SAP Business One

Top Reasons to Use SAP® Business One to Support Subsidiary Operations

Establishing a Multitier Software Strategy to Extend the Value of Your Technology Investment

Companies that expand operations to penetrate new markets and drive revenue face unique software requirements. The software must meet corporate needs for standardization and control while enabling autonomy and responsiveness at business entities like subsidiaries, divisions, suppliers, and partners. When you choose to run the SAP® Business One application at these entities, you get the best of both worlds. You can quickly and affordably integrate operations with those at corporate offices for consistency and visibility while maintaining the freedom you need to be agile and responsive to new market opportunities.

BALANCING ENTERPRISE-WIDE NEEDS

Organizations often strive to balance the software needs of their extended enterprise. For example, the headquarters requires software that establishes uniformity, business process efficiency, and compliance while meeting its need for transparency and visibility. So enterprise resource planning (ERP) software that institutes a standard template is important for corporate operations.

Moreover, subsidiaries need to be nimble to fulfill their strategic purpose, whether it's to grow the organization, penetrate a market, or reduce costs through global sourcing or manufacturing. These business units still need to be efficient and in control, but too much standardization can get in the way of innovation. They need room for flexibility while still fitting into the overall corporate structures. That's where a two-tier ERP strategy can help. A two-tier ERP model lets you preserve ERP investments while equipping subsidiaries with an agile business management system.

Tier-one software like the SAP ERP application runs at your larger operations, while tier-two software such as the SAP Business One application runs at your smaller locations. The two software solutions are then integrated into one coordinated operation, bringing together your processes, applications, and data.

Bring All Your Companies Together as One

SAP Business One lets you coordinate operations, increase visibility, and transform decision making while cost-effectively managing your global IT investment. The software has already been adopted by tens of thousands of small businesses around the world and runs at more than 1,500 subsidiary locations. Here are some of the top reasons why.

Ability to Integrate and Standardize Operations and Data
SAP Business One is a comprehensive solution that integrates with leading ERP software. By centralizing and integrating core business functions on a common software infrastructure, you can eliminate disparate processes and multiple disjointed spreadsheets and databases. It enables complete visibility and better control.

Fast Payback
Running SAP Business One as part of a multitier software strategy helps you cost-effectively manage your global IT investment. The software is priced for small businesses and features an on-demand deployment model for companies that want to avoid the capital investment and resources required by an on-premise software implementation.

With the SAP Business One OnDemand solution, subsidiaries can manage critical business processes in a cloud-based offering. Maintained and managed centrally by your SAP partner, the solution lets you focus on your business, not IT.

THE MAKINGS OF A MULTITIER SOFTWARE STRATEGY

By choosing world-class applications from SAP, you can meet the diverse needs of your extended enterprise. For corporate operations, the SAP® ERP application offers enterprise-level software that addresses the core business requirements of the most demanding midsize and large organizations around the world in all industries and sectors. As part of SAP Business Suite software, it provides the foundation for other SAP Business Suite applications and is the basis for realizing superior business process efficiency.

For subsidiary-level operations, the SAP Business One application offers a single, affordable solution that meets your essential software needs and integrates readily with other applications across the extended enterprise. It addresses all of the core business functions across accounting, financials, customer relationship management, sales, service, warehousing, and operations. SAP Business One is delivered on a flexible platform with worldwide coverage and is supported locally by experienced resellers. It's available in both on-premise and on-demand deployment options so you can get started quickly with a few users and a basic implementation.

Connectivity with the Business Network
The robust integration framework of SAP Business One simplifies the effort to integrate outside software systems that enable processes unique to your operations, such as online ticketing, customer orders, or event registration. Preconfigured integration packages are also available to quickly and affordably connect SAP Business One with applications across the enterprise. It helps you manage intercompany transactions by synchronizing data and providing for streamlined financial consolidations.

"SAP Business One helps us in many specific ways, but I believe the biggest benefit of all is that it supports everything we do as a business in a unified, integrated, consistent way. It gives us a clear view of the entire company and where we are going."

Giampaolo Stella, Financial Controller, Skechers USA Italia s.r.l.

"With SAP Business One, a single internal IT person supports the application and the business network for 55 franchises – at a very low cost."

Paul van der Mark, IT Application Manager, Checkpoint Systems, Europe

Better Business Insight
SAP Business One helps you see your financial position more clearly. The software provides real-time access to critical data from the enterprise that you can analyze with fully integrated SAP Crystal Reports® software. You can create compelling reports that provide insights into all parts of your business. Managers can accurately track revenues, costs, and cash flow so they can assess business performance and make decisions on the fly to improve it. This agility is crucial to maintaining profitability.

Built-In Customer Relationship Management Functionality
By providing embedded customer relationship management functionality, SAP Business One helps you more easily manage contacts and strengthen relationships. You gain a comprehensive view of your entire customer base so you can make decisions to improve service and sales. Customer data is standardized and accessible from across the enterprise so you can better understand and respond to customer needs.

Global Footprint
Companies that have a global presence must factor in a multitude of local requirements specific to the region of operation. SAP Business One helps you overcome the complexities of a global business model by offering support for local languages, local legal compliance, and business logic. The software is available in 40 country-specific versions and offers a flexible platform for growth.

Reduced Time and Effort to Expand Operations
By establishing standardized processes and data, SAP Business One helps you reduce the time and effort required to add subsidiaries or business units to your business application landscape. The software can be deployed in as little as a few weeks. It features a user-friendly graphical interface and point-and-click functionalities to minimize training.

Flexibility to Adapt to Changing Needs
With its flexible architecture, you can customize and extend SAP Business One to meet unique and changing needs. You can start small and add functionality using the software development kit or choose from more than 550 add-on solutions as your business grows or new challenges arise.

Global Support
SAP Business One is sold and supported through our extensive network of authorized local partners in more than 40 countries. These channel partners combine their local business knowledge and IT expertise to help you purchase, implement, and support SAP Business One. The on-demand version offers the same functionality as the on-premise version but is hosted by an SAP channel partner and is accessed via a per-user subscription fee.

"SAP Business One is a robust solution that takes care of our entire business and instills best practices but is also flexible enough to accommodate the specific needs of a Pan-African business such as ours with 9 subsidiaries and over 30 distributors across Africa. It is a key enabler to our future growth."

Jason Hinrichsen, Chief Financial Officer, iWayAfrica Limited

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POSITION YOUR BUSINESS TO SUCCEED

Integrating processes throughout the enterprise enables your business to run better, collaborate more, and make smarter decisions. Headquarters can establish the visibility and control it desires to meet the company's global needs. At the same time, the smaller footprint works for smaller business units because they retain the flexibility and independence they need.

Working as a cohesive operation helps foster an understanding of the entire business landscape to identify what's working and what isn't to seize opportunities for growth or correct potential problems. With a collective view of customers and data, your enterprise is in a position to react quickly to changing customer and market requirements – as well as efficiently pursue business goals.

LEARN MORE

Contact your channel partner for the SAP Business One application or visit us at www.sap.com/businessone.

"SAP Business One enables us to standardize our business processes, reporting, and IT systems around the world. We can get a new subsidiary up and running quickly, and people trust the software and the data in it."

Christophe Ramon, Chief Technology Officer, Groupe Roullier

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The Best-Run Businesses Run SAP™