

FACT SHEET

SAP® Business One AND THE SAP SOLUTION PORTFOLIO FOR SMALL BUSINESSES AND MIDSIZE COMPANIES



The SAP® Business One application is designed specifically to meet the unique needs of small businesses. As part of the SAP portfolio of solutions for small businesses and midsize companies, SAP Business One provides small businesses (under 100 employees) with a comprehensive, integrated business management solution to better unify, manage and control operations.

SAP Business One

Solution Design and Capabilities

SAP Business One delivers the ability to have a single, accurate source for all critical business data and provides instantaneous access to critical business information through intuitive, easy-to-use reporting and drill-down capabilities. Customers are using the on-premise solution to connect critical operations for inventory, production and manufacturing – and for more accurate data across their comprehensive operations.

Additional capabilities of SAP Business One include:

- **Enhanced CRM and e-commerce capabilities** – Integrated sales capabilities and an e-commerce background provides increased opportunities for revenue and a complete view of customer accounts
- **Integration with Microsoft Office** - A new degree of communication and responsiveness through seamless integration with Microsoft Office, including synchronized calendars and tasks and improved internal reporting with XL Reporter
- **Management controls and alerts** – Operational and managerial tools including online alerts, sales discount management, exception management and workflow approvals to address urgent issues

Customers leverage SAP Business One for increased insight resulting from an integrated business solution that combines all business operations. The singular solution helps small businesses evolve IT “beyond accounting,” providing owners with more insight into business trends and critical processes. Customers also benefit from the solution’s outstanding financial reporting functionality, including innovative Drag and Relate technology, query tools, XL reporter and partner-developed OLAP tools.

Partner Sales Model & Development Platform

SAP Business One is offered through a qualified network of reseller and solution partners who are selected based on their expertise in managing mission-critical business processes and ability to help customers develop successful, long-term IT strategies. SAP Business One channel partners provide customers with committed support and expertise, fully backed by the resources of SAP.

SAP partners can use SAP Business One as a platform for their own solutions. The SAP® Business One Software Development Kit allows software solution partners to create a wide range of new functionality to add to the solution, thus providing more vertical and geographical capabilities. More than 450 solutions based on SAP Business One have been developed by partners who continue to build extensions, and offer solutions and services tailored to the specific vertical needs of customers.

SAP Business One is a highly successful solution for small and midsize enterprises (SMEs) around the globe:

- More than 17,700 companies run SAP Business One, available in over 40 countries and 25 languages.
- SAP Business One is sold by a global channel network comprised of nearly 1,400 partners around the world.

SAP Solutions for SMEs – A Global Footprint

Existing SAP Solution Portfolio for Small Businesses and Midsize Companies

SAP Business One is an integral part of the SAP solution portfolio for small businesses and midsize companies:

- **SAP® Business All-in-One** – For midsize companies with deep industry-specific needs, multiple divisions and a mature IT infrastructure
 - Deployed on-premise, typically in four to 16 weeks through pre-configured business scenarios and implementation accelerators, or hosted by a partner
 - Provides deep industry functionality built on the SAP® ERP application and SAP® Best Practices packages
 - Delivered through 700 qualified microvertical solutions from more than 1,150 partners
 - More than 11,300 customers in 50 countries

- **SAP® Business ByDesign™** – The newest addition to the SAP solution portfolio, SAP Business ByDesign addresses growing midsize companies that typically have not invested in integrated business solutions. The complete solution supports a wide range of business operations including compliance management, CRM, financials, HCM, SRM and SCM
 - Hosted by SAP for quick adoption and lower operating costs
 - Based on innovative business process platform for quick, cost-effective adaptability
 - “Try-before-you-buy” personalized trial allows for fast configuration and user adoption
 - Solution available in the United States, Germany, France, United Kingdom, Italy, Netherlands, China and Singapore, with wider country rollout planned for 2008 and 2009.

At a Glance – SAP Solution Portfolio for Small Businesses and Midsize Companies

	SAP Business One	SAP Business ByDesign	SAP Business All-in-One
Summary of Customers' Solution Requirements	A single system to manage a customer's entire business	Complete, on-demand business solution that is affordable, predictable and easy to adopt	A comprehensive, extensible and customizable business solution with support for industry-specific requirements
Customer Challenges with Current Solutions	Have outgrown their accounting-only systems	Decided to replace their point solutions, manual processes and spreadsheets	Have outgrown their point solutions or legacy systems
Nature of Operations	Relatively straightforward business processes Lower transaction volumes	Moderately complex business processes Moderate transaction volumes	Deep, micro-vertical and industry-specific processes Demanding, high-volume product, manufacturing and service operations
Typical Organizational Structure	Up to five locations and independent subsidiaries	Multiple locations, divisions and independent subsidiaries	Multiple locations, divisions and all types of subsidiaries
IT Preferences	Limited IT capability with on-premise system preference	Limited IT capability with on-demand solutions preference	IT capability with on-premise solution preference
Typical Number of Employees	Under 100 employees	100-500 employees	100-2,500 employees

