

The Digital Business with SAP Business One

Global Roll-out, SAP December 2018

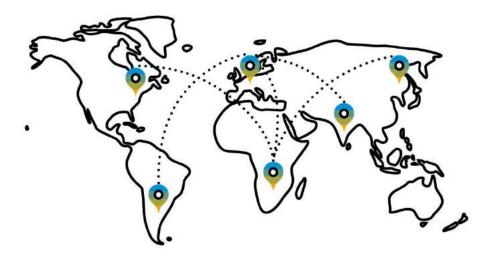
PUBLIC



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...

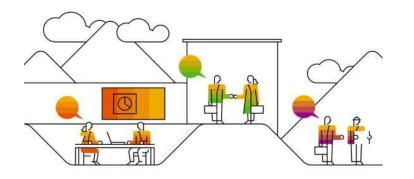


...as well as in small, regional companies, ...



...and in all our daily lives.

Digital Business – Transformation



Your existing business models are changing and...

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



Digital Business – Enablers

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

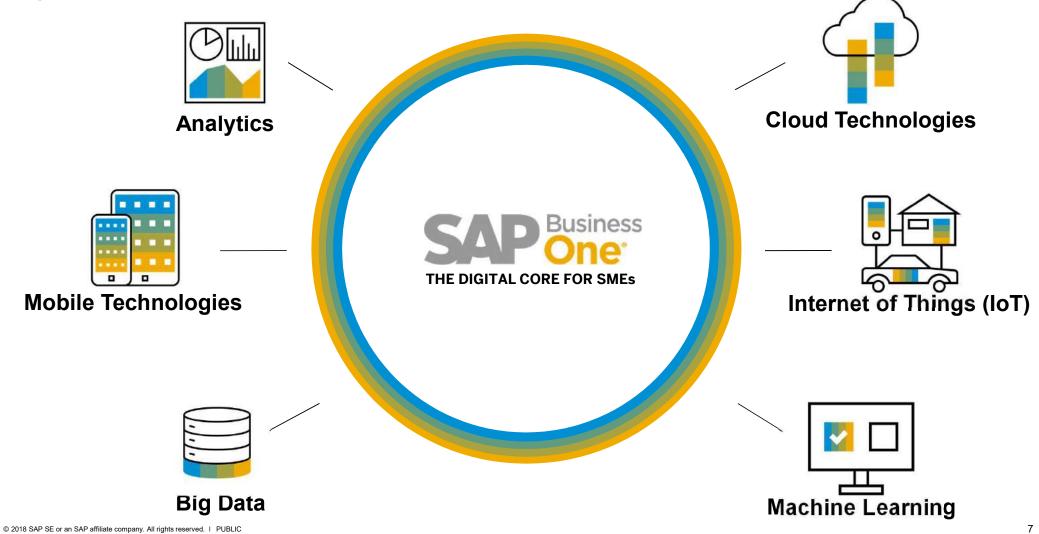


...accelerated by the **Internet of Things (IoT)**, advances in **Machine Learning** and innovations like **Blockchain**.

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

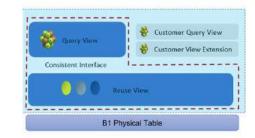
- SAP Crystal Reports
- Excel Report
- Analytical Portal

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

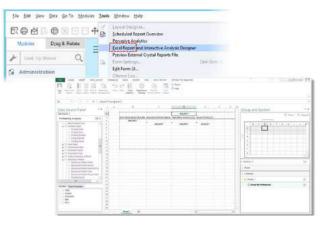


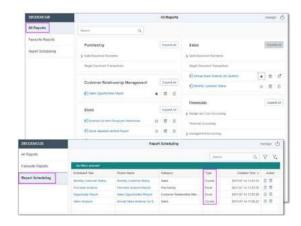
SAP Analytics Cloud (Subscription)

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

Analytical Portfolio – Business Intelligence Reporting

DEC Computers UK		Origi		1	NVOICE
Dickhure Rece feller		Interned for		Depend Dife	lap.
Hiddawie THIS BHD UNTER KENDERH		1367		18.01.18	4/3
LORI TO TO TO TO TO TO		Same In		NUT Notice - Bar	my farber
		C239608		G8548878833	
		No. Selecte			
Carl Long land, Left					
Parameter Inchesings		Red Durch			
All Carlo Real		Bed Durp			
Evenoplant Vari Hidaviti E 172		and the later			
UNITAD KENADON		Parameter 7			
		formation 1			
		Next Yours Units	a 81 67%		
		Sincepter Vect Noted Ultras icho	a Iti 675 DOM		
Secular	Setts	Schoolert Vect Yoderd	A EL STE DOM Rose	7819	
3.8. Officepret 1420	Quellij M	Sincepter Vect Noted Ultras icho	8 81 675 2004 2014 2014 2014	7at % 20.09	
		Sincepter Vect Noted Ultras icho	A EL STE DOM Rose		1.000
3.8. Officegreet 1.628		Sincepter Vect Noted Ultras icho	2011 2011 2011 2012		1,000.
In Strangent LAN See Take	18	Versioner Versioner Versioner	a la STA Rose Secon	20.08	
La Officerati LEB Les Tale Sectors descript 5 Les Tale Sectors descript 5	10	Versioner Versioner Versioner	2011 2011 2011 2012	20.08	1,000.





SAP Crystal Reports

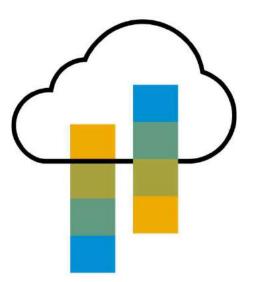
Standard business intelligence reporting where you can create richly formatted, interactive business reports in SAP Business One

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

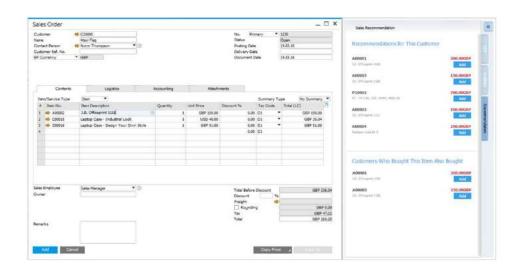
Machine Learning – Potential

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



Sales Recommendation

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

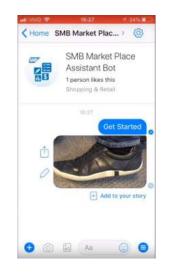


Intelligent Forecast

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.





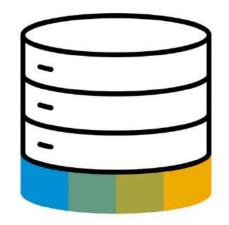
SAP SMB Market Place*

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:

					- 2
Configuration		PL 46.18			
	E Outpoing Annual E Net.				
000,000.00					
1 - C - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2					
480,000.00	-				
		-			
360.000.00					
and the second sec					
2/		1000	-		
0.00					
0.06			-		
100			-		2
***	-		-		
		-	-	*	Tating 1 Tating 1
1	CH6 CH	a " C679 "	ewa ,	Centa Count	, SMAR , SM20 ,
	CH0 - C1	а. сыла -		Carte Carte	" CW18 " CV20 "
-400.00000, -CM4					
-400.00000, -CM4	CHO CA	E Citro		Cass Core Core	
-201.090.00, CVV4	No. of Decrement #2	Opening the GBF -015,327,27	Jaconing Areaant GEP (1.41)	Gulgaring Armonit Certainly Sale Sec. (18. 76.)	
400.000.00 - CW4 * Cossiened Revents Rojects 200 Tayle Deat Cent	No. of Discress #2 #1	Opwreg fai 687-515,327-27 687-515,744,62	Jaconseg Arcuart GEP U.83 GEP 0.83	Outgoining Annuant Centainfor Galler Lincolain, 70 () Galler Lincol ()	
480.090,00 - CW4 ** Createred Revees Roets Obj. Type Decomp Payments Order Cut Cod Accords	90, of Docement 92 91 93	Openeg Bal GBP -115,327-27 GBP -215,327-27 GBP -245,723 KB	Describing divessed CEP (L.6) CEP (L.6) CEP (L.6) CEP 460(J0411)	Outputing Advances Containing Calify 160,000,70(3) Calify 160,000,70(3) Calify 160,000 Calify 160,00(3)	
-90.090.00 - CM4 * Constant howers thick Op Type Accords Powerts Cold Accords Cold Accords Cold Accords	Re. of Decreant #2 #0 #5 #0	Opening Bal GBP-115,327-27 GBP-317,743-0 BBP-265,718-61 GBP-42,887.90	Decoding Research CBP 0.49 CBP 0.49 CBP 440(404.11 CBP 0.49	Oxfgang Anwart Debarty DP 161,018,703 GP 160 3 GP 160 3 GP 160 3 GP 160 3	
-a00.000.00	No. 1d Deservent =2 =0 =5 =0 =0 =0	Opening the GBP -115,5127-27 GBP -107,543-40 GBP -294,753 GBP -2,487.90 GBP -0.40	Second Second GP 0.00 GP 0.00 GP 400,044.11 GP 400,044.13 GP 0.00	Oxforeg Annual Contacty SaP (10,003,703) GaP 62,003 GaP 62,003 GaP 62001 GaP 62001	
-903.000 - Cm4 - Cores Revel Bowens Blocks Dec Type Decores Domestic Decores Domestic Cores Card Cores Card Cores Documents Resem Decores Documents	86. d Sourcest 	Opening Bal GBF -155,527,27 GBF -355,527,27 GBF -254,5755 en GBF -2,687,53 GBF -0,655,71	Teconing & ward GP 0.00 GBP 460,094.11 GBP 0.00 (GP 0.00 GBP 0.00	Oxfgreng Annuet Cetanty Get 100,001/01 Get 100,001/01 Get 100/01 Get 100/01 Get 100/01 Get 100/01	
-903.000.00 - CW4 - Coralined Boolean	No. of Decreation 42 40 45 40 40 40 40 40	Opening Bal GBP -115,327,327 GBP -21,744,420 GBP -24,573,944 GBP -24,957,934 GBP -24,957,934 GBP -24,957,934 GBP -24,754,754,881	Decreming dereased (2000,000) (2000,000,000,000) (2000,000) (2000,000) (2000,000) (2000,000) (2000,000) (2000,000)	Oxforms Annual Collarly BP 100,001/201 08F 0.001 08F 0.001 08F 0.001 08F 0.001 08F 000 0 08F 000 0	
-a00.000.00	86. d Sourcest 	Opening Bal GBF -155,527,27 GBF -355,527,27 GBF -254,5755 en GBF -2,687,53 GBF -0,655,71	Teconing & ward GP 0.00 GBP 460,094.11 GBP 0.00 (GP 0.00 GBP 0.00	Oxfgreng Annuet Certainty Get 100,001,701 Get 100,001,703 Get 100,01 Get 100,01 Get 100,01 Get 100,00 4	

iten	+ COOD14 - Laptop car			Warehouses	
Required Quantity Required Delivery Da Check Against Rec Check Against Cor Enclude Part Plane	ured Quantity firmed Quantity	4) Jime			nehause nt
umulative ATP Quanti 81	,				
60				-	
41					
20					
29	20.03.38 21.03.18	22.43.18 23.03.18	24.03.18 25.03.18	26.01.18 27.03.18	29.03.18 29.03.18

Cash Flow Forecasting

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

Advanced Available-to-Promise

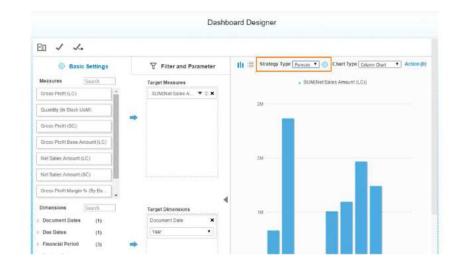
Get transparency about your inventory dynamically, in real-time to minimize costs

Big Data in SAP Business One, version for SAP HANA

ir ch Ranit.							
		Faired 32	UD of ADT services				
	And the second sec	ne (17) m "para" (Adol M Source)					
al Nali Dire () - Darres Force () - Conce ()	 Salas AR, Involut - ATAL Doi: Noview 1998 Dari Markey 1998 Dari May 2018 (MAR) Cam we fill Fills Dainery Sum 6, Fillshop Lane of Second 	diff Galax C23999 Becamp Clube 2318-62-03 Becamp Clube 2318-62-03 Becamp	of Name Presidents Foreign Board Dec Competition Dec	lawi Code	Nation (COCHINE) Incla: 363, tradute Inter Education: Part Versigner	Protect Table 2018-02-03 Youh Ba- Ubarreg Type, Peak DF	
Bit Second and Second Sec	 Subscript Devolve - E113 Dec NextSet: LMS Dear Date: 2016-DCOI Debolve Ry, No. Table - Dec R. ADDRCR Debolve Tores 	BF Come (2399) Instanted Alter, 2419-02/04 Re(92) Solice: Specificitud	At Acces Appendix Remarks Rand et Contail Press Date	ulter On Hall	Hans, O'Cesel) Intel (CASA REPORT Intel Interview, Ball Monuter,	Porting Units 2018-02044 Track Hills Theorem Types Tealer Def	
Bit datable formanis (corr) Si datable formanis (corr) Si datable formanis (corr) Si datable formanis (corr) Si Provension Technology (corr)	5. Select AN Involve - \$335 Doi: Younger - 1251 Harman Selection Defense for No.	In the first second sec	M Autor Falando Foliarta dual (M Catlat Peret Da	Lives citche	Rosen Universit And Indexes (Indexes) Addr. Lagranger, Deb Thompson	topog tene (zitrazgan) tene kal literang tene Japas (H	
Control and the second and the	 Sales AP Involut - 1128 Unit Nethers 3354 Heat Fast: 2009253000 Telefore Date: 34 000000 Sales of local 	Product 22000 Product 22000 Product 2200 A2 04 Product David	Di Hanna Kanada Assarita Tirakata Kanad Pendi Dar	1000 8100	Sales Officers Note: 56.45599 Note: Fright Sol (Not Thorques	Proving Name 2015-02-04 Theory Proving Name 2019	
BOLOGENIUM BOLOGENIUM BOLOGENIUM BOLOGENIUM BOLOGENIUM BOLOGENIUM BOLOGENIUM SOMO POLOGENIUM SOMO POLOGENIUM	E. Status All Devoter A333 Dec Nambel (1921) Dev Danie 2038/04-04 Casts was Birl, Sci. Danie 4 Gast 2008 (KMAR) Danie 4 Gast 2008 (KMAR)	Enternal Window Chem Involventions 2018-02-04 Project Serve	Phone Provide Lourse Read II Content Proves Date	Laws Certin	itione Wheed Note Bello (2004) Note Deprese: Buil Derigter	nang tan 1006 (200 Nang tan Nang tan Nan Nang tan Nang ta	
 Sam Chee (191) Salar Share (191) 	 Autres AN Lowcker - Line Der Treiter Line Der Treiter Zurstehten Undersen Bei, Nas AM Jahren beiter UtherLandber Uthersen der Line Anstein Der Treiter Litzt Der Treiter Der Litzt Der Litzt De	Professional Professional Control (Control) Professional Control (Control) Professional Control (Control) Professional Control (Control) Professional Control (Control) Professional Professional Control (Control) Professional Professional Control (Control) Professional Profesional Pro	M Note: Monator Events in Society In Society Press, Dar Britanic Monator Events Manual Or Society Press, De	Technicky		ern. Anne her detailié Nation	-041, 160

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*

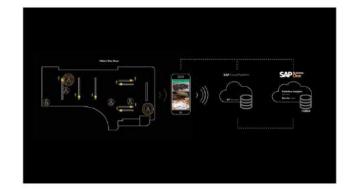
Address and analyze some of the unstructured data you receive from everyday tweets –

Link to blog



Alexa Integration*

Operate SAP Business One per voice via Alexa – Link to blog



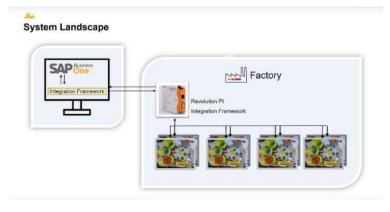
Retail Beacons*

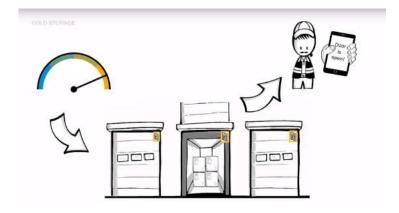
Integrating SAP Business One and Beacon devices in retail shops to get insights and predict buying behaviours

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.

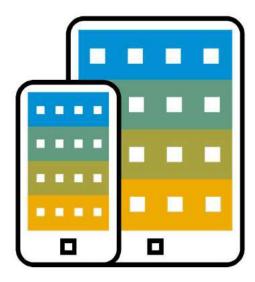
Link to YouTube Playlist

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.



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

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.

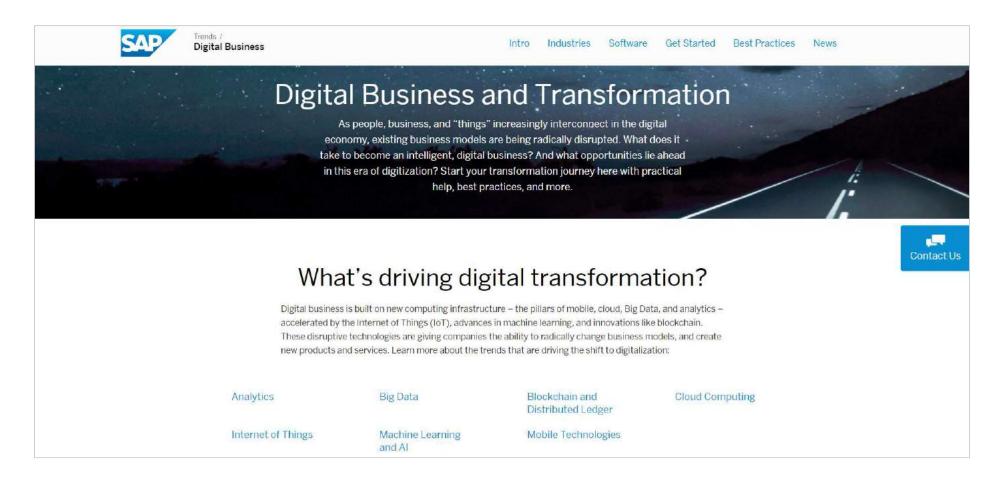
Create scenarios and connect devices by using the Integration Framework for SAP Business One and Service Layer Technology



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

Get more information about the digital business and transformation:

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



Thank you.

Contact information:

F name L name Title Address Phone number

Partner logo

Follow all of SAP



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 for additional trademark information and notices.

