

## 10 Great Reasons to add SAP Business One to your shortlist

### 1: SAP Business One is Affordable...

SAP Business One gives you a highly functional business management system that is low-cost, easy to implement, requires little training and customization - and that fits into your existing business infrastructure

*"Despite an extensive search, we found that only SAP Business One was able to deliver the fully integrated functionality at a price-point suitable for our business."* **Harrow Green**

*"Our initial view of SAP was that it would be far too big and complex for an organization of our size, but we were surprised when SAP proved they could deliver a cost-effective solution that was suitable for the SME market."* **Partners Group**

*"We knew we had to purchase a new system and there were some good products on the market. But at the end of the day we didn't have an unlimited budget."* **Powerlite**

*"SAP Business One is offered in a very simple "named user" pricing method. For a very reasonable "user price" the customer pays a fixed price per named user which includes all of the SAP Business One components. Most of the industry charges by user count and then by module, so as a company progresses with their implementation and desires new functionality for other parts of their business, they are required to purchase the additional modules. SAP provides any new developed modules at no cost so long as the customer is current with maintenance fees. Considering the rate at which SAP is developing new functionality in SAP Business One, customers benefit from a one-time investment in both present and future software."* **Computer Decisions**

### 2: SAP Business One is designed for small and mid-size businesses (SMBs)...

SAP Business One is not a restricted or 'cut-down' version of mySAP ERP. It is designed - from the ground up - to meet the very specific business needs of SMBs.

*"For the first time in my career, a company has delivered a product to the SMB's that was developed through the eyes of the SMB - and all of the challenges they face to be competitive against much larger companies."* **Computer Decisions**

*"When one examines SAP's plans and execution closely it appears that SAP is tackling its SMB initiatives with the same type of meticulous attention to detail that has made it so successful in larger enterprises."* **Summit Strategies**

### 3: SAP Business One provides integrated functionality right across your business...

When you can integrate all your business critical functions into one application – you connect all your employees and business units and you gain a 360 degree view of your entire business operation.

*"our top priority was to have a single system that offers integrated functionality to run our entire business operation. This will allow us to offer a more responsive, competitive service to our customers, reduce our processing cycle – and ensure that the need integrate disparate systems will never become an issue."* **Total Global Solutions**

*"With SAP Business One, we were able to streamline multiple solutions down to just one and simultaneously achieve much wider functionality than we had previously"* **NEXTIRAOne**

*"The other packages that we reviewed were module based, whereas SAP Business One offered an integrated solution that included many of the functions needed to support our business."* **Partners Group**

### 4: SAP Business One is from the World Leader in Business Applications...

SAP dominates the market for enterprise business applications. They have millions of users across the globe and draw extensively on this experience to deliver the right solution for your business.

*"The pedigree of the SAP name, together with its unequivocal leadership in delivering best of breed enterprise applications is a major plus for us."* **Harrow Green**

*"We decided to include SAP Business One on our shortlist as we were aware of SAP's excellent reputation for providing complete end-to-end business management solutions."* **Partners Group**

### 5: SAP Business One gives you a fast return on your investment...

Once installed, you should expect to see a fast return on your investment. SAP Business One has delivered quantifiable business benefits for thousands of organizations worldwide.

*"We can turn orders around more quickly, we can give answers more quickly, we are just more responsive due to SAP Business One and our other process improvements. Response time is 2 x faster."* **NEXTIRAOne**

*"Within the first week of going live SAP Business One allowed us to increase the numbers of orders processed three-fold. Long-term we will increase this metric by ten-fold (and possibly much more) within a very short period of time."* **Harrow Green**

*"[the companies interviewed] were able to reduce their cost of operations for such functions as accounts receivable by two-thirds while significantly improving overall business process automation."* **IDC Corporation**

"Our sales people have the answers to customer questions. They have the information needed to get orders. Not having information can mean a lost order." **Variety**

## 6: SAP Business One is very easy to use and learn...

Central to SAP Business One's low total cost of ownership is its ease-of-use. For companies that do not have the time or the resources to embark on an extensive training program, SAP Business One provides a very effective answer.

"Our users find the system simple enough to be able to train on-the-job." **Partners Group**

"SAP Business One displays a very unique user interface, which makes navigation and learning the system very simple. Not only is the navigation clean and simple, there is plenty of "one button" access to Microsoft Office products as well as E-mail and text messaging. A little deeper look reveals design features that make the system even simpler to learn." **Computer Decisions**

"We felt that the user-friendly screens, and integrated application sharing the same look and feel would make it easier to train staff." **Harrow Green**

## 7: SAP Business One's future development is assured...

Consolidation in the highly-fragmented IT software marketplace is a reality. By purchasing a solution from a world-leader means stability and longevity of support.

"[in a crowded IT industry] Only the strongest players will survive and SAP looks to lead the way with SAP Business One." **Computer Decisions**

"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." **Harrow Green**

"[of the products we reviewed] SAP Business One also looked to be a solution that was constantly being updated by way of the programmers listening to customers." **Powerlite**

"SAP's billion dollar research and development program gave us added confidence that SAP Business One will set the standard for small and medium enterprise (SME) applications for many years to come - and will give us an edge when competing in an increasingly tough environment." **Total Global Solutions**

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## 8: It's supported by Sapphire – the UK Leader for SAP Business One...

Your relationship with your Business Partner is vital to the success of your implementation. With Sapphire, you are working with the UK's leading partner for SAP Business One – receiving support services and industry expertise that is second to none.

"The post-implementation support services we receive from Sapphire are outstanding – I can say this given that I was personally at the end of the phone to the support team! We feel that this is the kind of support which will enable us to win significant new contracts." **Harrow Green**

"Sapphire's personnel had an average industry and solution experience of some 6 years - giving us confidence that they would be able to deliver our system to our specifications." **Partners Group**

"Unlike the other suppliers that we reviewed, Sapphire took the time to fully understand the needs of our business and to demonstrate how SAP Business One could help manage these processes." **Total Global Solutions**

## 9: SAP Business One grows with your business...

It's common for companies to outgrow their business solutions. As your business requirements become more complex, more employees join your team - and the sophistication of your internal processes grows, you'll find SAP Business One ready to meet those challenges.

"Growth is our strategic imperative. The scalability of SAP Business One will support our growth in the future. The system can grow with us, and we will have less pressure to expand staff to meet our needs." **NEXTIRAOne**

## 10: SAP Business One is Global...

If yours is an international business – or your ambition is to 'go global' - you need a system that can meet this challenge. SAP Business One is available in 25 languages and 75 countries worldwide.

"The fact that SAP is a global company requires that SAP Business One be a global product. As such, it supports nearly 20 languages and an unlimited number of foreign currencies. It is also important to note that there are not multiple versions of SAP Business One for the various countries supported. The language and currency features sit within SAP Business One and SAP only has a single version of the code to support the entire world. The obvious benefit to SMB's is that as their business grows and expands, they are able to support the local languages and currencies for those countries in which they wish to do business without maintaining different systems." **Computer Decisions**

### NEED MORE INFORMATION?

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**SAP Business One**