



# SAP Business One Roadmap

## Focused on Version 10 Details

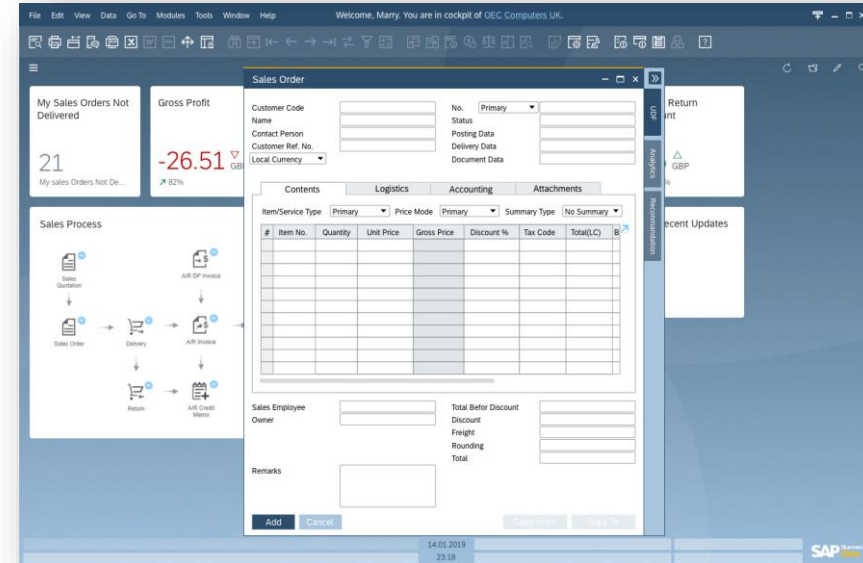
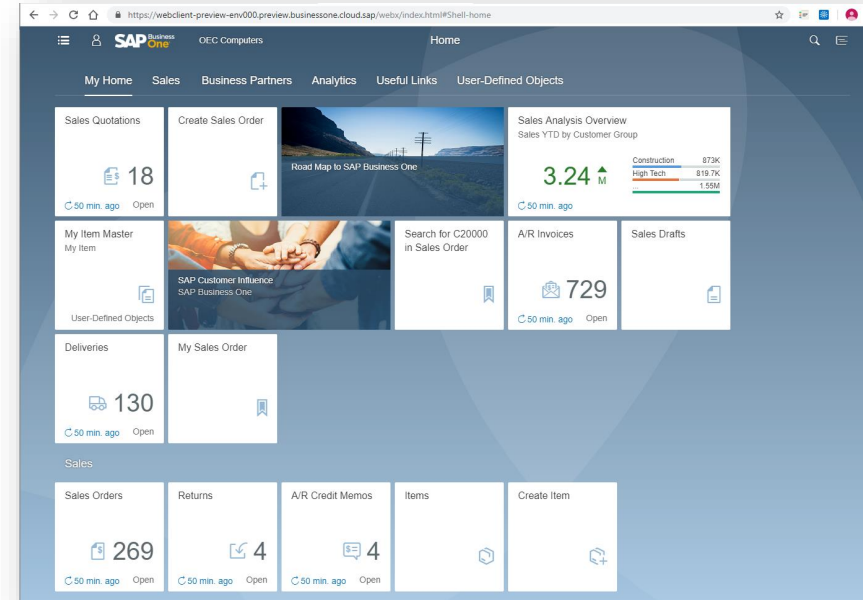
Andreas Wolfinger, Vice President, Head of Product and Solution Management  
June 18, 2019

Internal | SAP Employees and Partners Only



# Version 10: Much more than just a further development

- Intelligent ERP and process automation through elements such as machine learning and IoT
- Core functions and localizations extended based on market feedback. Focus on Wholesale/Retail objects
- UX in focus, new skin style
- Web client continuation leveraging the Service Layer
- Enhanced analytical capabilities leveraging HANA 2.0
- New Integration framework 2.0 and additional scenarios
- Reuse of existing SAP intelligent technologies (Recast, Invoice Recognition, SAC etc. depending on price-tag)
- Improved Cloud deployment - Answer partner requirements



# Version 10: Planned Core Processes & Business Logic

## Functional Refinement

Interactive Gantt chart

Service call printing and email support

Form setting for document printing

Financials report G/L account drilldown

Bill of Material refinements

Serial & Batches management form

Backorder reserve invoice support

Support attachment folder in additional documents

Extend reference documents support

Translation Table for Print Layouts

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Open item list form setting extension

Longer name for BP , Item groups and JE remarks

Posting period enhancements

Address enhancements

Allow approver to update

Effective cancellation of internal documents

Hierarchical master data (BPs, Items)

Extend import from MS Excel coverage

Electronic Documents Framework enhancements

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## Usability Enhancements

Extend full screen support

Increase usability in marketing documents

New skin and UX refinements

Support 4K monitor

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# Version 10: Planned Highlights

## Localizations

New localization for Middle-East

Harmonize localizations

Tax enhancements

## Industry Focus

Electronic Cash transaction registration

Enhancements to support retail/wholesale businesses

## Web Client continuation

Web client continuation

Focused on sales processes leveraging SAP HANA

Extensible via service layer

## Integration

SAP Intercompany Integration Hub

MS Office 365 (Word, Excel, and OneDrive)

Productize IoT sample scenarios

## Innovation

Automated online banking connection

Invoice recognition based on machine learning

Leverage SAP HANA 2.0 platform

## Reporting

Integration to SAP's Advanced Compliance Reporting

Renewal of SAP Crystal reports content and SAC Integration

## Mobile

Manufacturing/inventory sample scenarios

SAP Field Service Management Integration

Further enhancements for Sales-/Service App

## Infrastructure & Extensibility

Cloud infrastructure & tools enhancements

Enhance DI / Service Layer coverage

Introduce API-Hub

Support UDFs in additional tables

64bit / lightweight extension support only

Enhance UI tools

Support FMS multi trigger

## LCM & Supportability

Embedded incident reporting enhancements

Logging and Tracing (root-cause analysis)

One-click installer & reduced package size

Optimized patch delivery cycle

# Web client for SAP Business One



# Web Client

SAP Labs preview

https://webclient-preview-env000.preview.businessone.cloud.sap/webx/index.html#Shell-home

SAP Business One OEC Computers Home

My Home Sales Business Partners Analytics Useful Links User-Defined Objects

Sales Quotations 18 50 min. ago Open

Create Sales Order

Road Map to SAP Business One

Sales Analysis Overview Sales YTD by Customer Group 3.24 M 50 min. ago

|              |        |
|--------------|--------|
| Construction | 873K   |
| High Tech    | 819.7K |
| ...          | 1.55M  |

My Item Master My Item User-Defined Objects

SAP Customer Influence SAP Business One

Search for C20000 in Sales Order

A/R Invoices 729 50 min. ago Open

Sales Drafts

Deliveries 130 50 min. ago Open

My Sales Order

Sales

Sales Orders 269 50 min. ago Open

Returns 4 50 min. ago Open

A/R Credit Memos 4 50 min. ago Open

Items

Create Item

# Usability



# New Skin Demo

SAP Labs preview

Welcome, Jayson Butler. You are in cockpit of OEC Computers.

- Administration
- Financials
- CRM
- Opportunities
- Sales - A/R**
- Purchasing - A/P
- Business Partners
- Banking
- Inventory
- Resources
- Production
- MRP
- Service
- Human Resources
- Project Management
- Reports
- Excel Report and Interactiv...

### Service Call - SAP HANA

#### Overview

Incoming Calls Today 0

- Misc. Issues
- PC Issues
- Printer Issues

Calls to Close 4

- Others
- Due by Today
- Overdue

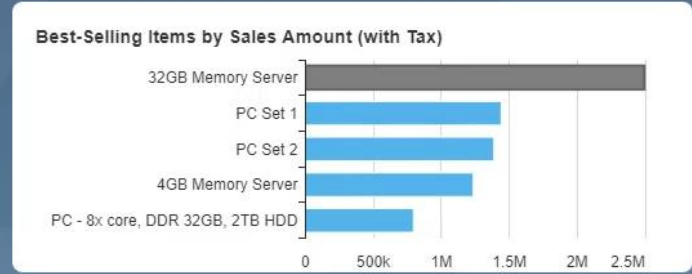
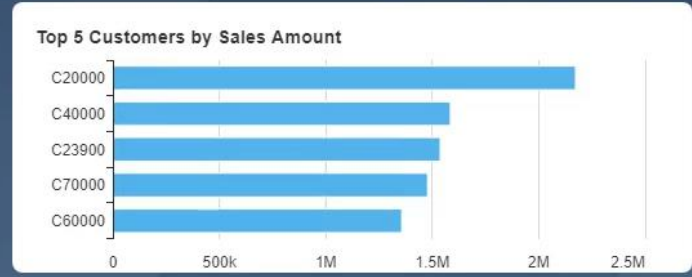
Details of Misc. Issues

Employee Workload 0

Not Assigned

Service Call Turnover of Last 7 Days

- Closed
- New





# Core Enrichment



# Petty Cash Demo



Petty Cash

Jayson Butler

Document number:




 C99999

One Time Customer


1,029.00 GBP

ITEMS (3)    PAYMENT

Add position:

| # | Product   | Quantity | Price  | Sales discount rate          |
|---|---|----------|--|------------------------------|
| 1 | ➔ Rainbow 1200 Laser Series<br>A00006<br>S/N 123501 | - 1 +    | 420.00  | - 0.0 + <input type="text"/> |
| 2 | ➔ Rainbow ColorJet 5<br>A00004                      | - 1 +    | 525.00  | - 0.0 + <input type="text"/> |
| 3 | ➔ 1 TB disk for external HD<br>C00013               | - 1 +    | 84.00   | - 0.0 + <input type="text"/> |



 Switch to purchasing

Next

SAP Labs preview

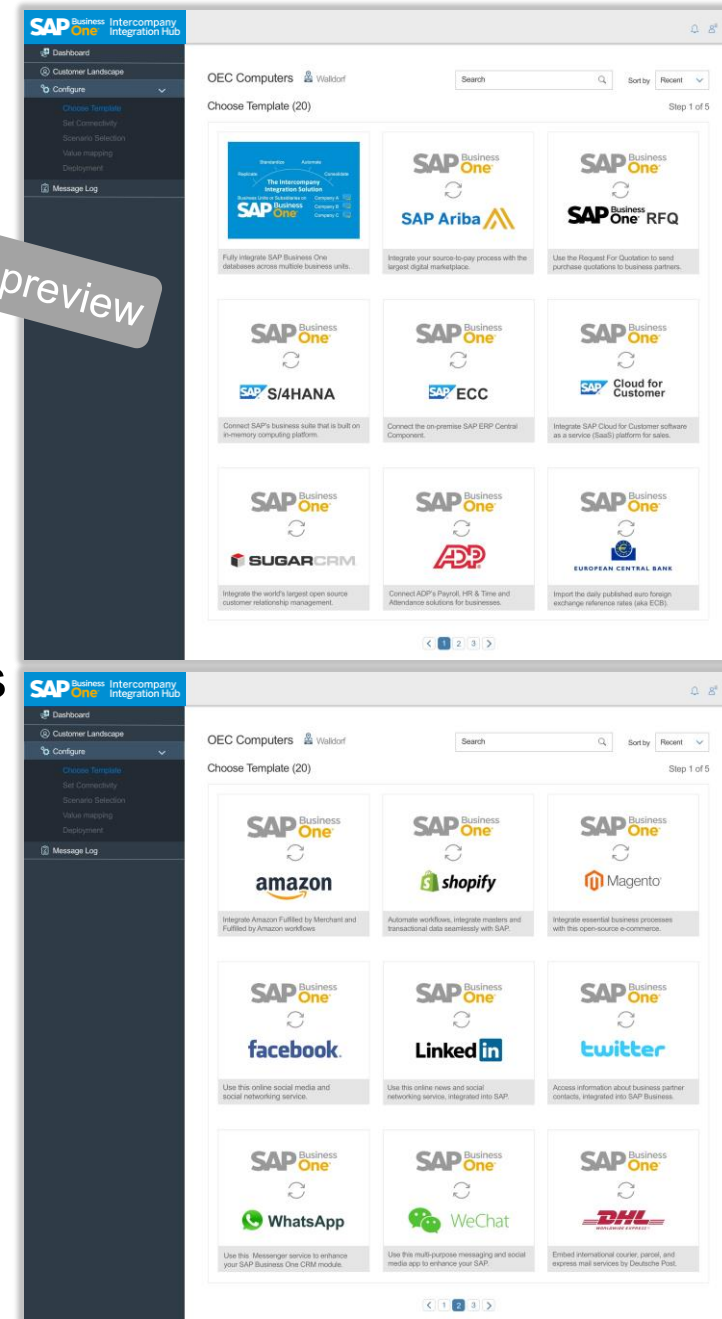
# Integration



# Intercompany Integration Hub for SAP Business One Overview

SAP Labs preview

- New way to integrate SAP Business One into everything meaningful
- Simple, new kind of abstraction level on top of B1iF 2.0
- Several kind of scenarios planned, all simple and basic
- Addresses typical requirements for fast digital integration in companies that have multiple legal entities (such as sales and service unit)
- Some scenarios are only available to customers of the Intercompany integration solution, others are free of charge. 30 days trial planned
- Planned availability 2019, incremental introduction planned to start Q3



# Office 365 Demo

The screenshot displays the Office 365 Excel Online interface. The browser address bar shows the URL: <https://onedrive.live.com/edit.aspx?resid=A1D23A8F1CD4B33C!5676&ihint=file%2cxlsx&app=Excel>. The Excel ribbon includes tabs for File, Home, Insert, Data, Review, and View. The Home tab is active, showing options for Undo, Paste, Cut, Copy, Format Painter, Font (B, I, U, D, A), Alignment (Merge & Center), Number (Currency, Percentage, Thousand Separator, Decimal Places), Tables (Conditional Formatting, Format as Table), Cells (Insert, Delete, Format), and Editing (AutoSum, Clear, Sort & Filter, Find & Select). A sidebar on the left contains a Main Menu with various application icons. A watermark in the top right corner reads "SAP Labs preview".

| #  | Document Internal Key | Document Number | Customer/Vendor Code | Customer/Vendor Name    | Posting Date | Posting Date | Due Date   | Total Amount | Open Amount | Sales Employee |
|----|-----------------------|-----------------|----------------------|-------------------------|--------------|--------------|------------|--------------|-------------|----------------|
| 1  | 1                     | 1               | C20000               | Norm Thompson           | 10-01-2006   | 10-01-2006   | 20-01-2006 | 14.310,000   | 0,00        |                |
| 2  | 2                     | 2               | C30000               | Microchips              | 15-01-2006   | 15-01-2006   | 25-01-2006 | 2.976,880    | 0,00        | bill           |
| 3  | 3                     | 3               | C40000               | Earthshaker Corporation | 20-01-2006   | 20-01-2006   | 30-01-2006 | 12.535,000   | 0,00        |                |
| 4  | 4                     | 4               | C23900               | Parameter Technology    | 25-01-2006   | 25-01-2006   | 04-02-2006 | 7.473,000    | 0,00        |                |
| 5  | 5                     | 5               | C42000               | Mashina Corporation     | 30-01-2006   | 30-01-2006   | 10-02-2006 | 18.391,000   | 0,00        |                |
| 6  | 6                     | 6               | C30000               | Microchips              | 15-02-2006   | 15-02-2006   | 25-02-2006 | 8.795,310    | 0,01        | bill           |
| 7  | 7                     | 7               | C40000               | Earthshaker Corporation | 21-02-2006   | 21-02-2006   | 03-03-2006 | 10.573,000   | 0,00        |                |
| 8  | 8                     | 8               | C20000               | Norm Thompson           | 25-02-2006   | 25-02-2006   | 07-03-2006 | 6.996,000    | 0,00        |                |
| 9  | 9                     | 9               | C23900               | Parameter Technology    | 05-03-2006   | 05-03-2006   | 15-03-2006 | 10.494,000   | 0,00        |                |
| 10 | 10                    | 10              | C50000               | ADA Technologies        | 16-03-2006   | 16-03-2006   | 26-03-2006 | 36.172,500   | 0,00        | bill           |
| 11 | 11                    | 11              | C60000               | SG Electronics          | 20-03-2006   | 20-03-2006   | 30-03-2006 | 16.387,510   | 0,00        |                |
| 12 | 12                    | 12              | C70000               | Aquent Systems          | 25-03-2006   | 25-03-2006   | 04-04-2006 | 28.174,990   | 0,01        |                |
| 13 | 13                    | 13              | C70000               | Aquent Systems          | 30-03-2006   | 30-03-2006   | 09-04-2006 | 7.000,000    | 0,00        |                |
| 14 | 14                    | 14              | C60000               | SG Electronics          | 02-04-2006   | 02-04-2006   | 12-04-2006 | 20.122,510   | 0,00        |                |
| 15 | 15                    | 15              | C40000               | Earthshaker Corporation | 05-04-2006   | 05-04-2006   | 15-04-2006 | 41.120,250   | 0,00        |                |
| 16 | 16                    | 16              | C42000               | Mashina Corporation     | 10-04-2006   | 10-04-2006   | 20-04-2006 | 4.107,500    | 0,00        |                |
| 17 | 17                    | 17              | C50000               | ADA Technologies        | 20-04-2006   | 20-04-2006   | 30-04-2006 | 21.412,000   | 0,00        | bill           |
| 18 | 18                    | 18              | C70000               | Aquent Systems          | 30-04-2006   | 30-04-2006   | 10-05-2006 | 35.210,000   | 0,00        |                |
| 19 | 19                    | 19              | C20000               | Norm Thompson           | 15-05-2006   | 15-05-2006   | 25-05-2006 | 26.076,000   | 0,00        |                |
| 20 | 20                    | 20              | C23900               | Parameter Technology    | 20-05-2006   | 20-05-2006   | 30-05-2006 | 22.959,600   | 0,00        |                |

# Innovation & Technology



# Invoice Recognition Demo



SAP Labs preview

**A/P Invoice**

Vendor: V002  
 Name: OEC Computers  
 Contact Person:   
 Vendor Ref. No.:   
 BP Currency: \$

No. Primary: 15  
 Status: Open  
 Posting Date: 06/08/18  
 Due Date: 06/08/18  
 Document Date: 06/08/18

| Item/Service Type | Quantity | Unit Price | Disc... | Tax C... | Total (LC) |
|-------------------|----------|------------|---------|----------|------------|
| 2 Rainbow 1200    | 1        | \$ 600.00  | 0.000   | PA       | \$ 600.00  |
| 3 Printer Label   | 5        | \$ 1.50    | 0.000   | PA       | \$ 7.50    |
| 4 Executive Chair | 1        | \$ 109.00  | 0.000   | PA       | \$ 109.00  |
| 5 Copy Paper      | 5        | \$ 8.99    | 0.000   | PA       | \$ 44.95   |
| 6 MX492 Printer   | 1        | \$ 247.00  | 0.000   | PA       | \$ 247.00  |
| 7 Shaped Desk     | 1        | \$ 236.00  | 0.000   | PA       | \$ 236.00  |
| 8 File Cabinet    | 1        | \$ 613.96  | 0.000   | PA       | \$ 613.96  |
| 9 CL246XL Ink     | 1        | \$ 31.77   | 0.000   | PA       | \$ 31.77   |

Buyer: -No Sales Employee-  
 Owner:   
 Total Before Discount: \$ 2,570.18  
 Discount: %  
 Total Down Payment:   
 Rounding: \$ 0.00  
 Tax: \$ 154.21  
 Total Payment Due: \$ 2,724.39  
 Applied Amount:   
 Balance Due: \$ 2,724.39

Payment Order Run:

Remarks:

Add Cancel Import PDF Copy From Copy To

**OEC Computers**  
 95 Morton Street  
 Suite 200  
 New York NY 10014  
 USA

**INVOICE**

Invoice Number: 001001352  
 Document Date: 08/06/2018  
 Page: 1/2

Customer No.: OEC  
 Federal Tax ID - Business Partner: US25-987634

Your Reference:   
 Your Contact: OEC Computer  
 Delivery Address: Maxi-Teq

| Items               | Quantity | UoM | Price  | Tax %  | Total  |
|---------------------|----------|-----|--------|--------|--------|
| 001 HR ZR2440       | 2        |     | 340.00 | 6.000% | 680.00 |
| 002 Rainbow 1200    | 1        |     | 600.00 | 6.000% | 600.00 |
| 003 Printer Label   | 5        |     | 1.50   | 6.000% | 7.50   |
| 004 Executive Chair | 1        |     | 109.00 | 6.000% | 109.00 |
| 005 Copy Paper      | 5        |     | 8.99   | 6.000% | 44.95  |
| 006 MX492 Printer   | 1        |     | 247.00 | 6.000% | 247.00 |
| 007 Shaped Desk     | 1        |     | 236.00 | 6.000% | 236.00 |
| 008 File Cabinet    | 1        |     | 613.96 | 6.000% | 613.96 |
| 009 CL246XL Ink     | 1        |     | 31.77  | 6.000% | 31.77  |

Currency: \$

SAP  
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# SAP HANA 2.0: Multitenant Database Containers

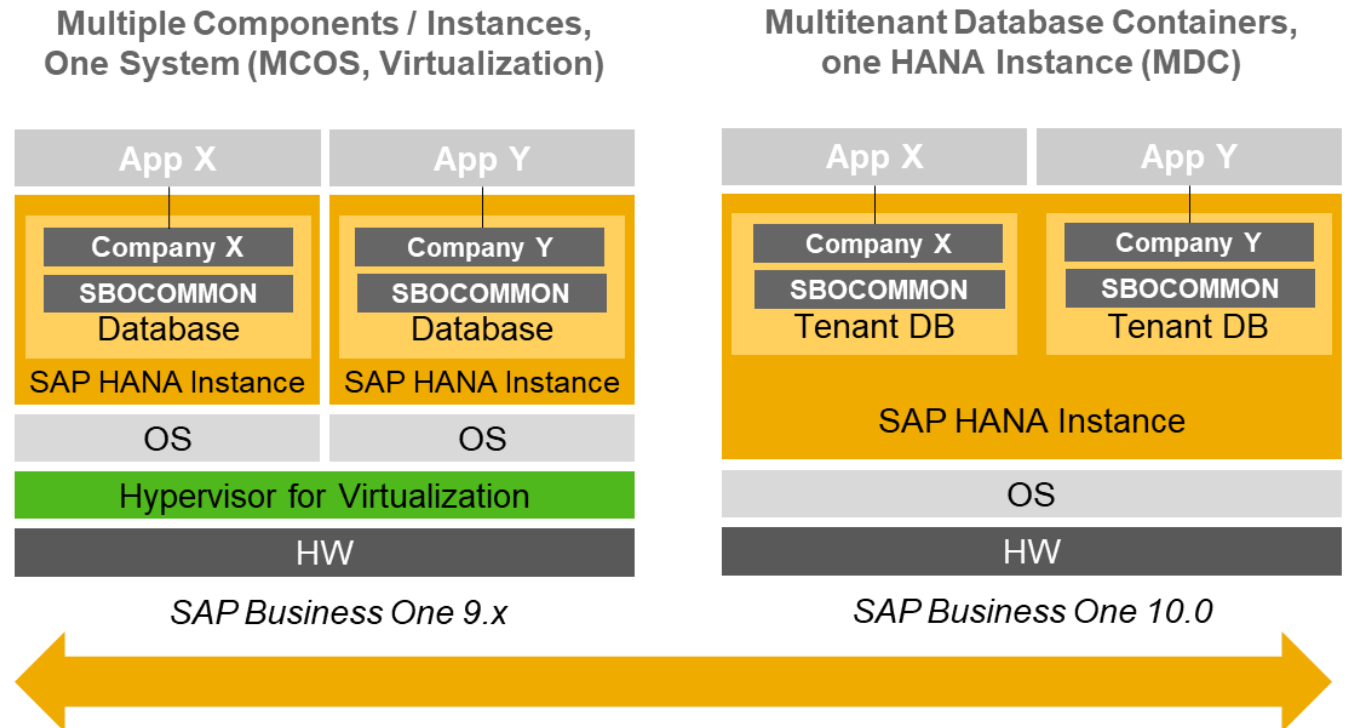
## Comparing with Virtualization

### Multitenant Database Containers

- Lower TCO, single software stack
- Central configuration & admin (database level)
- Direct database resource management
- Optimized federation (performance benefits)
- Performance advantages (no virtualization overhead)
- Licensed via SAP HANA

### Virtualization

- Strong isolation
- Separate SAP HANA revisions option
- Standard federation (SDA)
- Additional virtualization license (e.g. VMWARE)





# Analytics & Reporting



# SAP Business One & SAP Analytics Cloud Better Together

**SAP** Business  
**One**<sup>®</sup>  
version for SAP HANA

Gain greater insight into your core business, and make decisions based on real-time data.

Exclusive Analytics **within** the Core



**SAP Analytics Cloud**  
for Business Intelligence

Advanced analytical capabilities in one user experience with modern BI capabilities.

Extend your insights **beyond** the Core

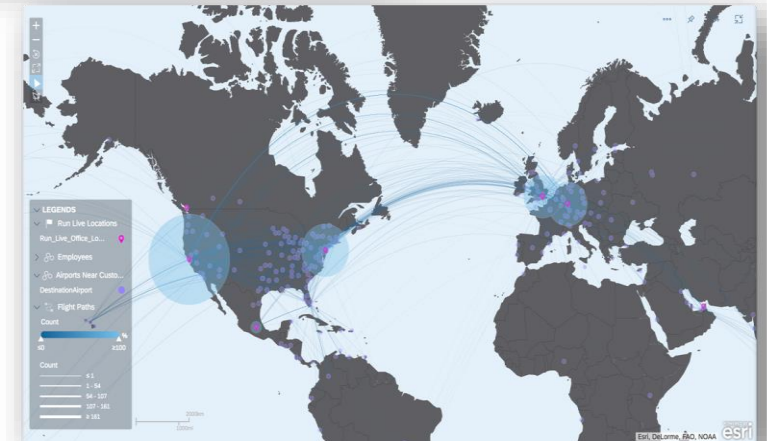


# SAP Analytics Cloud - User Benefits

## All-Analytics for All Users Through a Single Product in The Cloud

Empower all employees to do their jobs better:

- User friendly and intuitive interface
- Uncover new insights quickly and easily
- Actionable information and collaboration at everyone's fingertips
- Increase engagement, accountability, and productivity



# Crystal Content Demo

SAP FinReport

SAP CRYSTAL REPORTS

SAP Labs preview

## Template Summit

Postingdate from 12/1/2018 to 12/31/2018

Page 1 of 2

| description                                  | Dec/2018      | Budget cur. Month | Budget deviation | cur. FY (YTD) | Budget FY (YTD) | Budget deviation FY (YTD) |
|--|---------------|-------------------|------------------|---------------|-----------------|---------------------------|
| <b>Revenues</b>                              | 2,437,718.00  | 0.00              | -2,437,718.00    | 2,437,718.00  | 0.00            | -2,437,718.00             |
| Income                                       | 2,437,718.00  | 0.00              | -2,437,718.00    | 2,437,718.00  | 0.00            | -2,437,718.00             |
| <b>Sales Revenue</b>                         | 2,438,263.00  | 0.00              | -2,438,263.00    | 2,438,263.00  | 0.00            | -2,438,263.00             |
| 41100000-01-001-01 Sales Revenues - Domestic | 401,684.00    | 0.00              | -401,684.00      | 401,684.00    | 0.00            | -401,684.00               |
| 41110000-01-001-01 JB Printer Revenues       | 646,466.00    | 0.00              | -646,466.00      | 646,466.00    | 0.00            | -646,466.00               |
| 41200000-01-001-01 Sales Revenues - Foreign  | 81,012.00     | 0.00              | -81,012.00       | 81,012.00     | 0.00            | -81,012.00                |
| 41250000-01-001-01 Sales Revenues Canada     | 888,888.00    | 0.00              | -888,888.00      | 888,888.00    | 0.00            | -888,888.00               |
| 41300000-01-001-01 Sales Revenues - Services | 95,646.00     | 0.00              | -95,646.00       | 95,646.00     | 0.00            | -95,646.00                |
| 42100000-01-001-01 Sales Rebates             | 655.00        | 0.00              | -655.00          | 655.00        | 0.00            | -655.00                   |
| 42200000-01-001-01 Sales Discounts           | -665,656.00   | 0.00              | 665,656.00       | -665,656.00   | 0.00            | 665,656.00                |
| 42300000-01-001-01 Miscellaneous Income      | 989,568.00    | 0.00              | -989,568.00      | 989,568.00    | 0.00            | -989,568.00               |
| <b>Other Revenue</b>                         | -545.00       | 0.00              | 545.00           | -545.00       | 0.00            | 545.00                    |
| 44110000-01-001-01 Leave with Revenue        | -545.00       | 0.00              | 545.00           | -545.00       | 0.00            | 545.00                    |
| <b>Cost of Sales</b>                         | -2,437,718.00 | 0.00              | 2,437,718.00     | -2,437,718.00 | 0.00            | 2,437,718.00              |
| Cost of Goods Sold                           | -2,437,718.00 | 0.00              | 2,437,718.00     | -2,437,718.00 | 0.00            | 2,437,718.00              |

Current Page No.: 1

Total Page No.: 2

Zoom Factor: Page Width

System Messages Log (50)

11/16/2018

13:33

SAP Business One

# Learn More in Upcoming Sessions

9.3 Deep Dive – Today at 16:45

10 Upcoming Enhancements – Today at 17:40

EFM Insights – Tomorrow at 09:00

Electronic Doc Framework – Tomorrow at 09:00

SM Feedback Session – Tomorrow at 11:15

Implement BSP – Tomorrow at 12:05



# Thank you.

Contact information:

**Andreas Wolfinger**

Vice President, Head of Product and Solution Management

[andreas.wolfinger@sap.com](mailto:andreas.wolfinger@sap.com)

**Gamification Challenge Code**

**KIKGB9**

By entering this **SAP Breakout Session**  
code you will be granted **10 points**

