



Objectives

Solution

Benefits

Quick Facts

Managing Subsidiaries with SAP Business One

Quickly and Affordably Integrate Your
Extended Enterprise



The Best-Run Businesses Run SAP®

Balancing Enterprise-Wide Needs

Striving to Balance the Software Needs of Extended Enterprises

Balancing Enterprise-Wide Needs

Your company 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 uses a standard template is important for corporate operations.

Subsidiaries need to be nimble to meet their strategic purposes, whether growing the organisation, penetrating a market, or reducing costs through global sourcing or manufacturing. These business units still need to be efficient and in control, but too much standardisation can get in the way of innovation. Your subsidiaries need room for flexibility while still fitting into the overall corporate structure.

That's where a multitier ERP strategy can help. A multitier 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. Coordinated, the two software solutions successfully integrate your processes, applications, and data.

Read this e-book to learn how SAP Business One is perfectly suited to the needs of subsidiaries of large enterprises. See how customers have benefitted from using the solution and have kept their businesses growing.



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Integrated and Designed to Accelerate Profitable Growth

Streamline Your Subsidiary Operations with a Single, Affordable Application

Integrated and Designed to Accelerate Profitable Growth

Doing Business Globally

A Low-Cost, Low-Risk Way to Get Subsidiaries Up and Running

Standardise Operations and Integrate for Greater Visibility

Connect Your Business Networks Better

Keeping All Wheels in Motion – And All Going in the Same Direction

Better Business Insight

Companies worldwide are using SAP Business One as a key component of their enterprise software strategies. SAP Business One lets you coordinate operations, increase visibility, and transform decision making while cost-effectively managing your global IT investment.

Available on demand or on premise, SAP Business One lets you quickly and affordably integrate operations at corporate offices to increase visibility while maintaining the agility and responsiveness needed in subsidiary operations.

The software has been adopted by tens of thousands of small businesses around the world and runs at more than 2,000 subsidiary locations.

SAP Business One can help get your extended enterprise working as a single, coordinated operation with features such as:

- **Financials management** – Automate, integrate, and manage all your financial and accounting processes
- **Warehouse management** – Manage inventory across multiple warehouses, track stock movements, and manage production orders based on material requirements planning
- **Customer relationship management** – Grow customer profitability and increase customer satisfaction with effective sales and opportunity management and aftersales support
- **Purchasing** – Automate your entire procurement process from purchase order to vendor invoice payment
- **Reporting and business intelligence** – Act on instant and complete information with comprehensive, real-time reporting functionality



Doing Business Globally

Factoring in Local and Regional Requirements

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Tackling complexities of new markets

SAP Business One helps you overcome the complexities of a global business model by offering software support for local languages and local legal compliance. The software is available in 41 country-specific versions and offers flexibility and extensibility for future growth.

Reducing time and effort

By establishing standardised 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 minimise training time.

"We configured a standardized template for SAP Business One that lets our smaller business units quickly roll out their business processes. This approach ensures business process consistency across the group and allows us to share resources and skills to keep down costs"

Antoine Ravier, Worldwide SAP Business One Project Manager, Groupe SEB

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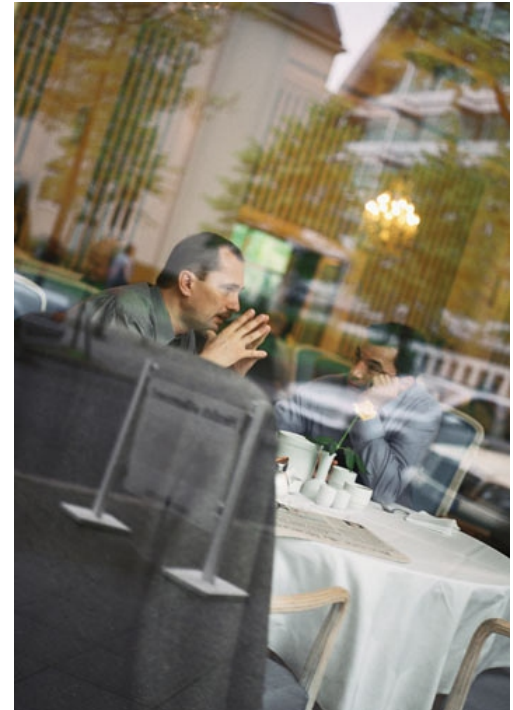
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Running SAP Business One as part of a multitier software strategy helps you cost-effectively manage your global IT investment. The software is priced for small businesses and features a cloud deployment model for companies that want to avoid the capital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



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SAP Business One is a comprehensive solution that fully integrates with leading ERP software. By centralizing core business functions on a common software infrastructure, you can eliminate disparate processes and multiple disjointed spreadsheets and databases. The application enables complete visibility and better control to help your whole enterprise run more efficiently.



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The right business software, such as SAP Business One, will let you readily connect with other applications across your network. It offers not only predefined content, but also a robust integration framework that accomplishes the following tasks and more:

- Simplifies the effort to integrate outside software systems.
- Enables processes unique to your operations, such as online ticketing, customer orders, or event registration.
- Adds additional value through the preconfigured integration packages by quickly and affordably connecting applications across the enterprise. By synchronizing data and providing streamlined financial consolidations, the packages manage company transactions that travel within the network.



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So How Does SAP Business One Help?

Reduced time and effort

By establishing standardized processes and data, SAP Business One helps reduce the time and effort required to add subsidiaries or business units to an application landscape. The software can be deployed quickly – in as little as two weeks.

Flexible to adapt to changing needs

With its flexible architecture, the software can be customized and extended to meet unique and specific – and possibly ever-changing – business requirements. Customers can start small and add functionality using the software development kit. Or they can choose from more than 550 add-on solutions as business grows or challenges arise.

Global support

An extensive network of authorized local partners in more than 80 countries combines local business knowledge and IT expertise to help implement and support SAP Business One.



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Successfully following a multitier implementation strategy requires that you have full visibility into your processes. You must consider several new factors in a multitier model:

- Global reach
- Local regulations
- Language considerations
- Subsidiary-specific cash flow needs

SAP Business One helps you view your key business metrics, such as financials, more clearly. The software provides real-time access to the critical data from your enterprise, which 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 rapidly make informed decisions to improve it. This agility is crucial to maintaining profitability, especially in businesses with tight margins.

