



SAP Business One

Successfully manage and grow your business with complete and customizable solutions

The SAP® Business One application offers an affordable way to manage your entire business — from accounting and financials, purchasing, inventory, sales and customer relationships, and project management, to operations and human resources. SAP Business One helps you streamline processes, and gain a greater insight into your business, so that you can act fast and make decisions based on real time information.

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

State-of-the-Art Technology with On-the-Fly Customizations

Companies today can't afford to wait for their applications to catch up to their business. With solutions offered by Softengine, they don't have to. Sophisticated customizations that used to take weeks or months with traditional software can be rapidly deployed, thanks to the products utilized by Softengine's flexible technology platform.

Softengine delivers truly flexible business solutions that improve operational efficiencies and drive competitive advantage. We accomplish this by offering our customers advanced technology that help make better, more profitable decisions.

"The integration of the customized ecommerce solution has been a winner for all concerned. We have made it so convenient for our customers to place orders online whenever they want and they have instant access to their order status and history. Customers also have access to an online tool that connects them to the SAP Business One database where they can see real-time availability of items (out of stock items are listed in red) and pricing. Online sellers of our products can also view a live inventory of what we currently have in stock."

Virginia J. Gregorian, COO
Turbo Wholesales Tires, Inc.

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Find an industry-specific solution for your expanding business

Take advantage of the extensive industry functionality, best practices, and processes built into SAP Business One. And as your business grows, you can extend SAP Business One to meet your specific business and industry challenges.

- Wholesale Distribution
- Fashion
- Food & Beverage
- Manufacturing
- Retail
- Warehouse Management



SAP Business One Key Functions



Financial Management

Provides a complete set of tools to help manage and streamline your financial operation.

- **Accounting** — Automatically handle 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** — Quickly process reconciliations, bank statements, and payments by various methods including checks, cash, and bank transfers.
- **Financial reporting and analysis** — Create standard or customized reports using real-time data for business planning and audit reviews.



Sales and Customer Management

Efficiently manage the entire sales process and customer lifecycle — from initial contact to final sale, service and support

- **Sales and opportunity 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, synchronize and manage customer contacts stored in Microsoft Outlook.
- **Service management** — Manage warranty and service contracts efficiently, enter and respond to service calls quickly.
- **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 SAP Business One Sales mobile app.



Purchasing and Inventory Control

Manage the complete order-to-pay cycle, including receipts, invoices, returns, and payments

- **Procurement** — Create purchase requests, POs, and goods receipts; link purchasing documents and view document trails for audit purposes; manage returns, additional expenses, and multiple currencies.
- **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.
- **Material Requisition Planning (MRP)** — Plan your procurement and production runs based on your actual demand, forecasts and Min-Max levels. Automate your procurement process and streamline your production scheduling.
- **Process accounts payable** — Invoices, cancellations, and credit memos with a PO reference; plan your material needs; and schedule your purchases accordingly.
- **Easier, up-to-date reporting** — Generate reports with real-time data and display them in various report formats or dashboards.

Key Features of SAP Business One, Augmented by Softengine Add-Ons for Your Industry

- Complete ERP Solution (Financial, Inventory, Procurement & Billing)
- On-Premise or Cloud Installations
- Fully Automated, Real-Time Inventory Control System
- Complete E-commerce Integration — B2C and B2B
- Grid Order Entry
- Automated SKU and UPC Generation
- Landed Cost
- Warehouse Management System (WMS) with Barcode Scanning
- Remote Sales Order Entry — Mobile
- EDI
- Embedded Customer Relationship Management (CRM)
- Order Distribution Wizard
- Multi-language Capabilities
- Shipping Integration
- Built-in Factoring Functionality



Production Planning

Provide accurate information about inbound and outbound shipments, inventory, and item location

- **Warehouse and inventory management** — Manage inventory using various costing models, maintain item master data, and use multiple units of measure and pricing.
- **Bin location management** — Manage stock in multiple locations, by dividing each one into multiple subzones, set up allocation rules, optimize stock movement, and reduce picking times.
- **Goods receipt and issue control** — Track stock locations and transfers; enable consignment, drop-ship, and other orders; and perform inventory and cycle counts.
- **Production** — Create and maintain multilevel bills of materials (BOMs), issue and release production orders manually or by backflush, and globally maintain prices.
- **Efficient reporting** — Generate reports with timely data and display them in various formats or dashboards.



Business Intelligence

Gather data from multiple sources and generate timely and accurate reports based on company-wide data.

- **Report creation and customization** — Access data from multiple sources, create new reports, and customize existing ones in a variety of layouts with minimal IT overhead.
- **Interactive analysis** — Use with 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)** — help you to see average delivery variance days, top five sales employees.
- **Enhance your reports** — Use powerful visualizations by integrating SAP Lumira for SAP Business One.



Analytics and Reporting

Make smart, confident decisions faster by capturing all critical information across sales, customers, operations, and finance.

- **Dashboards and reports** — Create dashboards and reports that provide insight into all business areas.
- **Get tough answers quickly** — Intuitive, interactive drill-down functionality helps you get answers to your most pressing questions.
- **Meet customer needs faster** — Employees can address customer needs faster, and managers can accurately track revenues, costs, and cash flow to assess performance and take quick corrective action.
- **Real time reports** — The SAP HANA version for SAP Business One provides powerful analytics in real time enabling users to create standard or ad hoc reports in a moment.



"The most compelling attraction to SAP Business One was its utilization of cloud-based technology. The SAP Business One core system can expand and grow with us for the long term — we can add modules and third-party extensions that are a good fit for a manufacturing business like ours. The Softengine team was able to tailor SAP Business One to deliver all the traceability Swabplus needed. They possessed all the qualities we were seeking in a partner. They took the time to fully comprehend our unique business processes and then offered suggestions as to how we could customize the system to maximize its ROI."

Justin Ku
Administration & Operations Coordinator, Swabplus

Powerful Business Benefits

- Spend more time growing your business using newly streamlined operations instead of reacting to the details of day-to-day tasks.
- Respond quickly to customer needs by instantly accessing the necessary information.
- Eliminate redundant data entry and errors with a single, integrated system that improves process efficiency, minimizes costs and delays, and strengthens your bottom line.
- Form closer customer relationships via centralized information that makes it easier to manage customer communication and sales contracts.
- Lower your technology costs by using a system that can be implemented quickly, is uncomplicated to maintain, and minimizes end-user training.

SAP Business One Facts

- Used by **60,000+** customers and **1 Million+** users
- Available as **43** country localizations and in **27** languages
- Approximately **300** Software Solution Partners offer **500+** solutions
- Implemented by more than **700** Value Added Resellers worldwide
- SAP Business One is installed and used in **170** countries
- **360+** large enterprises are running SAP Business One in **2,400+** subsidiaries

About Softengine

Founded in 1996, Softengine is a leader in truly flexible ERP (Enterprise Resource Planning) business solutions. Through our innovative and targeted solutions we help our clients win customer loyalty and control costs by helping you gain greater control of your operations.

By focusing on select vertical markets, we deliver deep domain expertise to the industries that we serve.

Nearly 60,000 mid-market wholesale distributors/importers and manufacturing companies trust their business process automation to the technology employed by Softengine.

At Softengine we have an ongoing commitment to our customers success. We understand the critical role that our solutions play in the success of our customers business. We thrive on solving even the toughest business challenges with solutions that benefit our customers in ways that our competitors cannot.

Contact Us:

For more information on how SAP Business One and Softengine can help your company increase productivity with accurate, real-time information, visit us at softengine.com or contact us at 877.704.7001 or sales@softengine.com