



SAP Solution Brief

SAP Solutions for Small Businesses and Midsize Companies

SAP Business One Starter Pack

Get growing with the SAP Business One Starter Package

THE BEST RUN



Start quickly and maintain momentum as you grow

To turn your start-up into a scale-up, you need to move beyond the manual spreadsheets, accounting package and standalone software that will inevitably constrain your growth. With the **SAP Business One starter package**, you'll experience the simplicity and efficiency of streamlined processes from day one, and gain visibility and control over every aspect of your growing business.

Designed to work with the way you do business

The SAP Business One starter package, gives you a single, easy-to-use solution to manage your whole business and deliver the real-time insights needed to inform your decision-making and direction. It will equip you to respond to market needs faster, improve margins and focus your efforts on what's really important.

Aimed at start-up businesses, the starter package gives you the key functions of the small business application, SAP Business One. The software is offered at a reduced price, bringing comprehensive business management capabilities

for one to five users within affordable reach. Available through more than 800 SAP partners worldwide, the starter package can run on premise or in the cloud. The solution is designed for fast implementation and rapid time to value – an SAP partner can typically get you up and running in a matter of days. You won't face the disruption of having to change software as your business grows – simply upgrade to SAP Business One professional licences at any time to support your evolving needs.

Did you know...?

Think your business is too small to run enterprise software? Think again. Over 80% of SAP customers are small and midsize businesses, who use our software to run faster, smarter and simpler.

Ready to use, ready to deliver your potential

The SAP Business One starter package addresses your day-to-day business requirements with essential finance, banking, sales, purchasing, customer relationship management, employee records and timesheets, and inventory capabilities. By integrating all your critical business functions, it eliminates duplication and redundancy, and provides a single, trustworthy source of all your business information.



The functional scope is ideal for any small company with big ambitions that is outgrowing standard accounting software, and appreciates the value and competitive advantages of a fully-integrated business management solution.

Integrated mobility gives you on-the-go access to underlying information and processes via your mobile device, at no additional cost. And to support your international expansion, the Starter Package is localized for specific requirements in 44 countries, available in 28 languages, and is already used by customers across 150+ countries and counting.

Address your fundamental business requirements

Accounting and Finance

The SAP Business One starter package helps you manage your general ledger, journals and accounts payable and receivable in real-time. Set up budgets and cost accounting with ease. Carry out all your banking activities, including processing payments by check, cash, credit card, bank transfer and bill of exchange, plus account reconciliation. Update account postings at the moment relevant business events occur.

Monitor your financial performance at a glance with pre-configured reports and dashboards, and simplify financial reporting for profit and loss, cash flow, balance sheet, and ageing.

Sales and Customer Relationships

The starter package provides you with all the sales automation and CRM tools you need to look after existing customers and acquire new ones. Create quotations, enter orders, and track sales opportunities and activities from first contact to

close of sale, and get a complete view of every customer. Monitor sales performance at a glance through intuitive pre-built reports and dashboards. With out-of-the-box integration with Microsoft® Outlook™, the software makes it easy to manage and maintain accurate, up-to-date contact details for customers and business partners, and create calendar items, without duplicating effort.

Purchasing and Supplier Relationships

To maintain a reputation for being easy to do business with, your company needs a systematic approach to managing the procurement process – from raising purchase orders to paying suppliers. The starter package helps you manage the complete order-to-pay cycle and automate processes using the Procurement Wizard. Create purchase orders and goods receipts, link purchasing documents and view document trails for audit purposes, and manage returns and expenses. Clear, compelling reports and dashboards put purchasing insights at your fingertips.



Gain performance-enhancing visibility into your business

Inventory and Distribution

The starter package enables you to centralise the management of your inventory and operations, including delivery and billing. Perform inventory valuation using various methods such as standard costing, moving average, and FIFO. Easily monitor stock levels, track transfers across multiple warehouses, and run real-time inventory updates and availability checks. Manage pricing by automatically applying volume, cash, and account discounts to transactions with vendors and customers.

Keep track of people and time

The starter package lets you easily add and manage employee master data, including personal details, addresses, department, employment period and status, information about absences, reviews and previous employment, salary and bank details. Master data records can be assigned to various documents within logistics and financials. The time sheet function allows you to record employee activity.

Report and explore with ease

The starter package provides powerful, integrated analytic and reporting tools to deliver critical business information at the moments that matter. It provides easy, immediate access to compelling pre-built dashboards and enables you to generate up-to-the-minute, interactive reports based on financial, sales, customer, inventory, and operational data.

Powered by SAP HANA, our revolutionary in-memory database, the SAP Business One starter package includes intuitive tools for exploring and investigating information in real-time. Use the Google-style enterprise search functionality to instantly locate specific documents and information among all your SAP Business One data, then filter, summarise and dive into the detail to answer pressing business questions.

Easy to get started, easy to grow

By engaging an authorised SAP partner to handle your implementation, you can typically expect to go live within 3-10 days. Your SAP partner will implement, configure and host the starter package for you, and import data from your legacy applications, eliminating the possibility of surprises or budgetary overruns. If you prefer to handle your own implementation, we offer a fully-documented rapid deployment approach.

To help your team get up and running confidently with your new software, the starter package includes end-user documentation, help files and demos. These materials have been designed to minimize initial training time, and maximize enthusiastic adoption.

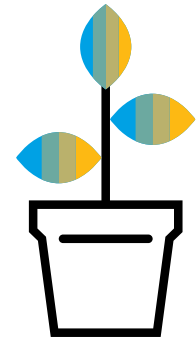
System reliability and performance is assured

Our remote support platform for the SAP Business One starter package helps reduce total

cost of ownership and distraction from running your business with automated support for your software. It continuously monitors the application, alerting you to any potential issues and taking immediate corrective action. You also benefit from ongoing services to keep your software running smoothly, including automated database backups, pre-upgrade evaluations, and system installation health-checks.

Upgrading painlessly to SAP Business One

As your business starts to grow in size, you can upgrade to the full SAP Business One professional licence at any time. There's no need to disrupt operations or migrate your data – simply enter your new license keys to unlock additional features and users in SAP Business One. Should you need additional support or consulting services, your SAP channel partner can help you navigate your options.



Start as you mean to go on

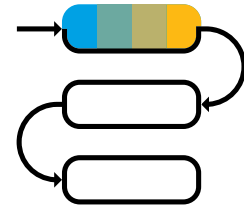
Small businesses have a massive advantage over their larger, better-resourced competitors: agility. So in the digital economy, their prospects and professionalism should no longer be constrained by error-prone spreadsheets, time-consuming manual processes, and systems that can't talk to one another.

The SAP Business One starter package offers a scalable, flexible solution that meets all your core business needs today while laying the foundations for tomorrow's growth. It brings lightweight, enterprise-grade functionality within affordable reach, with minimal investment and risk, and open-ended potential.

It gives you all the tools you need to capture and analyze business information and automate key processes. Armed with reliable insight, you can increase your customer base, react quickly to change, control costs, grow your income predictably and succeed in a competitive environment.

The starter package is comprehensive, time-saving, intuitive, adaptable and easy to maintain, allowing you to focus on your business instead of your IT. The software is backed by the assurance of high quality support and a clear development roadmap from SAP, a leader in business management software with an extensive channel partner network.

Experience the power and simplicity of streamlined business processes from day one.



Summary

The SAP Business One starter package, is an integrated business management solution for small companies. Running either on premise or in the cloud, the starter package helps you manage your entire business. You'll gain instant visibility and control while building a stable software foundation to support your evolving business needs.

Objectives

- Meet growing business needs with an integrated yet affordable business management software solution
- Access the right information at the right time to make informed decisions
- Minimize duplicate data entries, errors, and delays
- Build and maintain closer customer relationships
- Optimize cash flow for business needs

Solution

- Integrated functionality to support finance, sales, purchasing, customer relationship management, and inventory management
- Flexible on premise and cloud-deployment options
- Real-time access with the SAP HANA database platform
- Strong ecosystem of SAP channel partners

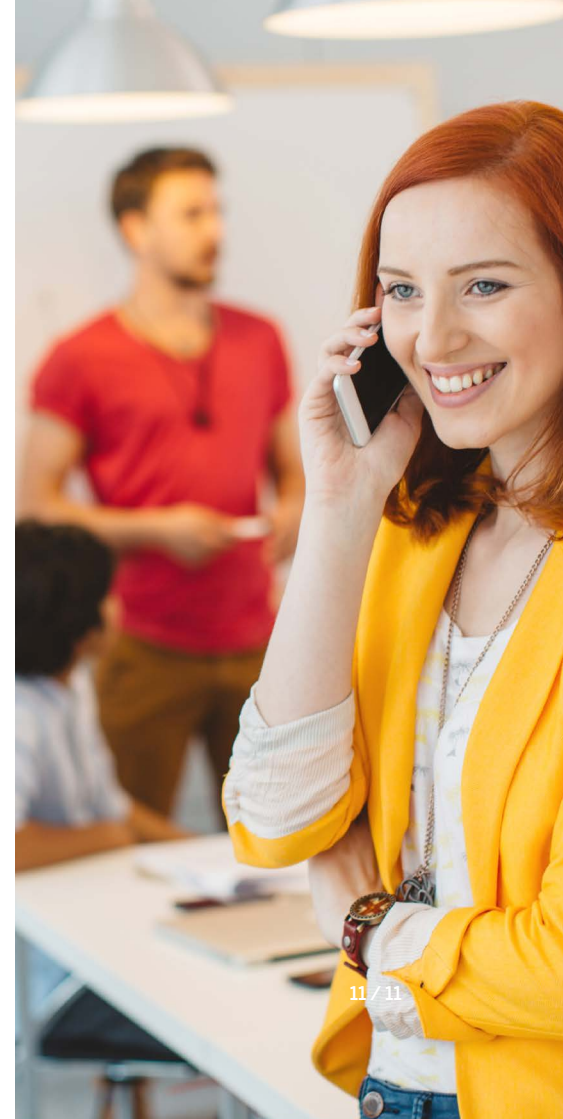
Benefits

- Greater efficiency, visibility, and control using an industry-proven software solution
- Faster time to value with software that has been priced and packaged for small businesses
- Stronger business foundation using a scalable solution developed by the market leader in enterprise application software

Learn more

To learn more, call your SAP partner, or visit us at

www.sap.com/businessone



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