SAP Business One Road Map

June 2020
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For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.
Companies today are planning their digital journeys – transforming business models, reengineering business processes, and reimagining work.

**SAP road maps** highlight innovations that may help you plan and implement your digital journey. They span products relevant to lines of business in your industry and explain how our innovations may add value to your business.

In our road maps, you can learn about our innovations along four different timelines:

1. **Recent innovations** for our products that have been launched in the past weeks or months and can already be purchased
2. **Planned innovations** for our products that are intended to be launched in the short term or midterm
3. **Product direction**, providing a long-term perspective on high-level development plans for innovations for our solutions – inspired by your requirements
4. **Product vision**, providing a high-level and long-term business perspective on innovations for our products
Table of contents

Product overview
- Product description
- Key trends and customer needs
- Road map overview and major product updates

Product road map
- Recent innovations
- Planned innovations
- Product direction
Our technology strategy is aligned to deliver the Intelligent Enterprise

To successfully execute on our strategy and safeguard customer success, we must ensure that we have not only the right components for the Intelligent Enterprise (applications, platform, and intelligent technologies) but also the right technology strategy for these components to work in concert with one another.

Our technology strategy will focus on these pillars:

- **Consumer-grade experience**
  Make sure that the business user’s experience is as good as with consumer applications

- **Built-in integration**
  Enable integrations with little or no effort to other SAP and third-party applications

- **Powerful platform**
  Drive ecosystem growth by enhancing and publishing APIs, embracing diverse developer frameworks

- **Cloud**
  Enable applications to run smoothly in the cloud by detaching the applications from the underlying infrastructure

- **Applied intelligence**
  Embed AI, machine learning, Internet of Things (IoT), and advanced analytics technology to create business value
“SAP Business One is a centerpiece of SAP’s strategy, and therefore we are strategically investing.

SAP Business One is absolutely strategic, we are fully committed to the next 10 or 20 years.

We are making SAP Business One fit for the next generation, for the next decade, by enabling the digital services so the digital transformation can be done with SAP Business One.”

Rainer Zinow, SVP, Head of SAP Mid Market Product Management, SAP SE
December 2019
The future of SAP Business One in the Intelligent Enterprise

Internet of Things
Robotics and machine learning
New business models
E-commerce
Voice and intelligent assistants
Social
Facts and figures:

- >70,000 customers
- 50 country localizations and 28 languages
- ~300 software solution partners with >500 solutions
- 850 value-added resellers implement worldwide
- Used in >170 countries
- >7,000 subsidiaries run SAP Business One
SAP Business One
The digital business

- Business integration
- In-memory computing
- Industry extensibility
- Real-time analytics
- Mobile workforce
- Software as a service
SAP Business One solution stack
Customer needs and the value propositions of the product

- Industry solutions, extensions
  - 500+ partner solutions
  - Applications held within SAP Cloud Platform
- Business networks, field service
  - SAP Ariba solutions
  - SAP Field Service Management

- Analytics, Big Data, and reporting
- IoT and machine learning
  - SAP Analytics Cloud

- Efficient business processes
- Web client and mobility

Partner and SAP solutions
- SDK
- Integration framework
- Service layer
- SAP Business One® CORE
- Microsoft SQL
  - On premise
- SAP HANA DB
  - Cloud

1. Full deployment flexibility
2. Run on in-memory technology
3. All standard business processes covered
4. Basic application programming interfaces (APIs)
5. Robust integration and collaboration
6. Interface for SAP HANA and Microsoft SQL applications
7. Extending the solution scope based on extensibility layer
8. Low cost of ownership and efficient support
SAP Business One used in >170 countries
Master the challenge of globalization in your business

**Current localizations (50)**

<table>
<thead>
<tr>
<th>Argentina</th>
<th>Egypt</th>
<th>Japan</th>
<th>Saudi Arabia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>Finland</td>
<td>Lebanon</td>
<td>Singapore</td>
</tr>
<tr>
<td>Austria</td>
<td>France</td>
<td>Mexico</td>
<td>Slovakia</td>
</tr>
<tr>
<td>Belgium</td>
<td>Germany</td>
<td>Netherlands</td>
<td>South Africa</td>
</tr>
<tr>
<td>Brazil</td>
<td>Greece</td>
<td>New Zealand</td>
<td>South Korea</td>
</tr>
<tr>
<td>Canada</td>
<td>Guatemala</td>
<td>Norway</td>
<td>Spain</td>
</tr>
<tr>
<td>Chile</td>
<td>Hong Kong, China</td>
<td>Oman</td>
<td>Sweden</td>
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<tr>
<td>China</td>
<td>Hungary</td>
<td>Panama</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Costa Rica</td>
<td>India</td>
<td>Poland</td>
<td>Turkey</td>
</tr>
<tr>
<td>Cyprus</td>
<td>Ireland</td>
<td>Portugal</td>
<td>Ukraine</td>
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<tr>
<td>Czech Republic</td>
<td>Israel</td>
<td>Puerto Rico</td>
<td>United Arab Emirates</td>
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<tr>
<td>Denmark</td>
<td>Italy</td>
<td>Qatar</td>
<td>United Kingdom</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Russia</td>
<td>United States</td>
</tr>
</tbody>
</table>

**Current system languages (28)*

Arabic, Chinese (simplified/traditional), Czech, Danish, Dutch, English (UK/U.S.), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (BR), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish, and Ukrainian

**Countries making use of localizations**

Customers in >130 countries use localizations of other countries, together with own customizations or partner solutions

*A convenient option to make additional languages available is to use a partner solution (for some countries bundled with functional add-ons) or to define customer-specific UI terms using the custom language tool as detailed in SAP Note 1757764.
# SAP Business One

## Product areas of future investment

**Vision:** Strengthen SAP Business One as the right ERP for SMEs in the digital economy, offering flexible deployment models, a solid global business core, and state-of-the-art user experience

<table>
<thead>
<tr>
<th>Global and highly scalable real-time ERP</th>
<th>Provide a highly competitive solution, attractive maintenance model, enhanced localizations, and continuous improvements</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Customer value in the digital economy</strong></td>
<td>Transform flexible technology and innovations into customer value at low TCO; support fast adoption to new business models, customer growth, and intuitive Web client design</td>
</tr>
<tr>
<td><strong>Full commitment on SAP HANA</strong></td>
<td>Leverage exclusive advantages and capabilities of SAP HANA</td>
</tr>
<tr>
<td><strong>Intuitive partner co-innovation and customization</strong></td>
<td>Adopt integration framework 2.0, offer advanced developer experience on the service layer, including new design concepts, APIs, objects, and tools</td>
</tr>
<tr>
<td><strong>Straightforward consumption – cloud, on premise, and mobile</strong></td>
<td>Accelerate the cloud transformation and drive mobile adoption; offer maximum flexibility, low complexity, and best control of the business for customers</td>
</tr>
</tbody>
</table>

This is the current state of planning and may be changed by SAP at any time.
# SAP Business One releases and related products

Solid product road map with continuous innovation

<table>
<thead>
<tr>
<th>All products</th>
<th>Continuous deliveries for all versions in mainstream maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloud</td>
<td>Continuous enhancements for SAP Business One Cloud, partner- and SAP-hosted options</td>
</tr>
<tr>
<td>Mobile apps</td>
<td>Continuous enhancements for all mobile apps</td>
</tr>
<tr>
<td>SAP Business One (version for Microsoft SQL and version for SAP HANA)</td>
<td>Version 10 quarterly release cycle (feature packages)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
</tr>
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Schematic illustration of major deliveries

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Version 10 focuses on ease of use and operation in the cloud. With its new or enhanced features and further ways to extend and integrate, it brings unprecedented value to customers and partners. This makes companies truly intelligent enterprises. The new technologies and processes allow for completely new and improved business models.

- The release adds **value by functions**, such as completed and new localizations and refined features, as well as by supporting cutting-edge technology such as SAP HANA 2.0, machine learning, and new analytical capabilities.

- **The user experience** is boosted by a new Web client, designed based on intuitive SAPUI5 concept.

- The unique selling proposition of a **powerful and intuitive integration** is also significantly enhanced by major improvements in the **integration framework 2.0** and by additional predefined integration scenarios.
Web client for SAP Business One – The best of all worlds

- Based on SAP Business One core processes and business logic, supporting Microsoft SQL and SAP HANA database servers using service layers
- Flexible deployment options – on-premise and on the cloud, can be used side-by-side the SAP Business One client
- Advanced user experience based on SAP Fiori design principles
- Sophisticated analytic charting capabilities and predefined analytics content
- Customization and personalization capabilities
**SAP Business One 10.0 PL02 key highlights (1/3)**

### Web client
- Create, process (incl. copy to/copy from) preview and print sales quotations, orders, deliveries, and A/R invoices*
- Preview and print returns and A/R credit memos
- Preview and print A/P documents
- Relationship map
- Approval process and drafts
- Create and update BP and item master data
- Multiple branches
- Freight charges
- Exchange rate entry
- Authorizations and data ownership
- Extend localization coverage
- Create and process activities and notifications

### Advanced analytics content and editor
- SAP HANA

### Enterprise search
- SAP HANA

### Financial management
- Drill down to G/L accounts in financial reports
- Posting periods enhancements
- Extend journal entry remarks to 254 characters
- Financial enhancements

### Localizations | Legal
- EU PEPPOL electronic invoicing support
- Support for external VAT calc. in more localizations**
- Multiple branches in year-end closing for all locs.
- Create QR codes in documents
- Inventory valuation simulation report for all locs.
- New UK (Brexit localization)
- Auto. journal entry creation for MTD in UK
- Electronic document framework enhancements
- Support reference documents using DI API

### Ensure legal compliance and additional DPP tools

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* A/R documents supported in read only for Brazil and Inia; delivery and invoice supported in ready only for Argentina

**EU, Turkey, Switzerland, Norway, Russia, Ukraine, Central MENA, and UK localizations + Australia/New Zealand, Canada, Singapore, South Africa, Argentina, Mexico, Chile, Panama, Guatemala, Costa Rica

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SAP Business One 10.0 PL02 key highlights (2/3)

**Sales | Purchasing | Service**

- Allow update due date in part. reconciled invoices
- Backorder Report Enhancements
  - “Add and view” and “add and close” in A/R and A/P docs
- Printing service calls and contacts
- Hide blank lines in addresses
- Proc. confirmation wiz. supports gross/net modes
- Open item list enhancements
- Enable updating UDFs in closed documents
- Set problem types, call status, and more as active
- Flexible default “valid until” date in sales quotation
- Link same equipment card to multiple BPs

**CRM**

- Cust. and vendor group name extended to 100 char.
- View and update address UDFs in docs, service calls, and address format setup
- Support filtering activity reports by UDFs

**Administration**

- Enhancements in document printing
- Reference documents enhancements
- Support attachments tab in additional objects
- Delete live collaboration history by date range
- Enhancements in approval process
- Tab-level authorizations in BP and item master data
- Hide employee no. to support DPP
- Set warning for single-user validation

**Inventory | Distribution | Production**

- Serial and batch numbers mgmt. enhancements
- Ability to change UoM group of an item
- Additional authorization groups for price lists
- Item group name extended to 100 characters
- Support setting UoM group as inactive
- Reverse and forward serial/batch no. trace report
- FIFO layers report by consumption order
- Updated item description applied to BoM
- Drill down from BoM to item master data

**Project management**

- Interactive Gantt chart
# SAP Business One 10.0 PL02 key highlights (3/3)

## Platform | Extensibility

<table>
<thead>
<tr>
<th>Feature</th>
<th>Platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAP HANA 2.0 platform adoption</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>Support SLES 15</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>Service layer configuration UI</td>
<td>SAP HANA</td>
</tr>
<tr>
<td>Service layer supports Microsoft SQL database server</td>
<td></td>
</tr>
<tr>
<td>Service layer support for views on Microsoft SQL</td>
<td></td>
</tr>
<tr>
<td>Formatted search supports multiple triggers</td>
<td></td>
</tr>
<tr>
<td>Extend UDF support to additional objects</td>
<td></td>
</tr>
<tr>
<td>Microsoft 365 integration</td>
<td></td>
</tr>
<tr>
<td>Increase menu item limit to 2,000</td>
<td></td>
</tr>
<tr>
<td>Extend DI API and SL coverage</td>
<td></td>
</tr>
<tr>
<td>API access for CR reports</td>
<td></td>
</tr>
<tr>
<td>Integration hub</td>
<td></td>
</tr>
<tr>
<td>Security backlog</td>
<td></td>
</tr>
<tr>
<td>Support Microsoft SQL 2019</td>
<td></td>
</tr>
</tbody>
</table>

## Usability

<table>
<thead>
<tr>
<th>Feature</th>
</tr>
</thead>
<tbody>
<tr>
<td>New skin style</td>
</tr>
<tr>
<td>Enhanced user interface</td>
</tr>
<tr>
<td>Alignment of form behavior</td>
</tr>
<tr>
<td>User name in license and add-on administration</td>
</tr>
<tr>
<td>Support 4K monitors</td>
</tr>
<tr>
<td>Revised SAP Fiori UI for service and sales mobile app</td>
</tr>
</tbody>
</table>

## Lifecycle management | Cloud

<table>
<thead>
<tr>
<th>Feature</th>
</tr>
</thead>
<tbody>
<tr>
<td>64-bit support only</td>
</tr>
<tr>
<td>Support version 10 in cloud control center (CCC)</td>
</tr>
<tr>
<td>Service unit to host multiple reseller operators</td>
</tr>
</tbody>
</table>

* Delivered through Cloud 1.1 Pl16

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Recent innovations – Native Web client
Based on SAP Fiori Design and SAPUI5

- Create, process (incl. copy to/copy from), preview and print sales quotations, orders, deliveries, and A/R invoices
- Preview and print returns and A/R credit memos
- Preview and print A/P documents
- Create and update BP and item master data
- Multiple branches
- Freight charges
- Exchange rate entry
- Relationship map
- Create and process activities and notifications
- Advanced analytics content and editor **SAP HANA**
- Enterprise search **SAP HANA**
- Supported on SAP HANA and Microsoft SQL database servers
- Support single sign-on (SSO)
- Authorizations and data ownership
- Approval process and drafts
- User-defined fields, tables and objects
- Customizable home page
- Flexible list views
- Supports 28 display languages
- High contrast UI theme
- Extend localization coverage

* A/R documents supported in read only for Brazil and Inia; Delivery and Invoice supported in ready only for Argentina
<table>
<thead>
<tr>
<th>Recent innovations</th>
<th>Planned innovations¹</th>
<th>Product direction¹</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Core</strong></td>
<td><strong>Core</strong></td>
<td><strong>Core</strong></td>
</tr>
<tr>
<td>• Web client release, covering sales and analytics functionality</td>
<td>• Web client extended sales, purchasing, and analytics functionality</td>
<td>• Extend Web client business process coverage</td>
</tr>
<tr>
<td>• Continuous innovations based on market feedback</td>
<td>• Continuous innovations based on market feedback</td>
<td>• Continuous innovations based on market feedback</td>
</tr>
<tr>
<td>• SAP HANA 2.0 and SUSE 15 support with SAP Business One, version 10</td>
<td>• Intelligent ERP elements, such as machine learning</td>
<td>• Optimized scalability/performance</td>
</tr>
<tr>
<td><strong>Globalization</strong></td>
<td><strong>Globalization</strong></td>
<td>• Simplification of landscape and deployment, support for containerization approach</td>
</tr>
<tr>
<td>• New localizations for central MENA (Middle East)</td>
<td>• Integration to the digital compliance platform from SAP and integration to SAP</td>
<td>• Globalization</td>
</tr>
<tr>
<td>• Electronic documents framework extensions</td>
<td>solutions for advanced compliance reporting</td>
<td>• Enhance existing markets/regions</td>
</tr>
<tr>
<td>• UK Making Tax Digital</td>
<td>• EU Intrastat package</td>
<td>• Integrations to electronic fiscal services</td>
</tr>
<tr>
<td>• AR electronic credit invoice</td>
<td>• Mexico UUID imports on purchasing invoices</td>
<td>• IFRS compliance</td>
</tr>
<tr>
<td>• Multiple branches support for period-end closing</td>
<td>• India e-billing</td>
<td>• Analytics</td>
</tr>
<tr>
<td>• Inventory valuation simulation report</td>
<td>• Greece e-books</td>
<td>• Insight to action (data mining)</td>
</tr>
<tr>
<td>• EU PEPPOL support</td>
<td>• Brazil NF-e 4.0 support</td>
<td>• Predictive, pervasive, and scalable</td>
</tr>
<tr>
<td>• External sales tax (output VAT) amount editable using API</td>
<td>• Germany X-Rechnung</td>
<td>• Built-in content</td>
</tr>
<tr>
<td><strong>Analytics</strong></td>
<td>• EU VAT ID validation and verification</td>
<td>• Mobile</td>
</tr>
<tr>
<td>• Innovations based on SAP HANA</td>
<td><strong>Analytics</strong></td>
<td>• Continuous innovations based on market feedback</td>
</tr>
<tr>
<td>• Support QR-Code generation</td>
<td>• SAP HANA 2.0 features</td>
<td>• Extensibility</td>
</tr>
<tr>
<td><strong>Mobile</strong></td>
<td><strong>Mobile</strong></td>
<td>• Enhance service layer API</td>
</tr>
<tr>
<td>• Update of user interface</td>
<td>• Service and Sales app for Microsoft SQL Server</td>
<td>• Enhance Web client extensibility</td>
</tr>
<tr>
<td><strong>Extensibility</strong></td>
<td><strong>Extensibility</strong></td>
<td>• Event service support</td>
</tr>
<tr>
<td>• Enhance service layer API</td>
<td>• Enhance service layer API</td>
<td>• Model for partner content in the integration hub</td>
</tr>
<tr>
<td>• SAP Crystal Report API</td>
<td>• Web client extensibility</td>
<td>• Cloud</td>
</tr>
<tr>
<td>• Integration framework 2.0 for SAP Business One</td>
<td>• Additional templates for the Integration hub</td>
<td>• Deeper integration to Microsoft Active Directory</td>
</tr>
<tr>
<td>• Integration Hub with preconfigured templates</td>
<td></td>
<td>• Reduction of TCO</td>
</tr>
<tr>
<td>• Microsoft 365 integration (Word, Excel, OneDrive)</td>
<td></td>
<td>• Deeper integration to Microsoft Active Directory</td>
</tr>
<tr>
<td>• Service layer supports Microsoft SQL</td>
<td></td>
<td>• Reduction of TCO</td>
</tr>
<tr>
<td><strong>Cloud</strong></td>
<td></td>
<td>• Deeper integration to Microsoft Active Directory</td>
</tr>
<tr>
<td>• Improved Web experience</td>
<td></td>
<td>• Reduction of TCO</td>
</tr>
<tr>
<td>• Cloud infrastructure optimization</td>
<td></td>
<td>• Cloud</td>
</tr>
<tr>
<td>• Dockerized version of B1i (iPass)</td>
<td></td>
<td>• Deeper integration to Microsoft Active Directory</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Reduction of TCO</td>
</tr>
</tbody>
</table>

1. This is the current state of planning and may be changed by SAP at any time without notice.
Planned innovations – Core
Global, highly scalable real-time ERP

Feature

Optimizing core business processes and continuously delivering enhancements and new features, based on Customer Influence

- Optimize functions in logistics and inventory
- Optimize functions in CRM and service
- Optimize functions in financial
- Enhance usability
- Enhance Microsoft 365 integration
- Integrate SAP solutions adding value for SAP Business One customers
- Automate online banking (integration of payment gateways used at SAP)
- Use machine learning for invoice recognition (integration to Document Information Extraction API)

Lifecycle management

- Optimize upgrade and installation processes
- Optimize data import functions

Feature value

- Increased attractiveness for new and installed base
- Solid core foundation for building vertical solutions
- Users enabled to consume core business processes across multiple platforms
- Simplification, greater customer and partner satisfaction; reduced TCO
- Latest versions of operating systems, database engines, or browsers used to apply innovations even faster in day-to-day business operations

This is the current state of planning and may be changed by SAP at any time.
# Planned innovations – Web client

## Extend functional scope

### Feature

**Extend business logic coverage**
- Extended sales and purchasing coverage
- Sales opportunity
- Service call
- Payments support

**Analytics, reporting, and printing**
- Extended analytics
- Additional reporting content
- Design capabilities
- Support printing

**Integration and extensibility**
- Providing extensibility capabilities

### Feature value

- Extended target audience by supporting Microsoft SQL customers, and providing increased functional coverage
- Extending market coverage
- Increased competitiveness
- Increased efficiency and productivity
- Reduction of TCO

This is the current state of planning and may be changed by SAP at any time.
Planned innovations – Globalization
Legal compliance and localization enhancements

<table>
<thead>
<tr>
<th>Feature</th>
<th>Differentiating factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Legal compliance and localization enhancements generically or specifically (legal requirements, business practice, statutory reporting, and default values)</td>
<td>▪ Helping businesses to run worldwide, increased relevance for new customers and installed base</td>
</tr>
<tr>
<td>▪ Localization expansion to potential new markets, increased number of supported languages, and harmonized functions across localizations</td>
<td>▪ Facilitating customers in meeting their legal obligations (accounting, tax, invoicing, and reporting); legal compliance</td>
</tr>
<tr>
<td>▪ Electronic documents framework enhancements incl. tool for automated processing of received electronic purchase documents and country-specific built-in content using the electronic file manager add-on and integration framework</td>
<td>▪ Increased localization competitiveness that helps to win in the cloud globally; significant competitive advantage; and differentiating factor</td>
</tr>
<tr>
<td>▪ Integration and leveraging of existing cloud services from SAP for legal adaptations, such as SAP Localization Hub, tax service, the digital compliance platform (previously known as electronic documents as a service), and SAP solutions for advanced compliance reporting</td>
<td>▪ Increased customer and partner satisfaction, merged back-legal add-ons that reduce costs, lower TCO</td>
</tr>
<tr>
<td>▪ Merge back of selected outsourced legal add-ons</td>
<td>▪ Higher reporting flexibility for IFRS, U.S. GAAP, group reporting, or any local legal reporting requirements</td>
</tr>
<tr>
<td>▪ External sales tax (output VAT) amount editable by API</td>
<td></td>
</tr>
<tr>
<td>▪ Replacement of selected hard-coded bank files</td>
<td></td>
</tr>
<tr>
<td>▪ IFRS and EU Intrastat enhancements package</td>
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<tr>
<td>▪ UK – further Brexit adaptations</td>
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<td>▪ BR – NF 4.0</td>
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<td>▪ IN – E-billing 2020</td>
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<tr>
<td>▪ IL – VAT groups introduction</td>
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<tr>
<td>▪ MX electronic accounting statement – UUID import to document rows</td>
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</tbody>
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This is the current state of planning and may be changed by SAP at any time.
Planned innovations – Analytics and reporting
Simplify with meaningful business reports and accelerate decision-making

<table>
<thead>
<tr>
<th>Feature</th>
<th>Feature value</th>
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</table>
| SAP Business One, version for SAP HANA | - SAP HANA as a platform for accelerated partner co-innovation  
- Ability to make faster, better-informed decisions, as more business users have the capability to retrieve any required information completely independently with intuitive and easy-to-use features  
- Comprehensive views of key information, such as customers or financials, which offer efficiency optimization  
- Realization of more sophisticated business processes; new scenarios that help in tackling “unsolvable” problems  
- Exposing the full potential of SAP HANA to the ecosystem |

Further leverage SAP HANA capabilities by reusing scenarios of SAP HANA 2.0 platform
- Better real-time visibility and deeper analytics scenarios based on pervasive analytics
- New functions such as demand planning and payment/invoice auto-matching

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# Planned innovations – Extensibility

Extend SAP Business One with fully integrated solutions horizontally and vertically

<table>
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<th>Feature</th>
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</table>
| **SAP Business One core** | • Significantly expand the addressable market by providing a robust API for both SQL and SAP HANA  
• Optimize partner support by realizing requirements for flexible integration in customer projects  
• Enable solutions to run smoothly in the cloud by detaching the applications from the underlying infrastructure |
|  ▪ Enhance service layer API  
|  ▪ Web client extensibility  
|  ▪ Event service support |
### Planned innovations – Integration framework

An extremely strong platform

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</table>
| **Integration framework** | ▪ Completing the business process model and notation (BPMN)-based management layer  
▪ Mapping between DI API and service layer  
▪ Flexible event-handler mechanism to replace event sender  
▪ Support advanced user authentication  
▪ Straightforward and extremely flexible capabilities that make the integration framework the key differentiator for SAP Business One, turning SAP Business One into a state-of-the-art business platform  
▪ Helping ensure integrations with little or no effort to other SAP and third-party applications  
▪ Extending system and business network capabilities  
▪ Data provision to any external system and data consumption from any external provider |

This is the current state of planning and may be changed by SAP at any time.
**Planned innovations – Intercompany integration solution**

**Complementary add-on from SAP**

<table>
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<tr>
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</table>
| **Intercompany integration solution for SAP Business One** | - Functional improvements such as automatic replication of user-defined fields (UDF) and user-defined table (UDT) definitions to all branch companies  
- A/R service invoice allocation  
- Using the service layer where useful  
- Further meaningful extensions that are requested through Customer Influence |
| **Integration hub for SAP Business One** | - Tailor-made solution integrating cloud-based business applications and services  
- Addressing typical requirements for fast digital integration  
- Preconfigured templates with mapping and configuration defaults minimize time and cost for integration  
- Offering inexpensive off-the-shelf solutions, most comprehensive implementation even without detailed knowledge of the solutions  
- Harmonizing technology across multiple systems, data consistency across applications |

**The intercompany integration solution**

- Replicate and share data
- Standardize business processes
- Automate and collaborate
- Consolidate and monitor

- Business units or subsidiaries on
  - Company A
  - Company B
  - Company C

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Planned innovations – Mobile apps for the enterprise
Mobilize your workforce to support flexibility and efficient processes

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<tr>
<th>Feature</th>
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<tbody>
<tr>
<td>Service and Sales app for Microsoft SQL Server</td>
<td>Significant expansion of the addressable market, driving adoption</td>
</tr>
<tr>
<td>Service app that allows ticket creation</td>
<td>Increased workforce productivity</td>
</tr>
<tr>
<td>Use of native device capabilities of latest devices</td>
<td>New collaboration methods and business practices with an intuitive and simplified user experience</td>
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<tr>
<td>Evolving service layer into a platform for building innovative mobile solutions for verticals</td>
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</tbody>
</table>

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Planned innovations – Cloud
Simple consumption and best scaling

Feature

SAP Business One Cloud, SAP-hosted option
- Staged introduction for regions and countries
- Optimize service unit resources to reduce TCO
- Support integration framework for SAP Business One 2.0 in containers (iPass)

SAP Business One Cloud, partner-hosted option
- Enhanced tools in SAP Business One Cloud 1.1 focusing on hosting partners
- Integration to Microsoft Active Directory organizational units
- Support advanced user authentication
- Tenant-configuration wizard to support partner and large-volume deployments
- More-flexible and intuitive cloud management in the cloud control center (CCC), improvements for user experience and performance
- Lifecycle management (patch delivery and maintenance)

Feature value

- Technology that scales with the business and provides a competitive advantage
- Attractive offering for an increasing number of companies looking for cloud deployment
- Easy and affordable deployment; reduction of TCO
- Better tools for hosting partners
- Short time from purchase to delivery
- Flexible, simple, and intuitive solutions for efficient business

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Learn more about SAP Business One

► SAP Business One YouTube Channel
► Solution Brief
► SAP Help Portal
► SAP Support Portal
► SAP Learning Hub – Training Material
► SAP Community for SAP Business One
► SAP Business One Cloud (Partners Only)
► Customer Influence Session (Customers and Partners Only)
Thank you.