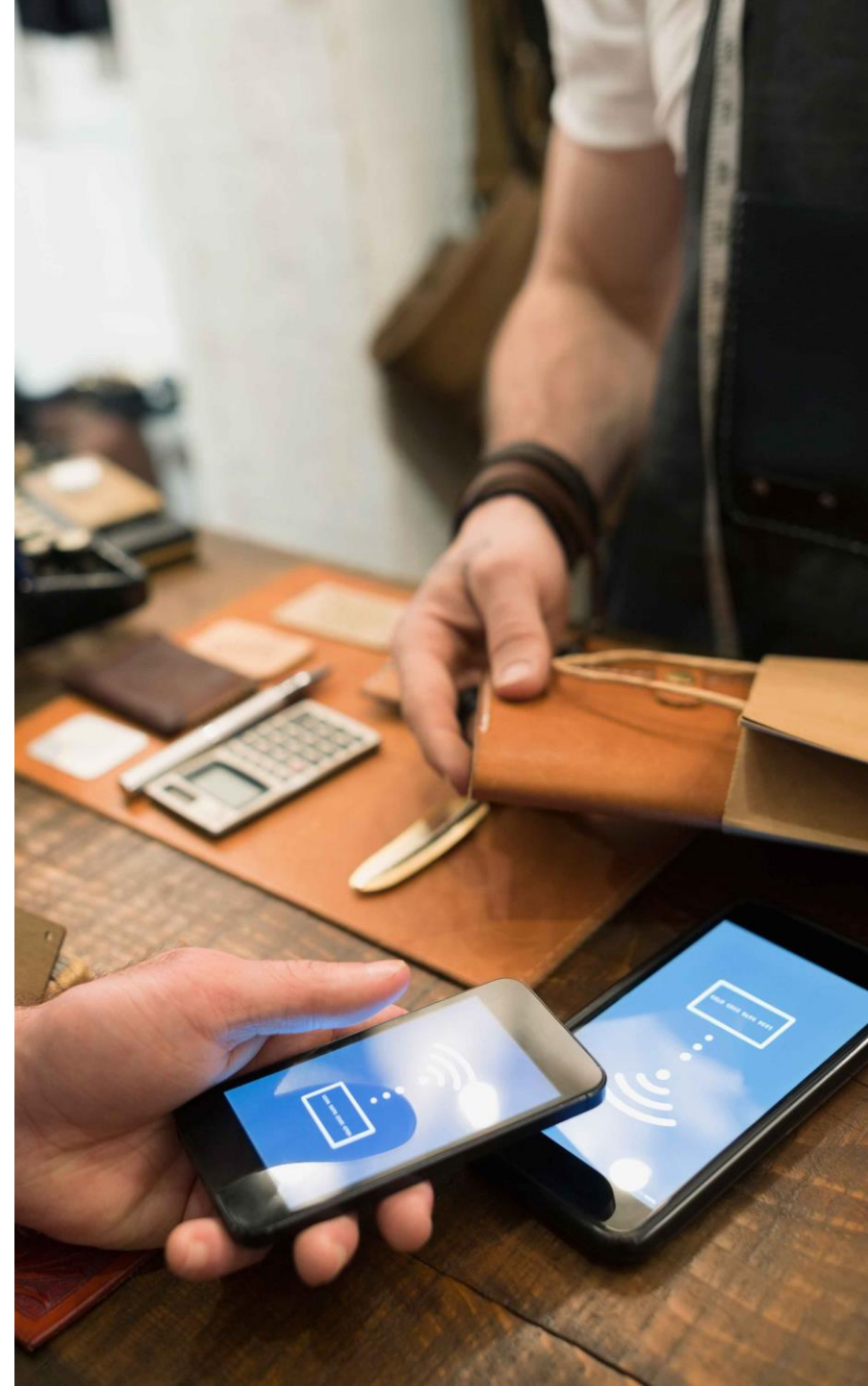
**SAP Business One, version for SAP HANA**

**Cloud**

**Service Layer API Technology**

**Integration Framework for SAP Business One**

SAP HANA the springboard to enable your business.



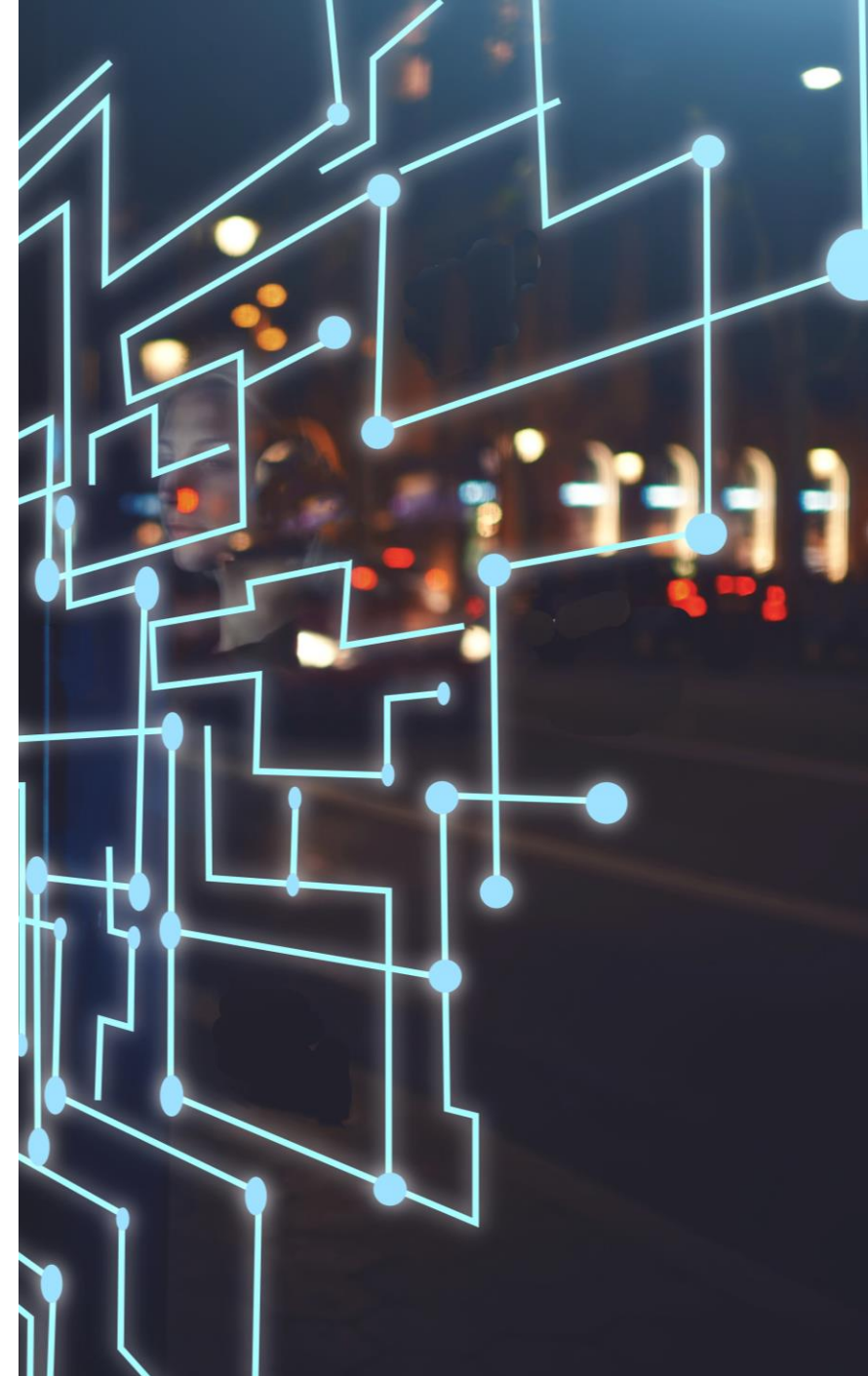
**More Information**

# 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.

Follow all of SAP



[www.sap.com/contactsap](http://www.sap.com/contactsap)

© 2018 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See [www.sap.com/corporate-en/legal/copyright/index.epx](http://www.sap.com/corporate-en/legal/copyright/index.epx) for additional trademark information and notices.