

boyum **it**

# What's Ahead for Boyum IT: 2026 and Beyond

Mads Harding & Steven Brown

# Agenda

01. Introductions
02. Boyum Roadmap & Strategy
03. SAP Web client & AI Functionality
04. Boyum Product Overview
05. Q&A

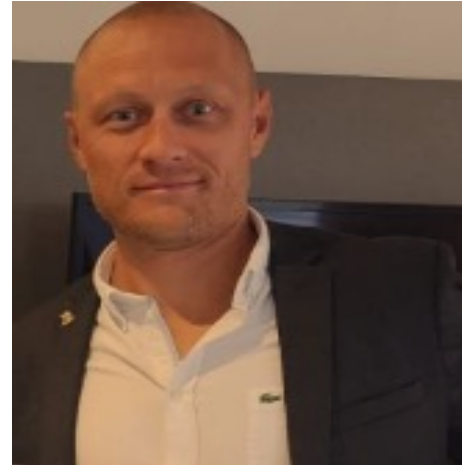


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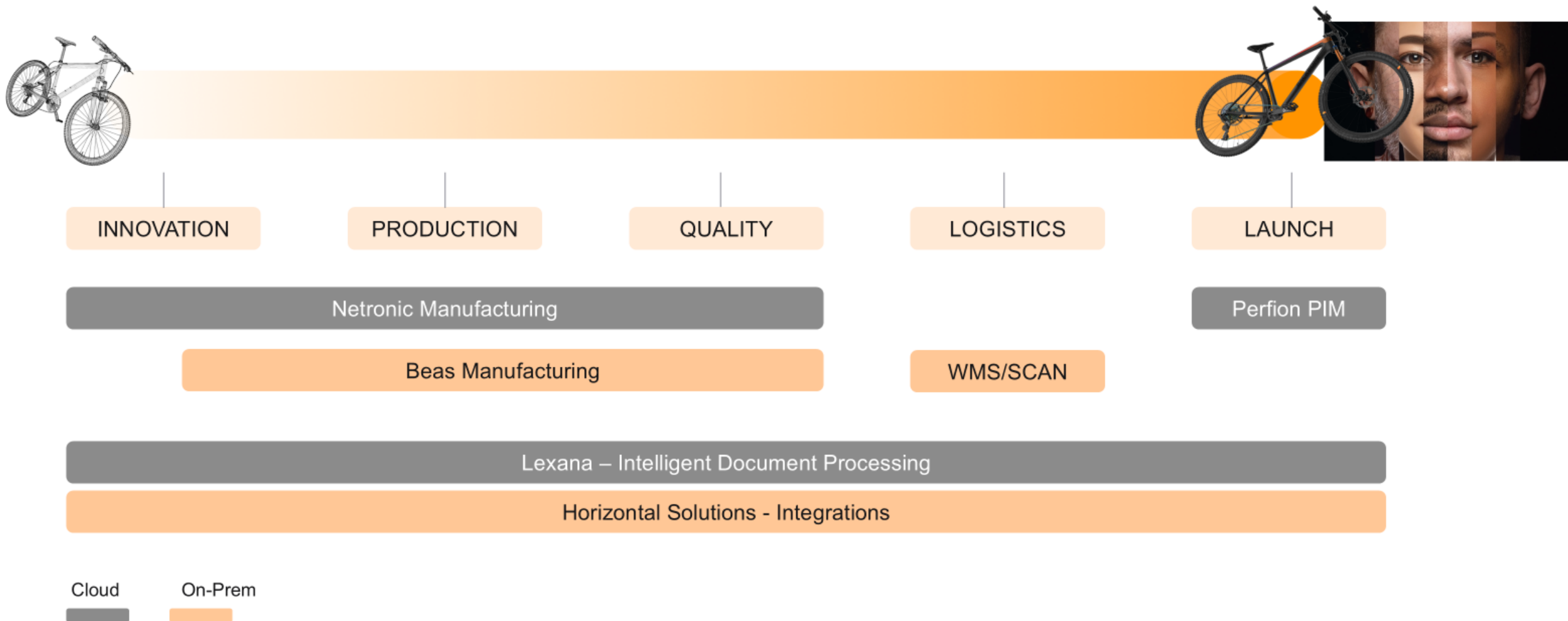
## **Mads Harding**

**Vice President Channel Sales**

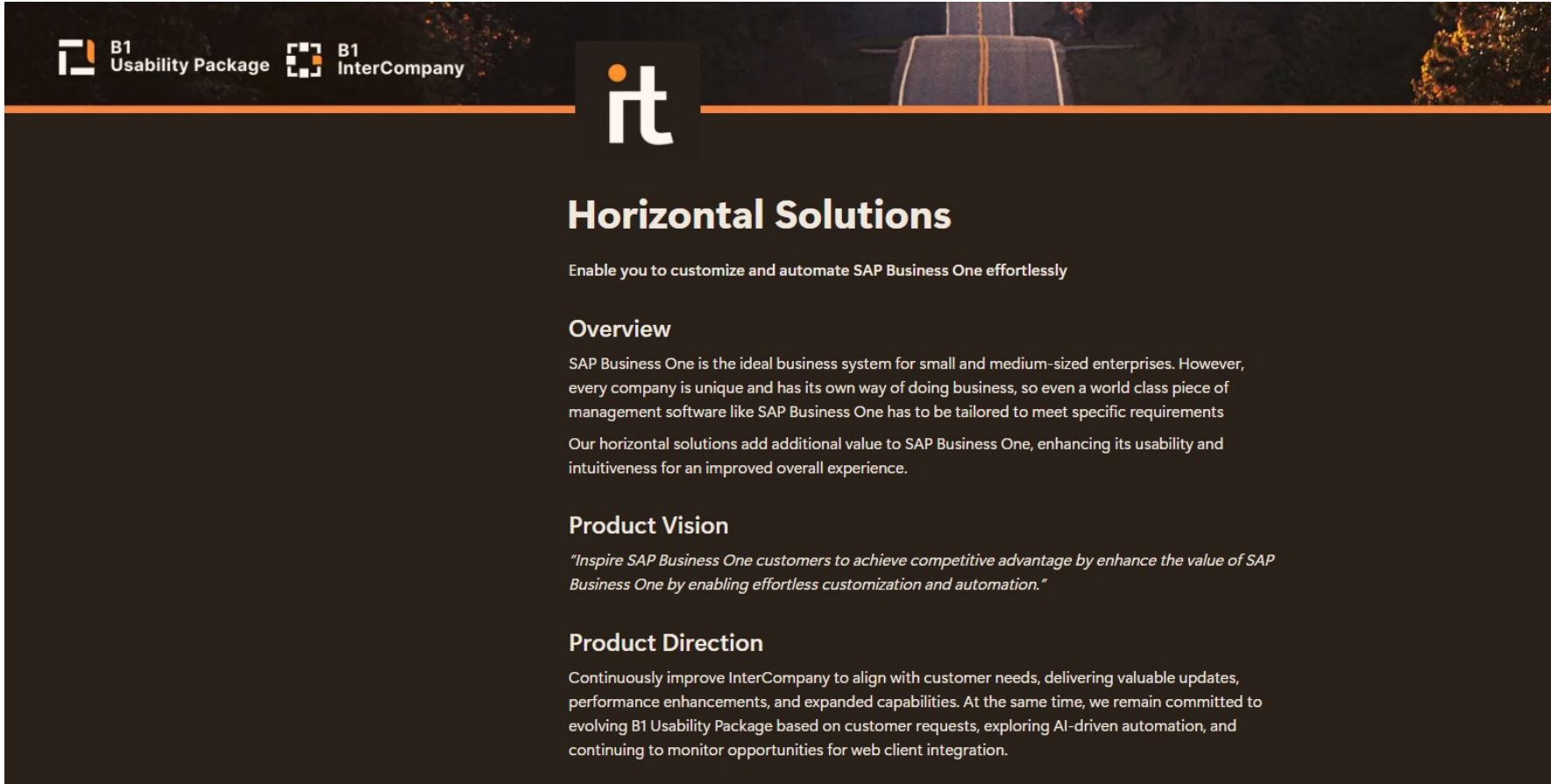
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# The Product Value Chain



# Committed Roadmap



 B1 Usability Package  B1 InterCompany



## Horizontal Solutions

Enable you to customize and automate SAP Business One effortlessly

### Overview

SAP Business One is the ideal business system for small and medium-sized enterprises. However, every company is unique and has its own way of doing business, so even a world class piece of management software like SAP Business One has to be tailored to meet specific requirements

Our horizontal solutions add additional value to SAP Business One, enhancing its usability and intuitiveness for an improved overall experience.

### Product Vision

*"Inspire SAP Business One customers to achieve competitive advantage by enhance the value of SAP Business One by enabling effortless customization and automation."*

### Product Direction

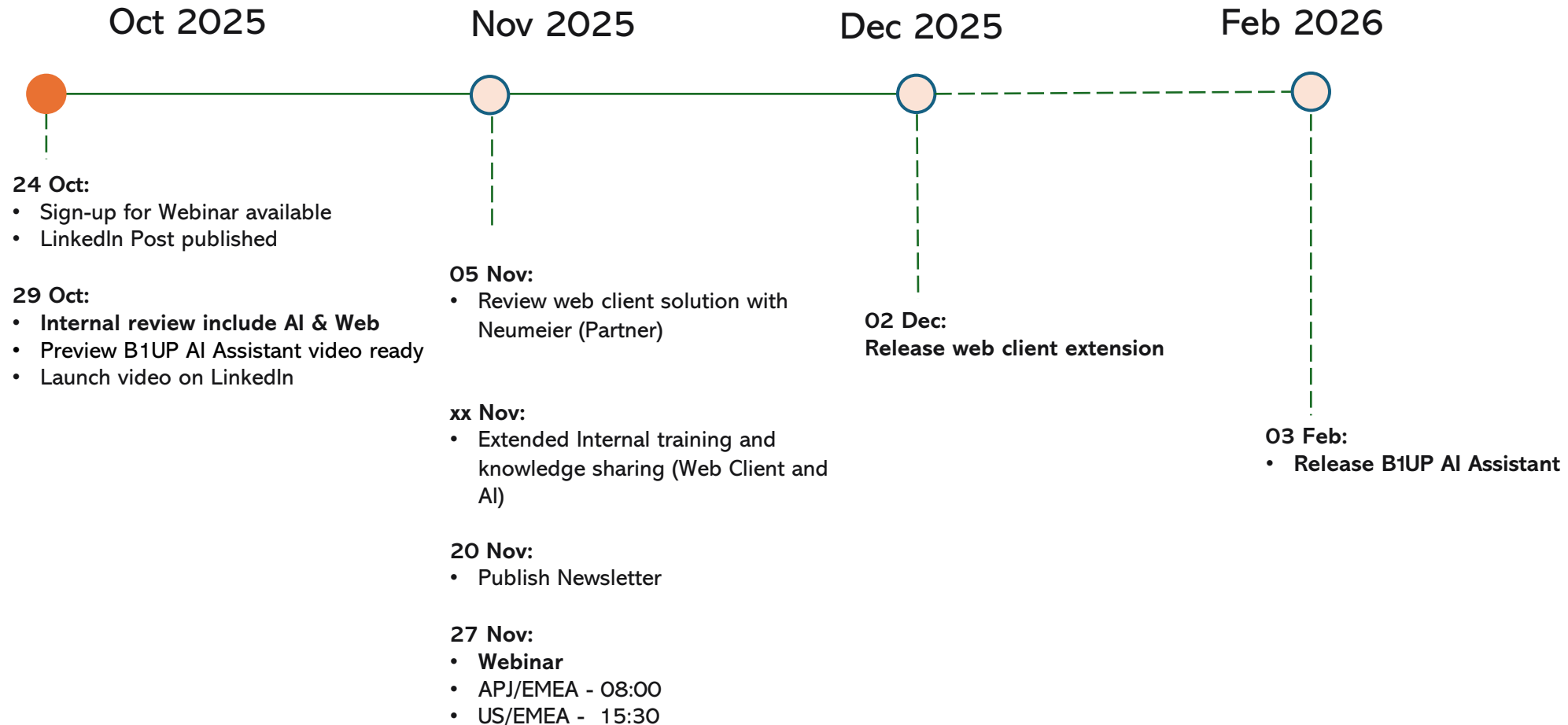
Continuously improve InterCompany to align with customer needs, delivering valuable updates, performance enhancements, and expanded capabilities. At the same time, we remain committed to evolving B1 Usability Package based on customer requests, exploring AI-driven automation, and continuing to monitor opportunities for web client integration.



## **B1 Usability Package**

### Web Client Extension

# Web Client Launch Plan



# Roadmap for

## B1 Usability Package

### Short-Term Priorities (Next 6 months)

- **Web Client Extension**
  - Enhance **Print & Delivery** functionality:
    - Enable **multi-database support** for broader deployment flexibility.
    - Support **additional actions** beyond Preview (e.g., email, printing export).
- **AI Integration**
  - Maintain and enhance the **B1UP AI Assistant**
  - **Review and evaluate potential automation capabilities** for future implementation.

### Mid-Term Initiatives (~6-12 Months)

- **Web Client Expansion**
  - Extend capabilities beyond Print & Delivery based on **technical feasibility and customer demand**.
  - Maintain alignment with **SAPs evolving Web Client roadmap**.
- **AI Integration**
  - Integrating **AI Assistant** into the Web Client.
  - Introduce **automation workflows**.

# B1UP Web Client Extension

The **B1UP Web Client Extension** brings B1UP functionality into the SAP Business One Web Client. This first release focuses on enhancing **Print & Delivery capabilities**, including **PDF preview directly within the Web Client**, to improve flexibility and efficiency in browser-based workflows.

## Key Highlights:

- Support a **PDF preview** of reports directly from selected pages in the web client
- Uses the **same configuration and templates** already set up in the desktop version.
- Support currently only one Database instance

The screenshot displays the SAP Business One Web Client interface. At the top, the navigation bar includes 'SAP Business One', 'Home', and 'WMS\_BEAS\_SUPPORT'. Below this, a menu bar lists various business processes: 'My Home', 'CRM', 'Sales', 'Purchasing', 'Business Partners', 'Payments', 'Item Management', 'Stock Transactions', 'Production', and 'Accounting'. The main content area features a 'News Feed' with a photo of a man and the text 'Check out the latest news about SAP Business One'. To the right, there are four summary cards: 'Sales Quotations' (0), 'Sales Orders' (1), 'Purchase Requests' (0), and 'Purchase Orders' (0), each with a '15 min ago Open' timestamp.

The lower portion of the screenshot shows a detailed view of 'Sales Order 19'. The top navigation for this view includes 'Edit', 'New', 'Copy To', 'Close', 'Cancel', 'Duplicate', 'New Activity', 'Relationship Map', and 'Views'. Below this, there are tabs for 'General', 'Contents', 'Logistics', 'Accounting', 'Attachments', and 'User-Defined Fields'. A 'Details' section is visible, containing a table with columns for '#', 'Item No.', 'Item Description', 'Country/Region of Origin', 'Quantity', 'Unit Price', and 'Disc'. The table contains one row with the following data:

#	Item No.	Item Description	Country/Region of Origin	Quantity	Unit Price	Disc
1	FP_001	Item 1		2,000	\$ 150,00	

At the bottom right, a 'Total Summary' section shows 'Total Before Discount: \$ 300,00'. A 'Preview' menu is open over the table, offering options: 'Preview', 'Choose Preview Layout', 'Send by Email', and 'Choose Email Option'.

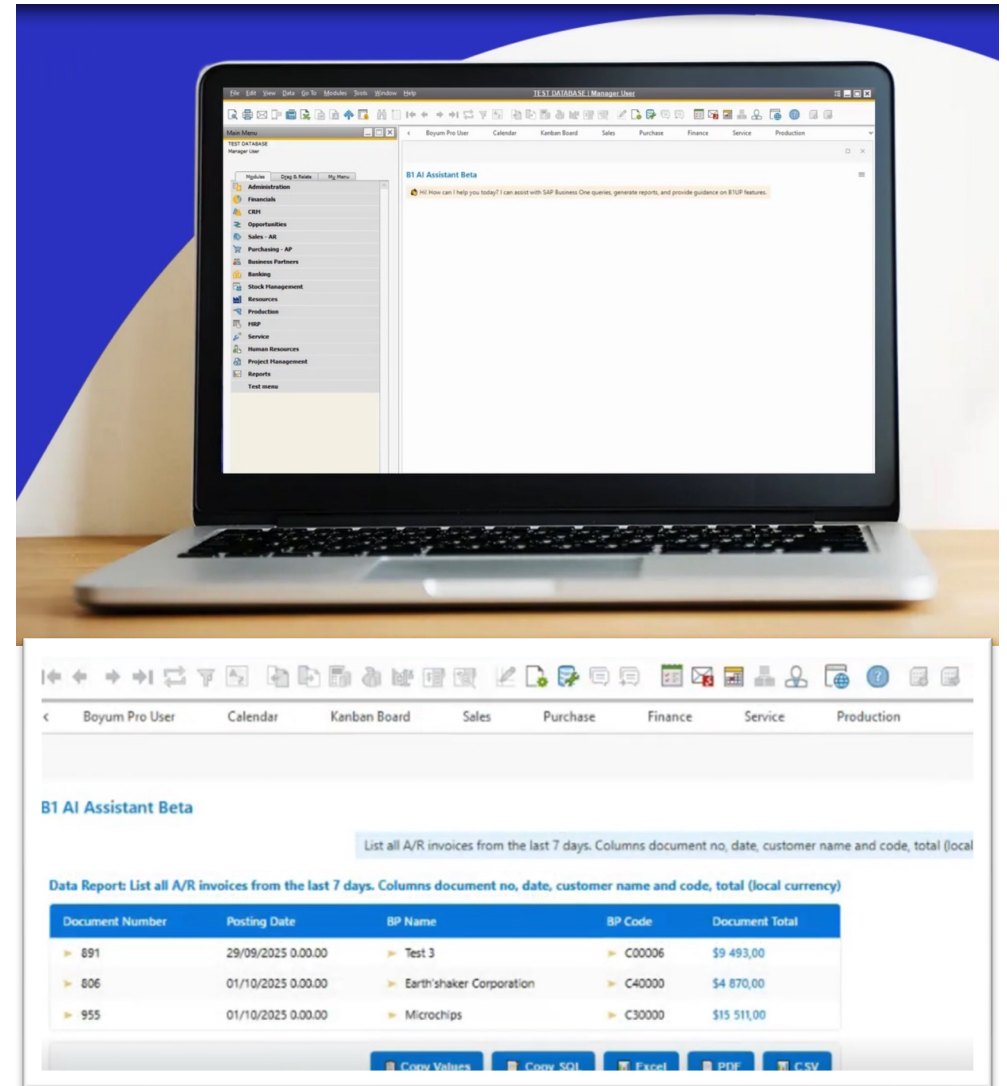
# B1UP AI Assistant

## Description:

The **B1UP AI Assistant** is a new feature designed to support SAP Business One users by providing **context-aware reporting** and **user guidance**. It's an **add-on** to B1UP that helps users navigate data more efficiently and make informed decisions with less effort.

## Key Highlights:

- AI-powered assistant focused on **reporting insights** and **user guidance**
- Designed to support users in **daily decision-making** and **data interpretation**
- **Zero-configuration** required, and **no business data** is shared



# B1UP AI Assistant Use Cases



**Inventory Manager**

- **Scenario:** Concerned about **old stock** and inactive items.
- **AI Action:** Show batches older than X months or items with no transactions in the last year.
- **Benefit:** Reduce waste and free up storage space → better inventory turnover.



**Production Manager**

- **Scenario:** Needs to reduce production delays.
- **AI Action:** Show delayed production orders.
- **Benefit:** Faster decisions, fewer bottlenecks and improved planning.



**Customer Service**

- **Scenario:** Customer calls asking why deliveries are always late.
- **AI Action:** Generate an overview of delayed orders for Business Partner X.
- **Benefit:** Immediate insight during the call, faster resolution and improved customer experience



**Data Quality Specialist**

- **Scenario:** Duplicate or misspelled Business Partners or items.
- **AI Action:** Find identical Business Partners
- **Benefit:** Improve data accuracy, cleaner master data.



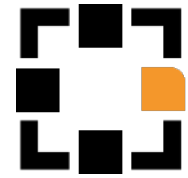
**In a world where time is short,**



# B1 InterCompany



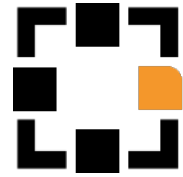
# Key Benefits of



# B1 InterCompany

- Effortless sync of master data to your entities
- Automate, streamline and visualize your business processes
- Everything in one place, totally integrated into B1
- Easy to use and maintain

# Roadmap for



# B1 InterCompany

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## Short-Term Priorities (Next 6 months)

- **Enhance Data Mapping**
  - Improve **bi-directional synchronization** for better data consistency.
  - Expand **scenarios support** based on customer requests
- **Infrastructure**
  - Add support for **multi-server deployments** to improve scalability.

## Mid-Term Initiatives (~6-12 Months)

- **Enhance Data Mapping**
  - Implement mapping for **Business Partners** and **Item Master**.
- **Expand Financial Consolidation**
  - Support **segmented chart of accounts**.
  - Support **exchange rate gain and loss**.
  - Expand **financial consolidation capabilities** based on customer feedback

## Ongoing Commitment

- Continue **evaluating input from partners and customers** to guide feature

# Why Talk About Customer Success?

- SaaS shifts focus from product sold → outcomes delivered.
- Retention, adoption, and advocacy matter more than ever.
- ISVs in indirect GTM face unique challenges (limited visibility, partner ownership).

## 2025 GTM Benchmarks:

**Lot new revenue comes from existing customers**

52% new revenue from existing accounts in 2024

**Engagement fuels success**

Engaged C-suite relationships increase upsell potential by 189%.

# Important Links



Boyum Product Roadmap Site



B1UP AI & Web Client Webinar

