



SAP Solution Brief SAP Business One

SAP® BUSINESS ONE

Increased Profitability, Control, and Integration for Enterprise Subsidiaries

To improve collaboration and control of subsidiaries and other ecosystem partners, many large organizations are deploying the SAP® Business One solution, a comprehensive business management solution that has been designed for use in smaller organizations. It can be implemented quickly, requiring minimal training and IT support. SAP Business One also integrates easily with mySAP™ Business Suite solutions, helping the entire organization increase efficiency, control, and growth.

Large organizations find it easy to rely on enterprise-class business management solutions from SAP in their larger operating units. But within their smaller subsidiaries? A complete deployment of the mySAP™ Business Suite family of business solutions may be hard to justify, despite the obvious advantages that such solutions could enable areas such as real-time information exchange, consistent use of master data, and ease of integration with other operating units.

Now a larger organization can gain the benefits afforded by a single business management environment without having to commit to a large-scale SAP deployment in its subsidiaries. How? With the SAP® Business One solution.

A Comprehensive Subsidiary Management Solution

SAP Business One provides companies with a true and unified view of core business operations – from customer relationship management to sales, purchasing, and finance. Moreover, because SAP Business One is preconfigured for integration with mySAP Business Suite and the SAP NetWeaver® platform, it enables large organizations to unify the entire business ecosystem – including headquarters, operating divisions, subsidiaries, trading partners, customers, and suppliers. This improves efficiency, control, and regulatory compliance, even as it helps reduce costs and expand opportunities throughout the company.

SAP Business One is a proven solution that brings the experience and expertise of SAP to the subsidiaries of a large organization. It enables the subsidiary to standardize on a single solution instead

of having to rely on multiple process-specific solutions. It enables a large organization to expand operations into territories that might not have been accessible before. As it is cost-effective, preintegrated with other SAP solutions, and easy to manage without a local IT team, SAP Business One makes it easier for a company to operate subsidiaries.

Access to Precise, Up-to-the-Minute Information

SAP Business One provides subsidiary personnel with quick access to accurate, relevant, and complete business information.

- An **easy-to-use interface** allows users to get answers quickly and work more efficiently and proactively.
- A unique **Drag&Relate™ feature** lets you execute business queries intuitively. For example, from the order screen, a user can drill down to customer data, find the opportunities with one mouse click, and generate analysis reports for all the data on a screen.
- **Automated processes** eliminate the need to manually replicate data, reducing the risk of human error and increasing both data quality and the efficiency of staff members.

Decision Makers Instantly Notified, for Quick and Informed Action

SAP Business One automatically keeps users on top of issues that require decisive action. Integration with mySAP Business Suite and the SAP NetWeaver platform ensures that users throughout the organization who need to stay on top of critical events can easily do so:

- **Workflow-based alerts** monitor and take action on specific business events.
- **Exception management** automatically detects, logs, and reports on exceptions.

Flexible and Adaptable, to Meet Current and Future Business Needs

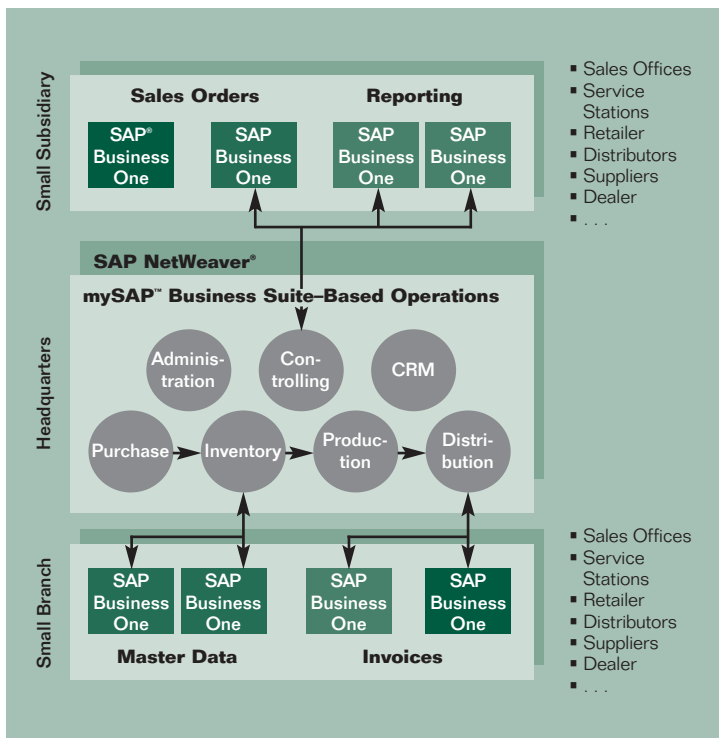
SAP Business One is adaptable, affordable, and easy to deploy, enabling companies to expand into new locations quickly and efficiently:

- **Rapid deployment** makes it easy for large organizations to acquire small local companies and integrate them into the fabric of the enterprise quickly and efficiently.
- **Adaptability** enables the organization to meet local needs and regulations easily, even nontechnical users can make adjustments.
- **Support** for 20 different languages makes it easy to deploy SAP Business One globally.

Preconfigured Integration Content

SAP Business One offers out-of-the-box, preconfigured integration content:

- SAP Business One integrates **seamlessly and rapidly** within a mySAP Business Suite environment.
- **Preconfigured content** for SAP Business One integration places business-critical information in contexts that are instantly understandable by all SAP solutions.
- Configuration support leads users through rapid implementation scenarios to ensure that the organization gets **maximum value** from preconfigured content.
- Design time tools enable developers to create specific integration content and templates.



SAP Business One: Seamless and Rapid Integration

SAP Business One in Action Around the World

As the world's leading provider of business software solutions, SAP is already well known for eliminating barriers and increasing collaboration across an organization's operating sites. Consider how several well-known global companies have put SAP Business One to use.

L'Oréal

Paris-based **L'Oréal** has used mySAP Business Suite solutions to run its business for many years, but its smaller subsidiaries had no consistency in their business software systems. Using SAP Business One, L'Oréal has deployed a standard, comprehensive business management solution in nearly 40 countries, all integrated with its mySAP Business Suite for a complete enterprise solution.

"SAP is providing the same outstanding support for SAP Business One that we've come to expect with mySAP Business Suite," says Phillippe Cayla, the SAP Business One project manager at L'Oréal. "SAP Business One is delivering us a substantial advantage. We definitely made the right decision by choosing it."

Kohler Company

U.S.-based **Kohler Company** has also deployed SAP Business One to support its Asian subsidiaries. As a worldwide leader in the manufacture of kitchen and bathroom products, engines and power generation systems, home interiors, and hospitality services, Kohler uses SAP solutions throughout its large American and European operating units. But when Kohler established two smaller manufacturing facilities in Asia, it could not justify the deployment of large-scale SAP solutions.

Instead, Kohler chose to deploy SAP Business One in its two new plants. SAP Business One provides a flexible business system that the company could easily adapt to meet its evolving business needs, and it is preconfigured to integrate easily with Kohler's other SAP solutions. It also puts Kohler in a solid position to migrate its new Asian operations to full-scale mySAP Business Suite solutions as needed in the future.

"We needed a solution that would deliver the appropriate level of service, be flexible enough to change with the business, and do so at a reasonable cost," says Dennis Morrell, IT program manager for Kohler. "We were impressed by the rich functionality of SAP Business One, and having an SAP solution immediately relieved any integration concerns."

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Hengstler

Hengstler, the Aldingen, Germany-based producer of industrial counter and control components, sensors, and customer-specific printer solutions, found itself in a position similar to Kohler's. The company enjoys a worldwide presence, with production sites throughout Europe and sales offices in Japan, but it needed to

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improve the flow of information between its German headquarters and its Asian-based subsidiary. Time differences and difficult communication methods were affecting distribution processes. The company already used SAP solutions throughout Europe, but it could not justify a full deployment of mySAP Business Suite in its 20-person office in Tokyo.

Instead, Hengstler chose to deploy SAP Business One, deploying a complete, integrated solution in the Tokyo office in less than two weeks. Japanese employees can now respond to customer queries about delivery times or product availability quickly and easily and deal with orders far more effectively. In addition, the country-specific version of SAP Business One enables Hengstler employees to comply with local regulations affecting accounting and other economic transactions. For on-site users, all interfaces

appear in Japanese. "The Japanese employees are really enthusiastic about SAP Business One," says Monika Nguyen Nam, Hengstler's IT director. "The software is self-explanatory – you can't go wrong."

What Makes SAP Business One Right for You?

SAP Business One provides a powerful and unified business management platform for smaller organizations, supporting everything from general ledger and banking activities to service, sales, and inventory operations. At the same time, it provides that organization's parent company with the ability to integrate the subsidiary with the SAP solutions and processes that are already in place throughout the larger enterprise.

SAP Business One:

- Delivers quick access to highly accurate, business-critical information
- Empowers business users
- Provides end-to-end visibility
- Transforms information into a strategic asset
- Offers an easy-to-use interface
- Scales to meet evolving needs

With more than 12 million users and nearly 80,000 installations, SAP understands how to help an organization meet its business objectives – both today and for years to come. For more information on how the power and simplicity of SAP Business One can help you, visit our Web site at www.sap.com/solutions/sme/businessone.

Powered by SAP NetWeaver

SAP solutions are powered by the SAP NetWeaver platform – the open integration and application platform that provides the best way to integrate all systems running SAP or non-SAP software. SAP NetWeaver unifies integration technologies into a single platform and is preintegrated with business applications, enabling change and reducing the need for custom integration.