

**SAP Solution Brief**

SAP Solutions for Small Businesses  
and Midsize Companies  
SAP Business One

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Objectives

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Solution

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Benefits

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Quick Facts



**Get Growing with the Starter  
Package for SAP Business One®**



The Best-Run Businesses Run SAP™

**Start quickly and maintain momentum  
as your business grows**

# Start quickly and maintain momentum as your business grows

Are you toiling with spreadsheets or limited by stand-alone business software? Save time and effort by choosing the starter package for the SAP Business One® application. [Gain visibility and control quickly](#) while establishing an integrated software foundation to manage your business and support your evolving business needs.

You may have heard about the many ways SAP software helps companies Run Simple. But did you know that more than 80% of SAP's customers are small to midsize businesses like yours? Now, with the SAP Business One starter package, you can use a single solution to help manage your entire business. The application is powered by SAP HANA® to help you gain the real-time business insights you need.

The starter package provides the best features of the industry-proven SAP Business

One application, offered at a reduced price. Available through SAP channel partners and designed for up to five software users, the starter package can run on premise or in the cloud.

The SAP Business One starter package is ideal for companies that want to improve efficiency, visibility, and control without the worry of having to switch software as business grows. You can upgrade to the full version of SAP Business One at any time without having to invest in new software.



# Start with a ready-to-use solution with abundant potential

## Start with a ready-to-use solution with abundant potential

Address your fundamental business requirements

Gain visibility to enhance business performance

Help ensure the success of your business

Compare the starter package and SAP Business One

The SAP Business One starter package addresses your fundamental business requirements with basic finance, sales, purchasing, customer relationship management, and inventory functionality.

This functional scope is particularly suited for companies in the wholesale distribution, high-value-item retail, and light professional services industries. The starter package is localized for the specific requirements in 42 countries and is available in 27 languages. (An SAP channel partner can tell you if the starter package is available for your country.) The [table](#) on pages 7–8 compares

functionality between the starter package and the full version of SAP Business One.

## Accounting and Financials

The SAP Business One starter package helps you manage your finances in real time. You can conduct all your banking activities, including:

- Processing payments by check, cash, credit card, bank transfer, and bill of exchange
- Reconciling various accounts
- Creating financial reports for profit and loss, cash flow, balance sheet, and aging
- Updating account postings at the exact time relevant business events occur

What's the difference? Compare the starter package and the full version of SAP Business One on pages 7–8.



# Address your fundamental business requirements

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## Sales and Customer Relationships

The starter package provides you with tools you need to keep existing customers happy while acquiring new ones. You can create quotes, enter orders, and provide better customer service. You can also track sales opportunities and activities from first contact to the close of sale. The software lets you manage and maintain customer contacts by synchronizing fully with Microsoft Outlook, which can increase sales effectiveness and stronger customer relationships.

## Purchasing and Supplier Relationships

Every small business needs a systematic approach to managing the procurement process, from creating purchase orders to paying vendors. The starter package helps

you manage the complete order-to-pay cycle, including receipts, invoices, and returns.

## Inventory and Distribution

The starter package also lets you readily manage your inventory and operations, including delivery, and billing. You can perform inventory valuation using different methods such as standard costing, moving average, and FIFO. You can monitor stock levels, track transfers in real time and across multiple warehouses, and run real-time inventory updates and availability checks. In addition, you can manage pricing and special pricing by automatically applying volume, cash, and account discounts to transactions with vendors and customers.



# Gain visibility to enhance business performance

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## **Reporting and Administration**

The starter package provides powerful, integrated analytic and reporting tools to help you access the critical business information you need. With complimentary SAP® Crystal Reports® software fully integrated into SAP Business One, you can generate timely, accurate reports based on critical data across financials, sales, customers, inventory, and operations. The reports are interactive, enabling the ability to drill down through multiple levels of relevant data to get complete information quickly.

Since the SAP Business One starter package is powered by SAP HANA, the package includes intuitive tools so you can explore

and investigate information in real time. For example, search through all your data in SAP Business One with its enterprise search functionality.

## **System Reliability and Performance**

SAP offers a remote support platform for the SAP Business One starter package that helps reduce support costs by providing automated support for your software. The remote support consistently monitors your software, alerting you to potential issues and taking proactive corrective action immediately. The tool provides several services to keep your software running smoothly, including automated database backups, preupgrade evaluations, and system installation health checks.



# Help ensure the success of your business

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### End-User Documentation

To optimize a successful experience with your new software, the starter package includes end-user documentation to help minimize initial training time. This documentation includes product help files, general instructions, and Flash-based demos for key business process and implementation tasks.

### Simple Upgrade to SAP Business One

If your business needs outgrow the starter package, upgrading to the full version of SAP Business One is a breeze. You simply keep your current starter package software and upgrade your user licenses. No software updates are required. You don't have to buy new software, disrupt operations, or migrate your data.

This risk-free approach is ideal for start-ups and growing companies that have five or fewer software users today and want to get up and running quickly with minimal investment and risk. As your business grows over time, simply import your new licenses and take advantage of the extended functionality in SAP Business One.

Over time, if you need to extend your IT infrastructure because you're increasing the number of users significantly, or if you need additional support or consulting services, your SAP channel partner can help you navigate your options.



# Compare the starter package and SAP Business One

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## Compare the starter package and SAP Business One

	Functionality	Starter Package	SAP Business One®
<b>Accounting and financials</b>	General ledger and journal entries	X	X
	Basic cost accounting		X
	Budget management		X
	Banking and payment processing	X	X
	Financial statements and reporting	X	X
	Fixed assets		X
<b>Sales and customer relationship management</b>	Opportunities and pipeline management	X	X
	Customer contact and activity management	X	X
	Sales quotation to invoicing and crediting	X	X
	Service contract management		X
	Service-call management entry and tracking		X
<b>Purchasing and supplier relationship management</b>	Purchase quotation		X
	Purchase orders to invoicing and crediting	X	X
	Bills of materials (BOMs) for production, sales, and assembly, and a BOM template	BOM for sales and template	X
	Production orders		X
	Forecasting		X
	Material requirements planning		X
<b>Inventory and distribution</b>	Item management and item queries	X	X
	Receipt, release, stock transactions, transfers, and revaluation	X	X
	Serial number and batch management	X	X
	Price lists and special pricing	X	X
	Pick and pack		X
	Bin locations		X

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	Functionality	Starter Package	SAP Business One®
<b>Reporting and administration</b>	Fully integrated with SAP® Crystal Reports® software	X	X
	Drag and relate, drill-downs, search assistance, and alerts	X	X
	Approval procedures		X
	Employee directory and time	X	X
	Remote support platform	X	X
	Data migration workbench, data archiving	X	X
	User-defined fields and tables	X	X
	SAP Business One Software Development Kit		X
<b>Mobile functionality</b>	Mobile app for iOS and Android devices	X	X
<b>SAP HANA® platform version</b>	Apps for cash flow and advanced available-to-promise functions		X
	Enterprise search functionality	X	X
<b>Integration</b>	Subsidiary integration		X
<b>Add-on support</b>	SAP software add-ons	X	X
	Partner add-ons	X	X
<b>Licensing options</b>	Starter package users	X	
	All other user types for SAP Business One		X
<b>Maximum users</b>		Up to 5	Unlimited





# Realize immediate and long-term benefits

## Realize immediate and long-term benefits

The starter package for SAP Business One offers a scalable solution that meets your essential business software needs and can expand as your business grows. You can adopt the package with the peace of mind that your business is receiving quality support from SAP, a leader in business management software with an extensive partner network.

With the starter package, you can experience the power and simplicity of streamlined business processes from day one. Plus, you'll gain the tools you need to help ensure more efficient and effective operations while meeting core business needs in a single, integrated software application. By selecting the starter package, you can achieve faster time to value with software that can be implemented quickly, requires little maintenance, and minimizes end-user training.



Experience the power and simplicity of streamlined business processes from day one.



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**Summary**

The starter package for the SAP Business One® application is an integrated business management solution for small companies that is powered by SAP HANA®. Running either on premise or in the cloud, the starter package helps you manage your entire business. You'll gain instant visibility and control while building a stable software foundation to support your evolving business needs.

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**Objectives**

- Meet growing business needs with an integrated yet affordable business management software solution
- Access the right information to make key decisions
- Minimize duplicate data entries, errors, and delays
- Build and maintain closer customer relationships
- Optimize cash flow for business needs

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**Solution**

- Integrated functionality to support finance, sales, purchasing, customer relationship management, and inventory management
- Flexible on-premise and cloud-deployment options
- Real-time access with the SAP HANA platform
- Strong ecosystem of SAP channel partners

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**Benefits**

- Greater efficiency, visibility, and control using an industry-proven software solution
- Faster time to value with software that has been priced and packaged for small businesses
- Stronger business foundation using a scalable solution developed by the market leader in enterprise application software

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**Learn more**

To learn more, call  
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The Best-Run Businesses Run SAP™