

Solutions +

Get growing - with our
affordable, scalable small
business software

Powered by SAP Business One

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A clear pathway to get growing



- Local – business process focused
- Automation
- Real-time information
- Flexibility as your business change
- Integration to e.g. online store

YOUR SUCCESS IS OUR FOCUS

We focus on supporting your business growth by delivering and managing optimised business systems solutions for your company.

THE SOLUTION

SAP Business One is SAP's business system specifically designed for the small-to-midsize market. It is an innovative, intuitive and integrated business system, which is easy to use and supports all your critical business functions. Our understanding of your business and its key drivers is an essential factor in ensuring successful implementation and management of SAP Business One.

OPTIMISE BUSINESS PROCESSES

Delivering real benefits through a business system implementation is achieved by taking a holistic view of your existing business processes and ensuring that the processes are optimised to your

specific requirements. Your optimised processes need to be supported by the right system.

NO ORDINARY IT ENGAGEMENT

Our team does not focus on IT but on business solutions. We use our extensive business and systems experience to ensure the solution is tailored to your business needs and offer an agreed scope, fixed price and on-time arrangement.

Implement in a few weeks, future-proofed solution, affordable

Aberdeen Group's research highlights the challenges...

SAP Business One specific for the wine industry through Solutions+ can solve these challenges.

Challenges for growing businesses without a single system



83%
Systems cannot interact with one another



89%
Systems cannot track business processes



83%
Inaccurate data



78%
Redundant data



72%
Inability to access data when away from the office

It's difficult to grow without being able to communicate standards and understand business performance.

SAP Business One is a future proofed solution



Affordable
low total cost of ownership



Industry solutions
tailored to your needs



Comprehensive
all your departments needs
from one solution



27 languages,
43 localized versions,
multi-currency support



Quick and easy to implement,
up and running in days or weeks



700 local partners
implemented in 150 countries



Powerful enough
to help your business grow



55.000+ customers
run SAP Business One around the World

SAP Business One covers your small and midsize company's needs



**Financial management
and WET**



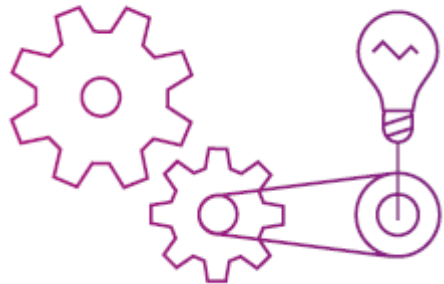
**Sales and customer
management**



**Purchasing, grape levy and
warehouse control**



**Integration to e.g. online
store and customisation**



**Product costing and
wine-making management**



**Dashboards, reporting and
business intelligence**



**Automation and decision-
making**



Cellar door

Take control of your finances and automate your processes

SAP Business One provides a complete set of tools to help manage and streamline your financial operation. It automates everyday accounting tasks such as maintaining ledger and journal entries, supporting tax calculations, and enabling multicurrency transactions.

You can conduct all your banking activities – including processing bank statements and payments, as well as reconciling accounts. You can also manage cash flow, track budgets, and compare actuals versus plans to see where your business stands at a moment's notice.

By integrating your financial operation in real time with other business processes, such as purchasing and sales, you can speed up transactions and improve visibility into cash flow.

SAP Business One can manage WET to ensure that you calculate the correct WET payable regardless if it's a retail or wholesale sale. You can also easily calculate the producer rebate claimable through the flexible tax group setup.

Financial management and WET



- **Accounting** – automatically handle all key accounting processes, such as journal entries, accounts receivable, and accounts payable.
- **Controlling** – accurately manage cash flow, track fixed assets, control budgets, and monitor project costs.
- **Simplified** – management of fixed assets, the virtual fixed asset function frees you from repetitive manual data entry.
- **Banking and reconciliation** – quickly process reconciliations, bank statements, and payments by various methods including checks, cash, and bank transfers.
- **Financial reporting and analysis** – create standard or customized reports from real-time data for business planning and audit reviews.
- **WET** – ensure correct WET is calculated regardless the type of sale. Get full transparency and easy access to reconcile the WET.

Create a loyal customer base

Acquiring new customers is important for success, but maximizing customer relationships is just as crucial.

SAP Business One provides the tools to help you efficiently manage the entire sales process and customer lifecycle.

Categorise your customers into for example cellar doors, e-commerce, wholesale, export and WIP. Price lists can be used to manage retail, WIP and wholesale prices including selling in bottles and cases and special offers.

Foreign exchange rates enables selling to export markets in a very simple and transparent way.

Integrate with MailChimp for more advanced mail out campaigns.

Ability to integrate with eCommerce platforms or personalised marketing solutions.

Sales and customer management



- **Sales and opportunity management** – track opportunities and activities from the first contact to deal closing.
- **Marketing campaign management** – create, manage, and analyse marketing activities.
- **Customer management** – store all critical customer data in one place, synchronize and manage customer contacts stored in Microsoft Outlook. Manage your CRM activities directly from Outlook.
- **Service management** – manage warranty and service contracts efficiently, enter and respond to service calls quickly.
- **Reporting and analysis** – create detailed reports on all aspects of the sales process, including sales forecasting and pipeline tracking, using time saving templates.
- **Mobilise your sales team** – manage your sales information on the move with SAP Business One Sales mobile app.

Optimize buying and purchasing to increase margins – live inventory management

Every small business needs a systematic approach to managing the procurement process, from ordering to paying vendors.

SAP Business One helps manage the complete order-to-pay cycle, including receipts, invoices, returns, and payments and ensures all your warehouse and stock processes are 100% up-to-date.

You manage your bulk wine costs and link to WIP regardless if you purchase grapes and require levy calculation or add costs to the grapes while they are growing. In addition SAP Business One can manage your dry goods and notify you when you need to reorder goods based on minimum stock level, existing orders and when you plan to use current stock.

Integrated reporting tools let you easily have full transparency of your entire purchasing and costing process and identify opportunities for cost savings.

Purchasing, grape levy and warehouse control



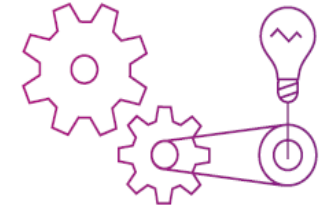
- **Procurement** – create purchase requests, POs, and goods receipts; link purchasing documents and view document trails for audit purposes; and manage returns, additional expenses, and multiple currencies.
- **Master data management** – manage detailed data in a user-friendly interface, view account balance and purchase analyses, and maintain detailed item purchasing information with price lists and tax information.
- **Warehouse and accounting integration** – achieve real-time synchronization of goods receipts and inventory warehouse levels;
- **Process accounts payable invoices**, cancellations, and credit memos with a PO reference; plan your material needs; and schedule your purchases accordingly
- **Easier, up-to-date reporting** – generate reports with real-time data and display them in various report formats or dashboards.

Transparent inventory control and distribution

SAP Business One provides accurate information about inbound and outbound shipments, inventory, and item location. You can value inventory using standard costing, moving average, FIFO, and other methods; monitor stock levels; and track transfers in real time. You can run real-time inventory updates and availability checks and manage standard and special pricing. You can also apply volume, cash, and customer discounts and run reports that reveal their impact.

You can have multiple warehouses and location control. SAP Business One also has batch control functionality to ensure full traceability. The pick and pack management makes it very easy for the warehouse to get orders out on time and pick dry goods.

Product costing and wine-making management



- **Warehouse and inventory management** – manage inventory using various costing models, maintain item master data, and use multiple units of measure (e.g. littles, kilos, units and bottles) and pricing.
- **Location management** – manage stock in multiple warehouses, by dividing each one into multiple subzones, set up allocation rules, optimise stock movement, and reduce picking times.
- **Goods receipt and issue control** – record goods receipts and issues; track stock locations and transfers; enable consignment, drop-ship, and other orders; and perform inventory and cycle counts.
- **Product costing** - create and maintain multilevel bills of materials (BOMs) and ensure accurate and up-to-date product costing.
- **Production and material requirements planning** issue and release production orders manually or by backflush, and globally maintain prices for BOMs.
- **Efficient reporting** – generate reports with timely data and display them in various formats or dashboards.

See your business clearly with business intelligence, analytics and reporting

SAP Business One provides powerful analytic and reporting tools. It includes a complimentary and fully integrated version of SAP Crystal Reports® for SAP Business One, so you can gather data from multiple sources and generate timely and accurate reports based on company-wide data. Integrated with Microsoft Office, SAP Crystal Reports lets you choose from a variety of report formats and control access to information displayed.

You can tailor forms and queries to meet specific requirements without technical training. You can also configure settings to define exchange rates, set authorization parameters, and create import and export functions for internal mail, e-mail, and data.

Dashboards, reporting and business intelligence



- **Report creation and customization** – access data from multiple sources, create new reports, and customize existing ones in a variety of layouts with minimal IT overhead.
- **Interactive analysis** – use with standard MS Excel features to create reports and see your business from new angles.
- **Intuitive tools** – drag and relate, drill downs, search assistance, and workflow-based alerts.
- **Analytics plus pre-defined KPIs** (key performance indicators) help you to see average delivery variance days, top five sales employees

Automation and decision-making

SAP Business One empowers your employees to make smart, confident decisions, faster by capturing all critical information across sales, customers, operations, and finance – making it instantly available company-wide. By integrating this data in one system instead of multiple disconnected spreadsheets, it eliminates duplicate data entry, costs, and related errors.

Workflow-based alerts trigger automatic responses when important business events occur, allowing you to focus on the most critical events. You have clear visibility into how your business is performing and greater confidence in the information used to make decisions.

Automate transactional work – improve decision making

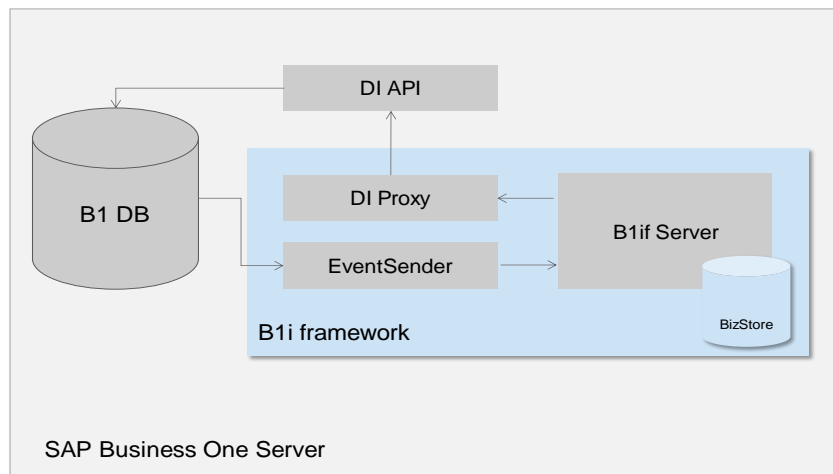


- **Avoid double data entry** – free up time by avoiding entering the same information multiple times.
- **Notify freight forwards automatically** – SAP Business One can automatically email the freight forwarder or EDI can be setup.
- **Real-time information** – base decisions on real-time and correct information.
- **One source of truth**

Integration and customisation

Easy integration ensures a cost effective and reliable end-to-end solution where you avoid manual data entry.

SAP Business One has a standardised and best practice integration framework called B1if. This enables integration of business processes, and it enables SAP Business One to publish/send data to external systems and to allow SAP Business One to consume/access data from an external data provider. B1if is based on established integration standards (XML, XSLT, HTTP), fully aligned with SAP overall technology (PI, SOA, RFC etc) and robustness due to pluggable apps/scenarios (isolation concept). The components of B1iF is illustrated below:



Integrate to online store, freight forwarders or other systems

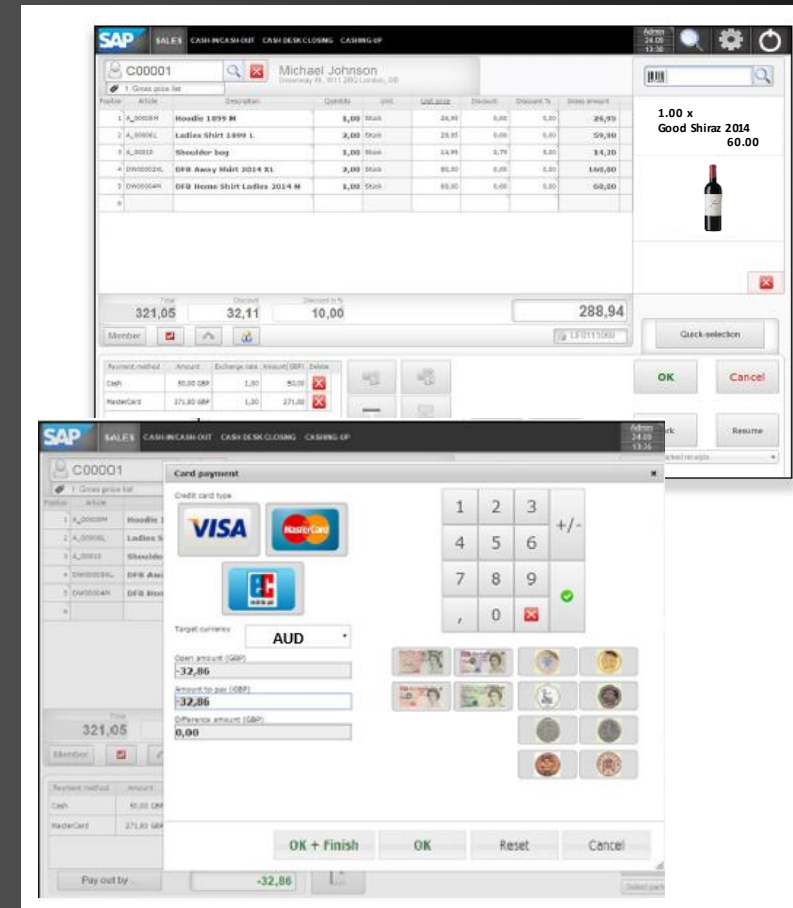


- **Standard API integration options** – which makes it easy to integration to other software and freight forwarders.
- **Customisation** – setup SAP Business One to you specific needs.
- **Flexibility** – as you grow and change, the solution can grow with you and be changed to suit your requirements today and in the future.

Cellar door

- point-of-sale-system

- Sale of Articles
- Stock Overview
- Integration of customer profiles – personalized sales
- Support of Sales returns
- Management of customer orders, down payments , paid down payments and invoices
- Day-end closing
- Discount management
- Central Voucher Management/ Gift Cards
- Payment via Cash, Credit Cards, Vouches or Partial Payment
- Cash-in/ Cash-out Transactions
- Real-time integration into back-end systems
- Master Data integration with SAP



And now there is a SAP Business One to suit your business today and tomorrow and the future.

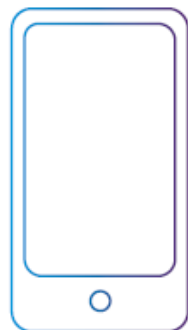
Cloud

You can now deploy SAP Business One Cloud for a monthly licence fee, so when your business grows your SAP Business One solution grows with you.



Mobile

Manage your business on the move and mobilise your sales team with SAP Business One mobile apps, so you are in control, available anytime, anywhere and on any mobile device.



On premise

If you want to deploy your SAP Business One solution in the office – that's just fine too, we have a deployment solution to suit all our customers' needs

