



# SAP Business One

Beth Walters Head of SAP Business One, North America

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# Beth Walters

## Head of Business One, North America

- Started career at SAP in 2005
- Continuously supported B1 for 19 years
- Responsible for supporting ByDesign and S/4 HANA Public Edition initial partners
- Proudly established the first Business Women's Network for the Business One Channel
- Enjoy playing tennis and golf



**“SAP Business One is certainly here to stay.** SAP’s volume business happens in the midmarket. It’s here where we win thousands of net-new names for the growing SAP family thanks to SAP Business One. We need to keep that momentum going.”

Jan Gilg, President and Chief Product Officer, Cloud ERP, SAP SE  
April 2024, SAP Partner Summit for SME (Phoenix, Arizona)

# Thomas Saueressig

Member of the Executive Board of SAP SE

Did you know that about 90% of all businesses globally are small or medium-sized enterprises (SMEs)? 🤖

These businesses are the backbone of our economy. At SAP, we recognize their immense value. That's why we've tailored our solutions to meet their unique needs.

Many people associate SAP with large corporations, but we also have a powerful and effective solution for smaller businesses: SAP Business One. It's designed specifically to support and empower SMEs. In fact, it's used by over 80,000 customers and over 1.2 million end users already! 🙌

With the phasing out\* of SAP Business ByDesign and the introduction of SAP S/4HANA Cloud for large and midsized enterprises, we've ensured that SAP Business One remains the ideal choice for small enterprises.

We're investing in the future and security of SAP Business One, enhancing its integration with the SAP Business Technology Platform to simplify development and we're expanding the capabilities of its web client. These innovations ensure that SAP Business One continues to grow and adapt to the evolving needs of small businesses. Together with our GROW with SAP offering, based on S/4HANA Public Cloud Edition, we are able to offer ERP solutions for companies of all sizes.

A core strength of SAP Business One is our strong partner ecosystem. Recently, I met with partners, together with [Jan Gilg](#), [Uma Rani](#) and [Karl Fahrbach](#), to discuss the future of SAP Business One. We're all very excited about the innovations to come in the next years! 🙌



# SAP's best-selling ERP solution by number of customers

**SAP** Business One

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Used by **80,000+** customers

with **1.2+** million users

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~**300** partners

with **500+** solutions

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Available as **50** country

localizations and in

**28** languages

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**360+** large enterprises

running SAP Business One in

**7,000+** subsidiaries

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Implemented by **850+**

partners worldwide

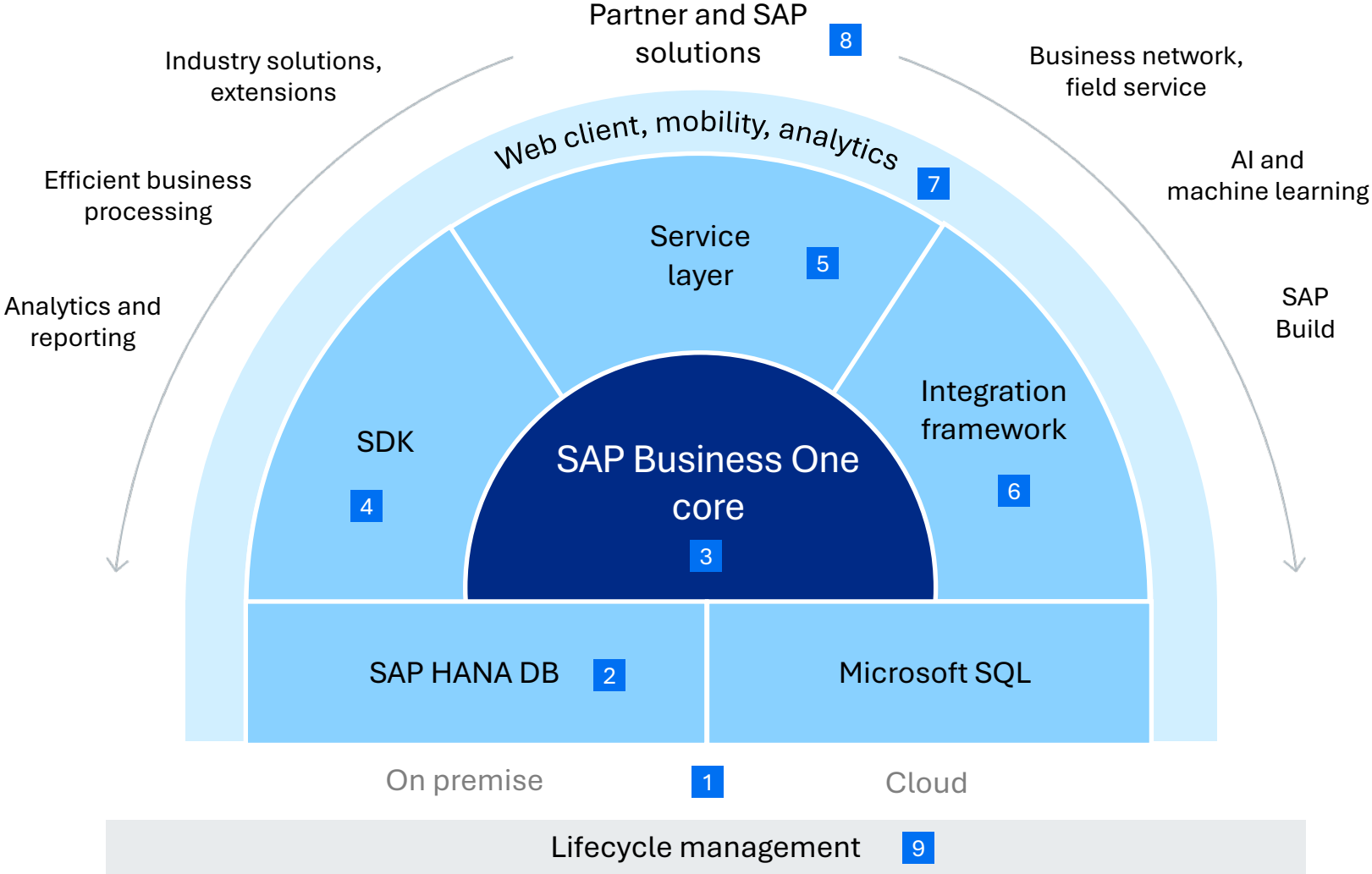
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SAP Business One used in

**170+** countries



# SAP Business One solution



- Cost**
- 9 Low cost of ownership and efficient support + cloud control center
- Usability**
- 7 Web client
- 7 Modern front end and analytics
- Comprehensive business scope**
- 3 All standard business processes covered
- 8 Extending the solution scope based on extensibility layer
- 6 Robust integration and collaboration relying on service layer and software development kit (SDK)
- 4 Basic application programming interfaces (APIs)
- State-of-the-art technology**
- 2 Running on in-memory technology
- 5 Interface for SAP HANA and Microsoft SQL applications
- 1 Full deployment flexibility

# SAP Business One, Web client: The best of all worlds

Process and functional coverage as of FP 2405

## Web client benefits

- Supports smooth working with SAP Business One using native web browser
- Offers the core business logic and processes in a new user experience based on the SAP Fiori design system
- Reads and writes from and to the same company database used with SAP Business One

## Business processes coverage

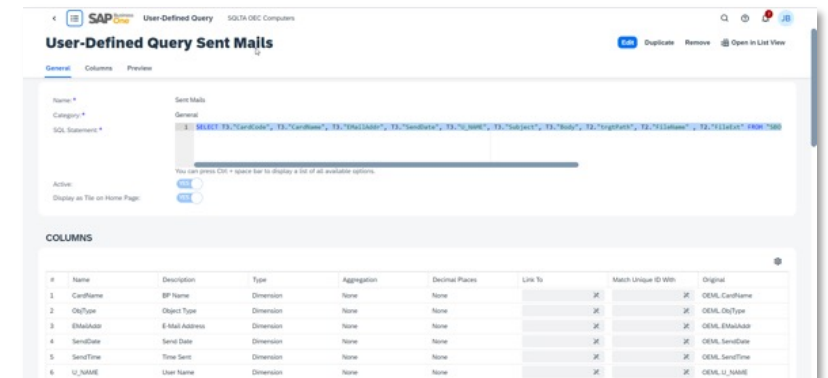
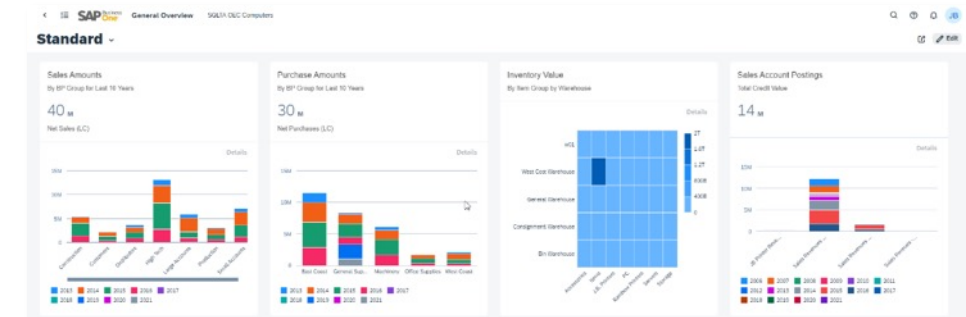
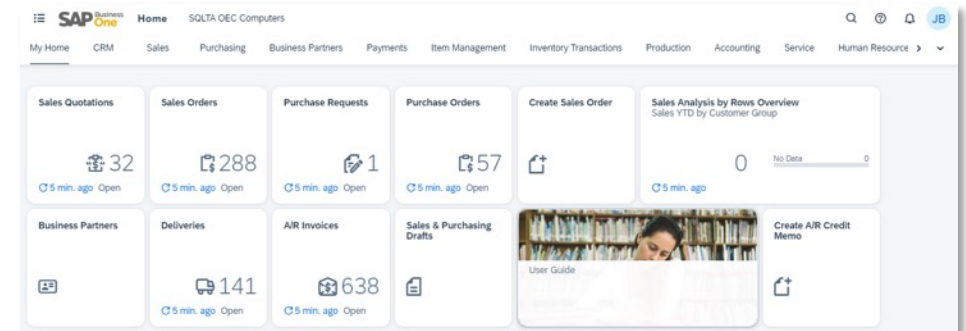
- Company configuration framework
- Sales and purchasing documents
- CRM, service, and timesheet
- Payments and journal entries
- Items and business partners master data
- Inventory documents and bill of material
- Document drafts and approval process
- Sophisticated analytics capabilities

## Integration and extensibility

- Microsoft 365 OneDrive export (Excel, Word)
- Collaboration using Microsoft Teams
- E-mail using Microsoft Outlook 365
- Basic extensibility
- Web client user interface API (UI API)
- SAP Companion service (web assistant) adoption

## Analytics

- Object-centered analytics
- Gather multiple data sources
- User-defined queries (UDQ)
- Contextual analytics



# Identity and authentication management

SAP Business One introduces the **identity and authentication management (IAM)** service, allowing users to authenticate with their identity provider (IdP) user when signing in to SAP Business One in on- premise and cloud (using cloud control center) deployments.

Main benefits of using IAM in SAP Business One:

- Enhanced security during sign-in
- Utilization of IdP's multi-factor authentication and reduction of potential for attack
- Reduced password fatigue – users don't need to remember an excessive number of passwords
- Single sign-on experience, supporting market-leading IdPs:
  - Azure AD
  - ADFS
  - Okta
  - SAP's identity authentication service (beta)
- Central user management across companies and optimal license allocation
- Solid integration with extensions
- Enhanced sign-in user experience

On-premise

Cloud (cloud control center)



SAP  
Help



Blog



YouTube



SAP  
Help



Blog



YouTube



# SAP Business Technology Platform

- SAP BTP is the platform that brings together application development, automation, data management, analytics and planning, integration, and AI capabilities into one unified environment optimized for SAP applications
- It is a comprehensive platform with:
  - An intuitive, modern development environment for both, professional IT and citizen and business developers
  - Built-in data models, integrations, workflows, app templates, and AI business services
  - Self-service data discovery, modeling, planning, and analytics for business users in a governed environment



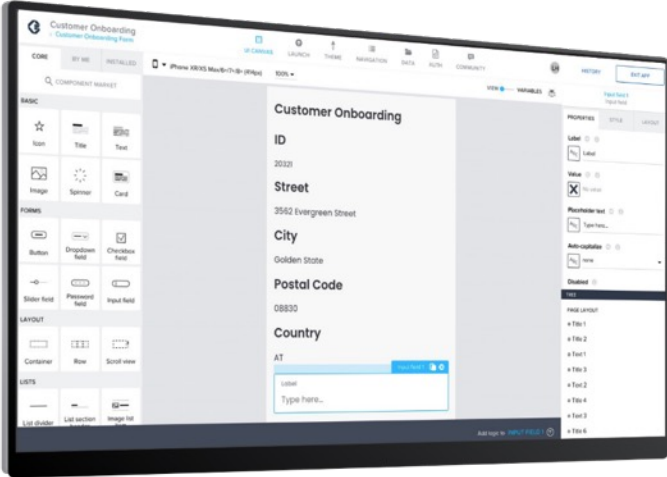
# SAP Build

Create enterprise apps, automate processes, and design business sites with drag-and-drop simplicity

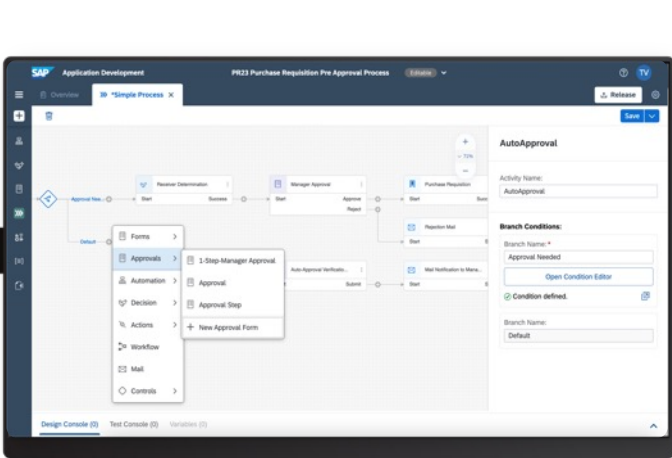
Compose apps

Automate processes

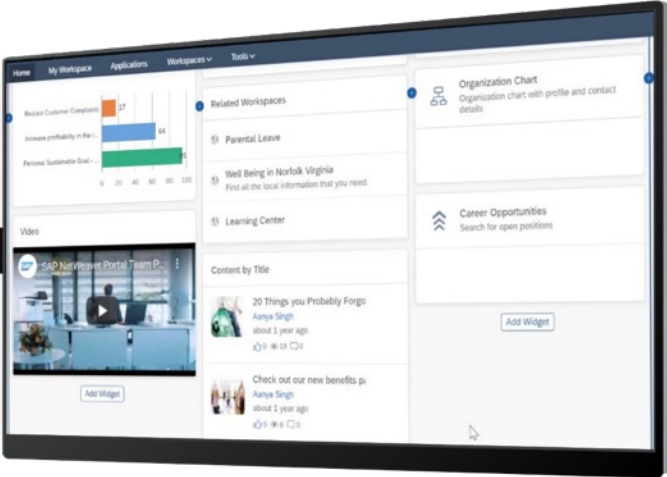
Design business sites



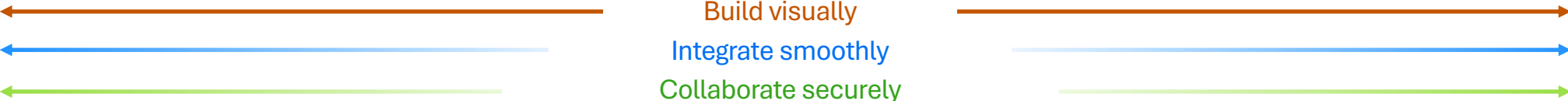
SAP Build Apps



SAP Build Process Automation



SAP Build Work Zone

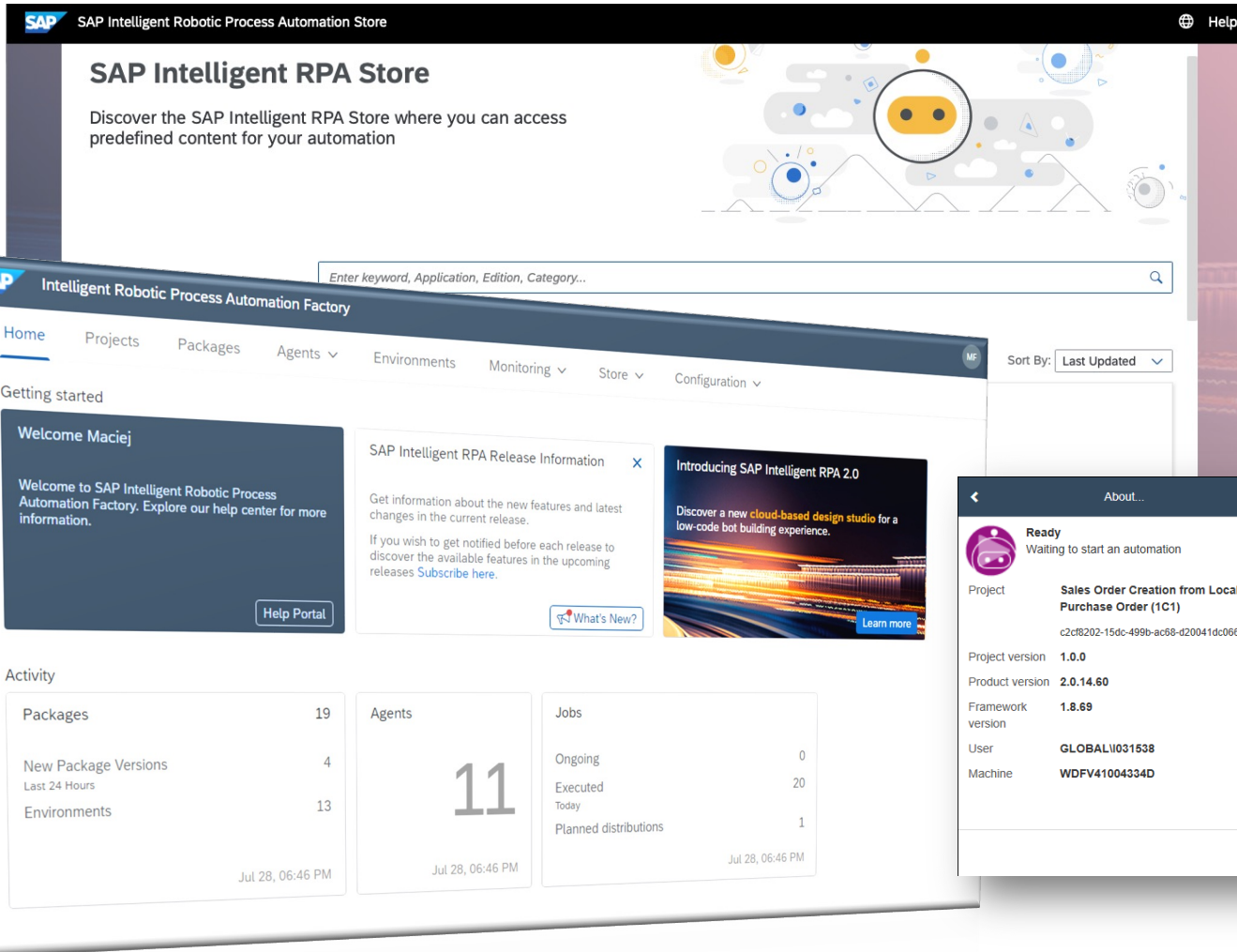


Build visually  
Integrate smoothly  
Collaborate securely

**SAP Business Technology Platform**

**SAP Business Technology Platform** brings together application development, data and analytics, integration, and AI capabilities into one unified environment optimized for SAP applications.

# SAP Best Practices for Intelligent Automation for SAP Business One



<https://blogs.sap.com/2022/05/11/best-practices-for-intelligent-automation-for-sap-business-one/>

## User Story

Companies would like to automate most of their repetitive tasks to enable their employees to focus on more valuable business tasks.

## New Capabilities

1. You will get access to the full power of SAP Intelligent Robotic Process Automation as part of the SAP SME products
2. In addition of being able to build your own automation scenarios, you can also use the Best Practices for Intelligent Automation for SAP Business One (7) which can be used out of box or can be customized to your needs:

- Business Document Extraction from E-Mail
- Proof of Delivery Note Upload in the Outbound Delivery
- Supplier Invoice Upload for Intelligent Invoice Scanning
- Sales Order Creation from Local Purchase Order
- Account Master Data Enrichment for Document Information Extraction
- Business Partner Activity Creation
- Product return request automation workflow

## Benefits for Customers

1. Simplify processes in your company
2. Reduce manual effort of your employees

# Product direction

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# SAP Business One: Product areas of future investment

**Vision:** Strengthen SAP Business One as the ERP solution for small business and lower midmarket, offering flexible deployment models including partner-managed cloud, a solid global business core, enabling cloud extensions (SAP Business Technology Platform and SAP Build), and a leading user experience.

## Global and highly scalable real-time ERP

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- Offer a highly competitive solution
- Provide attractive maintenance model
- Support enhanced localizations
- Make continuous improvements

## Streamlining customer value

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- Transform flexible technology and innovations into customer value at low TCO
- Support fast adoption of new business models, customer growth, and intuitive **web client design**

## Leveraging SAP HANA

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- Further leverage exclusive advantages and capabilities of SAP HANA (enterprise search, advanced analytics)

## Partner co-innovation and extensions

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- Support innovation driven by **SAP Build and SAP BTP**
- Support robust developer experience on the service layer, including new design concepts, APIs, objects, and tools

## Flexible deployment model – cloud, on premise

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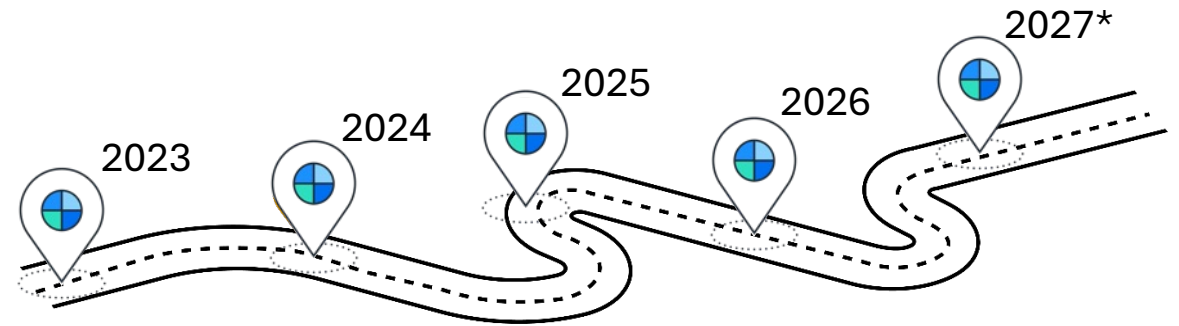
- Accelerate cloud transformation and drive mobile adoption
- Extend partner-managed cloud tools
- Provide maximum flexibility, low complexity, and best control of the business for customers

# SAP Business One releases and related products

Solid product road map with continuous innovation

**SAP Business One** –  
(version for SAP HANA and  
Microsoft SQL)

Continuous enhancements  
through version 10 feature  
packages (FP) and support  
packages (SP)



**Cloud** – Continuous enhancements for SAP Business One Cloud, partner-hosted options

**Web client** – Support for working smoothly with SAP Business One using native web browser

**Mobile apps** – Continuous enhancements for all mobile apps

The latest SAP Business One release planning details are always available in SAP Note [2267770](#).

\*This is the current state of planning and may be changed by SAP at any time. Version 11 to follow after Version 10. More details on the schedule to be shared in 2024.

# Thank you.

