

SAP Business One for Distribution

Designed for your small
and midsize distribution
company's needs

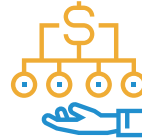




Financial Management



Sales and Customer Management



Purchasing and Inventory Control



Warehouse Management



Planning



Product Configurator



E-commerce Integration



Electronic Data Interchange



Supply Chain Management Portal



Quality Management



Service Management



Business Intelligence



Analytics and Reporting

Successfully manage and grow your business

SAP Business One for Distribution application offers an affordable way to manage your entire business - from accounting and financials, purchasing, inventory, and sales and customer relationships to the warehouse and human resources. SAP Business One for Distribution helps you to streamline processes and gain a greater insight into your business so that you can act fast and make decisions based on real-time information to help you drive profitable growth.



A single view of your business to help you stay in control

We understand that businesses like yours have big dreams and big goals. However, as your business grows, getting a single view of what is happening at any given time when information resides in different applications or even locations can be challenging. SAP Business One for Distribution is designed for small and mid-sized distribution companies to grow with you. It is flexible and modular yet powerful, and its user-friendly interface makes it simple.

SAP Business One for Distribution

A complete and flexible solution



SAP Business One for Distribution streamlines distribution businesses from end to end. It connects all departments and automates processes to reduce errors and increase productivity. In addition, SAP Business One for Distribution tracks inventory and shows its location down to the shelf and bin. As a result, picking, packing, and shipping can be done quickly and accurately for greater customer satisfaction.

With the supply chain so volatile and complex, SAP Business One for Distribution helps simplify it by providing easy collaboration and automatic data sharing with vendors. You can recognize potential supply chain problems and avoid them with fast access to data and by identifying trends. In addition, SAP Business One for Distribution lets you track vendor performance with real-time analytics and dashboards.

SAP Business One for Distribution lets you add revenue streams with support for new business models and customer-centric services. For example, you can let customers shop online with e-commerce integration. Product Configurator capabilities allow buyers to customize the products to their needs and quickly receive pricing. If you add services to your offerings, you can manage all aspects, including contracts, warranties, call volumes, durations, and response times.

With substantial financial capabilities, you can reduce the time to close at month's end and quickly produce needed reports. With your sales, purchasing, and inventory connected, everyone can know in real-time what is available and what needs to be ordered. In addition, SAP Business One for Distribution provides deep insight and analytics to understand how well the business is doing at any time.



Improve your business end-to-end

Proactively meet customer and supplier demand with SAP Business One for Distribution. Improve everything from demand planning to inventory and supply chain management - and run flexible, tightly integrated processes to achieve operational excellence.

Benefits of SAP Business One for Distribution:

One system - Manage your business from end-to-end with one system created for the needs of distributors.

Run simple - SAP Business One for Distribution is an affordable, easy-to-use platform that enables your business to run simple from end-to-end.

End-to-end visibility - Get full visibility into your business, including accounts, inventory, sales order processing, invoicing, and deliveries.

Supply chain and supplier management - Streamline your supply chain processes, and build and manage your supplier network.

Chargeback management - Increase profitability with smarter, more efficient chargeback management.

Ordering and order processing - Improve the overall customer experience with multi-channel ordering and fast order processing.

Reporting - Create fast, accurate reports on inbound and outbound shipments, inventory, and item locations.

Total control of your finances

SAP Business One for Distribution provides tools to help manage and streamline your financial operations. It automates everyday accounting tasks such as maintaining ledger and journal entries, supporting tax calculations, and enabling multicurrency transactions.

You can conduct all your banking activities, including processing bank statements and payments and reconciling accounts. You can also manage cash flow, track budgets, and compare actuals versus plans to see where your business stands instantly.

By integrating your financial operation in real-time with other business processes, such as purchasing and sales, you can speed up transactions and improve visibility into cash flow.



Financial Management



Accounting - automatically handles all key accounting processes, such as journal entries, accounts receivable, and accounts payable.

Controlling - accurately manage cash flow, track fixed assets, control budgets, and monitor project costs.

Simplified - management of fixed assets, the virtual fixed asset function frees you from repetitive manual data entry.

Banking and reconciliation - quick process reconciliations, bank statements, and payments by various methods, including checks, cash, and bank transfers.

Financial reporting and analysis - create standard or customized reports from real-time data for business planning and audit reviews.



Create a loyal customer base

Acquiring new customers is essential for success, but maximizing customer relationships is just as crucial. SAP Business One for Distribution provides the tools to help you efficiently manage the entire sales process and customer lifecycle, from initial contact to final sale to after-sales service and support.

Its integrated functionality provides a complete view of prospects and customers so you can better understand and meet their needs. As a result, you can turn prospects into customers, increase sales and profitability, and improve customer satisfaction.



Sales and Customer Management



Sales and customer management - track opportunities and activities from the first contact to deal closing.

Marketing campaign management - create, manage, and analyze marketing activities.

Customer management - store all critical customer data in one place, and synchronize and manage customer contacts stored in Microsoft Outlook.

Service management - efficiently manage warranty and service contracts and quickly enter and respond to service calls.

Reporting and analysis - create detailed reports on all aspects of the sales process, including sales forecasting and pipeline tracking, using time-saving templates.

Mobilize your sales team - manage your sales information on the move with the SAP Business One for Distribution Sales mobile app.

Optimize buying and purchasing

Every small business needs a systematic approach to managing the procurement process, from requesting vendor quotes to creating purchase requests and paying vendors. SAP Business One for Distribution helps manage the complete order-to-pay cycle, including receipts, invoices, returns, and payments. In addition, integrated reporting tools let you easily compare suppliers and prices to negotiate better deals and identify opportunities for cost savings.

Purchasing and Inventory Control



Procurement - create purchase requests, POs, and goods receipts, and link purchasing documents, view document trails for audit purposes, and manage returns.

Master data management - manage detailed data in a user-friendly interface, view account balance and purchase analyses, and maintain detailed item purchasing information with price lists and tax information.

Warehouse and accounting integration - achieve real-time synchronization of goods receipts and inventory warehouse levels.

Accounts payable - processes invoices, cancellations, and credit memos with a PO reference plan for your material needs and schedule your purchases accordingly.

More accessible, up-to-date reporting - generate reports with real-time data and display them in various report formats or dashboards.

Container Receiving - when receiving a container, it can be created in the system, and all information received from the vendor(s) can be entered.

Container Packing - create a container with eligible lines selected from different sales orders to a customer.

Track Shipments - containers can be tracked from when they are shipped until they reach their final destination.

Update Purchase Orders - add all open PO lines with quantities loaded to the container.

Packing Calculations - when shipping a container, you can estimate what will fit in it based on the weight and dimensions of each item. It will take that information and calculate it to help you determine what will fit inside.

Receive Containers - the container is received, and inventory is automatically updated.

Streamline your warehouse

For wholesalers and distributors, the warehouse is critical to the business. SAP Business One for Distribution helps you optimize your warehouse(s) to increase the speed and accuracy of order fulfillment. It allows you to reduce overhead and cycle times while increasing inventory turns. Save time and simplify the workday with role-based screens and step-by-step guidance that lets you execute tasks faster and more accurately. Extract more profit from each order by increasing efficiency and evaluating performance in real-time. Know exactly where items are with bin tracking.



Warehouse Management



Track and trace processes - know items down to the SKU, serial, or batch number.

Physical or cycle counting - easily capture on-hand inventory status.

Vendor goods - quickly receive and check with pre-defined quality triggers.

Mobile apps or hand-held devices - scan barcodes or QR codes to execute transactions and track activity.

Pick, pack, and shipping controls - eliminate errors and minimize handling costs.

Production transactions - support Value Added Logistics (VAL), kitting, or simple production operations.

Warehouse space - optimize your warehouse space by using inventory data to place items in the most efficient areas.

Bin location management - manage stock in multiple warehouses, by dividing each one into multiple subzones, set up allocation rules, optimize stock movement, and reduce picking times.

Goods receipt and issue control - record goods receipts and issues; track stock locations and transfers; enable consign-ment, drop-ship, and other orders; and perform inventory and cycle counts.

Production and material requirements planning - create and maintain multilevel bills of materials (BOMs), issue and release production orders manually or by backflush, and globally maintain prices for BOMs.

Transparent inventory control and distribution

Have accurate information about inbound and outbound shipments, inventory, and item location. You can value inventory using standard costing, moving average, FIFO, and other methods; monitor stock levels; and track transfers in real time. You can run real-time inventory updates and availability checks and manage standard and special pricing. You can also apply volume, cash, and customer discounts and run reports that reveal their impact.



Planning



Warehouse and inventory management - manage inventory using various costing models, maintain item master data, and use multiple units of measure and pricing.

Material Requirements Planning (MRP) - enables you to plan material requirements for a manufacturing or procurement process based on the re-evaluation of existing inventories, demands, and supplies on changing planning parameters (such as lead time determination, make or buy decisions, and holiday planning).

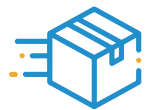
Bill of Materials (BOM) - calculates gross requirements for the highest bill of materials (BoM) level, based on existing inventory, sales orders, purchase orders, production orders, forecasts, and so on. It calculates gross requirements at the lowest BOM levels by carrying down net parent demands through the BOM structure. Dependent levels might have their own requirements, based on sales orders and forecasts.

Reports - the results of the MRP run are reports and recommendations that fulfill gross requirements by taking into consideration the existing inventory levels and existing purchase orders and production orders. The MRP run also takes into account predefined planning rules such as Order Multiple, Order Interval, Minimum Order Quantity, Inventory Level, and so on.

Ship faster, easier, and cheaper

Shipping plays a big role in the wholesale and distribution business, so it's essential that it is streamlined. SAP Business One for Distribution handles all major carriers and lets you save time and minimize errors by automating the shipping process. It allows you to generate real-time quotations and shipping requests to carriers. Create and print packing slips and labels and integrate directly with shipping carriers. Automatically send customers emails with a link to track their orders. Easily package items evenly using distribution calculation functionality.

Shipping



Address validation - automatically checks an address's validity before sending a shipment.

Carriers supported - all major carriers are supported, including FedEx, UPS, XPO, USPS, ABF Freight, FedEx Freight, Old Dominion, AeroFlash, and R & L.

Shipping Labels - Automatically prints all labels when a shipping request is received.

Integration with E-Commerce - Import the shipping to and from the contact name, address, phone number, and customer reference number.

Integration with Email - send a confirmation email to customers to notify them when a shipment goes out.

Shipping Logs - See all the transactions for the day displayed on the shipping logs screen.

Warehouse Contact - Select a contact person from the warehouse for each shipping address to be used in a shipping quote.

Address Validation - Connects to the carrier to verify that the shipping address is valid; if not, it gets highlighted in red.

Residential Delivery - You can indicate if an address is residential, which will affect the rate for shipping.

Service Type - Select what service type to use and choose which account, the shipper or consignee, to use in the shipping quote.

Packing Slip - Create packing slips with information on the weight, length, and height of the items being shipped.

Easy Packaging - Helps to add the weight of the items in the packages evenly when shipping multiple boxes to a location.

Freight - You can add freight to a shipping quote or leave it off.

Rates - Get all of the available rates the carrier provides with the Get Quote button, and options are received through the carrier's API and displayed on the screen.

Tracking Number - A tracking number will be displayed if the shipment is successfully sent.

International Shipping - Supports international shipping and multi-language and currencies.

Customers can customize products

People like to be able to customize products to their specifications. Some products can have many options, and it is valuable if customers can try different configurations themselves and obtain the cost based on those configurations. Additionally, if a salesperson is working with a customer, they need to be able to quickly select the desired components and come up with an accurate quote. SAP Business One for Distribution provides a web-based, rule-based, and customer-facing product configurator that provides step-by-step instructions to configure products with multiple options, unique part numbers, and component combinations.

Product Configurator



Rules-based engine - rules-based and drill-down options are layered to support the most detailed configurations.

Quotes - be able to provide a fast response to customer requests for quotes and reconfigure changes in options quickly.

Configuration control - each configuration is assigned a unique item code to simplify tracking and repeat orders.

E-commerce integration - give customers the ability to self-select the configuration they want through your website with integration to your e-commerce site and ERP to fulfill orders.

Product configurator wizard - a step-by-step guide through the configuration process to make it easy to structure your products to a specific configuration.

Customer history - access to previous and existing configurations to create new orders, make adjustments, and find profitable product combinations.

Calculations and formulas - use multiple dimensional calculations and formulas to determine product material requirements.

Flexible inventory allocation - see if order configuration components are available and allocate at a quote or order level.

Revision tracking - keep a history of changes made to product configurations with a record of who created them.

Copy and modify - Take an existing configuration and copy and modify it to create a new product configuration.

Order monitoring - monitor orders with customizable reports and an order queue to review before final approval.

Product selection - customers can select the exact product options they want using a browser-based configurator.

Accurate online order processing

When you connect your e-commerce solution with SAP Business One for Distribution, you consolidate orders, inventory, and customer management in one place. You can better serve your customers by improving the tracking of order fulfillment and knowing immediately when it is time to replenish inventory. E-commerce integration also eliminates manual order entry as they flow directly into SAP Business One for Distribution.

E-commerce Integration



Customer management - create B2B or B2C customers in SAP Business One for Distribution as information is received from the e-commerce platform.

Order management - automate online orders into SAP Business One for Distribution for processing and authorizing credit cards or payment terms.

Return Merchandise Authorization (RMA) - enables administration of partial orders and individual item returns, customer notification, shipping methods, and more.

Provide customers access to their data

SAP Business One for Distribution's customer portal module supports high-volume transactions and is available to customers anytime. Having transactions entered into the module by customers helps to save significant time in data entry and reduces entry errors. It also allows you to collaborate with your customers regarding their order status.

Customer Portal



Customization - customers can customize how they want to view their data and even have it branded with their corporate identity.

Customer data - each customer has the ability to view their historical transactions, review quotes, place online orders, track shipments, and print and/or download paid and unpaid invoices.

Data records - customers can easily search, filter, sort, and group their data records.

International payments - the module accepts payments and sends pay-outs for international customers and can handle full credit card and ACH payments.

Easily manage service calls

One of the most significant opportunities for distributor growth is value-added services. It helps differentiate your business and provides additional revenue streams. SAP Business One for Distribution allows you to add services to offer greater value to your customers and expand your business. If you have existing services, SAP Business One for Distribution can help you manage all critical aspects better. Create tasks and activities relevant to customers' requests and use an online ticketing system to receive and track customer issues through to a resolution. You can monitor everything to stay on track and make them a profitable part of your business.

Service Management



Customer warranty and service contracts - the life cycles of warranties and contracts can have all critical information monitored.

Online ticketing system - receive and track customer issues through to a resolution.

Service data and reports - have access and authorizations to service data and reports controlled.

Service calls - analyze service calls by queue, responses by assignee, average close time, and more.

Open and overdue calls - display on a service monitor, and an alert indicates when call durations or volumes are exceeded.

Ensure products surpass quality standards

Providing quality products is essential to all businesses, including distributors. SAP Business One for Distribution streamlines your internal quality and compliance needs, identifies quality issues proactively, and ensures high-quality products for your customers. Fully manage and streamline your quality management and compliance processes throughout your supply chain, from purchasing and receiving to packing and shipping. Unify quality and distribution processes for better control and traceability.

Quality Management



Material review board - track all products to expedite negotiated pricing or returns.

Mobile data collection - conduct quality control and capture data from any location via mobile and the web.

Return to vendor - streamline post-inspection processes to quickly determine when received goods are faulty.

Inspection plans - execute inspection plans, checklists, and quality control tests for all goods.

Business insight for smart decision-making

SAP Business One for Distribution provides analytic and reporting tools. It includes a complimentary and fully integrated version of SAP Crystal Reports. As a result, you can gather data from multiple sources and generate timely and accurate reports based on company-wide data. Integrated with Microsoft Office, SAP Crystal reports let you choose from various report formats and control access to the information displayed.

With optional analytics powered by SAP HANA, SAP Business One for Distribution uses in-memory computing for analysis and reporting. You gain real-time access to predefined dashboards, reports, and productivity tools to support decision-making. You can tailor forms and queries to meet specific requirements without technical training. You can also configure settings to define exchange rates, set authorization parameters, and create import and export functions for internal mail, email, and data.



Business Intelligence



Report creation and customization - access data from multiple sources, create new reports, and customize existing ones in various layouts with minimal IT overhead.

Interactive analysis - use standard MS Excel features to create reports and see your business from new angles.

Intuitive tools - drag and relate, drill downs, search assistance, and workflow-based alerts.

Analytics plus pre-defined KPIs (Key Performance Indicators) - see average delivery variance days, top five sales employees, and more.



Clear visibility of performance

SAP Business One for Distribution empowers your employees to make smart, confident decisions faster by capturing all critical information across sales, customers, operations, and finance, making it instantly available company-wide. Integrating this data in one system instead of multiple disconnected spreadsheets eliminates duplicate data entry, costs, and related errors. In addition, workflow-based alerts trigger automatic responses when important business events occur, allowing you to focus on the most critical events. As a result, you have clear visibility into how your business performs and greater confidence in the information used to make decisions.

Analytics and Reporting



Drill down data - get a more granular view of data with specific layers of information to analyze.

Drag and relate - display a wide array of real-time business information linking master data elements to transactions.

Intuitive tools - enterprise search, pervasive analytics designer, and workflow-based alerts all help provide faster insight.

Visualizations - pull data from any and all sources to build insightful end-to-end data visualizations.

Interactive analysis - see multiple perspectives with integration to Excel functionality to include pivot table interaction.

Dashboards - see graphical reports that depict business performance for purchasing, sales, inventory, and financial activity.

Ad-hoc analysis - users can easily control information to create and run ad hoc reports to explore and report on data.

Real-time analytics - analyze large amounts of real-time data for instant business insights to help drive transformation.

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