

## SAP Business One from Sapphire Systems plc



### ABOUT SAPPHIRE

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 and The Sunday Times International Track 100 in 2011.

With offices in London, Birmingham, Manchester and Edinburgh in the UK, New York, Los Angeles & Houston – USA, as well as Mumbai – India, the group today provides solutions, services and support to over 700 companies worldwide.

### SAP Business One from Sapphire

SAP Business One is an affordable business management solution that's designed specifically for small and midsize enterprises. SAP Business One enables company growth, through helping you to increase business control, by connecting all your operations and through automating all your business processes. This total solution comprises all the core functions you need to run your growing business including administration, financial accounting, banking, sales, purchasing, customer relationship management, stock control, manufacturing, management accounting and reporting. Managers and employees alike can process information more effectively, helping them to make sound business decisions. Through one single system, you can now get on-demand access to a true and unified picture of critical, up-to-the-minute business information across the entire organisation.

### About SAP

SAP is the recognised leader in providing collaborative business solutions for all types of industries in every major market. With over 12 million users in 120 + countries and more than 1,500 partners worldwide, SAP is the world's largest inter-enterprise software company and the third largest independent software supplier.

For over thirty years, SAP has specialised in what it does best – delivering industry-leading business solutions that enable organisations to respond to the challenges they face. That stability and experience is one of the primary reasons why businesses- both large and small choose SAP.

SAP solutions were once seen as the sole preserve of large companies. Today nothing is further from the truth. They don't just produce cut-down versions of their large enterprise products for the small and midsize market. With an annual R&D spend at over \$1.2bn, they have re-engineered them to provide a portfolio of business applications that meet the specific needs of every size and type of business across multiple industry sectors.

### What's different about SAP Business One

SAP Business One is a breakthrough in business management software that's built from the ground up for growing small and midsize enterprises. Some of the many key differentiators include the following:

**Integral Customer Relationship Management (CRM):** SAP Business One is the only solution built for small and mid-sized businesses that features built-in customer relationship management (CRM) to help you:

- Manage sales opportunities and conduct sales pipeline analysis
- Track customer and supplier profiles
- Support contract management and service planning
- Enable customer support.

**Powerful reporting tools and analysis:** Unique enquiry and reporting tools allow you to click on virtually any item in a report to see all the relevant details. The software's reporting capability uses a standard Microsoft Excel interface to simplify report creation.

**Drag&Relate Technology:** SAP's patented *Drag&Relate* feature allows you to select a field of data with a mouse click, then drag that field to virtually any menu item in the *Drag&Relate* tab to get an instant report that displays the relationship of the select field to the menu item.

## Need More Information?

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## SAP Testimonies

"When compared on price, implementation time and long-term product development it was deemed to be either better or on a par with the alternative [of SAP R/3]."

**Michael Spatny,**  
General Manager Anritsu EMEA

"I thought that an SAP solution would be out of our price range and would now urge others reviewing their systems, irrespective of budget, that SAP is worth looking at"

**Rod Cullen,**  
Management Accountant Deafblind UK

"SAP spend millions of dollars in Research & Development and so we can be assured that support and development for SAP Business One will be delivered for the long-term."

**Shankar Pillai,**  
Independent Consultant Harrow Green

*We couldn't be happier with our solution, SAP Business One is proving to be an excellent investment."*

**Zlatka Jackin,**  
Finance and Operations Manager Rodial

## Business Benefits

A best-in-class solution at the right price for your growing business, SAP Business One has the power to help you boost productivity, cut costs, seize opportunities and anticipate challenges as never before.

**Increase Revenue:** Fast and easy access to real-time information anywhere in the system helps you identify new sales opportunities, bring new products to market quickly and provide business-building levels of customer support and service.

**Reduce Costs:** Say goodbye to costly multiple upgrades and recurring customisation efforts to maintain system compatibility when you add new functions.

**Run your business with just one business management solution:** SAP Business One includes the following integral components: accounting, customer relationship management (CRM), sales, manufacturing, purchasing, banking and stock.

**Improve customer relationships:** Integral customer relationship management arms your team with relevant company-wide data for stronger sales and support.

**Maintain your IT solution as your company grows:** Why put up with solutions you'll outgrow? Say goodbye to slow software performance, outdated information, limits on data storage and confining limits on the number of simultaneous users and locations.

**Get clearer, instantaneous insights:** Create up to the minute dashboards to deliver revealing snapshots of key performance indicators for unprecedented day-to-day control.

**Get proactive business critical alerts:** SAP Business One features the most powerful proactive business alert system ever developed for small and midsize enterprises.

**Improve efficiency:** One centralised database repository dramatically boosts efficiency by providing the right information to the right people and eliminating redundant data entry.

**Get up and running fast:** Take advantage of pre-configured business processes enabling easy implementation – and get up and running in just weeks.

**Support multi-currency transactions:** Business transactions can be conducted and reported in multiple currencies

**Get support for multi-lingual capability:** Available in 27 languages and 40 countries.

**Integration SAP Business One with Microsoft Office:** SAP Business One is fully integrated with the Microsoft Office suite of products, including Microsoft Outlook, enabling seamless communication that can span your organisation and business functions. Departments can share contacts, appointments and tasks.

**Integrate SAP Business One with SAP Business Suite:** SAP Business One is seamlessly integrated with SAP Business Suite solutions and because it has an open architecture, it can be easily integrated with solutions from Independent Software Vendors (ISVs). This open architecture allows you to realise all the extensive benefits of SAP software.

## Functionality Overview

SAP Business One is a comprehensive and versatile business management solution equipped with an easy-to-use interface and serves as the primary ERP application. The solution provides all the administrative functions that let you customise and back-up data, define currency exchange rates, configure permissions and alerts and access information from non-SAP software. In addition it comprises 11 areas of functionality that help extend its capabilities far beyond its primary administrative function and enable it to streamline your entire business processes. These areas of functionality are:



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**SAP** Business  
**One**

**Finance:** Handles all your financial transactions including general ledger, account set up and maintenance, journal entries, foreign currency adjustments and budgets.

**Bank Transactions:** Takes care of all your financial processing such as cash receipts, cheque writing, deposits, advance payments, credit-card payments and bank reconciliation.

**Controlling:** Lets you define profit centres and distribution rules to distribute the costs to these profit centres. You can also generate profit-and-loss reports for each centre.

**Sales:** Helps you create price quotes, enter customer orders, set up deliveries, update stock balances and manage all invoices and accounts receivables.

**Purchasing:** Manages and maintains supplier transactions such as issuing purchase orders, updating stock numbers, calculating the value of imported items, handling returns and credits, and processing payments.

**Integral Customer Relationship Management:** Controls all the information on your customers, resellers and suppliers including profiles, contact summaries, account balances and sales pipeline analysis.

**Stock Control:** Handles stock levels, item management, price lists, special price agreements, transfers between warehouses and stock transactions.

**Materials Requirements Planning (MRP):** SAP Business One offers a simple yet powerful planning system that helps production planners or buyers schedule and manage items for production or purchasing based on a variety of criteria.

**Reporting:** Creates powerful reports for nearly every aspect of your business including customer and supplier debt, sale, cash flow, customer contact summaries, book-keeping, warehouse stock, financial statements, pricing, customer activity and more (via pre-defined reports or define-it-yourself queries).

**Service Cycle Management:** Optimises the potential of your service departments, providing support for service operations, service contract management, service planning, tracking of customer interaction activities, customer support and management of sales opportunities.

**Employee Profiles:** Provides staff management capabilities including employee details, contact information and absence reports.

**For further information on SAP Business One, please call our Product Advisory Team on +44 (0) 20 7648 2000 .**