



**GENERAL AVAILABILITY**

# **SAP Business One 9.3**

## **Release Highlights**

Rollout Services, SAP

March, 2018

CUSTOMER

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# A comprehensive business solution & platform for connected SMBs.



# SAP Business One 9.3 Highlights (1/2)



## Administration

Authorization Simplification

Import from Excel Updates

Approval Procedure Enhancements

Quick Copy & DTW supports Additional Objects

My Settings Support

Change Log Clean-up Utility

Multi-Branch Supports Data Ownership

Multi-Branch Filtering & Transaction Updates

License Updates

HTML based Online Help



## Sales | Purchasing | Service

Return Merchandise Authorization (RMA)

Gross Price Redesign\*

Price List Updates

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Blanket Agreement Enhancements

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CRM Simplification



## Production

Simple Production Routing



## Inventory | Distribution

UoM Batch Selection



## Financial Management

Internal Cost Accounting Transactions

Centralized Payment Engine

Chart of Accounts Alignment & Usability

G/L Account Determination Matrix Updates

New IFRS 15 Revenue Recognition Standard\*

Scheduled Batch Transactions for Payments

Electronic File Layout Templates



## Project Management

Project Management Updates

# SAP Business One 9.3 Highlights (2/2)



## Business Intelligence

Analytical Portal



Pervasive Analytics Designer Update



New Cockpit Templates



## Platform | Extensibility

Web-Based Workflow Management

Company Specific Mailer Configuration

New DI/UI Objects Exposure & Enhancements

Microsoft Visual Studio 2015

X-App Supports Single Sign On

Optimized Login Connection

Electronic File Manager support on Linux



Performance Optimization

Improved Security



## Lifecycle Management

Centralized Deployment

Embedded Incident Reporting

System Landscape Directory Enhancements

Remote Support Platform 3.2 Updates



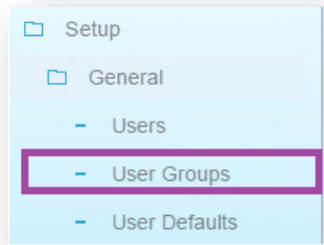
# Administration

SAP Business One 9.3



# Authorization Simplification

PL01 Update



Group Name	User Code	User Name	Department	From	To
1 Finance	Kora	Kora Dean	General		
2 Sales	Vicky	Vicky Purchas	General	20.11.17	24.11.17
3 Purchase					
4 Inventory					

Users - Setup

Superuser  Mobile User

User Code: Kate  
User Name: Kate Milton  
Defaults: [empty]

General Services Fgnt&Bkgd

Bind with Microsoft Windows Account: [empty]  
Employee: Milton, Kate  
E-Mail: kate.milton@oec.co.uk  
Mobile Phone: [empty]  
Mobile Device ID: [empty]  
Fax: [empty]

Branch: Main  
Department: General  
Groups: [empty]

Password: [empty]

Password Never Expires  
 Change Password at Next Logon  
 Locked

OK Cancel Copy Form Settings

## Feature

- Authorization Groups renamed to User Groups and relocated under Setup - General.
- 4 Group Types:
  - Authorization: User authorizations with validity dates; individual users within the User Group can have further refined validity dates.
  - Form Settings: User form settings.
  - UI Configuration Templates: Modified forms set as templates. **(PL01)**
  - Cross All Types: Applies to all types.
- Copy Form Settings now has a Groups tab; all users in the chosen group inherit the form settings.

## Benefit

- Manage temporary authorizations.
- Quickly apply form setting defaults and/or templates (modified forms) to a group of users.



# Approval Procedure Enhancements

PL01 Update



**General Settings**

BP Budget Services Display Font & Bkgd Path Inventory Resources Cash Flow Cockpit Cost Accounting Pricing Hide Functions

**Customer Activity Restrictions**

Credit Limit  Commitment Limit  Consider Deliveries Balance

A/R Invoice  Delivery  Sales Order  Pick List

**Set Commission by**

Sales Employees  Items  Customers

**Approval Process**

Enable Approval Process

Enable Approval Process in DI

Enable Updating Document Added/Updated by Approval Process

Enable Updating Draft in Status Pending/Approved

**Payment Terms Preferences**

Default Payment Method for Customer [Dropdown]  
Default Payment Method for Vendor [Dropdown]  
Submit Credit Vouchers [Dropdown] Automatically  
Default Dunning Term for Customer [Dropdown] - Standard -

Default Payment Term for Customer [Dropdown] - Geldbasis -  
Default Payment Term for Vendor [Dropdown] - Geldbasis -

Apply Changes in BP Fields to New Business Partners Only

Display Inactive Business Partners in Reports  
 Display Inactive Business Partners in Marketing Documents

Apply IBAN Validation to Bank Accounts  
 Enable Data Ownership  
Manage Data Ownership By [Dropdown] Document Only

**Blanket Agreement**

Allow Multiple Blanket Agreements for Same Period  
 Enable Updating Price/Planned Amount in Blanket Agreement with I

OK Cancel

**Approval Status Report**

Document Type	Document No.	Draft No.	Originator	Template	Status	Remarks	Draft Key
Purchase Request	1	1	Jayson Butler		Generated		1
Purchase Request		1	Jayson Butler		Pending		2
Purchase Request		1	Jayson Butler		Canceled (restorable)		3

OK Cancel Collapse Expand

## Feature

- Enable updating a previously approved document.
- Enable updating a draft document with status Pending/Approved.
- Approval Decisions Report now shows the Draft Key. **(PL01)**

## Benefit

- You are now able to amend/cancel a document processed through the approval process.
- Approver always sees the latest version of the document to be approved.
- Ensures approval is obtained every time the approval criteria have been triggered whether adding or updating the document.

# My Settings Support



Users - Setup

Superuser  Mobile User

User Code: manager

User Name: Jayson Butler

Defaults:

General Services Display

Bind with Microsoft Windows Account: [Field]

Employee: [Dropdown]

E-Mail: jayson.butler@sap.com

Mobile Phone: [Field]

Mobile Device ID: [Field]

Fax: [Field]

Branch: Main

Department: General

Groups: [Field]

Password: [Field]

Password Never Expires

Change Password at Next Logon

Locked

Enable Setting Integration Packages

OK Cancel Copy Form Settings

User Defaults

Code: [Field] Description: [Field]

General Defaults Display Print Credit Cards Path

Skin Style: Flori

Colour: Classic

Language: [Dropdown]

Font: [Dropdown]

Font Size: [Dropdown]

Preview:

AaBbYyZz - abcd

Background: [Field] Browse...

Image Display: Centralised

Add Cancel

## Feature

- The User – Setup form is enhanced to include various user-specific options, that previously used to be in the General Settings form.
- New icon on the toolbar enables users to access their user setup form and personalize it.
- The User Defaults form is extended and includes Display tab.

## Benefit

- Better accuracy and clarity of company level settings vs. user-level settings.
- Enhanced usability – all users gain access rights to their own personal preferences (subject to authorizations).
- Better coverage of user defaults settings, enables more efficient implementation.



# Import from Excel (1/2)



The screenshot displays three overlapping SAP windows. The top window, 'Import from Excel', shows a dropdown menu for 'Data Type to Import' with 'Journal Entry' selected. The middle window, 'Authorizations', shows a tree view with 'Data Import' expanded and 'Import from Excel' highlighted. The bottom window, 'Serial Numbers - Setup', shows a table with one row of data and an 'Import From Excel...' button highlighted.

#	Doc. No.	Item Number	Item Description	Whse Code	Whse Name	Total Needed	Total Created	Open Qty
1	PD 738	A00006	Rainbow 1200 Laser Series	01	General Warehouse	5		5

#	late	Mfr Date	Admission Date	Mfr Warranty Start	Mfr Warranty End	Location	Details
1			12.05.17				

## Feature

- Journal Entries added to Import from Excel.
- Import Serial and Batch numbers from Excel.
- Additional Authorizations added for data import.

## Benefit

- Simpler, efficient import process.
- DTW not required for importing these objects.

# Import from Excel (2/2)



Journal Entry

Series: Primary, Number: 6524, Posting Date: 12.05.17, Due Date: 12.05.17, Doc. Date: 12.05.17, Remarks: [empty]

Origin: [empty], Origin No.: [empty], Trans. No.: [empty], Template Type: [empty], Template: [empty], Indicator: [empty], Project: [empty]

Trans. Code: [empty], Ref. 1: [empty], Ref. 2: [empty], Ref. 3: [empty]

Blanket Agreement: [empty]

Fixed Exchange Rate  
 Reverse  
 Adj. Trans. (Period 13)  
 EU Report  
 Automatic Tax  
 Manage Deferred Tax  
 Manage WTax

G/L Acct/BP Code: [empty], G/L Acct/BP Name: [empty], Ref. 1: [empty], Ref. 2: [empty], Ref. 3: [empty], Offset Account: [empty]

Debit (FC): [empty], Credit (FC): [empty], Debit: [empty], Credit: [empty], Debit (SC): [empty], Credit (SC): [empty]

Posting Date: 12.05.17, Due Date: 12.05.17, Doc. Date: 12.05.17, Project: [empty], Tax Group: [empty], Distr. Rule: [empty], Remarks: [empty]

Primary Form Item: [empty]

#	G/L Acct/BP ...	G/L Acct/BP Name	Debit	Credit	Tax Group	Federal Tax ID	Tax Amount	Gross Value	Base Amount	Departments	Line of Business	Payment ...	Bl...
1												N	

Display in FC
  Display in SC

## Feature

- Import Journal Entry from Excel.
- Import G/L and BP Opening Balances from Excel.

## Benefit

- Simpler, efficient import process.
- DTW not required for importing these objects.

G/L Accounts Opening Balance

Opening Balance Account: 100000, Called Up Capital Not Paid

Date	Ref. 1	Ref. 2	Remarks
01.01.17			G/L Accounts Opening Balance

Due Date	Code	Name	Balance (LC)	OB (LC)	Balance (FC)	OB (FC)	Balance (SC)
01.01.17	100010	Uncalled Share Capit					
01.01.17	101000	Capitalised Formator					
01.01.17	101010	Capitalised Business £					
01.01.17	101500	Accumulated Deprec					
01.01.17	102010	Patents and Royalties					
01.01.17	102020	Licences					
01.01.17	102510	Accumulated Deprec					
01.01.17	102520	Accumulated Deprec					
01.01.17	103000	Goodwill					
01.01.17	103500	Amortisation - Goodi					
01.01.17	110000	Freehold Land					

Business Partners Opening Balance

Opening Balance Account: 100000, Called Up Capital Not Paid

Date	Ref. 1	Ref. 2	Remarks
01.01.17			Business Partners Opening Balance

Due Date	Code	Name	Control Acct	Balance (LC)	OB (LC)	Balance (FC)	O...
01.01.17	C20000	Maxi-Teq	140000	GBP 11,866.20			
01.01.17	C23900	Parameter Technolog	140000	GBP -15,356.78			
01.01.17	C25000	Star Company	140030	GBP 975.18		EUR 1,136.60	
01.01.17	C26000	River Ltd.	140000	GBP 5,094.00			
01.01.17	C30000	Microchips	140000	GBP 2,142.00			
01.01.17	C40000	Earthshaker Corpor	140000	GBP -4,353.03			
01.01.17	C42000	Mashina Corporation	140000	GBP 36.00			
01.01.17	C50000	ADA Technologies	140030				
01.01.17	C60000	SG Electronics	140030	GBP -27,077.56		USD -40,963.78	
01.01.17	C70000	Aquent Systems	140030	GBP 2,325.72		USD 3,073.58	
01.01.17	C99998	Web Customer	140000	GBP 1,596.00			



# Change Log Cleanup Utility



**Change Logs Cleanup**

**Introduction**  
The change logs cleanup utility allows you to delete change logs of various documents and master data. Determine the range of change logs to be deleted by setting date into Logs Clean Up To.  
Select the documents/master data to clean up their change logs. Executing the cleanup will delete change log entries which were created on a date which is equal or smaller than the selected date.

**Warning:** Deleting the change log data is irreversible

Change Logs Cleanup: Start a New Cleanup

Cleanup Scenario: CLC20170606  
Cleanup Date: 06.06.17  
Logs Clean Up To:   
Remarks:   
  

Select	Module	Document Name	Current Size (MB)	Status
<input type="checkbox"/>		Pick List		
<input type="checkbox"/>		Inventory Counting		
<input type="checkbox"/>	▼ Resources			
<input type="checkbox"/>		Resource Master Data		
<input type="checkbox"/>	▼ Production			
<input type="checkbox"/>		Bill of Materials		
<input type="checkbox"/>		Production Orders		
<input type="checkbox"/>	▼ Service			
<input type="checkbox"/>		Service Call		
<input type="checkbox"/>		Equipment Card		
<input type="checkbox"/>	▼ Human Resou			
<input type="checkbox"/>		Employee Master Data		

Execute Cancel

**Summary:**  
In total, %d log entries were deleted successfully

Utilities	Full Authorization	Full Authorization
Period-End Closing	Full Authorization	Full Authorization
Update Control Report	Full Authorization	Full Authorization
Check Document Numbering - Selection Cr	Full Authorization	Full Authorization
▶ Data Archive Wizard	No Authorization	No Authorization
Master Data Cleanup Wizard	No Authorization	No Authorization
▼ Change Logs Cleanup	No Authorization	No Authorization
Execute Change Logs Cleanup	No Authorization	No Authorization

## Feature

- New Change Log Cleanup Utility available.
- Enables users to clean out the change log to reduce the size of a company database.
- Users have the ability to determine which objects from the change log entries should be deleted and restrict the deletion to a specific date range.
- Utility subject to appropriate user authorisation.

## Benefit

- Improve performance when running upgrades due to reducing amount of data to be upgraded.
- Companies running SAP Business One for a long time with a large change log are able to delete old changes that were registered.

# Quick Copy



Quick Copy

Source: OEC Computers UK  
Target:

Data Categories

- Customization
- Administration
- Financials
- Business Partners
- Inventory
- Resources
- Production
- MRP
- Human Resources

Source or Target

- Copy to File
- Copy from File
- Copy to Company** (OEC Computers UK(dewdfth12415:30015))

Copy Method

- Add New Records and Update Existing Records
- Add New Records Without Updating Existing Records
- Update Existing Records Without Adding New Records
- Delete All Records Then Add New Records

Error Handling

- Ignore All Errors and Copy Valid Records
- Errors Terminate the Copy Process

If Target Records Are Missing UDFs

Copy Options

- When Copying Objects with Accounts
- When Copying Empty Fields
- Force Backup Before Starting Copy Process
- Allow Copying When Multiple Connections to the Database Exist Copy Process

Note: To ensure data integrity, it is recommended that you avoid copying while there are multiple connections to the data

Choose Company

User ID: Password: Change User

Log on with Current Domain User

Current Server: HANADB dewdfth12415:30015

Database: SBODEMOGB

Company Name	Database Name	Localization	Version
OEC Computers UK	DIPAN	United Kingdom/I: 930000	
OEC Computers UK	MARIE	United Kingdom/I: 930000	
OEC Computers UK	MARC	United Kingdom/I: 930000	
OEC Computers UK	DARIUS	United Kingdom/I: 930000	
OEC Computers UK	MIRIAM	United Kingdom/I: 930000	
<b>OEC Computers UK</b>	<b>SBODEMOGB</b>	<b>United Kingdom/I: 930000</b>	

Refresh

Find By:  Company Name  Database Name

OK Cancel

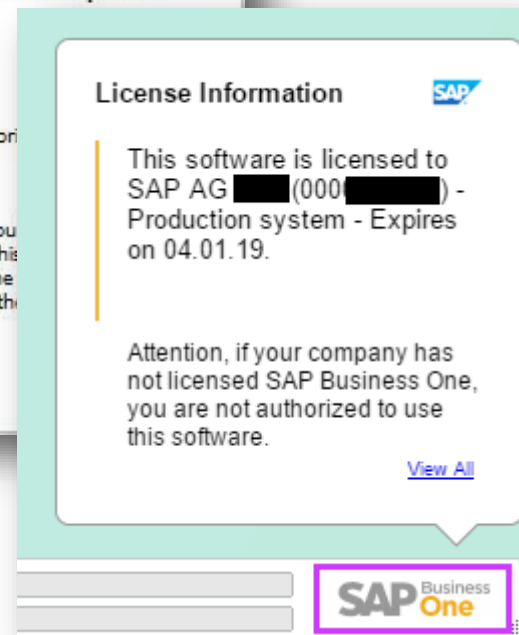
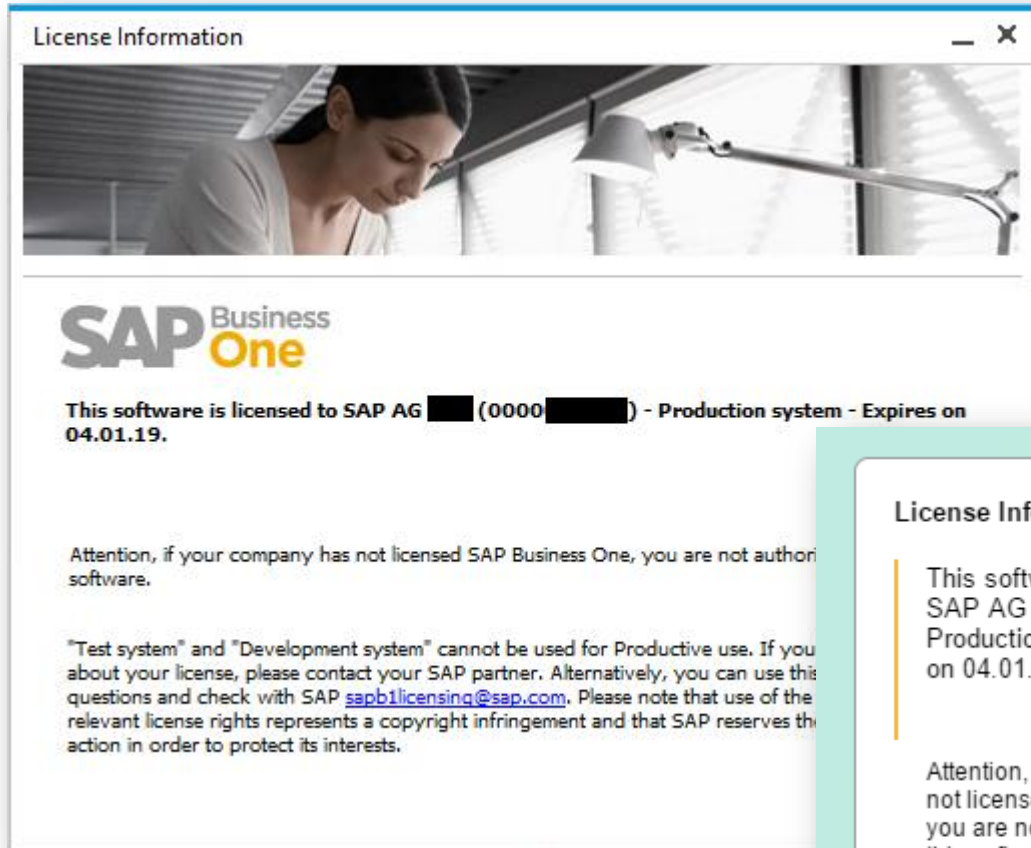
## Feature

- Ability to copy data directly to target companies.
- Allows copying to a target company when connections exist to that company.

## Benefit

- Saves time and effort without the need to copy data to a file first and then import the file into the target company database.
- Useful when copying data between test DBs and production company DBs.
- Users no longer need to be disconnected and interrupted during the data copying process.

# License Updates



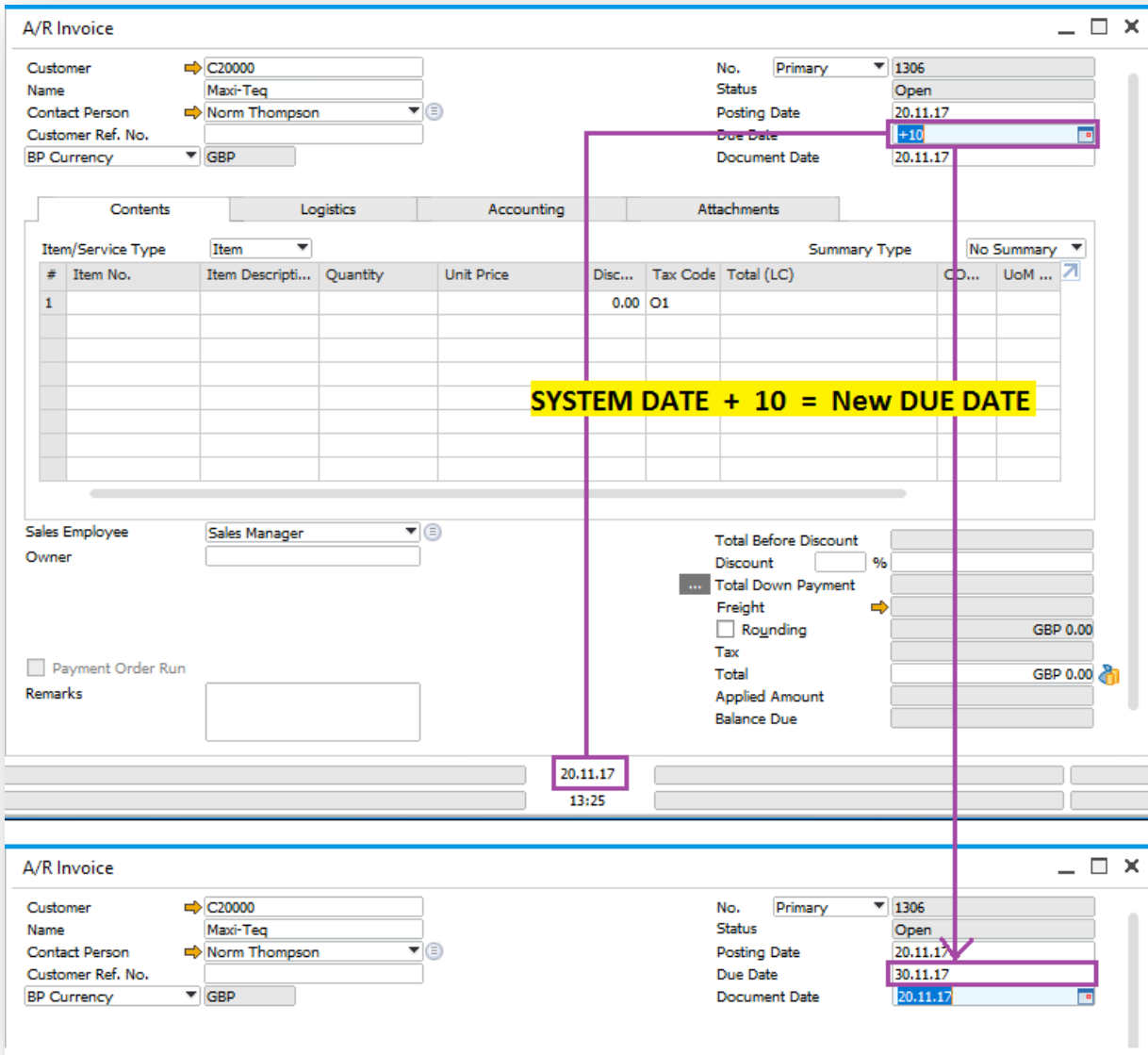
## Feature

- As of release 9.3, a new license file will need to be generated and imported for every new minor (9.x) release.
- A watermark will be displayed on the bottom right of the SAP Business One desktop and the information sourced from the license file.
- The watermark will appear at each login and can be closed by the user by clicking on the SAP Business One icon.

## Benefit

- Visibility for customers/end users to obtain relevant information about their licensed system.
- The new license file is more secure and protects the misuse of licenses.

# Multiple Ways to Input Dates



## Feature

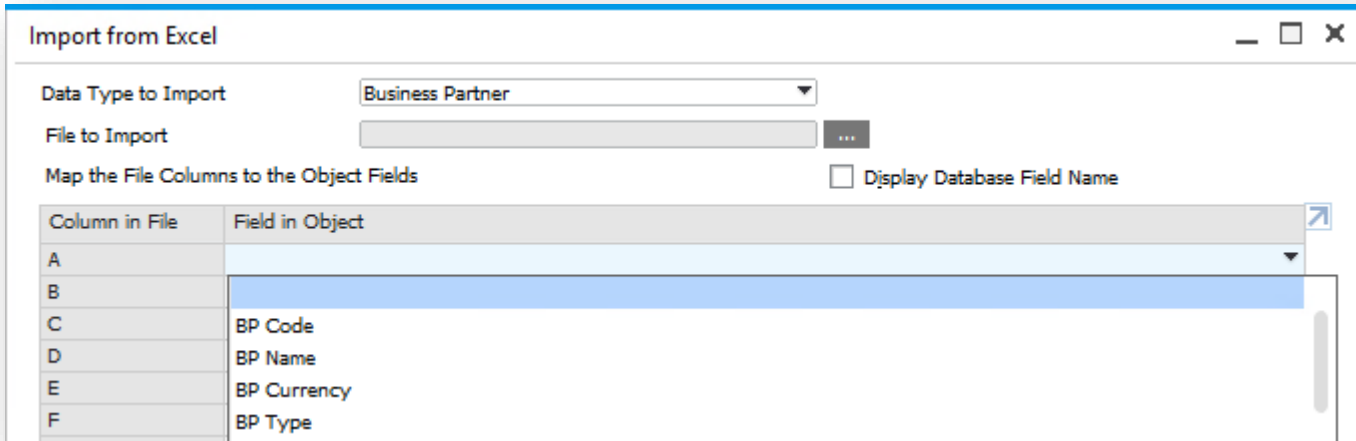
- New way to add dates in date fields
- To enter a new date in the date field you can use the following two methods:
  - 1- Use arrow keys
    - Up/Down arrows to increase/decrease respectively date in steps of 1 day
  - 2- Use operands
    - +/-N : add/subtract N days
    - +/-ND : add/subtract N days
    - +/-NM : add/subtract N months
    - +/-NY : add/subtract N years
    - NOTE: You can only use D,M,Y (not case sensitive)
    - NOTE: Do not leave a space between the operand, number and period

## Benefit

- Quicker date input
- Ease of Use



# Display Database Field Name for Import from Excel

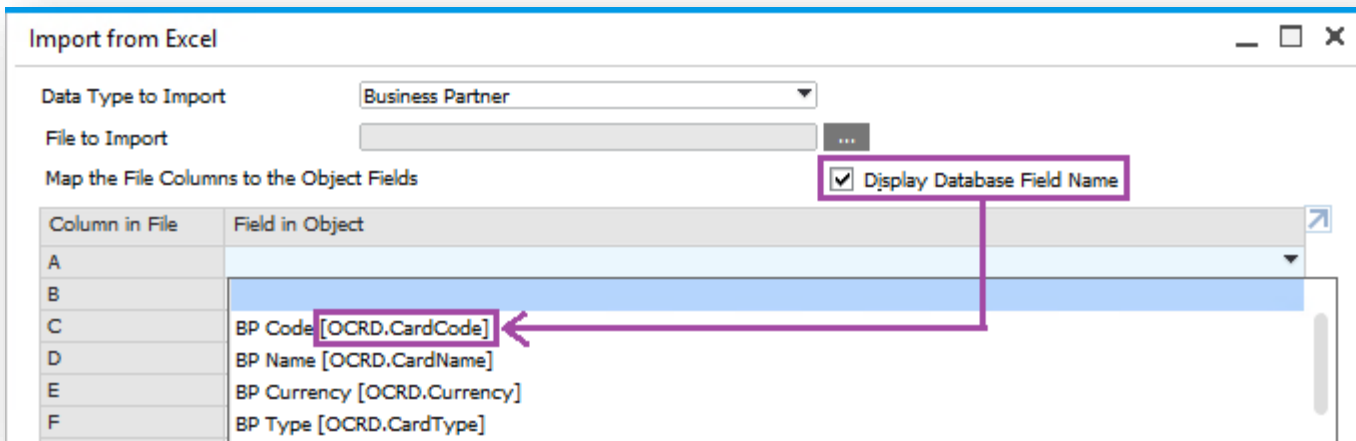


## Feature

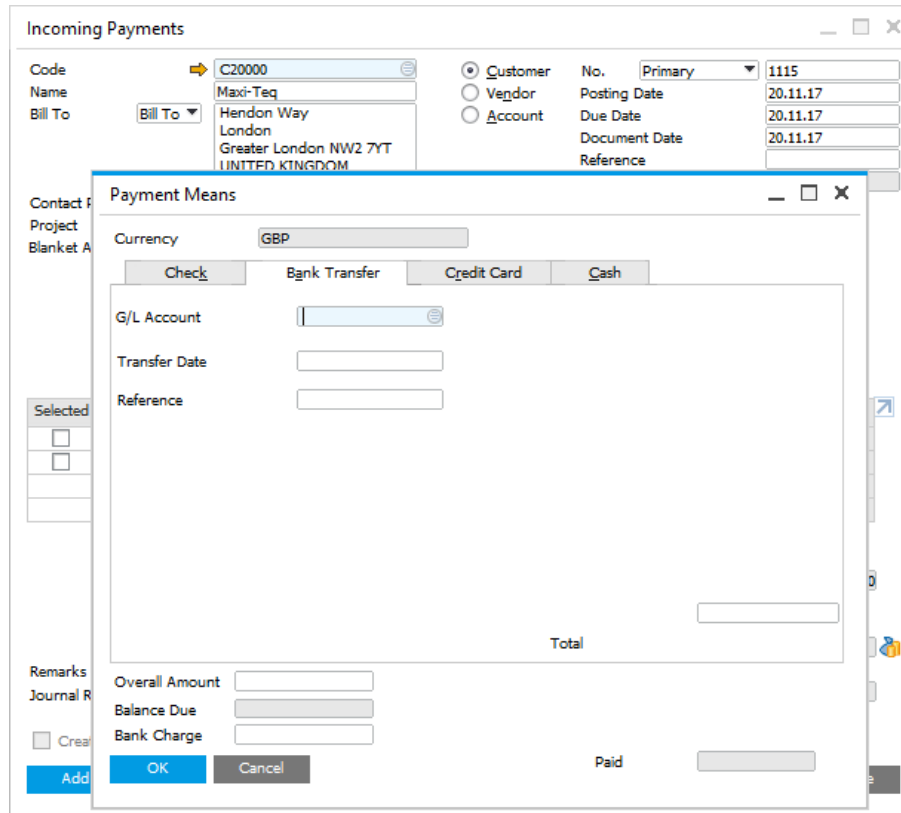
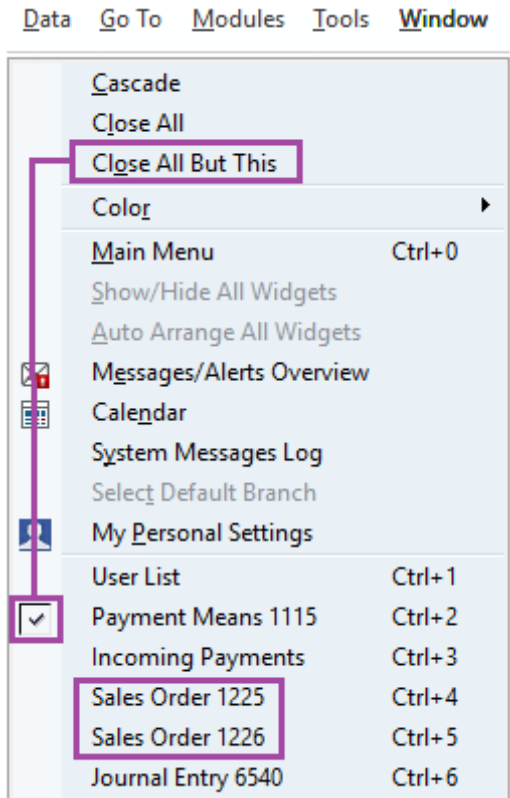
- Checkbox : Display Database Field Name
- Provides the database table and field name into where the information will be imported

## Benefit

- Clear understanding of the target tables/fields
- Accurate data import



# Managing Multiple Open Windows



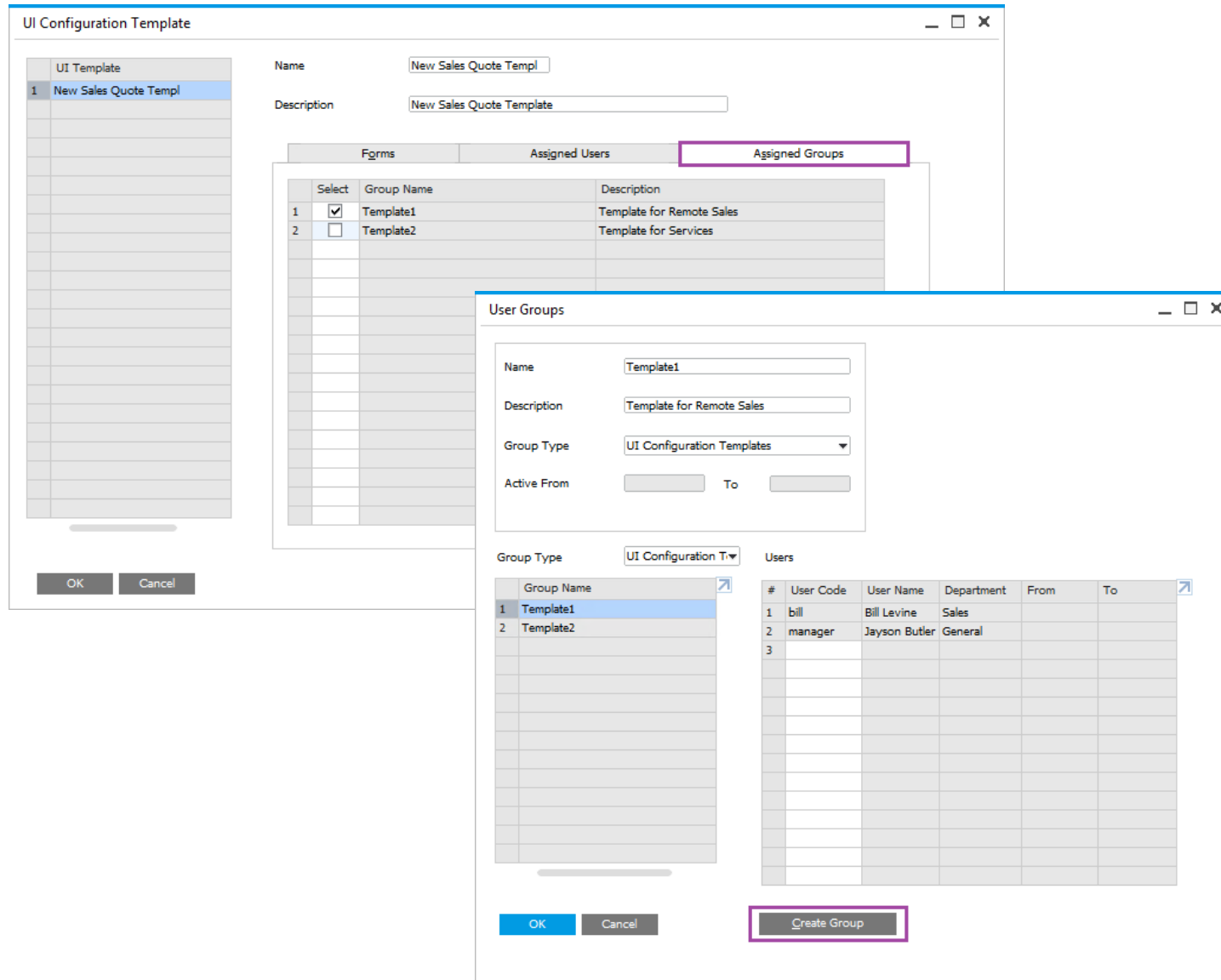
## Feature

- In addition to close all windows, you have the option to leave the window that is currently being worked on
- Dependent forms will not be closed e.g. where a payment means form is open the underlying incoming payment screen will stay open
- Unique identifier (document number) helps user to choose the correct window to access

## Benefit

- Increase efficiency
- Quickly get access to the relevant window where many similar ones are open

# User Group selection in UI Configuration Template



The screenshot displays two overlapping SAP dialog boxes. The background dialog is 'UI Configuration Template' with the following details:

- Name: New Sales Quote Templ
- Description: New Sales Quote Template
- Assigned Groups table:

Select	Group Name	Description
<input checked="" type="checkbox"/>	Template1	Template for Remote Sales
<input type="checkbox"/>	Template2	Template for Services

The foreground dialog is 'User Groups' with the following details:

- Name: Template1
- Description: Template for Remote Sales
- Group Type: UI Configuration Templates
- Active From: [ ] To: [ ]
- Group Type dropdown: UI Configuration T
- Users table:

#	User Code	User Name	Department	From	To
1	bill	Bill Levine	Sales		
2	manager	Jayson Butler	General		
3					

Buttons: OK, Cancel, and Create Group (highlighted with a purple box).

## Feature

- You can now assign Groups to UI Templates.
- These Groups must first be created in User Groups using the Group Type UI Configuration Template.

## Benefit

- Quickly apply UI Templates predefined groups of users.

# Administration



Feature	Description	Localization
<b>Multi-Branch Supporting Data Ownership</b>	When managing multiple branches the system can be set such that a user's access to BPs and Documents is possible only when the BPs'/Documents' branch assignment matches the user's branch assignment.	All
<b>Multi-Branch Filtering and Transactions</b>	Conversely, with the filtering functionality, in the choose from lists, the user is restricted to BPs and Documents having the same branch assignment. The user can, however, access all BPs/Documents by typing in the exact code/number. Additionally, reports can be filtered by branch selection.	All
<b>HTML based Online Help</b>	We now support HTML based Online Help files.	All
<b>Browser Access Session Timeout</b>	The session timeout setting is now adjustable when editing the browser access service in the system landscape directory.	All



# Sales | Purchasing | Service

SAP Business One 9.3



# RMA - Return Material Agreement (1/2)

PL01 Update



- Sales - A/R
- Sales Blanket Agreement
- Sales Quotation
- Sales Order
- Delivery
- Return Request
- Return
- A/R Down Payment Request
- A/R Down Payment Invoice

- Purchasing - A/P
- Purchase Blanket Agreement
- Purchase Request
- Purchase Quotation
- Purchase Order
- Goods Receipt PO
- Goods Return Request
- Goods Return Request
- A/P Down Payment Request
- A/P Down Payment Invoice

Return Request

Customer: C20000, Name: Maxi-Teq, Contact Person: Norm Thompson, Customer Ref. No., Local Currency

No. Primary: 1, Status: Closed, Posting Date: 10.05.17, Due Date: 10.05.17, Document Date: 10.05.17

#	Item No.	Quantity	Unit Price	Gross Price	Disc...	Tax Code	Total (LC)	Stage	UoM Code	Return Reason	Return Action
1	A00001	1	GBP 300.00	GBP 360.00	0.00	O1	GBP 300.00		Manual	Damaged	Repair

Item Master Data

Item No.: A00001, Description: J.B. Officeprint 1420, Item Type: Items, Item Group: J.B. Printers, UoM Group: Manual, Price List: Base Price, Unit Price: GBP 200.00

General: Set Inv. Method By: Warehouse, UoM Name, Weight, Valuation Method: Moving Average

#	Whse Code	Whse Name	Locked	In Stock	Committed	Ordered	Available	Item Cost
1	01	General Warehouse	<input type="checkbox"/>	397	1	1	397	147.33
2	02	Backup Warehouse	<input type="checkbox"/>	30			30	200
3	03	Drop Ship	<input type="checkbox"/>					
4	04	Consignment	<input type="checkbox"/>					
5	05	Bin Warehouse	<input type="checkbox"/>					
6								
				427	1	1	427	

## Feature

- Create a Return Request (A/R) or Goods Return Request (A/P).
- This pre-step for the return document includes the agreed quantities, prices, return reason and return action before the goods are actually returned.
- You can manage serials and batches in both Return Request (PL01) and Goods Return Request.
- Request transaction creates an allocation on the item master record.

## Benefit

- Enables management and tracking of the return process.
- Increased transparency.

# RMA - Return Material Agreement (2/2)



Open Items List

Currency: Local Currency

Doc. No.	Customer Code	Customer Name	Customer Ref. No.	Due Date	Amt

Return Requests

- Sales Quotations
- Sales Orders
- Deliveries
- Return Requests**
- Returns
- A/R Down Payments - Unpaid
- A/R Down Payments - Not Yet Fully Applied
- A/R Invoices
- A/R Credit Memos
- A/R Reserve Invoices - Unpaid
- A/R Reserve Invoices - Not Yet Delivered
- Purchase Request
- Purchase Quotations
- Purchase Orders
- Goods Receipt POs
- Goods Return Requests**
- Goods Return
- A/P Down Payments - Unpaid
- A/P Down Payments - Not Yet Fully Applied

OK

## Feature

- Return Requests and Goods Return Requests can now be:
  - Listed within Open Items List.
  - Added to a Service Call.

## Benefit

- Additional reporting.
- Incorporate returns process into Service Calls.

Service Call Related Documents Details

Service Call

Service Call Type

Business Partner Code

Business Partner Name

Contact Person

Telephone No.

Business Partner Ref. No.

Mfr Serial No.

Serial Number

Item

Description

Item Group

Subject

General

Items

#	Item No.

Labor and Tr

#	Item No.

Document Type

Document Type: All Documents

- Sales Quotation
- Purchase Quotation
- Sales Order
- Purchase Order
- Delivery
- Goods Receipt PO
- Return Request
- Goods Return Request
- Returns
- Goods Return
- A/R Invoice
- A/P Credit Memo
- A/R Credit Memo
- Transferred to Technician
- Returned from Technician

OK

Cancel

Display All Documents

Details

Add

Cancel



# Gross Price Mode



Company Details

Business Partner Master Data

Code: Manual C30000 Customer

Name: Microchips

Local Currency: 2,142.00

Deliveries: 2,159.90

Orders: 14,585.66

Opportunities: 3

Price Mode: Gross

Price List: Gross Price

Enable Separate Net and Gross Price Mode:

## Feature

- Use Gross or Net prices in documents.
- Maintain Gross or Net pricelists.
- BP price mode setting drives use of Gross or Net prices in documents

## Benefit

- Supports retail businesses
- Streamlined gross price calculation method

\*Not available in Brazil, India or Israel localizations

A/R Invoice

Customer: C30000

Name: Microchips

Contact Person: Judy Brown

Price Mode: Gross

#	Item No.	Item Descripti...	Quantity	Unit Price	Gross Price	Tax Code	Disc...	Gross Price af...	Gross Total (LC)
1	A00001	J.B. Officeprint 14	1	GBP 200.00	GBP 240.00	O1	10.00	GBP 216.00	GBP 216.00
2	A00002	J.B. Officeprint 11	1	GBP 100.00	GBP 120.00	O1	5.00	GBP 114.00	GBP 114.00
3	A00003	J.B. Officeprint 11	1	GBP 150.00	GBP 180.00	O1	0.00	GBP 180.00	GBP 180.00

Gross Price

Price Mode: Gross

#	m No.	Item Description	Base Price List	Factor	Base Price	Price	Ma...
1	A00001	J.B. Officeprint 1420	Base Price	1.2	GBP 200.00	GBP 240.00	M
2	A00002	J.B. Officeprint 1111	Base Price	1.2	GBP 100.00	GBP 120.00	M
3	A00003	J.B. Officeprint 1186	Base Price	1.2	GBP 150.00	GBP 180.00	M
4	A00004	Rainbow ColorJet 5	Base Price	1.2	GBP 250.00	GBP 300.00	M
5	A00005	Rainbow ColorJet 7.5	Base Price	1.2	GBP 200.00	GBP 240.00	M
6	A00006	Rainbow 1200 Laser Series	Base Price	1.2	GBP 200.00	GBP 240.00	M
7	B10000	Printer Label	Base Price	1.2	GBP 6.90	GBP 8.28	P
8	B10010	Printer Label version 93	Base Price	1.2	GBP 5.00	GBP 6.00	P
9	C00001	Motherboard P4 Turbo	Base Price	1.2	GBP 200.00	GBP 240.00	M
10	C00002	Motherboard P4 Turbo - Asus Chipset	Base Price	1.2	GBP 150.00	GBP 180.00	M
11	C00003	Quadcore P4 2.4 GhZ	Base Price	1.2	GBP 65.00	GBP 78.00	M



# Price Lists (1/2)



Item Master Data

Item No. Manual R00010  
 Description Nail  
 Foreign Name  
 Item Type Items  
 Item Group Hardware  
 UoM Group Hardware  
 Price List Base Price

Inventory Item  
 Sales Item  
 Purchase Item

Bar Code  
 Unit Price Primary Curr GBP 1.00 Box  
 Pricing Unit Box

Set Inv. Method By Warehouse  
 UoM Code Each  
 UoM Name Eac  
 Weight  
 Inventory Counting UoM Code  
 Inventory Counting UoM Name  
 Items per Counting Unit 1 Each  
 Valuation Method Moving Average

General Purchasing Data Sales Data Inventory Data Planning Data Production Data Properties Remarks Attachments

Manage Inventory by Warehouse

Base Price - UoM Prices

#	UoM Code	UoM Name	Base Price	Reduce By %	Price	Auto
1	Box	Box	GBP 1.00		GBP 1.00	<input type="checkbox"/>
2	Each	Eac	GBP 0.001000	0.00		<input checked="" type="checkbox"/>
3	BigBox	Big Box	GBP 2.000000	0.00	GBP 2.00	<input checked="" type="checkbox"/>
4				0.00		<input checked="" type="checkbox"/>

Base Price

Find  
 Price Mode Net

#	Item No.	Item Description	Base Price List	F..	Base Price	Price	Ma...	Inventory UoM	Pricing Unit
60	P10002	PC - P4 2.4G, DDR 1	Base Price	1	GBP 700.00	GBP 700.00	<input type="checkbox"/>	Manual	Manual
61	P10003	PC Set 1	Base Price	1	GBP 885.00	GBP 885.00	<input type="checkbox"/>	Manual	Manual
62	P10004	PC Set 2	Base Price	1	GBP 955.00	GBP 955.00	<input type="checkbox"/>	Manual	Manual
63	P20001	4GB Memory Server	Base Price	1	GBP 700.00	GBP 700.00	<input type="checkbox"/>	Manual	Manual
64	P20002	32GB Memory Server	Base Price	1	GBP 1,750.00	GBP 1,750.00	<input type="checkbox"/>	Manual	Manual
65	P20003	External HD	Base Price	1	GBP 55.00	GBP 55.00	<input type="checkbox"/>	Manual	Manual
66	R00001	Printer Paper A4 Wh	Base Price	1	GBP 5.00	GBP 5.00	<input type="checkbox"/>	Pack	Pack
67	R00002	Printer Paper A4 Rec	Base Price	1	GBP 3.00	GBP 3.00	<input type="checkbox"/>	Pack	Pack
68	R00010	Nail	Base Price	1	GBP 1.00	GBP 1.00	<input type="checkbox"/>	Each	Box
69	S10000	Server Point 10000	Base Price	1	GBP 935.00	GBP 935.00	<input type="checkbox"/>	Manual	Manual
70	TR00001	Travel Expense per 1	Base Price	1	GBP 200.00	GBP 200.00	<input type="checkbox"/>	Manual	Manual
71	Z000001	Tablet PC 64GB Black	Base Price	1	GBP 700.00	GBP 700.00	<input type="checkbox"/>	Manual	Manual
72	Z000002	Tablet PC 64GB Whit	Base Price	1	GBP 700.00	GBP 700.00	<input type="checkbox"/>	Manual	Manual

## Feature

- Define price per pricing unit, e.g. price per 1000 units of a given item.
- Price list reflects this with the additional field Pricing Unit.

## Benefit

- Accurate pricing for small value items.

# Price Lists (2/2)



**Business Partner Master Data**

Code: Manual C20000 Customer  
 Name: Maxi-Teq  
 Foreign Name:   
 Group: Construction  
 Currency: British Pound  
 Federal Tax ID: GB566678929

Account Balance: 14,378.10  
 Deliveries: 6,677.91  
 Orders: 13,674.52  
 Opportunities: 6

Local Currency:   
 Credit Card Type: Master Card  
 Credit Card No.: 4556 7992 0067 1821  
 Expiration Date:   
 ID Number:   
 Average Delay:   
 Priority: First  
 Default IBAN:   
 Holidays:   
 Payment Dates: ...

General | Contact Persons | Addresses | Payment Terms | Payment Run | Accounting | Properties | Remarks | Attachments

Payment Terms: 2P10Net30  
 Interest on Arrears %:   
 Price Mode: Net  
 Price List: Regular Sales Price  
 Total Discount %:   
 Credit Limit: 0.00  
 Commitment Limit: 0.00  
 Dunning Term: Standard  
 Automatic Posting: No

Effective Discount Groups: Lowest Discount  
 Effective Price: Highest Price

Business Partner Bank:   
 Bank Country:   
 Bank Name: Barclays  
 Bank Code: 33445577  
 Account:   
 BIC/SWIFT Code:   
 Bank Account Name:   
 Branch: 345678  
 Ctrl Int. ID:   
 IBAN:   
 Mandate ID:   
 Date of Signature:

OK Cancel

**Special Prices for Business Partners**

BP Code: C20000 BP Name: Maxi-Teq BP Type: Customer Price Mode: Net  
 Price List: Regular Sales Price  
 Discount Percentage: 0.00  
 Find:

#	Item No.	Item Description	Price List	Primary Curre...	Discount %	Source Price	Price after Discount	A.
1	C00001	Motherboard P4 Turb	Regular Sales Price	GBP 300.00	10.00	Price - Pri.	GBP 270.00	<input checked="" type="checkbox"/>
2			Regular Sales Price		0.00	Price - Pri.		<input checked="" type="checkbox"/>

Active From 01.05.17 To 31.05.17

OK Cancel Add Items Copy Discounts

## Feature

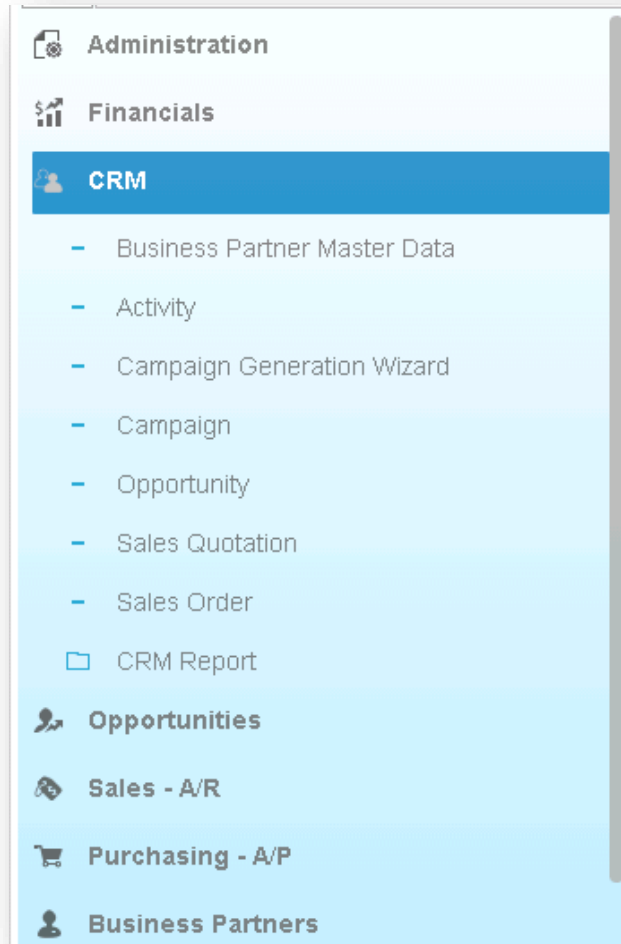
- Pricing hierarchy per BP – options to override the existing logic for selecting effective prices by applying the highest/lowest price per BP.
- Special prices can be limited by an active period.

## Benefit

- More flexible pricing functionality by BP.
- Minimize incorrect discounting and maximizing revenue.
- Increase productivity and simplify customization.



# Centralized CRM Module



## Feature

- New module “CRM” is added under the financials module, listing all the functions related to CRM.

## Benefit

- Centralized CRM module enhances usability and increases productivity.

# CRM Enhancements



The screenshot displays three overlapping windows from the SAP CRM system:

- Activity Window:** Shows details for a 'Phone Call' activity. The 'Assigned To' field is set to 'Recipient List' and 'Management Team'. The 'Assigned By' field is 'Jayson Butler'. The activity is scheduled for 17.05.17 from 17:29 to 17:44, with a duration of 15 minutes.
- Recipient List - Management Team Window:** A table listing recipients for the activity:

#	User Name	Department	Branch	Recipient Type
1	keith	Logistic	Main	User
2	mary	Logistic	Main	User
3	Kora	General	Main	User
4	manager	General	Main	User
- Activities Overview Window:** A table showing a list of activities with their handlers:

Number	Start Date	Start Time	Handled By	Activity	Recurrence	BP Name	Contact Person	St...
1	18.07.16	12:42	Jayson Butler	Meeting	None	Maxi-Teq	Norm Thomp	
3	17.05.17	17:29	Management Team	Phone Ci	None			
4	17.05.17	17:34	Multiple	Phone Ci	None			
5	17.05.17	17:34	Jayson Butler	Phone Ci	None			

## Feature

- Activity can be assigned to multiple users/employees; respective recipient lists can be created and maintained for this purpose.
- Activities Overview indicates handlers, be it single or multiple.

## Benefit

- Increases efficiency - no need to create an activity for each user.

# Campaign Management



Campaign Generation Wizard

**Campaign Generation Options**

Create New Campaign  
 Create Campaign Based on Existing Campaign  
 Load Saved Campaigns  
 View Executed Campaigns  
 Run an Executed Campaign Again

Start Date From

Find by Name

#	Campaign No	Campaign Name	Remarks	Campaign Type	Owner	Targ...	Start...	End ...	Status	Executed
1	1	Summer Sales		E-Mail			08.06.17		Open	Yes

Campaigns List Report

#	Campaign No.	Campaign Name	Start Date	BP C...	Sales Amount	Gross Profit	Gross Profit %	Numbe...	Total Sales Amount	Total Gross Profit	Total Gross Profit %
1	1	Summer Sales	08.06.17					3	GBP 360.00	GBP 152.67	73.64
2				→ C200	GBP 360.00	GBP 152.67	73.64				
3				→ C239							
4				→ C250							

Campaigns List - Selection Criteria

Response Type  
 Documents

Start Date From

End Date From

OK Cancel

Document Types

Document Type

Sales Opportunities  
 Sales Quotations  
 Sales Orders  
 Deliveries  
 A/R Invoices  
 Without Linked Document

## Feature

- Manage authorisations for generating and executing campaigns.
- Load saved campaigns, executed or non-executed.
- Find function added to the following forms:
  - Target Group Details
  - Target BPs in Manual Campaign
  - Target BPs in Campaign Generation Wizard
- Campaign List – Selection Criteria expanded to enable filtering by linked Documents.
- Sales Amount and Gross Profit reflected in Campaign List.

## Benefit

- Users can differentiate between executed and non-executed campaigns.
- Improved usability and analysis of campaign successes and failures.
- More easily search for details within a target BP list.
- Greater control over campaign execution.



# Blanket Agreements (1/2)



Sales Blanket Agreement

BP Code: C50000 | No.: Primary | 4  
 BP Name: ADA Technologies | Agreement Method: Items Method  
 Contact Person: Mary Brown | Start Date: 08.06.17  
 Customer Ref. No.: | End Date: |  
 BP Currency: EUR | Exchange Rate: 1.2000  
 Telephone No.: +49 949 32728389 | BP Project: PR1  
 E-Mail: mary.brown@ada-tech.co | Termination Date: |  
 Signing Date: 08.06.17

Description:  Set as Default

General | Details | Documents | Attachments | Recurring Transactions

Agreement Type: General | Status: On Hold  
 Ignore Prices Specified in Blanket Agreement  
 Payment Terms: 2P10Net30 | Owner: |  
 Payment Method: Incoming BT |  Renewal  
 Shipping Type: Fedex EM | Reminder: Day(s)  
 Settlement Probability %: 0.00  
 Remarks:

General | Details | Documents | Attachments | Recurring Transactions

#	Group	Planned Quantity	Unit Price	Cumulative Committed Quantity	Cumulative Committed Amount...	Cumu...
1	Printers	100	EUR 100.00	10	GBP 2,500.00	50
2						

## Feature

- Determine exchange rate in blanket agreement when BP currency is foreign currency and blanket agreement is managed on the document header.
- Enable updating planned amount, planned quantity, and price in blanket agreement that is linked to other documents.
- Add committed/ordered qty/amount to *Details* tab.
- Control the deviation from blanket agreement planned amount or planned quantity.
- Determine shipment type within the blanket agreement.
- Payment Method and Payment Terms in the blanket agreement can be determined when the blanket agreement is not managed on the document header.
- When no document is linked to the blanket agreement, you are able to update the Start Date.
- Option to automatically assign a valid Blanket Agreement where no default Blanket Agreement is chosen from many and only one is valid.
- Manage customer/vendor reference no. in blanket agreement.
- Display document status in Documents tab.
- Manage project code in blanket agreement.

# Blanket Agreements (2/2)



Document Settings

**Blanket Agreements**

- Block Multiple Blanket Agreements for Same A/P Document
- Block Multiple Blanket Agreements for Same A/R Document

When No Default Blanket Agreement is Available, and Only One Valid Blanket Agreement Exists

- Automatically Assign the Blanket Agreement to A/P Document
- Automatically Assign the Blanket Agreement to A/R Document

When Quantity/Amount Exceeds Planned Quantity/Amount for Documents

Purchase Orders	Without Warning
Goods Receipts POs	Without Warning
Accounting	Without Warning

- Enable Negative Payment for Pa...
- Enable Multiple Scheduling for S...

Without Warning  
Warning  
Block Posting

OK Cancel

General Settings

BP Budget Services Display Font & Bkgd Path Inventory Resources Cash Flow

**Blanket Agreements**

- Allow Multiple Blanket Agreements for Same Period
- Enable Updating Unit Price/Planned Quantity/Planned Amount in Blanket Agreement with Linked Documents

OK Cancel

## Benefit

- Exchange rates can be an agreed blanket agreement term.
- Increases flexibility and productivity - user can update the blanket agreement terms instead of creating new one.
- Easily track committed/ordered qty/amount in blanket agreement which is not delivered yet.
- Better control over the purchasing process by blocking deviations from blanket agreements.





Feature	Description	Localization
<b>Business Partner Master Data</b>	Changing details in payment terms can be set to apply to new Business Partners only.	All
<b>Electronic Documents</b>	<p>You can import XML electronic AP documents with possibility to define import formats per document type using Electronic File Manager (EFM).</p> <p>A new Web Service is available as a SAP Business One Integration Framework (B1iF) package for easier and stable creation of Electronic Documents and related electronic communication.</p>	All





# Financial Management

SAP Business One 9.3



# Financial Scenario Updates (1/3)



Chart of Accounts

**G/L Account Details**

Title  Active Account

G/L Account: 400000  
 Name: Sales Revenue (Domestic) - P  
 External Code:  
 Currency: All Currencies

Confidential Level: 5  
 Balance: -929,452.48 GBP

**G/L Account Properties**  
 Account Type: Sales  
 Indexed  
 Reval. (Currency)

Block Manual Posting

Primary Closing Account: 345000

Relevant for Cost Accounting  
 Project  
 Distribution Rule  
 Departments  
 Line of Business

OK Cancel Account Details

Level	Account Name
1	Turnover
2	350002 - Gross Sales Revenue
3	350003 - Domestic Sales
4	350004 - Domestic Sales
5	400000 - Sales Revenue (Domestic) -
6	400010 - Sales Revenue (Domestic) -
7	400020 - Sales Revenue (Domestic) -
8	400030 - Sales Revenue (Domestic) -
9	400040 - Sales Revenue (Domestic) -
10	
	400041 - Foreign Sales
	400042 - Foreign Sales
	410000 - Sales Revenue (Foreign) - Product No.1
	410010 - Sales Revenue (Foreign) - Product No.2
	410020 - Sales Revenue (Foreign) - Product No.3
	410030 - Sales Revenue (Foreign) - Product No.4
	410031 - Miscellaneous Revenue
	410032 - Miscellaneous Revenue
	420000 - Miscellaneous Revenue
	420100 - Retirement with revenue (net)
	420200 - Revenue NBV (net)
	420300 - Retirement Revenue
	420001 - Sales Discounts
	420002 - Sales Discounts
	420003 - Discounts
	450000 - Customer Discounts Allowed
	450005 - Customer Discounts for Early Payment
	450010 - Unjustified Customer Discounts
	420004 - Rebates & Bonuses
	450020 - Sales Rebates
	450030 - Sales Bonuses
	450040 - Other Sales Deductions

Assets  
Liabilities  
Capital and Reserves  
Turnover  
Cost of Sales  
Operating Costs  
Non-Operating Income and Expenditure  
Taxation and Extraordinary Items  
AcctGroup9AcctName  
AcctGroup10AcctName

## Feature

- Additional drawers in the Chart Of Accounts (CoA) - total of 10 drawers in all localizations.
- New Level field available to expand/collapse account listing directly in the CoA form.
- Primary Closing Account can be defined per P&L Account (*Applicable to certain localizations only*).

## Benefit

- Better support for large enterprise customers and decreases maintenance costs.
- Accurate period closing.

Period-End Closing - Selection Criteria

P/L Accounts Find 1

#	X	Account
1	x	Turnover
32	x	Cost of Sales
94	x	Operating Costs
227	x	Non-Operating Income and Expe
251	x	Taxation and Extraordinary Items
266	x	AcctGroup9AcctName
267	x	AcctGroup10AcctName

Period: From To

Retained Earnings Account: 340000 Retained Earnings  
 Period-End Closing Account: 350000 Period End Closing

Use Primary Closing Account

Execute Cancel Expanded Previous Report Settings

# Financial Scenario Updates (2/3)



G/L Account Details

G/L Account: 161000  
Account Name: Bank Account  
Foreign Name:

Code for Exporting:

Default VAT Group:

Category: Trial Balance  
Planning Level:

Remarks:

Active  
 Inactive  
 Advanced

Account Balance Allowed From:  To:   
 Cost Accounting Adjustment Only  
 Allow Multiple Linking to Financial Templates

Relevant to Budget  
 Permit Other VAT Group  
 Exchange Rate Differences  
 Rate Conversion

Update Cancel

Document Settings

General Per Document E! Documents

Calculate Gross Profit  
Base Price Origin: Item Cost  
Default Gross Profit % for Service Documents:

Calculate % Gross Profit as:  
 Profit/Sales Price  
 Profit/Base Price

Document Remarks Include:  
 Base Document Number  
 BP Reference Number

For a Sales BOM in Documents, Display:  
 Price and Total for Parent Item Only  
 Price for Component Items

Validate Account Balance  
 Without Warning  
 Warning Only  
 Block Posting

Response to Release / Receipt of Inventory Outside Defined Range  
 Without Warning

## Feature

- Additional new category introduced - Trial Balance.
- All categories have predefined sub-categories with ability to define new ones for Balance Sheet and Profit and Loss.
- Restrict the account balance to within a range with ability to block posting.

## Benefit

- Categories can help in consolidating large enterprises.
- Better control over account balances.

# Financial Scenario Updates (3/3)



Document Settings

General Per Document EJ Documents

Document: Journal Entry

- Block Unbalanced FC Journal Entry
- Block Multiple Currency Transactions
- Block Editing of Totals in System Currency
- Block Posting Date Editing per Row
- Block Updating of Doc. Date After Posting per Row
- Use Automatic VAT

Block Documents with Earlier Posting Date

Mandatory Remarks

Warning Only

Block Posting

Header Only

Header Only

Rows Only

Rows and Header

G/L Account Details

GL Account: 610000

Account Name: Electricity

Foreign Name:

Code for Exporting:

Default VAT Code:

Category:

Planning Level:

Remarks:

Remark Template: Utilities

Active

Inactive

Advanced

Journal Entry

Series	Number	Posting Date	Due Date	Doc. Date	Remarks	Fixed Exchange Rate					
Primary	6540	07.06.17	07.06.17	07.06.17	Electricity for month 6	<input type="checkbox"/>					
Origin	Origin No.	Trans. No.	Template Type	Template	Indicator	Project					
JE	6540	6540									
Trans. Code	Ref. 1	Ref. 2	Ref. 3								
Blanket Agreement											
Expand Editing Mode											
#	G/L Acct/BP ...	G/L Acct/BP Name	Debit	Credit	Remarks	Remark Template	VAT Code	VAT Number	Tax Amount	Gross Value	Base Amount
1	610000	Electricity	GBP 35.00		Electricity for month 6	Utilities					
2	160000	Petty Cash		GBP 35.00	Electricity for month 6						

## Feature

- Journal Entry Remarks can be made mandatory for Header, Rows or both.
- Remark Template to maintain defaults in rows.

## Benefit

- Enforce best practices and auditability.

# Cost Accounting Ledger (1/3)



**Document Numbering - Setup**

Document	Default Series	First No.	Next No.	Last No.
Incoming Payments	Primary	1	1115	
Deposits	Primary	1	7	
Journal Entries	Primary	1	6512	
Outgoing Payments	Primary			
Goods Receipt	Primary			
Goods Issue	Primary			
Inventory Transfer Request	Primary			

**Series - Journal Entries - Setup**

#	Name	First No.	Next No.	Last No.	Prefix	Suffix	Remarks	Group	Period Ind.	Lock	Cost Accounting Adjustment Only
1	Primary	1	6512					1	Default	<input type="checkbox"/>	<input type="checkbox"/>
2	Second	1	1					1	Default	<input type="checkbox"/>	<input checked="" type="checkbox"/>

**Cost Center Transfer**

Series: Second, Number: 1, Posting Date: 28.04.17, Due Date: 28.04.17, Doc. Date: 28.04.17, Remarks: Cost centre transfer

Origin: JE, Origin No.: 1, Trans. No.: 6513, Template Type: , Template: , Indicator: , Project: , Fixed Exchange Rate: , Reverse: , Adj. Trans. (Period 13): , E&J Report:

Blanket Agreement:

G/L Acct/BP Code: 610001, G/L Acct/BP Name: Electricity London, Ref. 1: , Ref. 2: , Ref. 3: , Offset Account: 610001

Posting Date: 28.04.17, Due Date: 28.04.17, Doc. Date: 28.04.17, Project: , Tax Group: , Distr. Rule: 01\_Sales:11\_App, Remarks: Cost centre transfer

#	G/L Acct/BP ...	G/L Acct/BP Name	Debit	Credit	Federal Tax ID	Receipt Number	Primary Form...	Departments	Line of Business	Payment ...	Block Reason
1	610001	Electricity London	GBP 300.00					01_Sales → 11_App		N	
2	610001	Electricity London		GBP 300.00				01_Sales → 12_HW		N	
			GBP 300.00	GBP 300.00							

## Feature

- Maintain separate numbering series marked as “Cost Accounting Adjustment Only”.
- New transaction called “Cost Center Transfer” for allocating costs between cost centers.
- Flag for “Cost Accounting Adjustment Only” restricts use of the account to cost accounting transactions.

## Benefit

- Better management of costs to Cost Centers.
- Audit trail can be maintained by department based on dedicated numbering series.

**G/L Account Details**

G/L Account: 610001  
Account Name: Electricity London  
Foreign Name:

Account Balance Allowed From: To:

Cost Accounting Adjustment Only

Allow Multiple Linking to Financial Templates

Relevant to Budget  
 Permit Other VAT Group

OK Cancel

# Cost Accounting Ledger (2/3)



Distribution Report

Distr. Rule Code	Distr. Rule Desc.	G/L Acct	Trans. No	Origin	Remarks	Total Costs(LC)	Distribution Total(LC)	Budget (...)	Total Costs Versus Budge...	Cost Centers
01_Sales	Sales	610000 - Ele				GBP 800.00	GBP -800.00	GBP 0.00	GBP 800.00	01_Sales(LC)
		610001 - Ele	6531	PU	A/P Invoices - V10	GBP 500.00	GBP -500.00	GBP 0.00	GBP 500.00	GBP 500.00
		610001 - Ele	6513	JE	Cost centre transfe	GBP 0.00	GBP 0.00	GBP 0.00	GBP 0.00	GBP 0.00
		610001 - Ele	6513	JE	Cost centre transfe	GBP -300.00	GBP -300.00			GBP 300.00
		620020 - Cle	6530	PU	A/P Invoices - V10	GBP 300.00	GBP -300.00	GBP 0.00	GBP 300.00	GBP 300.00
Total						GBP 800.00	GBP -800.00	GBP 0.00	GBP 800.00	GBP 800.00

Cost Center Transfer    Expand    Collapse

## Feature

- Allocate costs to correct cost centers directly from the Distribution report.

## Benefit

- Quicker cost reallocation.
- Increase productivity.

Cost Center Transfer

Series: Second, Number: 1, Posting Date: 28.04.17, Due Date: 28.04.17, Doc. Date: 28.04.17, Remarks: Cost centre transfer

Origin: JE, Origin No.: 1, Trans. No.: 6513, Template Type: , Template: , Indicator: , Project:

Blanket Agreement:

G/L Acct/BP Code: 610001, G/L Acct/BP Name: Electricity London, Ref. 1: , Ref. 2: , Ref. 3: , Offset Account: 610001

Posting Date: 28.04.17, Due Date: 28.04.17, Doc. Date: 28.04.17, Project: , Tax Group: , Distr. Rule: 01\_Sales;11\_App, Remarks: Cost centre transfer

#	G/L Acct/BP ...	G/L Acct/BP Name	Debit	Credit	Federal Tax ID	Receipt Number	Primary Form...	Departments	Line of Business	Payment ...	Block Reason
1	610001	Electricity London	GBP 300.00					01_Sales	11_App	N	
2	610001	Electricity London		GBP 300.00				01_Sales	12_HW	N	
			GBP 300.00	GBP 300.00							

OK    Cancel     Display in SC    Import From Excel    Cancel Template

# Cost Accounting Ledger (3/3)



General Settings

BP Budget Services Display Font & Bkgd Path Stock Resources Cash Flow Cockpit Cost Accounting Pricing Hide Functions

Use Multidimensions

Display Distribution Rules

In a Unified Column

In Separate Columns

Specify how to post journal entry line without a distribution rule or project when G/L account is set up for cost accounting

Distribution Rule ... Project Code Without Warning

Cost Accounting Adjustment Settings

Default Series Second

Default GL Account 1000001 Cost Accounting Adjustment

OK Cancel

## Feature

- Set up Default Series and Default GL Account to automatically populate Cost Accounting Adjustment transactions.
- Journal Voucher adapted to cater for Cost Accounting Adjustment transactions.

## Benefit

- Journal Vouchers aligned with Journal entry functionality.

Journal Vouchers

Find   Open Only

Journal Voucher No.	Status	Date	Total (LC)	User

Trans. No.	Status	Total (LC)	Total (FC)	Remarks

OK Cancel

Voucher Entry for Cost Accounting Adjustment

Voucher No. 2

Series Second Number 13.06.17 Posting Date 13.06.17 Due Date 13.06.17 Doc. Date 13.06.17 Remarks

Origin Origin No. Trans. No. Template Type Template Indicator Project

Trans. Code Ref. 1 Ref. 2 Ref. 3

Blanket Agreement

Expand Editing Mode

#	G/L Acct/BP ...	G/L Acct/BP Name	Debit	Credit	Rem...	VAT Number	Receipt Number	Primary Form...	Departments	Line of Business	Payment ...	Block Reason
1	1000001	Cost Accounting Adju									N	
1											N	



# GL Account Determination Matrix



Determination Criteria - Stock

#	Determination Criteria	Active
1	Item Group	<input checked="" type="checkbox"/>
2	Item Code	<input checked="" type="checkbox"/>
3	Warehouse Code	<input checked="" type="checkbox"/>
4	Business Partner Group	<input type="checkbox"/>
5	VAT Number	<input type="checkbox"/>
6	Ship-to Country	<input type="checkbox"/>
7	Ship-to State	<input type="checkbox"/>
8	VAT Code	<input type="checkbox"/>
9	BP Code	<input type="checkbox"/>
10	BP Type	<input type="checkbox"/>
11	Items - UDF1	<input checked="" type="checkbox"/>
12	Business Partners - Udf	<input checked="" type="checkbox"/>
13	Marketing documents - r	<input type="checkbox"/>
14	Marketing documents r	<input type="checkbox"/>
15	UDF5	<input type="checkbox"/>

Apply Ship-to Country/Ship-to State on Purchasing

OK Cancel

Advanced GL Account Determination Rules - Stock

Period: 2017

Find Show All

Priority	Code	Type	Item Group	Item Code	Warehou...	Items - UDF1	Business Partners - UDF2	Description	Active	From Date	To Date	Stock Account	Cost of Goods ...	Allo...
1	R10	General	Items	LB0002	All	All	All		<input checked="" type="checkbox"/>					
2	R8	General	Items	L10001	All	All	All		<input checked="" type="checkbox"/>					
3	R9	General	Items	LB0001	All	All	All		<input checked="" type="checkbox"/>					
4	R11	General	Items	All	04	All	All		<input checked="" type="checkbox"/>			130010	500520	
5	R1	General	Items	All	All	All	All		<input checked="" type="checkbox"/>					
6	R2	General	J.B. Printer	All	All	All	All		<input checked="" type="checkbox"/>					
7	R3	General	Rainbow P	All	All	All	All		<input checked="" type="checkbox"/>					
8	R4	General	Accessories	All	All	All	All		<input checked="" type="checkbox"/>			132000	500025	
9	R5	General	Servers	All	All	All	All		<input checked="" type="checkbox"/>					
10	R6	General	PCs	All	All	All	All		<input checked="" type="checkbox"/>					
11	R7	General	Storage	All	All	All	All		<input checked="" type="checkbox"/>					
12		General	All	All	All	All	All		<input checked="" type="checkbox"/>					

Dropdown menu for UDF1: All, Empty, Filled, Enter Value

## Feature

- Up to 5 user defined fields can be managed in the determination criteria screen.
- You can use these 5 UDFs in defining the rules in the Advanced G/L Account Determination Rules screen.
- Options available:
  - All – criteria not relevant
  - Empty – field must be empty
  - Filled – field must have a value
  - Enter Value – field has a specific value

## Benefit

- More flexibility in determining account to be posted to based on business criteria.





# Integrated Payment Engine



The screenshot displays the SAP Payment Wizard interface. The main window, titled "Payment Wizard", shows a "Payment Run Summary and Printing" section. The summary indicates: 0 Payment orders were added, 1 Payments were added, 0 Checks were added, and 1 Bank transfers were added. The "Document and Report Printing" section includes checkboxes for Outgoing Payments, Incoming Payments, Non-Included Transactions, Country Summary, Currency Summary, BP Summary, Payment Method Summary, Bank Account Summary, and Payment Summary. A "Print" button is located at the bottom right of this section.

An inset window titled "Payment Engine" is shown in the foreground. It displays a "Production Run" log with the following text: "Start Payment Engine", "Handling outgoing payment...", "Check payment for bank Barclays", "1 records were found in payment results table (OPEX)", "No EFM format defined for this payment method: Incoming BT", "Handling outgoing payment...", and "Production Run finished successfully.". The window has buttons for "Create Files", "Cancel", and "OK".

At the bottom of the wizard, a "Step 8 of 8" indicator is visible, along with buttons for "Bank File", "Cancel", "< Back", and "Finish".

## Feature

- Integrated bank file created when Electronic File Manager (EFM) designed outbound bank file formats are linked to the payment method selected in the Payment Wizard.
- Note: Historical .dll bank file formats not designed with the EFM add-on still require the Payment Engine Add-on.

## Benefit

- Smoother and faster execution of payments and creation of bank files sent to house bank and/or customer bank.
- Payment wizard is more intuitive.
- No need to install the separate add-on, less time consuming and ready to use after installation.

# Scheduled Batch Processing



Payment Wizard

**Save Options**  
Specify how you want to process the payment wizard results: - Save selection criteria without recommendation report- Save recommendation report for future payment run- Generate payment orders - Generate payments and payment documents

Save Selection Criteria Only  
 Save Recommendations  
 Execute Payment Order Run  
 Execute Payment Run  
 Execute Payment Run on Server

Scheduled Time: 09.06.17 12:00

System Message  
Payment wizard successfully scheduled  
OK

Payment Wizard

**Payment Run Selection**  
To create a payment run, select "Start New Payment Run". To view the selection criteria/recommendation report of a payment run, select "View Executed Payment Runs". To view an executed payment run, select "View Executed Payment Runs".

Start New Payment Run  
 Load Saved Payment Run  
 View Executed Payment Runs

#	Payment Run Name	Date	Total	No. of Payments	Status
1	Wiz20170608n1	08.06.17	23,955.76	0	Scheduled

## Feature

- Leverage the service layer for parallel processing on the server-side.
- Tasks are dispatched and scheduled in the Job Server.
- Payment Wizard transactions will initially be supported.
- New *Execute Payment Run on Server* option in the Payment Wizard with ability to schedule a specific date and time.

## Benefit

- Handle heavy transactions with parallel processing.
- Allows users to close the payment wizard form or even the SAP Business One client as the task is running on the server side.
- Reduces the load on the client side by scheduling a future date and time for processing on the server.
- Faster processing time for large transactions.

# Electronic File Layout Templates



The screenshot shows the SAP Business One interface. At the top is a menu bar (File, Edit, View, Data, Go To, Modules, Tools, Window, Help) and a toolbar. Below is the 'Document Journal' window with a table of transactions:

Seq. No.	Trans. No.	Posting Date	Series	Doc. No.	G/L Acct/BP Code	G/L Acct/BP Name	Debit/Credit (...)	Remarks
1	2197	25.07.16	Primary	IN 357				A/R Invoices
		25.07.16			C20000	Maxi-Teq	GBP 11,715.00	A/R Invoices
		25.07.16			207000	VAT Payable (output Tax)	GBP (1,715.00)	A/R Invoices
		25.07.16			400000	Sales Revenue (Domestic) - F	GBP (10,000.00)	A/R Invoices
2	2318	11.08.16	Primary	SI 136				Goods Receipt
		11.08.16			500500	Stock Difference Gains	GBP (1,165.00)	Goods Receipt
		11.08.16			130000	Raw Materials	GBP 1,165.00	Goods Receipt
3	2343	25.08.16	Prim					
4	2359	25.08.16	Prim					
5	2360	25.08.16	Prim					

Overlaid on the table is the 'EFM Report Form : [Document Journal into TXT]' dialog box. It has an 'Output File Name' field containing 'C:\Users\Administrator\AppData\Local\Temp\Output.txt' and a 'Result File' button. Below the dialog is an 'Error / Message Log' table:

#	Severity	Message
0	Info	EFM file loaded
1	Info	Analyzing file structure
2	Info	Loading Crystal form EFM package
3	Info	Handling Crystal from [CR_StatementOfCashFlows] started
4	Info	Executing get B1_CR_XmlDataSource
5	Info	Exporting xml from Crystal
6	Info	Exporting EFM file
7	Info	Exporting EFM file finished successfully
8	Info	Open result file by pressing Result Button or see the Log file by pressing Log Button

At the bottom right, a Notepad window titled 'Output.txt - Notepad' shows the generated XML output:

```

||CashflowausbetrieblichenTätigkeiten||0,00|0,00|
|EinzahlungenvonKunden(+)||0,00|0,00|
|ZahlungenvonKundenfürRechnungen|1|-200,00|0,00|
|AnzahlungenvonKunden|2|0,00|-500,00|
|EinkaufsgutschriftenvonLieferanten|3|-9.000,00|
|AuszahlungenanLieferanten(-)||0,00|0,00|
|ZahlungenfürRechnungenanLieferanten|4|-59.500,00|
|AnzahlungenanLieferanten|5|0,00|0,00|
|VerkaufsgutschriftenanKunden|6|0,00|0,00|
|AuszahlungenfürMiete/Strom/Telefon(-)||0,00|0,00|
|AuszahlungenfürMiete|7|0,00|0,00|
|AuszahlungenfürStrom|8|0,00|0,00|
|AuszahlungenfürTelefon|9|0,00|0,00|
|AuszahlungenanBeschäftigte(-)||0,00|0,00|
|ZahlungenanBeschäftigte, z. B. Löhne|10|0,00|0,00|
|AnderebetrieblicheZahlungen(+/-)||0,00|0,00|
|AnderebetrieblicheZahlungen|11|0,00|0,00|
|AuslaufenderGeschäftstätigkeitenwirtschafteteZa
|AbzüglichgezahlterSteuern(-)||-68.800,00|-1.800,00|
|GezahlteKörperschaftsteuer|12|0,00|-700,00|
|GezahlteUmsatzsteuer|13|-100,00|0,00|
|AbzüglichgezahlterZinsen(-)||-68.800,00|-1.800,00|
    
```

## Feature

- Export SAP Business One form data into various file formats using XML. See [SAP Note](#).
- Create Crystal reports out of the XML and assign required fields inside EFM mapping file.
- Assign EFM GEP files as electronic file for any report.

## Benefit

- Flexible generation of output files.
- One click user experience with generation of electronic reports with simple print preview.



# Allow any Business Partner in A/R Invoice and Payment document header



PL01

Welcome, Jayson Butler. You are in cockpit of [OEC Computers UK](#).

A/R Invoice

Customer: C99999  
Name: One Time Customer  
Contact Person:   
Customer Ref. No.:   
BP Currency: GBP

No.: Primary 1306  
Status: Open  
Posting Date: 29.11.17  
Due Date: 29.11.17  
Document Date: 29.11.17

#	Item No.	Item Descripti...	Quantity	Unit Price	Disc...	Tax Code	Total
1					0.00	O1	

Sales Employee: Sales Manager  
Owner:   
Payment Order Run:   
Remarks:   
Total Before Discount:   
Discount: %   
Total Down Payment:   
Freight:   
Rounding: GBP 0.00  
Tax:   
Total: GBP 0.00  
Applied Amount:   
Balance Due:   
OK Cancel Paid

## Feature

- In the A/R Invoice and Payment screen you are now able to input any Business Partner (BP). The default BP can be removed.
- You can now activate the payment means screen directly from posted A/R and A/P Invoices.

## Benefit

- Enhanced usability
  - Faster invoice and payment input for all BPs
  - Faster access to payment screen

# Financial Management



Feature	Description	Localization
<b>IFRS Revenue Recognition Enhancements</b>	In addition to Blanket Agreement (BA) enhancements, following features also help fulfil the new IFRS 15 Standard: Revenue from contracts with customers: <ul style="list-style-type: none"><li>- Currency handling on BA</li><li>- Approval procedures for BA</li></ul>	All
<b>Manage Change Log for Block Negative Inventory By</b>	Support viewing history of changes made to the setting: Block Negative Inventory By. The fields BlockZero and NegStoLv in table CINP are moved to table OADM.	All



# Project Management

SAP Business One 9.3



# Project Management (1/3)



Project - Servers & Printer Installation

Project Type:  External  Internal  
 BP Code: C23900  
 BP Name: Parameter Technology  
 Contact Person: Daniel Brown  
 Territory:   
 Sales Employee: Brad Thompson  
 Owner:   
 Project with Subprojects

Overview | Subprojects | Stages | Summary | Remarks

Risk Level: Medium  
 Industry:   
 Comments: This project is to install 2 new servers and 1 new printer for customer Parameter. This project will be phased out in 3 subprojects.

Subprojects	1	2	3
	Phase 1 - Server 1 In	Phase 2 - Server 2 In	Phase 3 - Printer Inst

Context Menu:

- Cancel
- Sort Table
- General Ledger
- Transaction Report by Projects
- Document Journal
- Trial Balance
- Profit and Loss Statement
- Project Overview**
- Time Sheet Report

Project Overview Window:

Select Level: 2

Project / Subproject	Stage	Task	Description	Work Order	Reso...	Activity	Start Date	Due Date	Progress (%)
Servers & Printer Installation	Conception/Initiation	Meeting	Project Launch				01.07.16	05.10.16	4.000000
	Finishing Stage	Project	Project Close				05.10.16	05.10.16	0.0
Phase 1 - Server 1 Installati	Definition/Planning	Planning	Planning				05.07.16	30.07.16	10.000000
	Performance and co	Installati	Installation				11.07.16	15.07.16	0.0
	Performance and co	Monitori	Monitoring				15.07.16	28.07.16	0.0
Phase 2 - Server 2 Installati	Finishing Stage	Project	End of P						
	Definition/Planning	Planning	Planning						
	Performance and co	Installati	Installati						
	Performance and co	Monitori	Monitori						
	Finishing Stage	Project	End of P						

Time Sheet Report Window:

Project No.: 2  
 Subproject No.:   
 Stage:   
 Project Name:   
 Subproject Name:   
 Description:   
 OK Cancel

Time Recording Table:

#	Subpr...	Subproject Name	Stage	User/Employee	Date	St

## Feature

- The context menu links to:
  - Project Overview form detailing the entire project and it's hierarchical structure in one table.
  - Time Sheet Report.
- Create stage dependencies across different project levels including subprojects.
- New column under Stages tab - *Finished Date* allows users to define an actual finish date of each stage which can be compared to the planned end date.
- A *Stage ID* field has been created to better link projects to marketing documents and employee time sheets.
- A new Time Sheet Report clearly displays the link between a project and time worked on the project by employee.
- Under Documents and Work Orders section, a new *Chargeable* tick box field indicates if a connected document line is chargeable to a customer.
- Additional project related information is added to the Activity form and users can also set an activity relevant for project billing.

# Project Management (2/3)



**Billing Document Generation Wizard**

**Initial Wizard Configuration**  
Please select the Target Document, Customer and other

Target Document: Delivery  
Target Doc. Type: Item  
Target Doc. Series: Primary  
Customer: C20000

Financial Project: SPI-C23900  
Project No.: 2  
Subproject No.: 3  
Stage: (2-3-1)

Source Types

Include open AP Documents  
 Include closed Work Orders  
 Include open AR Documents  
 Include Recorded Times  
 Include Project Activities  
 Sales Quotations (0)  
 Sales Orders (0)  
 Res. Invoice (0)

Posting Date: [ ] [ ]  
Delivery Date: [ ] [ ]

Step 1 of 3  
Cancel Back Next Finish

## Feature

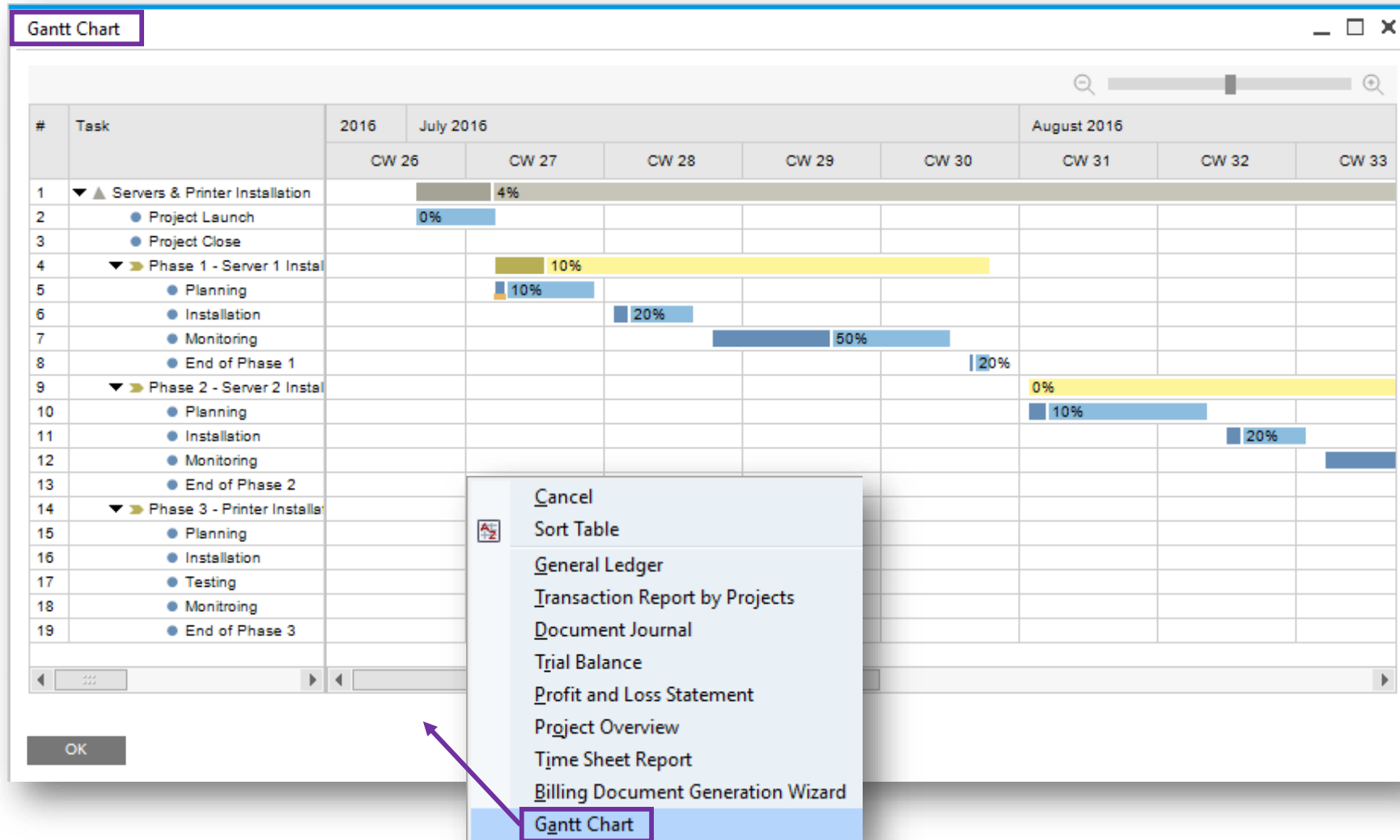
- New Billing Document Generation Wizard allows users to recharge costs or bill a project.
- The billing wizard collects open document lines and billable items connected to the project for invoicing.
- Creates AR Delivery or AR Invoice documents based on the project data stored in the Project Management form.

## Benefit

- Users have a holistic overview of projects and detailed information related to each project.
- Increases productivity and transparency.
- The billing wizard streamlines the standard billing or milestone billing process and helps improve efficiency.



# Project Management (3/3)



## Feature

- Access a Gantt Chart via context menu in Project window.
- The Gantt Chart visualizes the project as a whole.

## Benefit

- More transparency, increased productivity, and enhanced usability.





# Production

SAP Business One 9.3



# Resource Capacity



Resource Master Data

Resource No. Manual R300004 Bar Code

Description Testing Machine

Foreign Name

Resource Type Machine

Resource Group Resources

Unit of Measure Text

Time per Resource Units 0:00:01 Res. Units per Time Period 1

General Capacity Data Planning Data Fixed Assets Properties Attachments Remarks

Daily Capacity Factors

	1	2	3	4	Daily Capacity	Single Run Capacity	Remarks
Monday	3.000	4.000	8.000		96.000	24.000	2 Machines
Tuesday	3.000	4.000	8.000		96.000	24.000	2 Machines
Wednesday	3.000	4.000	8.000		96.000	24.000	2 Machines
Thursday	3.000	4.000	8.000		96.000	24.000	2 Machines
Friday	3.000	4.000	8.000		96.000	24.000	2 Machines
Saturday							

Relevant to Single Run Capacity Yes No Yes Yes

Resource Capacity

Capacity Type All

Capacity Period From Internal To 13.07.17

Warehouse Code From Ordered To

Resource No. From Committed To R300007

Resource Group From Consumed To

Resource Type Available To

Single Run Capacity

Resource Properties

#	Resource No.	Resource Desc...	Whse	Type	Total	13.06	14.06	15.06	16.06	17.06	18.06	19.06	20.06
1	R300004	Testing Machine	01	Available	2,208	96	96	96	96				96
2				Internal	2,208	96	96	96	96				96
3				Ordered									
4				Committed									
5				Consumed									
6				Single Run Capa	552	24	24	24	24				24
7	R300004	Testing Machine	02	Available	2,208	96	96	96	96				96
8				Internal	2,208	96	96	96	96				96
9				Ordered									
10				Committed									
11				Consumed									
Total					11,040	480	480	480	480				480

## Feature

- Supports Single Run Capacity which is the available daily capacity of a single resource unit, assuming a Production Order can only be produced on one resource unit at a time.
- Ability to calculate Single Run Capacity by including and/or excluding Daily Capacity Factors.
- Ability to set daily capacity basis using 'Set Internal Capacity to Single Run Capacity' which will allocate a default budgeted capacity of hours per day.
- Resource Capacity window will highlight the maximum daily single run capacity available.

## Benefit

- Ability to differentiate between Daily Capacity and Single Run Capacity by including and/or excluding Daily Capacity Factors.
- Supports production orders that are only able to be produced on a single machine.
- Reflects the number of capacity resources a production order can consume on each working day.

# Production Routing



Production Order

Type: Standard  
 Status: Released  
 Product No.: P10001  
 Product Description: PC - P4 2.4G, DDR 512M, 400G HD  
 Planned Quantity: 1  
 Warehouse: 01  
 Priority: 100

Routing Date Calculation: On Start Date

Route Stages - Setup

#	Code	Description
1	Stage 1	Stage 1
2	Stage 2	Stage 2
3		

Update Now

#	Type	No.	Description	Warehouse	Issue Me...	Start Date	End Date	Resource Allo...	Route Sequence
7	Item	C00007	Hard Disk Seagate 4	01	Backflush	18.12.17	18.12.17		1
8	Item	C00008	Monitor 19" TFT	01	Backflush	18.12.17	18.12.17		1
9	Item	C00009	Keyboard Comfort U	01	Backflush	18.12.17	18.12.17		1
10	Item	C00010	Mouse USB	01	Backflush	18.12.17	18.12.17		1
11	Item	C00011	Memory DDR RAM 5	01	Manual	18.12.17	18.12.17		1
12	Item	L10001	Labour	01	Backflush	18.12.17	18.12.17		1
13	Resource	R300005	Assembly Machine	01	Manual	18.12.17	18.12.17	On Start Date	1
14	Route Star	QUALITY	Final Quality Check			18.12.17	18.12.17		2
15	Resource	R300006	Senior Technician	01	Manual	18.12.17	18.12.17	On Start Date	2

Remarks

Update Cancel

Issue Components - Selection Criteria

Route Sequence:

Route Stage:

Stage Status:

Type: Item and Resource

Item: From:  To:

Resource: From:  To:

Warehouse: From:  To:

Open Quantity of Components

Quantity of Parent Items: 1,000  Include Additional Quantity

OK Cancel

## Feature

- New routing function facilitates production processing through a defined sequence of production stages.
- A new *Routing Stage – Setup* window allows you to define Route Stages.
- Multiple routing stages are added into Production Order structures.
- Allows you to define the route sequence of any combination of Production Order line types.
- New *Priority* field allows you to manually enter a priority of the Production Order. The lower the number, the more important the Production Order.
- An ability to control stage start and end dates with a new *Routing Date Calculation* field to choose *On Start Date*, *On End Date*, *Start Date Forwards* or *End Date Backwards*. This can automatically calculate date dependences between route stages in the Production Order.
- The *Issue Components* window allows you to filter which manual Production Order component lines will be passed into the drawn document.

# Production Routing & Bill of Materials



Bill of Materials

Product No.  X Quantity  Warehouse   
 Product Description  Price List   
 BOM Type  Distr. Rule   
 Production Std Cost  Project   
 Planned Average Production Size

#	Type	No.	Description	Quantity	Issue Method	Total	Route Sequence
1	Route Stage	ASSEMBLY	Assembling	0			1
2	Item	P10002	PC - P4 2.4G, DDR 1024M, 400G HD	1	Backflush	GBP 700.00	1
3	Item	A00004	Rainbow ColorJet 5	1	Backflush	GBP 250.00	1
4	Item	L10001	Labour	1	Backflush	GBP 5.00	1
5	Resource	R300007	Junior Technician	1	Backflush	GBP 150.00	1
6	Route Stage	QUALITY	Final Quality Check	0			2
7	Resource	R300006	Senior Technician	1	Backflush	GBP 200.00	2
8	Item						2

## Feature

- Bill of Materials form has been redesigned to improve usability and support routing stages and sequencing.
- Multiple routing stages are added into Bill of Material structures.
- Allows you to define a route sequence of any combination of BOM line types.
- Change the order of and entire stage as a group.
- Add UDF's to the new row Type - Route Stage
- New columns on Bill of Materials Report – Route Sequence, Route Stage and Route Stage Description showing related stage information valid at the time of transaction.

Bill of Materials Report

Item	Item Description	UoM	Quantity	Whse	Price	Depth	BOM Type	Route Sequence	Route Stage	Stage Description
▶ LM4029	LeMon 4029 Printer	Eac	1	01	GBP 250.00	1	Production			
▶ LM4029PS	LeMon 4029 Printer Power Supply		1	01	GBP 12.00	1	Production			
▶ MRP_BOM	MRP_BOM		1	01	GBP 25.00	1	Production			
▶ MRP_Child1	MRP_Child1		1	01	GBP 5.00	1	Production			
▶ P10001	PC - P4 2.4G, DDR 512M, 400G HD		1	01	GBP 730.00	1	Production			
▶ P10002	PC - P4 2.4G, DDR 1024M, 400G HD		1	01	GBP 700.00	1	Production			
▶ P10003	PC Set 1		1	01	GBP 885.00	1	Production			
▶ P10004	PC Set 2		1	01	GBP 955.00	1	Production			
▶ P20001	4GB Memory Server		1	01	GBP 700.00	1	Production			
▶ P20002	32GB Memory Server		1	01	GBP 1,750.00	1	Production			
▶ P20003	External HD		1	01	GBP 55.00	1	Production			
▶ S10000	Server Point 10000		1	01	GBP 935.00	1	Production			

# Pick & Pack Production Manager



**Pick and Production Manager - Selection Criteria**

Status: Open | Group By: None

Manage:  Sales Orders |  Reserve Invoices  
 Production Orders |  Inventory Transfer Requests

Production Order No. [ ] From [ ] To [ ]

Start Date [ ] From [ ] To [ ]

Delivery/Due Date [ ] From [ ] To [ ]

Priority [ ] From [ ] To [ ]

Type [ ] From [ ] To [ ]

Item [ ] From [ ] To [ ]

Resource [ ] From [ ] To [ ]

Route Stage [ ] From [ ] To [ ]

Route Sequence [ ] From [ ] To [ ]

Production Order Status [ ] From [ ] To [ ]

Customer [ ] From [ ] To [ ]

Fulfillment % [ 0.00 ] From [ ] To [ 100.00 ]

**Warehouses**

Location	Whse Code	Whse Name
<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>	04	Consignment
<input checked="" type="checkbox"/>	05	Bin Warehouse
<input checked="" type="checkbox"/>		Feltham
<input checked="" type="checkbox"/>	01	General Warehouse
<input checked="" type="checkbox"/>		Manchester

Sort By: Delivery/Due Date

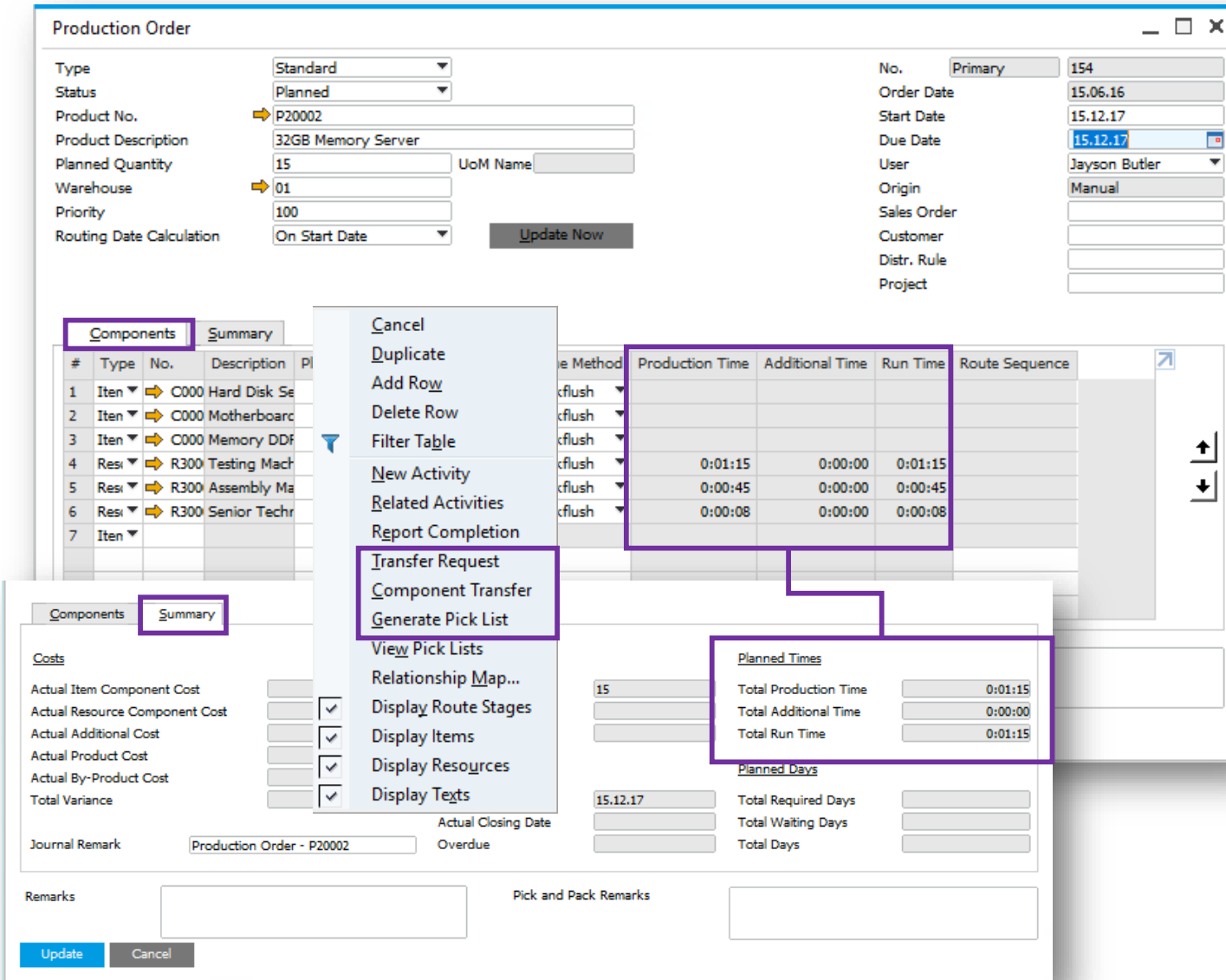
## Feature

- The Pick & Pack Manager has been renamed to Pick Pack and Production Manager.
- New fields to the Open, Released and Picked Drawers make it usable as a simple Production Manager console, such as Route Stage, Route Sequence, Product No. and Production Priority.
- Filter your selection criteria by a number of Production Order attributes such as Start Date, Route Stage, Route Sequence and Production Priority.

## Benefit

- Ability to plan, execute and manage basic route based production.
- A significant enhancement for all businesses with a light production requirement.
- Enables greater control over production-related item and resource component management.
- Provides an estimated understanding of when component demand may be required.

# Production Routing



The screenshot displays the SAP Production Order interface. The top section shows order details: Type (Standard), Status (Planned), Product No. (P20002), Product Description (32GB Memory Server), Planned Quantity (15), Warehouse (01), Priority (100), and Routing Date Calculation (On Start Date). A right-hand panel shows order metadata: No. (Primary), 154; Order Date (15.06.16); Start Date (15.12.17); Due Date (15.12.17); User (Jayson Butler); Origin (Manual); Sales Order; Customer; Distr. Rule; and Project.

The main table shows routing stages with columns: #, Type, No., Description, Production Method, Production Time, Additional Time, Run Time, and Route Sequence. A context menu is open over the table, listing actions such as Cancel, Duplicate, Add Row, Delete Row, Filter Table, New Activity, Related Activities, Report Completion, Transfer Request, Component Transfer, Generate Pick List, View Pick Lists, Relationship Map..., Display Route Stages, Display Items, Display Resources, and Display Texts. A 'Planned Times' summary box is also visible, showing: Total Production Time (0:01:15), Total Additional Time (0:00:00), and Total Run Time (0:01:15).

At the bottom, there are fields for Actual Closing Date, Overdue, Journal Remark (Production Order - P20002), Remarks, and Pick and Pack Remarks, along with Update and Cancel buttons.

## Feature

- The existing *Run Time* column is renamed to *Production Time*.
- The existing *Total Time* column is renamed to *Run Time*.
- On the Summary tab, the *Total Time* field is renamed to *Total Run Time*.
- On the Summary tab, the *Total Run Time* field is renamed to *Total Production Time*.
- *Production Time*, *Additional Time* and *Run Time* on the Route Stage line are estimated according to the Resource with the longest Run Time of all Resource lines belonging to the stage.
- The Resource that takes most of the time determines the route stage duration.
- New selection criteria options added to the right-click operations of Production Order:
  - Transfer Request
  - Component Transfer
  - Generate Pick List

# Production Routing

Production Order
— □ ×

Type:

Status:

Product No.:

Product Description:

Planned Quantity:  UoM Name:

Warehouse:

Priority:

Routing Date Calculation:

No.:

Order Date:

Start Date:

Due Date:

User:

Origin:

Sales Order:

Customer:

Distr. Rule:

Project:

Components
Summary

#	Type	No.	Description	Planned Qty	Issued	Available	Issue Method	Status	Production Time
1	Route Stage	Assembly	Assembly					Planned	
2	Item	P10001	PC - P4 2.4G, DDR 512M, 400G HD	1	0	-39	Backflush	Planned	
3	Item	A00003	J.B. Officeprint 1186	1	0	544	Backflush	Planned	
4	Item	L10001	Labour	1			Backflush	Complete	
5	Route Stage	Engraving	Engraving					Planned	0:00:01
6	Resource	R300007	Junior Technician	1	0	0	Backflush	In Progress	0:00:01
7	Route Stage	Quality	Quality Control					Complete	0:00:01
8	Resource	R300006	Senior Technician	1.000	0	0	Backflush	Planned	0:00:01
9	Item				0	0		Planned	

Remarks:

System Message
×

Reduce "Planned Qty" to match "Issued Qty"?

Remember My Answer and Do Not Show This Message Again

## Feature

- A new *Status* column is added to *Production Order* to set a line status for *Route Stage*, *Item* or *Resource* to *Planned*, *In Process* or *Complete*.
- The *Status* field is editable on all lines. The status of all component lines will be updated according to the status on the *Route Stage* line.
- When the line *Status* is changed to *Complete*, a check is performed across all line items and a system message appears asking the user to *Reduce Planned Qty* to match *Issued Qty*. The answer will be valid for all components.
- When a *Route Stage* is set to *Complete* it will not contribute any data to the algorithm which calculates the Routed Production Order Start Date Forwards/End Date Backwards behaviour



# Production Routing

Production Order

Type: Standard  
 Status: Planned  
 Product No.: P10003  
 Product Description: PC Set 1  
 Planned Quantity: 1 UoM Name:   
 Warehouse: 01  
 Priority: 100  
 Routing Date Calculation: Start Date Forwards Update Now

#	Type	No.	Description	Planned Qty	Is	Backflush	Complete	Production Time
1	Route Stage	Assembly	Assembly					
2	Item	P10001	PC - P4 2.4G, DDR 512M, 400G HD	1				
3	Item	A00003	J.B. Officeprint 1186	1				
4	Item	L10001	Labour	1				
5	Route Stage	Engraving	Engraving					
6	Resource	R300007	Junior Technician	1	0	0	Backflush	Planned 0:00:01
7	Route Stage	Quality	Quality Control					
8	Resource	R300006	Senior Technician	1.000	0	0	Backflush	Planned 0:00:01
9	Item				0	0		Planned

Context Menu:

- Copy
- Copy Table
- Maximize/Restore Grid
- Duplicate
- Add Row
- Filter Table
- New Activity
- Related Activities
- View Pick Lists
- Recalculate Route Stage Dates
- Display Route Stages
- Display Items
- Display Resources
- Display Texts
- What's This?

Production Order Dialog:

Recalculate and overwrite start and end dates from this stage onwards?

Yes No

## Feature

- A routed Production Order with the *Routing Date Calculation* set to *Start Date Forwards* or *Due Date Backwards*, provides a new right click option to *Recalculation Route Stage Dates*.
- A Yes/No message is displayed. If Yes is selected, the algorithm will only ripple forward or backwards from this line depending on the *Routing Date Calculation* setting.

# Production Routing

Production Order

Type: Standard  
 Status: Released  
 Product No.: P10003  
 Product Description: PC Set 1  
 Planned Quantity: 1 UoM Name:   
 Warehouse: 01  
 Priority: 100  
 Routing Date Calculation: Start Date Forwards Update Now

No. Primary 155  
 Order Date 12.12.17  
 Start Date 12.12.17  
 Due Date 01.01.18  
 User Jayson Butler  
 Manual

#	Type	No.	Description	Planned Qty	Iss
1	Route Stage	Assembly	Assembly		
2	Item	P10001	PC - P4 2.4G, DDR 512M, 400G HD	1	
3	Item	A00003	J.B. Officeprint 1186	1	
4	Item	L10001	Labour	1	
5	Route Stage	Engraving	Engraving		
6	Resource	R300007	Junior Technician	1	
7	Route Stage	Quality	Quality Control		
8	Resource	R300006	Senior Technician	1	
9	Item				

Production Time: 0:00:01

Inventory Posting List

OK Cancel

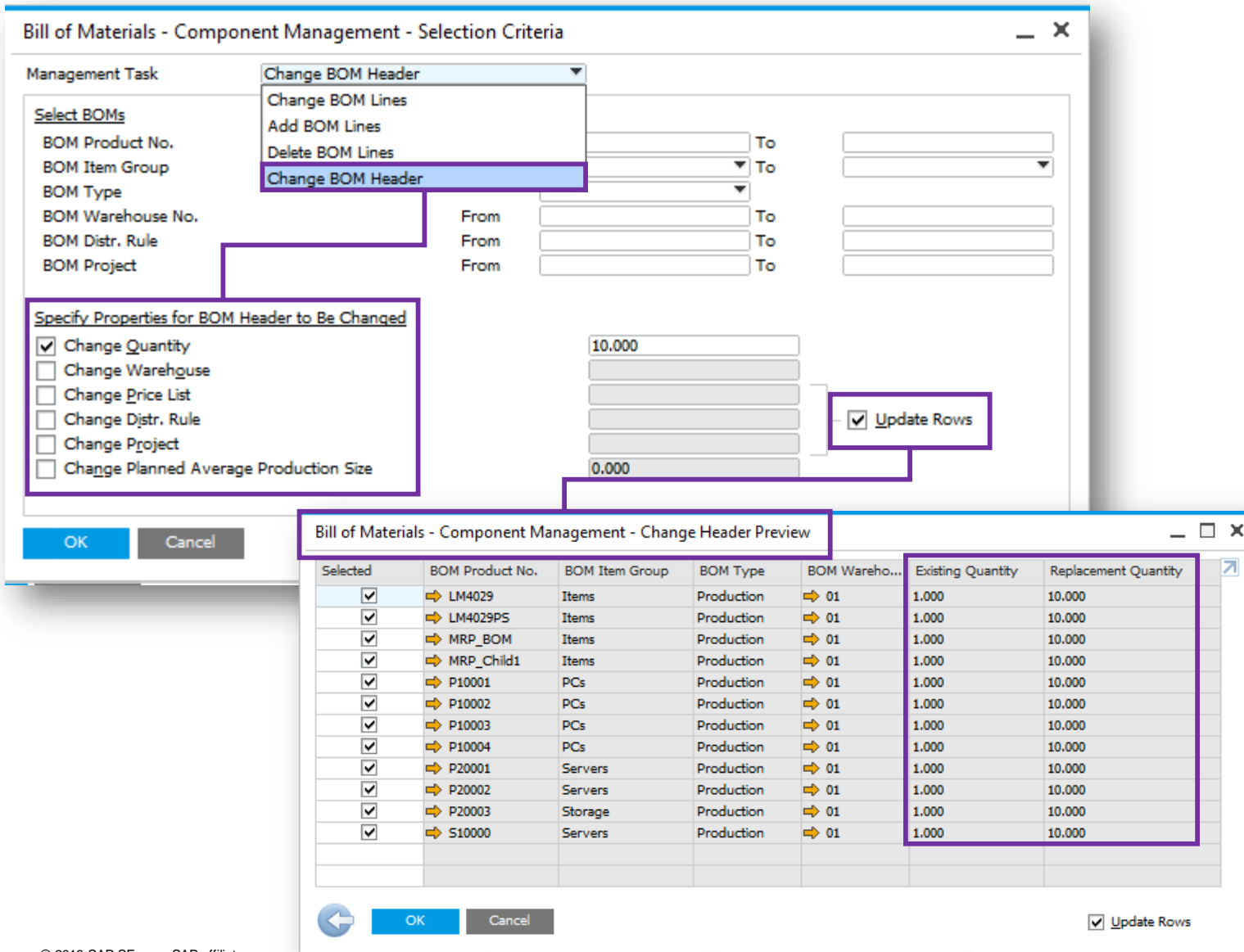
## Feature

- The Right Click option on the Production Order with status *Released* will show the option *Inventory Posting List*.
- This option is also available on the Resource Master Data window showing the inventory posting list for specific resources.

## Benefit

- Ability to view transactions for all item/resource components and products/by-products involved in the relevant production order process.

# Bill of Material Component Management



**Bill of Materials - Component Management - Selection Criteria**

Management Task: **Change BOM Header**

**Select BOMs**

BOM Product No. [ ] To [ ]  
 BOM Item Group [ ] To [ ]  
 BOM Type [ ] To [ ]  
 BOM Warehouse No. [ ] From [ ] To [ ]  
 BOM Distr. Rule [ ] From [ ] To [ ]  
 BOM Project [ ] From [ ] To [ ]

**Specify Properties for BOM Header to Be Changed**

Change Quantity  
 Change Warehouse  
 Change Price List  
 Change Distr. Rule  
 Change Project  
 Change Planned Average Production Size

Update Rows

**Bill of Materials - Component Management - Change Header Preview**

Selected	BOM Product No.	BOM Item Group	BOM Type	BOM Wareho...	Existing Quantity	Replacement Quantity
<input checked="" type="checkbox"/>	LM4029	Items	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	LM4029P5	Items	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	MRP_BOM	Items	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	MRP_Child1	Items	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P10001	PCs	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P10002	PCs	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P10003	PCs	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P10004	PCs	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P20001	Servers	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P20002	Servers	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	P20003	Storage	Production	01	1.000	10.000
<input checked="" type="checkbox"/>	S10000	Servers	Production	01	1.000	10.000

Update Rows

## Feature

- New Management Task – *Change BOM Header*
- New section *Specify Properties of BOM Header to be Changed* is added with the following options:
  - Change Quantity
  - Change Warehouse
  - Change Price List
  - Change Distr. Rule
  - Change Project
  - Change Planned Average Production size
- New *Update Rows* checkbox allows users to change and review the rows before execution.
- New *Change Header Preview* window allows users to review the BOM header properties to be changed before execution.

# Bill of Material Component Management

Bill of Materials - Component Management - Selection Criteria

Management Task: **Change BOM Lines**

Select BOMs

BOM Product No.  To

BOM Item Group  To

BOM Type

BOM Warehouse No. From  To

BOM Distr. Rule From  To

BOM Project From  To

Routed:  Yes  No

Route Sequence From  To

Route Stage From  To

Select BOM Lines

Item

Resource

Text

Route Stage

Change Additional Quantity

Change Warehouse

Change Issue Method

Change WIP Account

Change Route Sequence  1

Change Route Stage  Quality

Change Price List  Last Purchase Price

Change Distr. Rule

Change Project  NSI-C20000

OK Cancel

## Feature

- New section *Routed* shall be added to include filtering for:
  - Route Sequence (From - To)
  - Route Stage (From - To)
- Route Stage is a new option under Select BOM Lines giving you the ability to:
  - Delete route stage rows together with all components belonging to this route stage
  - Change Route Stage Code and Waiting Days for existing Route Stage.
- *Add BOM Lines* and *Change BOM Lines* management tasks now have the option to set and/or change *Price List*, *Distr. Rule* and *Project* details.
- *Change Route Sequence* and *Change Route Stage* are also new options when Routed is set to Yes and *Item*, *Resource* or *Text* is selected.

## Benefit

- BOM Component Management now supports route stages.
- Increased flexibility when specifying properties for BOM lines to be changed for items and resources.

# Variance Report for Production Orders

Production Order

Type: Standard  
 Status: Released  
 Product No.: P10001  
 Product Description: PC - P4 2.4G, DDR 512M, 400G HD  
 Planned Quantity: 100  
 Warehouse: 01  
 Priority: 100  
 Routing Date Calculation: On Start Date

No.: Primary 156  
 Order Date: 01.01.18  
 Start Date: 01.01.18  
 Due Date: 01.01.18  
 User: Jayson Butler  
 Origin: Manual

Components Summary

Costs: Actual Item Component Cost: GBP 48,741.57  
 Actual Resource Component Cost:   
 Actual Additional Cost: GBP 2,000.00  
 Actual Product Cost: GBP 50,741.57  
 Actual By-Product Cost:   
**Total Variance: GBP 0.00**

Quantities: Planned Quantity: 100  
 Completed Quantity: 100  
 Rejected Quantity:   
 Dates:   
 Journal Remark: Production Order - P10001

Remarks

OK Cancel

## Feature

- A new *Variance Report* is added for Production Orders. To open this report, go to Production Order -> Summary tab and click the yellow arrow next to the Total Variance Field.

## Benefit

- The report shows the contribution of each production component to the final production variance for a selected Production Order.

Variance Report

#	Type	No.	Qty	Avg. Cost	Total	Variance
1	Item Component	C00001	-100.000	GBP 144.02	GBP -14,402.01	GBP 0.00
2	Item Component	C00003	-100.000	GBP 44.75	GBP -4,475.12	GBP 0.00
3	Item Component	C00004	-100.000	GBP 12.29	GBP -1,229.09	GBP 0.00
4	Item Component	C00005	-100.000	GBP 21.45	GBP -2,144.69	GBP 0.00
5	Item Component	C00006	-100.000	GBP 4.86	GBP -486.39	GBP 0.00
6	Item Component	C00007	-100.000	GBP 163.46	GBP -16,346.15	GBP 0.00
7	Item Component	C00008	-100.000	GBP 71.90	GBP -7,190.23	GBP 0.00
8	Item Component	C00009	-100.000	GBP 7.50	GBP -750.37	GBP 0.00
9	Item Component	C00010	-100.000	GBP 3.20	GBP -319.72	GBP 0.00
10	Item Component	C00011	-100.000	GBP 13.98	GBP -1,397.80	GBP 0.00
11	Additional	L10001	-400.000	GBP 5.00	GBP -2,000.00	GBP 0.00
12	Product	P10001	100.000	GBP 507.42	GBP 50,741.57	GBP 0.00
						GBP 0.00

OK



# Inventory | Distribution

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# Unit of Measure (UoM)



**Item Master Data**

Item No. Manual B10010  
Description Printer Label version 93  
Foreign Name  
Item Type Items  
Item Group Items  
UoM Group Paper  
Price List Regular Sales Price  
Inventory Item  
Sales Item  
Purchase Item  
Bar Code Pack  
Unit Price Primary Curr GBP 7.50 Pack  
Pricing Unit Pack

**Delivery**

Customer C20000  
Name Maxi-Teq  
Contact Person Norm Thompson  
Customer Ref. No.  
Local Currency  
No. Primary 1345  
Status Open  
Posting Date 02.05.17  
Delivery Date 02.05.17  
Document Date 02.05.17

#	Item No.	Item Description	Quantity	Qty(Inventory UoM)	Inventory UoM	No. of Packages	Unit Price	Disc...	Tax ...	Total (LC)
1	B10010	Printer Label vers	3	18	No	1	GBP 45.00	0.00	O1	GBP 135.00

**Batch Number Selection**

#	Item No.	Item Description	Whse C...	Quantity	Total Needed	Total Selected	Total Batches	Direction
1	B10010	Printer Label v	01	3	3	3	1	Out

#	Batch	Availabl...	Selecte...	Allocate...
1	BAT01	1		

#	Batch	Selected Qty
1	BAT01	3

Display Available Batches: All  
Update Cancel Auto Select

## Feature

- View batch quantities in terms of the document UoM from which the Batch assignment/allocation screen is triggered.

## Benefit

- Less confusion: batch selection corresponds to quantity in the document and not the Inventory (storage) UoM.
- Increase warehousing efficiency.

# Global setting to control “Display Batch Quantities By”

**General Settings**

BP Budget Services Display Font & Bkgd Path Inventory

Items Planning Reporting

Serial Numbers and Batches Management Method: On Every Transaction

Issue Primarily By: Serial and Batch Numbers

Unique Serial Numbers by: Serial Number

Display Batch Quantities By: **Document Row UoM**

**Delivery**

#	Item No.	Item Description	Quantity	UoM Name	Items per Unit	Unit Price	Disc...	Tax C...
1	B10000	Printer Label	4.000	6 Pack	6.000000	GBP 62.10	0.00	O1
2					0.000000		0.00	O1

**Batch Number Selection**

#	Item No.	Item Description	Whse C...	Quantity	Total Needed	Total Selected	Total Batches	Direction
1	B10000	Printer Label	01	4	4			Out

**Batch Number Selection**

#	Item No.	Item Description	Whse C...	Quantity	Total Needed	Total Selected	Total Batches	Direction
1	B10000	Printer Label	01	24	24			Out

**Available Batches**

#	Batch	Availabl...	Selecte...	Allocate...
1	B1-00067	8.333		
2	B1-00068	8.333		
3	B1-00069	8.333		
4	B1-00070	8.333		
		83.33		

**Batch Number Selection**

#	Batch	Availabl...	Selecte...	Allocate...
1	B1-00067	50		
2	B1-00068	50		
3	B1-00069	50		
4	B1-00070	50		
		500		

## Feature

- Global setting to drive best practice as maintained in the organization.
- Batch Unit of Measure (UoM) corresponds to Global setting.

## Benefit

- Uniform usage throughout the organization.
- Increases efficiency.



# Inventory | Distribution



Feature	Description	Localization
<b>Drop-Ship Warehouse in Template BOM</b>	Drop-Ship warehouse is now available to be chosen in a BOM of type Template.	All



# Business Intelligence

SAP Business One 9.3



# Analytical Portal (1/2)



SBODEMOGB All Reports manager

Search

**Purchasing** Expand All

> Multi-Document Scenarios

Single Document Transactions

**Customer Relationship Management** Expand All

Sales Opportunities Report

**Stock** Expand All

Inventory by Item Group per Warehouse

Stock Valuation Method Report

**Sales** Expand All

> Multi-Document Scenarios

Single Document Transactions

Annual Sales Analysis (by Quarter)

Monthly Customer Status

**Financials** Expand All

> Budget and Cost Accounting

Financial Accounting

> Management Accounting

SBODEMOGB Report Scheduling manager

All Reports

Favourite Reports

Report Scheduling

Search

No filters selected

Scheduled Task	Report Name	Category	Type	Creation Time	Action
Monthly Customer Status	Monthly Customer Status	Sales	Crystal	2017-07-14 13:27:53	
Purchase Analysis	Purchase Analysis Report	Purchasing	Excel	2017-07-14 13:27:05	
Opportunity Report	Sales Opportunities Report	Customer Relationship Man...	Excel	2017-07-14 13:25:28	
Sales Analysis	Annual Sales Analysis (by Q...	Sales	Crystal	2017-07-14 13:08:25	

## Feature

- Ability to publish and share documents via the Analytical Portal for:
  - Crystal Reports
  - MS Excel
- Access the Analytical Portal via this URL:  
<https://<hana-server>:<Port>/Portal>
- Ability to access the Analytical Portal for every user but only authorized reports are being displayed
- The authorized documents can be downloaded or run in different formats:
  - MS Excel – PDF, Excel or HTML
  - Crystal Reports – PDF
- It is not necessary to have an SAP Business One Client or MS Excel installed on client side.
- The documents can be run on different devices such as a web client or mobile device.
- On Premise and On Demand users are supported.

# Analytical Portal (2/2)



The screenshots illustrate the following features:

- Favourite Reports:** A dedicated tab for reports marked as favorites, such as 'Annual Sales Analysis (by Quarter)' and 'Sales Opportunities Report'.
- Report Configuration:** A detailed view for configuring a report, including:
  - Report Parameters:** Selection of report format (PDF, Excel, HTML).
  - Frequency and Time Range:** Configuration of trigger task frequency (e.g., 1 week) and start/end times.
  - Keep History For:** Options to keep the last 20 records, always, or never.
  - Send Result by Email:** Fields for email recipient and CC.
- Report Running History:** A table providing an overview of report execution, including report name, scheduled task, type, run time, status, and actions.

Report Name	Scheduled Task	Type	Run Time	Status	Parameter	Remarks	Action
Annual Sales Analysis (by Quarter)	Sales Analysis	Crystal	2017-07-14 1...	Success	Document Ty...	Generate rep...	Download, Refresh
Annual Sales Analysis (by Quarter)		Crystal	2017-07-14 1...	Success	Document Ty...		Download, Refresh

## Feature

- Favorite Reports tab appears when a minimum of one report is marked as a favorite.
- Documents can be downloaded directly, or scheduled (daily, weekly, monthly) and sent via mail.
- Report runs (scheduled or manual) are saved in the Report History area:
  - Information like report name, type, start date time, run status etc. are listed.
  - The report result can be downloaded and viewed.
  - The maximum number of report results for each report scheduling task can be configured.

## Benefit

- Provides an overview of scheduled reports and historical data.
- Documents can be scheduled and are available on different devices.



# New Cockpit Templates 1/2



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

**Sales Process**

```
graph TD
    SQ[Sales Quotation] --> SO[Sales Order]
    SO --> D[Delivery]
    D --> RI[A/R Invoice]
    RI --> ARI[A/R DP Invoice]
    RI --> A/R Credit Memo
    ARI --> IP[Incoming Payments]
    D --> R[Return]
```

**Select Templates**

<input type="checkbox"/>	Finance	Public
<input checked="" type="checkbox"/>	Sales	Public
<input type="checkbox"/>	Purchase	Public
<input type="checkbox"/>	Inventory	Public
<input type="checkbox"/>	My Sales Cockpit	Public
<input type="checkbox"/>	Start Cockpit	Private

## Feature

- New Cockpit Templates available for Finance, Sales, Purchase and Inventory
- Users can create own Cockpit Templates and set them as Public
- Selection of available Cockpit Templates via “Select Templates” button
- Choose the template which should be shown

## Benefit

- Possibility to create different views
- More flexibility
- Create different Cockpit views for different roles or for test purposes

by Sales Amount

Update My Cockpit

Save As Template

All in 30 Days

From

# New Cockpit Templates 2/2



The image shows two overlapping SAP dialog boxes. The background dialog is 'Cockpit Management - Setup' and the foreground dialog is 'User Groups'.

**Cockpit Management - Setup**

#	Name	Description	Create Date	Published By	Publication Date	Provider
1	Finance			SYSTEM		SAP
2	Sales			SYSTEM		SAP
3	Purchase			SYSTEM		SAP
4	Inventory			SYSTEM		SAP
6	My Sales Cock		05.07.17	manager	05.07.17	IT
11	Start Cockpit		19.07.17			
13						

**User Groups**

Create Group

Select Type: Authorization

Name: Sales

Description: Sales

Group Type: Authorization

Active From: To:

Cockpit Template: Sales

Users

#	User Code	From	To
1	Kora		
2	Vicky		
3	brad		
4	john	John Peterson Logistic	
5	alex	Alex Torras	General
6			

Buttons: OK, Cancel, Publish

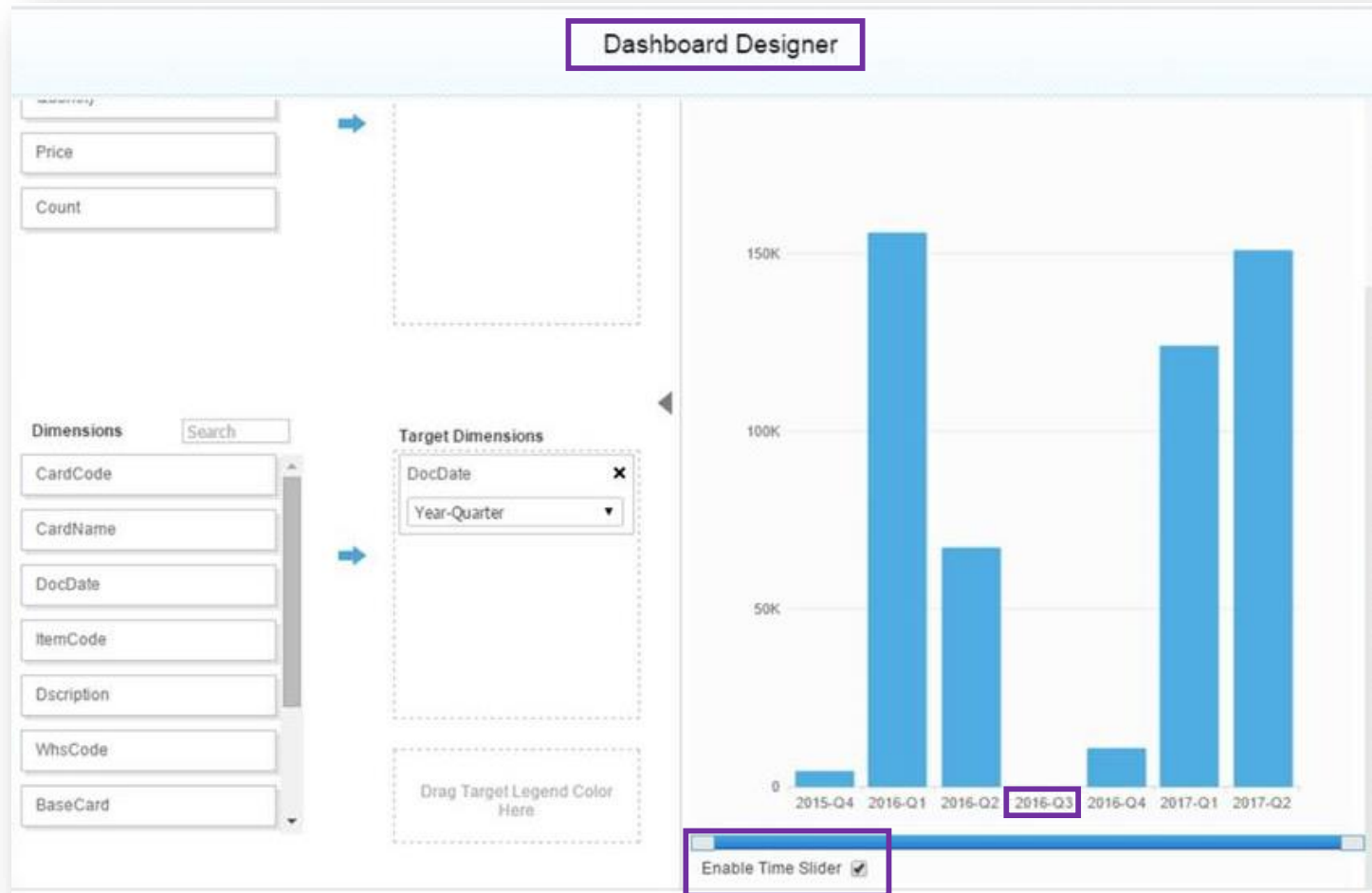
## Feature

- Newly created Cockpit Templates can be published to all users
- To do this special authorization is necessary
- Cockpit template can be assigned by a power user to special user groups
- For each system authorization group a default Cockpit Template is available
- Only one template can be assigned to one default authorization group

## Benefit

- Possibility to create different Cockpit views
- Central template management and assignment

# Pervasive Analytics Dashboard Designer



## Feature

- User can enable the Time Slider function.
- After enabling Time Slider, empty data records are shown in the Dashboard.
- Empty data records are shown as zero.

## Benefit

- All units of time (day, month, week, year etc.) are shown in the Dashboard.
- Provides an overview of the whole time frame including records shown as zero with no interruption.



# Platform | Extensibility

SAP Business One 9.3





# Web-based Workflow Management



SAP Business One Workflow Manager

Welcome, B1SiteUser | [System Landscape Directory](#) | [Help](#)

Workflow Settings | Template Assignments | Template Activations

SAP Business One Server: dewdfth12415:30015

**Workflow Service**

[Restart](#)

Status: Running

**Workflow Companies (13)**

[Set Password](#)

Activate	Database Name	Company Name	Database Type	Version	User Name	Data Access	Detailed Information
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	
<input type="checkbox"/>					Workflow	Password Not Set	

**Set Password**

Database Name: SBODEMOGB

Company Name: OEC Computers UK

Database Type: HANADB

Version: 930000

User Name: Workflow

User Password: \*\*\*\*

[Update](#) [Cancel](#)

**Workflow Configurations**

[Save](#)

Log Type:  Information  Debug  Error  Warning

Log File Size: 5 MBs

Conditional Event Start Interval: 1 Minutes

## Feature

- Web-based management.
- Improved performance (response time) and stability.

## Benefit

- Unified and centralized configuration in the System Landscape Directory.

# Company Specific Mailer Configuration



The screenshot shows the 'General Settings' dialog box in SAP. The 'Enable Company Specific Mailer Configuration' section is highlighted with a red box. This section includes the following fields and options:

- Enable Company Specific Mailer Configuration
- SMTP Server: mail.oec.co.uk
- SMTP Port: 25
- Authentication: Plain Password
- User Name: mail@oec.co.uk
- Password: xxxxx
- Encoding: English (UK)
- Use TLS Encryption
- HTML Direction Right to Left
- Include Subject in Message Body

Other visible settings include 'At the Beginning of Each Session' (e.g., Display Inbox When New Message Arrives), 'Internet Definitions' (e.g., Use Proxy Server for Web Connection), 'Default E-Mail Method' (SAP Business One Mailer), and 'Telephone No.' (Area Code, For External Line, Map Service).

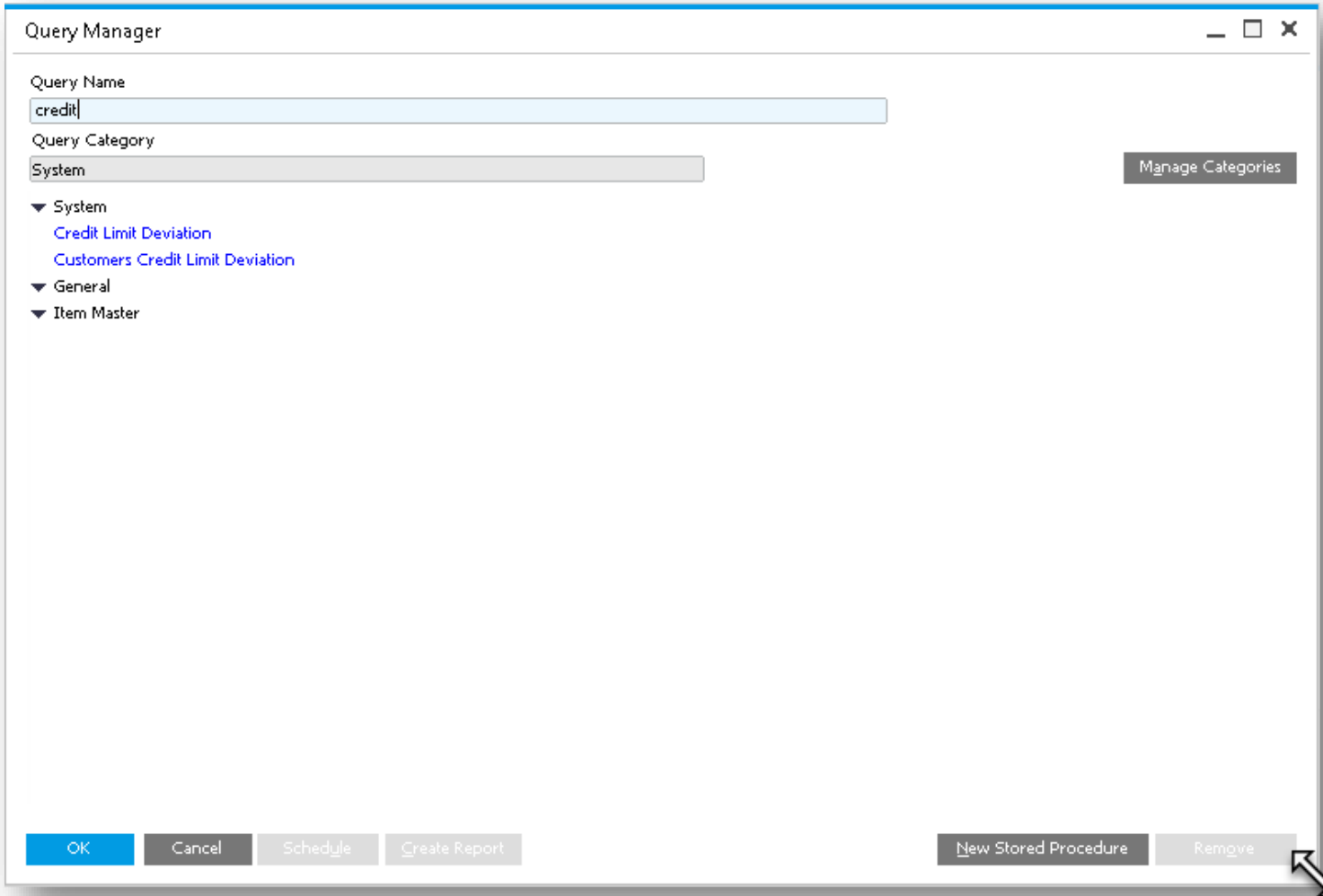
## Feature

- Enable company specific mailer configuration.
- Switch between global company mailer configuration and company specific configuration.

## Benefit

- Each tenant can have their own mail server in SAP Business One Cloud.

# Query Manager UI Enhancements



## Feature

- Filter the list of queries by query name.
- Expand the form to fit the results on your screen.

## Benefit

- Fast access to queries.
- Full view of long query names and folders.

# Using Extension Package Tool in Command Line Mode



```
Command Prompt
C:\Program Files (x86)\sap\SAP Business One SDK\Tools\ExtensionPackage>ExtensionPackage.exe /86:"C:\Users\I043582\Desktop\AddOn Source\DemoAddOn\bin\x86\Release\DemoAddOn.exe" /64:"C:\Users\I043582\Desktop\AddOn Source\DemoAddOn\bin\x64\Release\DemoAddOn.exe" /p:"C:\Users\I043582\Desktop\AddOn Deployment Package\DemoAddOn.zip" /s:"C:\Users\I043582\Desktop\AddOn Deployment Package\DemoAddOn.ard" /ex:".dll|.pdb|.manifest|.b1s"

C:\Program Files (x86)\sap\SAP Business One SDK\Tools\ExtensionPackage>

Info:C:\Users\I043582\Desktop\AddOn Deployment Package\DemoAddOn.zip already exists.The original file will be replaced.
Start packaging.
Packaged successfully.

C:\Program Files (x86)\sap\SAP Business One SDK\Tools\ExtensionPackage>_
```

## Feature

- Generate lightweight extension package from command line

## Benefit

- Automatization for solution packaging

### ExtensionPackage.exe

**/v:** "1.3" (version of the Add-on solution)

**/86:** "..\DemoAddOn\bin\x86\Release\DemoAddOn.exe" (path to add-on 32 bit executable file)

**/64:** "..\DemoAddOn\bin\x64\Release\DemoAddOn.exe" (path to add-on 64 bit executable file)

**/p:** "C:\temp\Deployment Package\DemoAddOn.zip" (full path to save the output package)

**/s:** "..\AddOn Deployment Package\DemoAddOn.ard" (source ARD file which contains basic information)

**/ex:** ".dll | .pdb | .manifest | .b1s" (exclude files with specified suffixes under the packaging directory)

# Expose Semantic Layer as an OData Service



SAP HANA Model Management

Name	Author	Version	Status	Deployment ...	Language
1 SAP HANA Model Packagi	SAP	1.2	Deployed	2017-04-24 9:45:1	English (United States)
2 Account Demo		1.2	Deployed	2017-04-24 9:45:1	English (United States)

Description

Package Name	View Name	View Type	Menu Description	Menu Enable	Service Layer Expose
1 sbodemous.adm	BudgetVSActualQuery	Calculation View	Budget Analysis	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2 sbodemous.adm	CostAccountingAnalysisQ	Calculation View	Cost Center Analysis	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3 sbodemous.adm	CostAccountVFinancialA	Calculation View	Cost Accounting Versus	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Compatible Versions

SAP HANA
1 1.0.74
2 1.0.81
3 1.0.83

OK

SAP Business One
1 9.10.105
2 9.10.106
3 9.10.107

Deploy Import

## Feature




- Expose Semantic Layer Query Views to SL.
- Expose Semantic Layer as Service.

## Benefit

- Semantic view service supports OData ver. 4
- The following query options are available :  
\$filter, \$select, \$orderby, \$top, \$skip and \$count.
- Parameters can be used.

# Platform | Extensibility



Feature	Description
<b>EFM Enhancement</b>	Porting from C# to JAVA to support electronic invoices in service layer (Portugal only). 
<b>SAP Business One Studio</b>	SAP Business One Studio supports Visual Studio 2015 and TFS (Team Foundation Server) 2015.
<b>X-App Supports SSO for Service Layer</b>	X-Apps can make calls to Service Layer without requiring the end user login again. 
<b>UI-API Lost Focus-Get Focus Improvements</b>	Improved performance of grids when updating calculation fields
<b>Support XML methods for SAPbouiCOM.DBDataSource</b>	Fast data retrieve and manipulation on DBDataSource.
<b>Service Layer as a Service*</b>	A new service on the Service Layer platform which exposes semantic layer views in OData format. * Planned for later patch level in SAP Business One 9.3, version for SAP HANA 
<b>Optimized Login Connection</b>	Connect method optimization
<b>Internal Reconciliation is exposed in DI API and Service Layer</b>	The feature is presented as a new CompanyService object. Generally, it can get, cancel and add reconciliation entries.
<b>Manage Electronic Document Monitor from DI API</b>	The feature is presented as a new CompanyService object. It can get, add, delete and update the Electronical Documents. It has a feature to manipulate with the Electronical Documents logs.
<b>User Defined Field extension</b>	The User Defined Field's Link to System Object section had been extended with 20 additional objects, like Bill of Materials, Opportunity, Activities, Banks and Users.



# Lifecycle Management

SAP Business One 9.3



# Centralized Deployment



The screenshot displays the SAP System Landscape Directory (SLD) interface. The top navigation bar includes 'DB Instances and Companies', 'Logical Machines', 'Components', 'Services', 'Security', 'External Mapping', and 'Global Settings'. The 'Logical Machines (4)' section is active, showing a table of machines with columns for Alias, Machine Status, Version, CPU Utilization, Memory Utilization, Description, Agent Status, SLD Agent Version, and Log. Two machines are selected: '10.55.179.125' and '10.55.178.54'. A 'Select Components' dialog box is open, showing a table of components to be installed on these machines. The components include 'SAP Business One Client' and 'Data Interface API' for both IP addresses. A 'Review' dialog box is also open, showing the installation parameters and selected features for the components.

Name	Installed Version	New Version	Action
<b>Implementation tools</b>			
<input checked="" type="checkbox"/>	SAP Business One Client		
<input checked="" type="checkbox"/>	10.55.179.125	9.30.000 PL00	INSTALL
<input checked="" type="checkbox"/>	10.55.178.54	9.30.000 PL00	INSTALL
<b>SAP Business One Client (64bit)</b>			
<input type="checkbox"/>	10.55.179.125		
<input type="checkbox"/>	10.55.178.54		
<b>Data Interface API</b>			
<input checked="" type="checkbox"/>	10.55.179.125		
<input checked="" type="checkbox"/>	10.55.178.54		

Parameter	Value
<b>Installation</b>	
Installation folder (32-bit)	C:\Program Files (x86)\SAP
<b>Selected Features [10.55.178.54]</b>	
Implementation tools - SAP Business One Client	B1Client
Implementation tools - Data Interface API	B1DIAPI
<b>Selected Features [10.55.179.125]</b>	
Implementation tools - SAP Business One Client	B1Client
Implementation tools - Data Interface API	B1DIAPI

## Feature

- Register MS Windows and SUSE Linux machines of a company
- Remotely install and use the SLD agent for various operations, such as:
  - Creating Server Repository (SBO-COMMON)
  - Installing SAP Business One Client remotely
  - Adding Demo Databases
  - Upgrading SAP Business One Database

## Benefit

- Comprehensive and direct management of the company landscape at hand
- Save time in implementation tasks





# Embedded Incident Management

Recorded Steps

This file contains all the steps and information that was recorded to help you describe the recorded steps to others. Before sharing this file, you should verify the following:

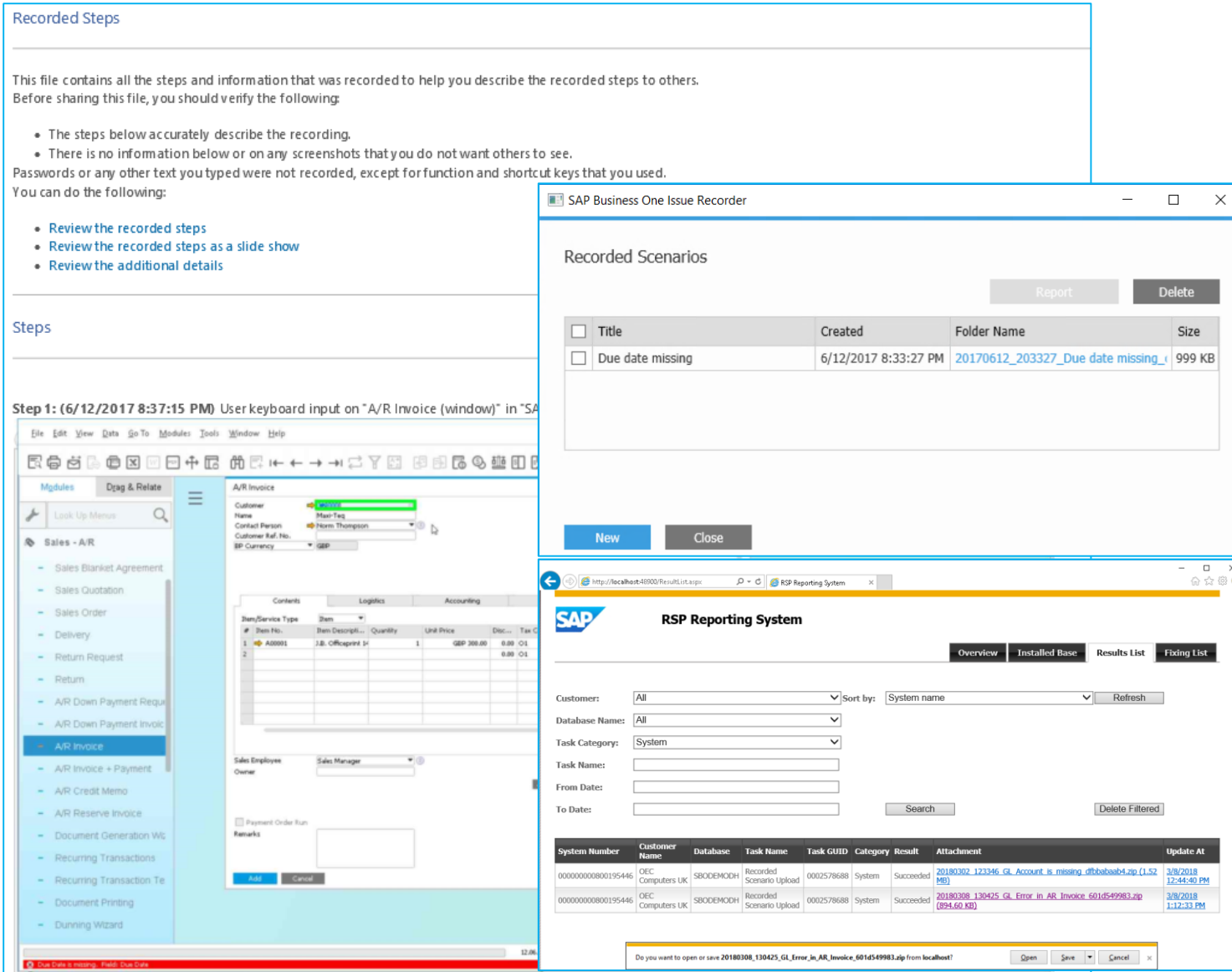
- The steps below accurately describe the recording.
- There is no information below or on any screenshots that you do not want others to see.

Passwords or any other text you typed were not recorded, except for function and shortcut keys that you used. You can do the following:

- Review the recorded steps
- Review the recorded steps as a slide show
- Review the additional details

Steps

Step 1: (6/12/2017 8:37:15 PM) User keyboard input on "A/R Invoice (window)" in "SA



The image shows three overlapping windows. The top window is the 'Recorded Steps' document. The middle window is the 'SAP Business One Issue Recorder' application, which displays a table of 'Recorded Scenarios' with columns for Title, Created, Folder Name, and Size. The bottom window is the 'RSP Reporting System' web interface, which includes search filters for Customer, Database Name, Task Category, Task Name, and From/To Date, and a table of recorded tasks with columns for System Number, Customer Name, Database, Task Name, Task GUID, Category, Result, Attachment, and Update At.

## Feature

- Instantly record a problem inside SAP Business One Client
- Document all taken steps as screenshots with text
- Submit report including issue description and file path to Partner WebDAV by the Remote Support Platform Task 2578688 (PL03)

## Benefit

- Provides accurate issue description to SAP Partner
- Reports problems internally to get direct support from colleagues within the company



# Remote Support Platform 3.2



The screenshot displays the Remote Support Platform for SAP Business One interface. A 'Backup Strategy Settings' dialog box is open, showing the following configuration:

- Instance Backup: Daily
- Time: 10 : 10 :00
- Backup Service is available: <https://sid-hdb:40000/BackupService/>
- Additional Options:
  - Delete Older Backups After Successful Instance Backup
  - Perform Company Schema Consistency Check Prior to Backup
  - Check Only Productive Schemas
- Buttons: Trigger Instance Backup Now, OK, Cancel

The main interface shows the 'Content Upload' section with a table of requests:

GUID	Request Name	Incident No.	Progress	Status
9030173834		0020751295-48985-2017	N/A	To Be Started
9067210730		0020751295-48985-2017	N/A	To Be Started
9014302285		0020751295-48985-2017	N/A	To Be Started
9047216337		0020751295-48985-2017	N/A	To Be Started
9062317998		0020751295-48985-2017	N/A	To Be Started
9020394987		0020751295-48985-2017	N/A	To Be Started
9082144334		0020751295-48985-2017	N/A	To Be Started

The 'Software Updates' section shows the following updates:

Component	New Version	SAP Note	Progress	Status
Remote support platform for SAP Business One	3.2 SPO0 PL08	2448324	100,00%	Upgraded
SAP Business One 9.0 Release Family	9.2 PL6 Update patch	2349500	100,00%	Downloaded

## Latest Features

- Schema Consistency Check enforcement to Instance Backup feature
  - RSP Task 2315090 performs SAP HANA schema consistency checks described in SAP Note [2116157](#)
  - Ability to run on productive databases only
  - Ability to get email notification about status change
- Simplified Content Upload Requests (CUR) for upload of GoToAssist recordings
  - No need to email the Content Upload request and encryption key.

## Benefits

- Consistency check strategy
- Quicker and more effective support

**Note:** As of SAP Business One 9.3, RSP's versioning is de-coupled from SAP Business One's versioning. RSP 3.2 patches will be delivered together with SAP Business One 9.3, thus allowing a flexible software delivery of RSP.

# Thank you.

**SAP Global SME Business Unit | Rollout Services**

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