

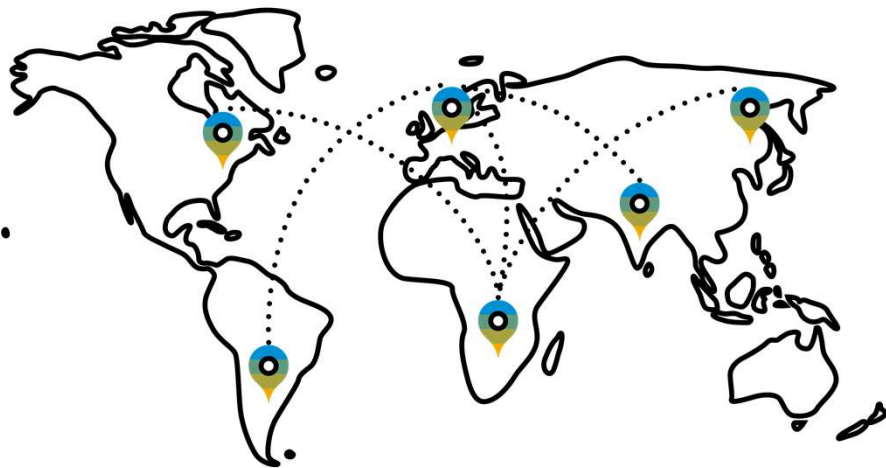


# The Digital Business with SAP Business One

# **Digital Business and Transformation**

## Digital Business – Premise

In the digital economy **People**, **Business**, and “**Things**” are becoming more and more connected.



In worldwide operating companies...

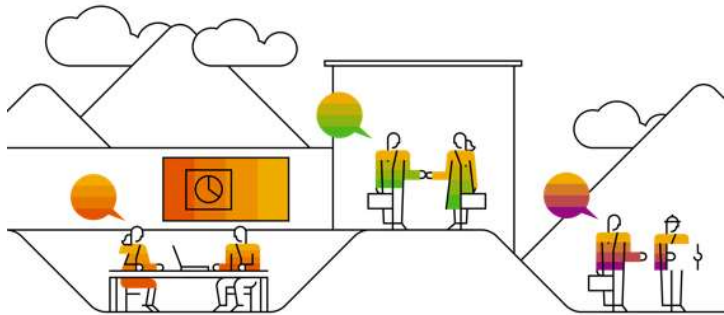


...as well as in small, regional companies, ...



...and in all our daily lives.

# Digital Business – Transformation



Your existing business models are **changing** and...

...you need to become an **intelligent, digital** business.



## Digital Business – Enablers

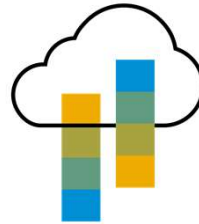
Digital business is built on **new computing infrastructure** – the enablers are...



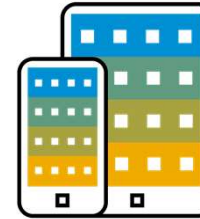
**Analytics**



**Big Data**



**Cloud Technologies**



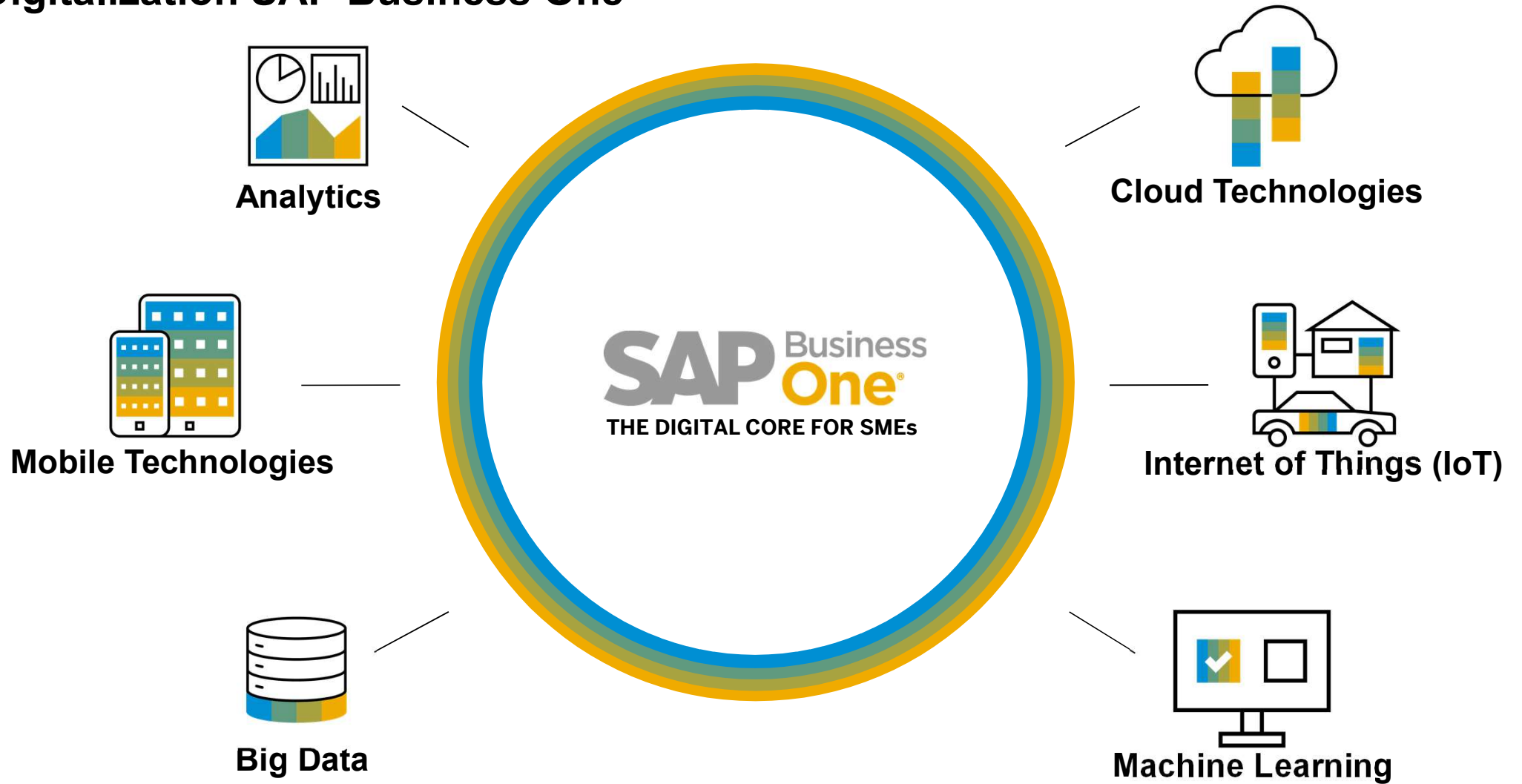
**Mobile Technologies**

...accelerated by the **Internet of Things (IoT)**, advances in **Machine Learning** and innovations like **Blockchain**.

These technologies give your company the ability to change your business models, and create new products and services in the digital economy.

# Digitize on the **SAP Business One** **Platform**

# Digitalization SAP Business One



# Analytics





# Analytical Portfolio for SAP Business One

## SAP Business One, version for SAP HANA

- Dashboards and KPIs
- Advanced Dashboards
- Interactive Analysis
- Semantic Layer

## Data Visualization and Analysis

- SAP Analytics Cloud

## Business Intelligence Reporting

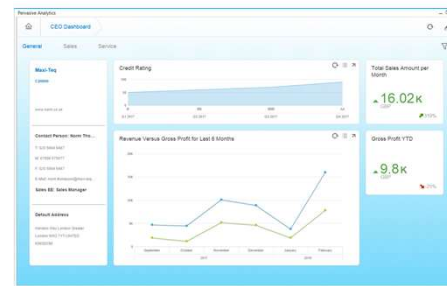
- SAP Crystal Reports
- Excel Report
- Analytical Portal

# Analytical Portfolio – SAP Business One, version for SAP HANA



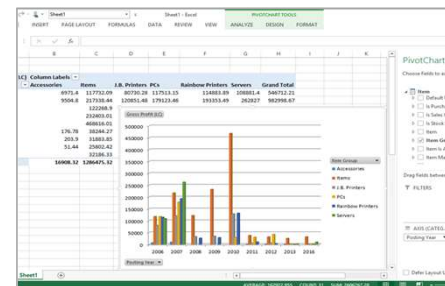
## Dashboards and KPIs

Insightful data dashboards and KPIs to make your business measures better to understand



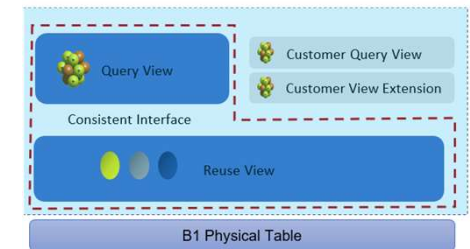
## Advanced Dashboards

Consolidate a collection of Dashboards and KPIs related to specific areas of your business



## Interactive Analysis

Reporting capabilities for you, performed within MS Excel, based on the SAP HANA Semantic Layer



## Semantic Layer

Pre-delivered information views representing your business content for reporting and analytical consumption

# Analytical Portfolio – Data Visualization and Analysis

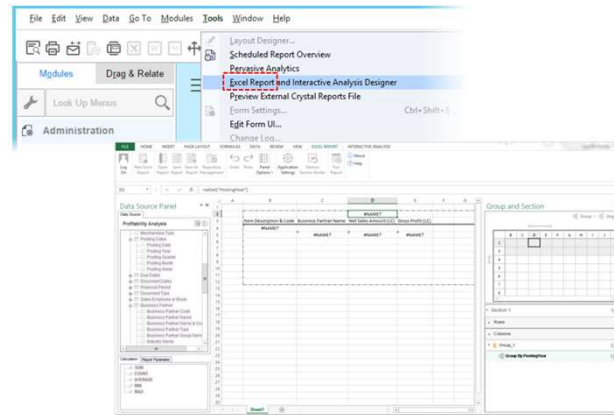


## SAP Analytics Cloud (Subscription)

One integrated experience that allows you to discover, analyze, plan, predict, and collaborate – designed for the cloud

# Analytical Portfolio – Business Intelligence Reporting

Description	Quantity	Unit	Price	Tax %	Total
J.B. Officeprint 1420	10		300.00	20.00	3,600.00
Rainbow Colchect 5	10	Unit	375.00	20.00	3,750.00
WLAN Card	15		45.00	20.00	875.00



Scheduled Task	Report Name	Category	Type	Creation Time	Action
Monthly Customer Status	Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:55	
Purchase Analysis	Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:27:55	
Opportunity Report	Sales Opportunities Report	Customer Relationship Man.	Excel	2017-07-14 13:25:28	
Sales Analysis	Annual Sales Analysis by Q.	Sales	Crystal	2017-07-14 13:09:25	

## SAP Crystal Reports

Standard business intelligence reporting where you can create richly formatted, interactive business reports in SAP Business One

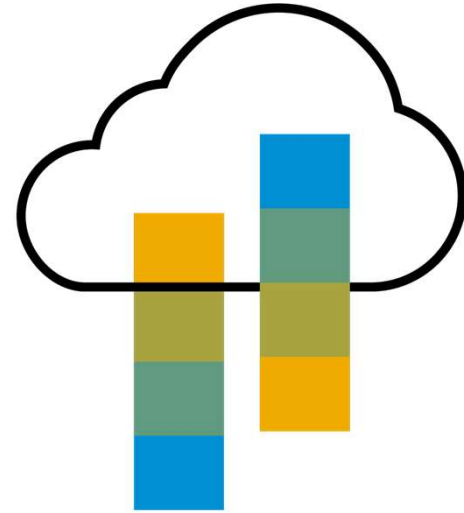
## Excel Report

Generate powerful MS Excel reports for your business using the SAP Business One Semantic Layer

## Analytical Portal

Enable your business to access, organize and schedule your reports from a Web browser, anytime, anywhere

# Cloud Technologies



# Cloud Technologies for SAP Business One

SAP Business One Cloud is a flexible **cloud-based** solution, allowing companies to benefit from the ERP software while minimizing the IT investment.



SAP Business One Cloud

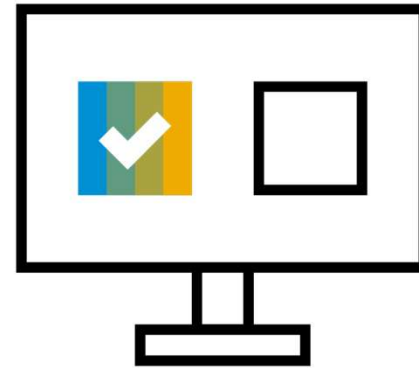
## Hosted by **SAP**

- Delivering **software-as-a-service**
- Secure access from anywhere, at any time
- Manage your most critical business functions flexible
- Easy and affordable deployment

## Hosted by **Partner**

- **Subscription** based licensing
- Subscription licensing allowing for operational expenditure flexibility
- Available in Public and Private Cloud environments

# Machine Learning



## Machine Learning – Potential

When machine learning matures to the point that it can handle unstructured data (still an issue today), when organizations openly share data, and when algorithms begin to interact with each other more freely, machine learning will be embedded in all systems, devices, machines, and software.

That will enable highly context-sensitive insight at both the organizational and individual levels. We can only guess at the level of automation that will result, but the impact on business – and society – will be significant.

Already, commercial machine-learning applications based on these technologies are available, and more are being created all the time. That is why business leaders should engage now with trusted providers that can help them evaluate data structures and availability, free up information from siloed systems, and identify the richest areas for machine-fueled insight and improvement.



# Machine Learning for SAP Business One, version for SAP HANA

The screenshot shows the SAP Business One Sales Order interface. The main window displays a sales order for customer C0000, with items including Officeprint 1111, Laptop Case - Industrial Look, and Laptop Case - Design Your Own Style. A side panel titled 'Sales Recommendation' provides suggestions for other products based on the current order's history.

**Sales Recommendation**

Recommendations for This Customer

- A00001: 200.00GBP
- A00003: 150.00GBP
- P10002: 700.00GBP
- A00002: 100.00GBP
- A00004: 250.00GBP

Customers Who Bought This Item Also Bought

- A00001: 200.00GBP
- A00003: 150.00GBP

## Sales Recommendation

Display of product recommendations based on the buying histories of your customers and similar customers in sales documents

The screenshot shows the 'Generate Intelligent Forecast' interface. It includes a configuration panel for selecting items and a table of forecast values for items C00014, C00015, and C00016 across various months from 2018-01 to 2018-12. Below the table is a line chart showing past data and forecast data.

**Forecast Values** | Forecast Time Buckets: 12 Months | Forecast Period: 2018-01-01 - 2018-12-31

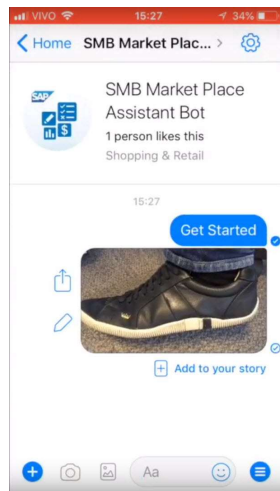
Item No.	Warehouse Code	2018-01	2018-02	2018-03	2018-04	2018-05	2018-06	2018-07	2018-08	2018-09	2018-10	2018-11	2018-12
C00014	01	4	7	0	2	3	1	0	3	0	12	10	15
C00015	01	113	116	227	301	242	326	213	220	224	221	217	212
C00016	01	0	0	0	0	0	0	211	143	155	104	74	130

## Intelligent Forecast

Interact with built-in statistical forecast algorithms to analyze inventory levels and optimize your demand

# Machine Learning for SAP Business One, version for SAP HANA

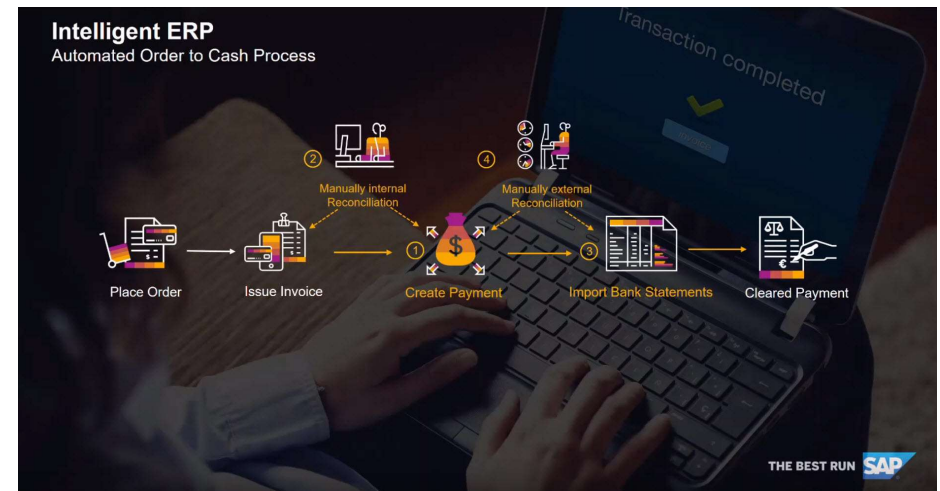
*\*Important Note: This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept.*



## SAP SMB Market Place\*

Loosely-coupled mobile solution concept for a new buying experience, working across products and customers' segments

[Link](#) to YouTube Playlist – [Link](#) to Blog

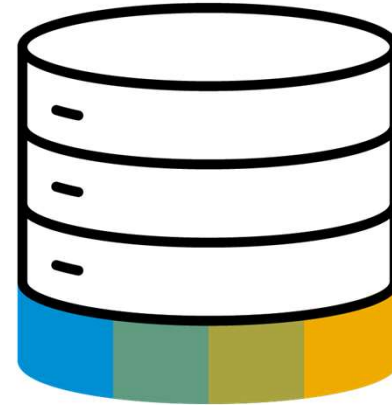


## Order to Cash Automation\*

This is a proof-of-concept leveraging machine learning/artificial intelligence technologies to automate business processes

[Link](#) to YouTube Clip

**Big Data**



## Big Data – What is meant by Big Data?

Big Data is neither a problem nor a solution in itself, or even a single technology. It's not important how many ...bytes of data business has accumulated. The issue is how to get value from Big Data by exploiting its combination of speed, complexity, and diversity?

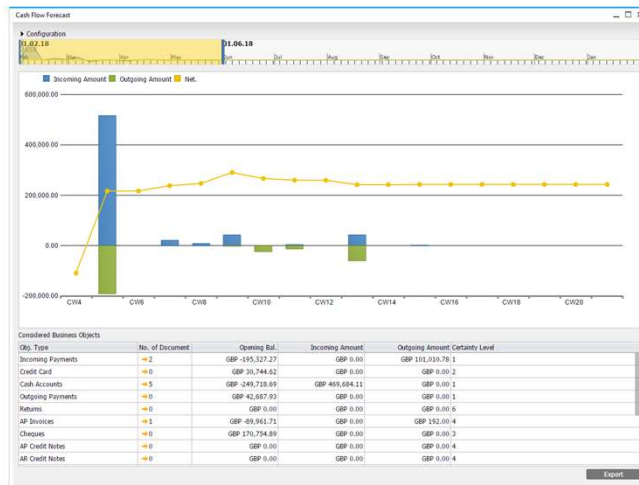
It's an opportunity to develop a foundation for decision management systems, incorporate new business signals into human and machine workflows, and drive growth and profit through innovation. One of the most popular aspects of Big Data today is the realm of predictive analytics.

### Examples of Big Data Opportunities

- Make information transparent and usable at a higher frequency  
e.g. enhance the customer's experience as it's happening
- Identify hidden relationships, patterns, and trends within data  
e.g. anticipate and avert business problems or risks before they materialize
- Transform inventory allocation from a batch to an interactive process  
e.g. accurately predict consumer demand against stock levels and adjust promotions in-the-moment

# Big Data in SAP Business One, version for SAP HANA

The SAP HANA Apps to bring unstructured data into one view and analyze your data:



## Cash Flow Forecasting

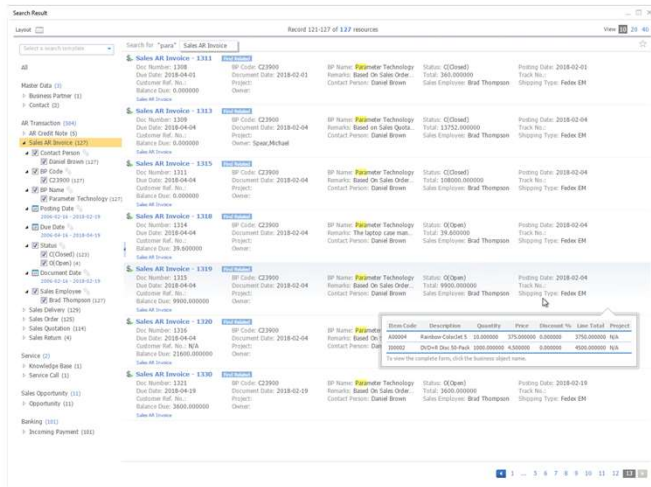
Graphical display of your cash flow, including open documents optionally, to expose your data



## Advanced Available-to-Promise

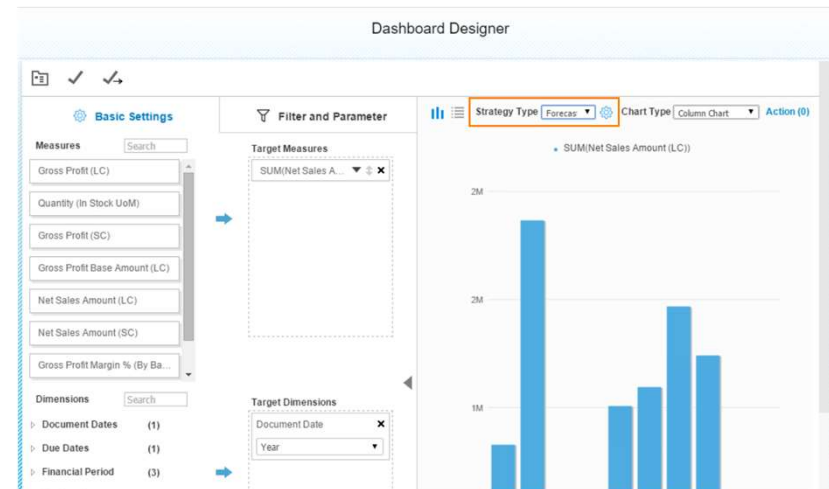
Get transparency about your inventory dynamically, in real-time to minimize costs

# Big Data in SAP Business One, version for SAP HANA



## Enterprise Search

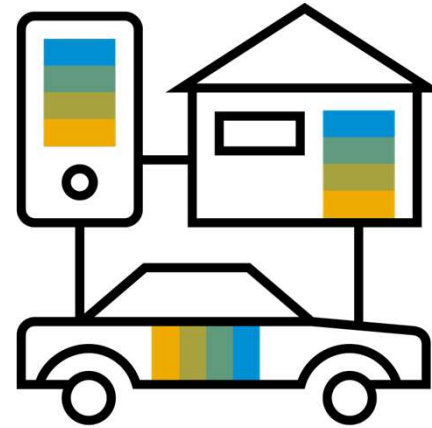
Locate your business information via freestyle search, and drill down to the documents and sources itself



## Predictive Analysis

Use *Forecasting* strategies within your Dashboards to predict future and seasonal trends based on your historical data

# Internet of Things (IoT)



## **Internet of Things (IoT) – Definition**

The Internet of Things is a network of physical objects – vehicles, machines, home appliances, and more – that use sensors and APIs to connect and exchange data over the Internet.

The IoT depends on a whole host of technologies – such as application programming interfaces (APIs) that connect devices to the Internet. Other key IoT technologies are Big Data management tools, predictive analytics, AI and machine learning, the cloud, and radio-frequency identification (RFID).



# IoT in SAP Business One, version for SAP HANA

*\*Important Note: This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept that you can use as is for free and develop further for your own requirements.*



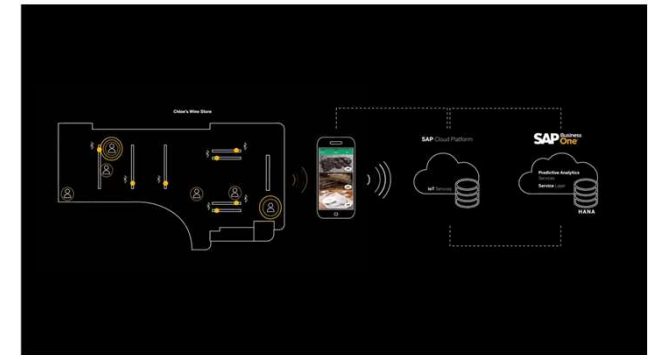
## Twitter App\*

Address and analyze some of the unstructured data you receive from everyday tweets – [Link](#) to blog



## Alexa Integration\*

Operate SAP Business One per voice via Alexa – [Link](#) to blog



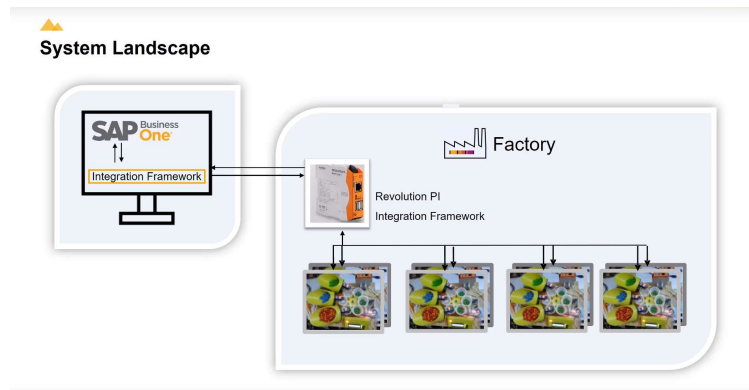
## Retail Beacons\*

Integrating SAP Business One and Beacon devices in retail shops to get insights and predict buying behaviours [Link](#) to blog

# IoT in SAP Business One

## Using the Integration Framework for SAP Business One

*\*Important Note: This is not an SAP Business One feature and it is not part of the product or its roadmap. Therefore there is no official SAP support for this implementation. This is simply a proof of concept.*



### Factory Automation\*

Example on how to have full control and monitor production orders by connecting the machines with SAP Business One using sensors.

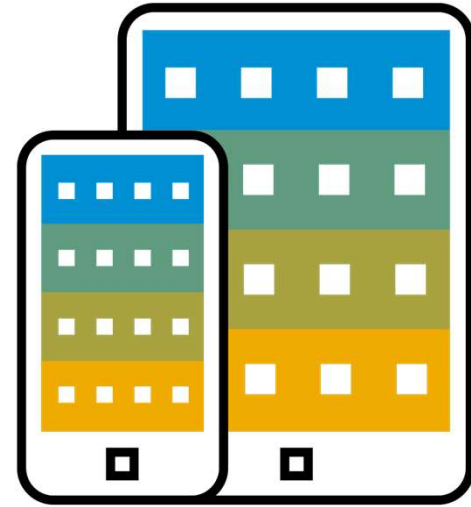
[Link](#) to YouTube Playlist

### Cold Storage\*

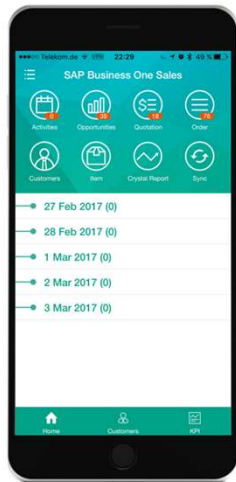
Example on how to connect operational areas or machines with SAP Business One via sensors to alert responsibilities in case of failures.

[Link](#) to YouTube Playlist

# Mobile Technologies

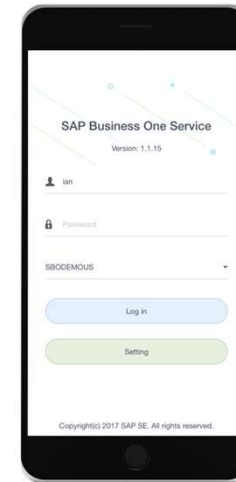


# Mobile Technologies for SAP Business One



## SAP Business One Sales App

Handle effectively your sales activities anywhere, anytime



## SAP Business One Service App

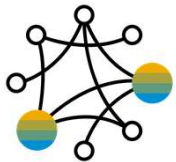
Manage and fulfill your service anywhere, with integrated scanner, map, personalized signature and more

**Transform your Business**

# Business Transformation

Competitive, latest innovation to digitize your business.

SAP's strategy to **digitize your business**

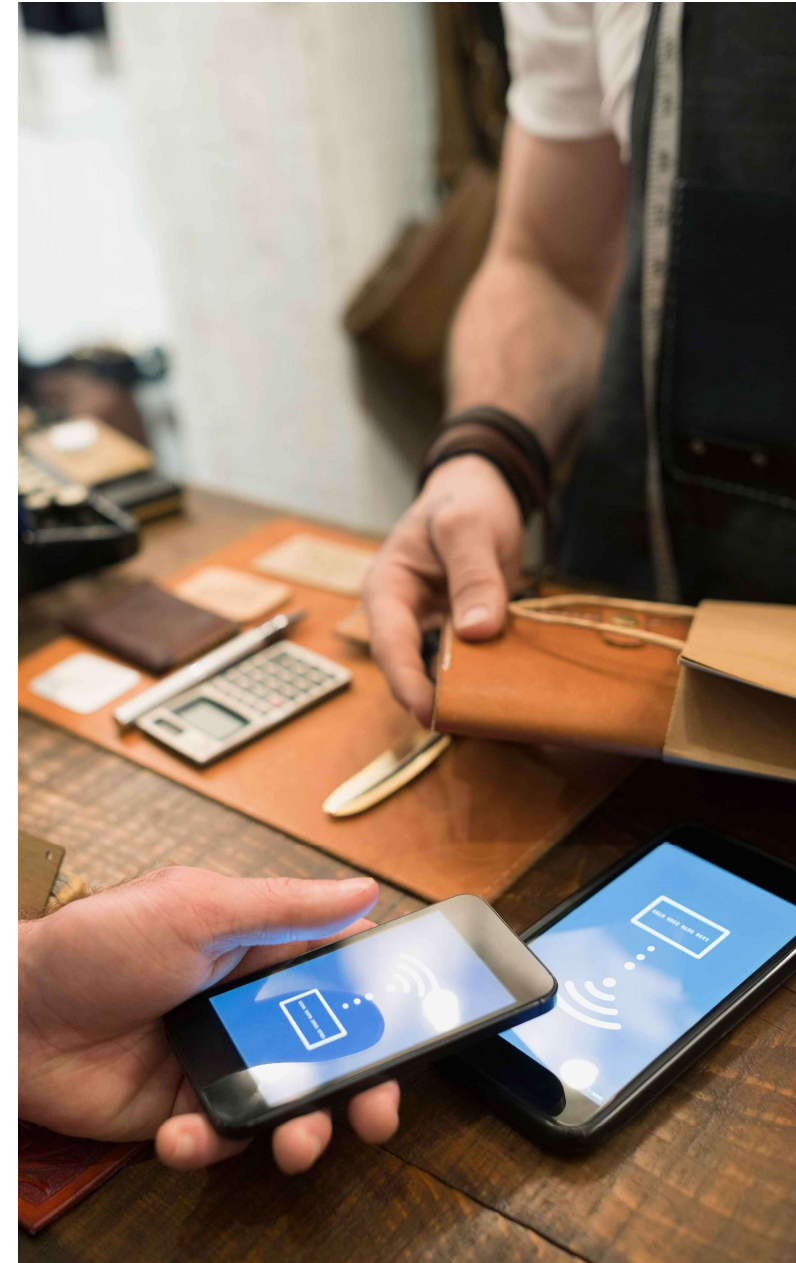


**SAP Business One, version for SAP HANA  
Cloud**

**Service Layer API Technology**

**Integration Framework for SAP Business One**

SAP HANA the springboard to enable your business.



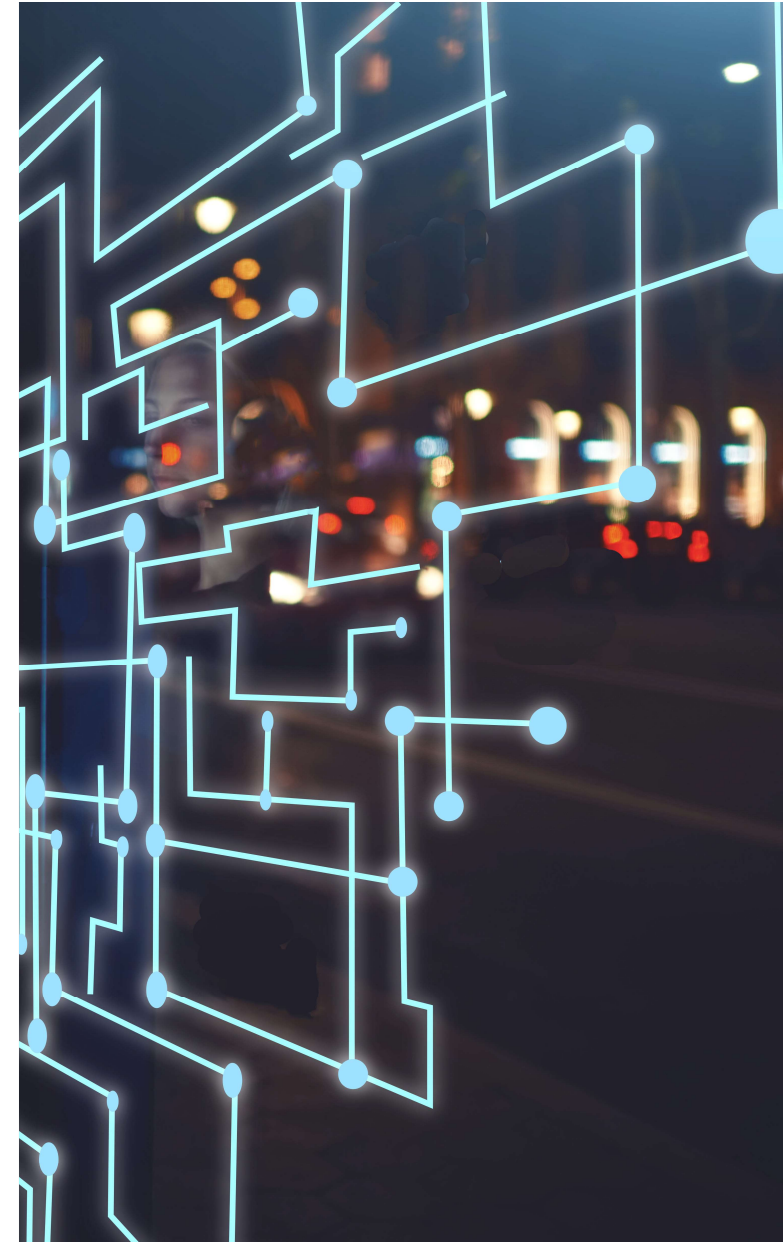
**More Information**

# The Gateway to Digital Transformation

## Service Layer API Technology

The next generation API (Application Programming Interfaces) **for the digital business** allowing you to create **lightweight mobile apps** consuming SAP Business One data and services using open core protocols such as HTTP and OData.

Create scenarios and connect devices by using the **Integration Framework for SAP Business One and Service Layer Technology**





Get more information about the digital business and transformation:  
<https://www.sap.com/trends/digital-business.html>

**SAP** Trends / Digital Business

Intro Industries Software Get Started Best Practices News

# Digital Business and Transformation

As people, business, and “things” increasingly interconnect in the digital economy, existing business models are being radically disrupted. What does it take to become an intelligent, digital business? And what opportunities lie ahead in this era of digitization? Start your transformation journey here with practical help, best practices, and more.

Contact Us

## What's driving digital transformation?

Digital business is built on new computing infrastructure – the pillars of mobile, cloud, Big Data, and analytics – accelerated by the Internet of Things (IoT), advances in machine learning, and innovations like blockchain. These disruptive technologies are giving companies the ability to radically change business models, and create new products and services. Learn more about the trends that are driving the shift to digitalization:

- Analytics
- Big Data
- Blockchain and Distributed Ledger
- Cloud Computing
- Internet of Things
- Machine Learning and AI
- Mobile Technologies

# Thank you.

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