

## Product Profile: Seamless Integration of SAP Business One and SAP ERP



Seamlessly extend the power of SAP™ Business Suite to embrace all your divisions, subsidiaries, and partners with SAP® Business One.

### ABOUT SAPHIRE

Sapphire Systems plc is the number one partner for SAP business One in EMEA, Global No.1 SunSystems Channel Partner and 2009 Partner of the Year for Professional Advantage. During the past 20 years, Sapphire has built a team of technical and services personnel who have led some 2,500 system implementations - from single-user systems to large, multi-national finance and ERP applications.

Sapphire has global rollout capabilities that are available across all continents, and that are backed by a large team of software specialists. With consistent, double digit revenue growth over the last several years, Sapphire joined the ranks of the Deloitte Fast 500 EMEA Technology Providers in 2005.

Headquartered in London with offices in Manchester, Edinburgh and the Isle of Man in the UK, as well as New York & Los Angeles – USA, the group today provides solutions, services and support to over 600 companies worldwide.

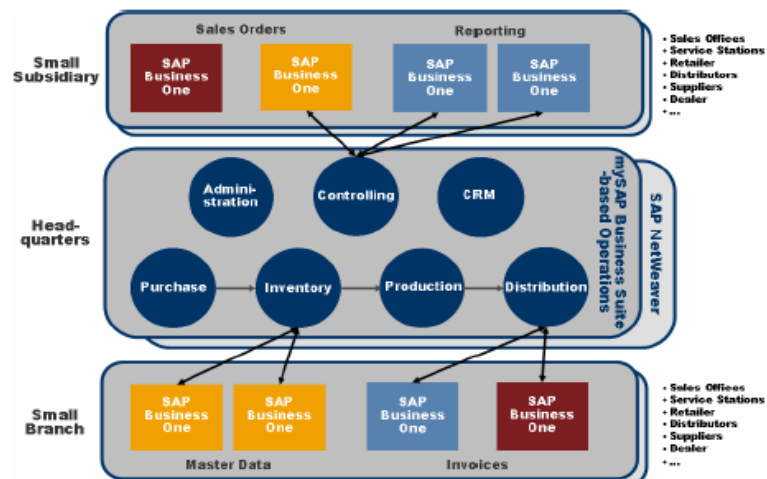
### Harmonise global processes and increase the visibility of supply chain information

The SAP® Business One application and the SAP ERP application enable large organisations to integrate subsidiaries and remote operations with their headquarters easily and affordably. SAP Business One, business management software designed for small and midsize businesses, manages critical business operations at the remote site, from finance to sales to inventory. SAP Business One provides the ideal platform to then integrate with the SAP ERP application at the head office. The integration solution uses model-driven integration technology to eliminate the difficult, costly, and time-consuming programming normally required for integration.

Using state-of-the-art technology, SAP Business One easily integrates with SAP R/3, and all new SAP ERP applications, at headquarters. Simple and quick to implement, SAP Business One integrates the entire IT landscape with a single global SAP solution. The result is lower IT maintenance costs, increased control and visibility, and improved productivity.

Sapphire's preconfigured SAP integration suite lets these two solutions – and your entire company – seamlessly exchange information and improve controls and efficiency across the enterprise, resulting in:

- ▶ Improved supply chain processing between subsidiary and HQ operations
- ▶ Increased transparency of information between subsidiary and HQ systems
- ▶ More reliable product availability information for customers
- ▶ End-to-end processes between subsidiaries and HQ
- ▶ Reduced costs thanks to fewer manual integration processes
- ▶ Consistency in headquarters communications
- ▶ Improved productivity and efficiency through out the organisation
- ▶ Top-quality, unified, comprehensive support anywhere in the world
- ▶ Utilisation of the very best in business software everywhere in the enterprise





**Need More Information?**

London  
 ☎ +44 (0)20 7648 2000

New York  
 ☎ +1 (212) 541 2406

Los Angeles  
 ☎ +1 (310) 231 8731

✉ info@sapphiresystems.com  
 🌐 www.sapphiresystems.com



The integration link can be adapted the changing needs of a group or organisation and can be scaled to meet growing requirements such as expansion into new geographies.

While most executives agree that seamless system integration assures important benefits, the typical integration task is daunting. Fully integrating end-to-end processes often requires custom programming that leaves companies dependent on costly consultants. Typically, the hard-coded programming is not transparent, and troubleshooting or adding new components into the IT landscape becomes difficult if not impossible.

The integration solution from Sapphire sidesteps the conventional full-blown integration process by implementing reasonable tasks using a model-driven approach. This approach avoids hard-coded programming by providing generic patterns to control integration development. Preconfigured content places business-critical information in contexts that are instantly understandable by all SAP applications. An integration library provides configurable patterns for typical integration tasks, such as data transformation and mapping, content-based routing, and connectivity to different systems. The integration model also offers the declarative capture of system behavior, such as key policy, conflict handling, and error handling, and automatically guarantees the appropriate process control.

Pre-configured integration scenarios enable a range of data transfers between SAP ERP or R/3 and SAP Business One. The data is converted via a series of fully user-definable mappings into a range of data files that conform to the layout of an SAP database. The interface also offers inbuilt data mapping flexibility at record and field level - meaning it can be easily tailored to fit any configuration and set-up that you may have within your SAP solution.

**Integrate and Standardize Systems**

**Integrate and Standardize the Entire Business Ecosystem:**

- Acquisitions
- Subsidiaries
- Local sales or branch offices
- Manufacturing sites
- Suppliers and customers in the supply chain

**and Realize the Benefits of . . .**

Increased Control	Maximum Efficiency	Costs Savings
<ul style="list-style-type: none"> <li>▪ Integrate the mySAP™ ERP application with remote sites for transparency</li> <li>▪ Gain real-time, unified picture of business performance</li> <li>▪ Ensure consistency of master data</li> <li>▪ Standardize operations and reporting</li> </ul>	<ul style="list-style-type: none"> <li>▪ Eliminate the paper chase by automating critical processes</li> <li>▪ Eradicate duplicate data entry</li> <li>▪ Reduce human error and increase data quality</li> <li>▪ Close month-end books faster</li> </ul>	<ul style="list-style-type: none"> <li>▪ Lower cost of IT licensing</li> <li>▪ Lower cost of system maintenance</li> <li>▪ Leverage value of mySAP ERP</li> </ul>

: 1: Simplified Integration with New Model-Driven Approach

### Up-to-the-Minute Insight into Remote Operations

SAP Business One integration to SAP ERP provides critical advantages for the corporate group's IT infrastructure. From a business point of view, these advantages include the following:

- ▶ The system landscape, which works via standardized interfaces, is homogenized company-wide.



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✉ [info@sapphiresystems.com](mailto:info@sapphiresystems.com)

🌐 [www.sapphiresystems.com](http://www.sapphiresystems.com)

**SAP** Business  
**One**

- ▶ Master data can be maintained centrally and data distributed to all connected systems.
- ▶ All data required for consolidated reporting across all subsidiaries is available in the head office any time.
- ▶ Processes can be mapped across systems.

The solution not only ensures that the remote site has its own SAP ERP application integrated with SAP Business One, but also assures regular reports to the parent company. Figures will be delivered at the right time and with the accuracy required. As a result, decision makers can identify potential opportunities and risks early and take action accordingly. When restructuring, it is easy to carve out the entity concerned

Here are a few of the benefits you'll enjoy:

#### High productivity

- ▶ Easy data and content sharing between SAP software systems
- ▶ Homogeneous, harmonized, and standardized processes
- ▶ Control over the dynamics of a subsidiary environment

#### Fast implementation

- ▶ Preconfigured business integration units
- ▶ Preconfigured integration pattern
- ▶ Preconfigured support for SAP technologies
- ▶ Rapid development of custom integration content

#### Low total cost of ownership

- ▶ Reduced risk of human error and higher data accuracy
- ▶ Lightweight architecture and platform independence
- ▶ Low skill set for implementation and maintenance
- ▶ Faster alignment between business and IT capabilities

#### Fast growth

- ▶ Effectively expand to new locations and rapidly integrate remote operations

#### Instantaneous Visibility

- ▶ Provides a common platform to standardize operations globally

#### Increased Efficiency

- ▶ Enables tight integration and consistency of master data and other process data based on model-driven integration
- ▶ Provides a fast return on investment, leverage value of SAP R/3 and lower total cost of IT ownership across entire business landscape.

**To learn more about the product or for information on seminars and open days, please call Sapphire's product advisory team on +44 (0)20 7648 2000**