SAP BUSINESS ONE

At-A-Glance

codestone
INSPIRE · TRANSFORM · ACHIEVE

THE TRIGGERS OF CHANGE

WHY OUR CUSTOMERS TURNED TO SAP BUSINESS ONE

As one of the first SAP Business One providers in the UK, we have helped over 250 small to mid-sized businesses make the step change to ERP. Whereas the specific needs of each customer is different, we see commonality in what triggers business leaders to make that change.

Scalability – their growth is being restricted by systems and processes that cannot cope with increasing transaction volumes. The business can no longer do what it needs to; innovation and new ways of working are being stifled by the lack of flexibility and capability of existing business applications.

Control – when they were small, they had full visibility of the end-to-end process, now they struggle to get the same level of visibility; it is difficult to see which steps are weak and their agility is being hampered by a fear of breaking overstretched systems.

Profitability – with greater scale should come greater efficiencies, however a reliance solely on people to integrate processes is restricting both productivity and the potential to streamline processes and as a result, negate the positive impact on the bottom line.
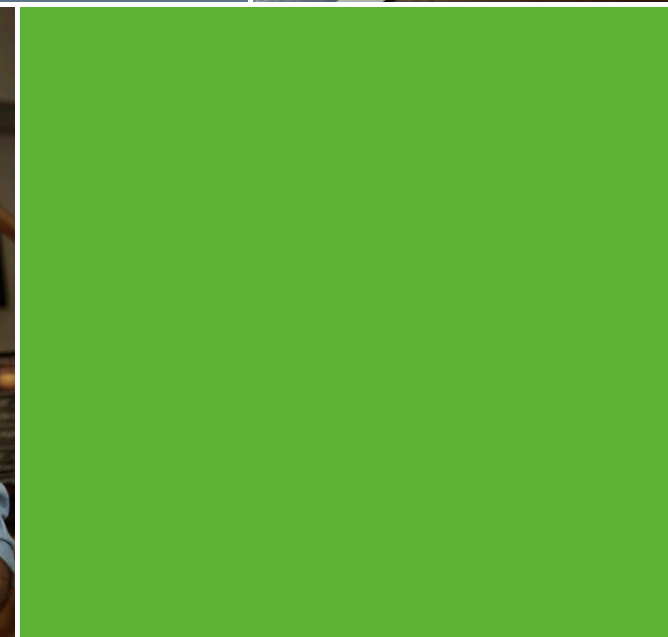
INTRODUCING SAP BUSINESS ONE

Imagine that you had a single business application that spanned every function within your business; from one report you could see sales pipeline, order history, profit margins on each line of business and a real-time view on your P&L and cash-flow. Imagine that you had a single source of data that seamlessly flowed through your processes, supply was perfectly aligned to demand, stock levels optimised and the order to cash cycles shortened.

This is exactly what is achievable when you have the right Enterprise Resource Planning solution in place.

SAP Business One was specifically designed for small to mid-sized businesses - to provide them with the power and control that they need to support their growth, while delivering a solution that is both affordable and not overly complex for their requirements.

Unlike accounting packages, spreadsheets and basic ERP solutions, SAP Business One delivers a single application that covers accounting and finance, sales and customer management, purchasing and operations, manufacturing and packaging, inventory and distribution and provides you with comprehensive reporting, analysis and business insight.

ACCOUNTING & FINANCE

ENABLING YOU TO WORK YOUR WAY

SAP Business One provides you with a comprehensive set of integrated business tools to manage your company's accounts and financial matters, regardless of your unique structure or how your business evolves in the future.

As an integrated solution, SAP Business One enables you to place financial control at the heart of your business, core data is collected at source including sales forecasts, eCommerce orders, stock management and shipment information. As well as reducing administration tasks, this makes finance real-time and places you in complete control of your business.

Key capabilities provided include:

• Key accounting processes such as accounts receivable, accounts payable, cost centre management and fix asset depreciation.

• Support of multi-currency, multi-country operations and relevant tax calculations.

• Manage banking and reconciliations including bank statements and payments.

• Set, track and control budgets as well as tracking project costs.

• A vast range of standard and the ability to quickly create customised reports on every aspect of your financials.
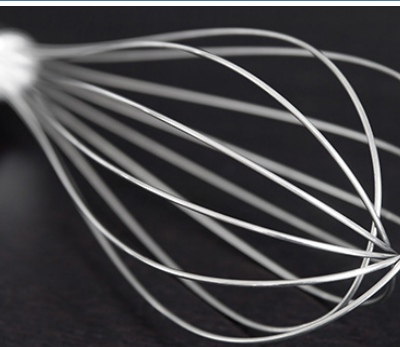
CUSTOMER RELATIONSHIP MANAGEMENT

MAXIMISING EVERY OPPORTUNITY

SAP Business One provides you with an integrated sales and customer relationship management capability enabling you to not only gain visibility of your entire sales cycle, but to analyse customer buying patterns and introduce initiatives to maximise every opportunity.

By placing structure around how you manage customer relationships enables you to focus and measure marketing activities, better understand your customers and their needs and to accurately forecast demand and align to production and/or stock levels.

Key capabilities provided include:

- Capture and hold key customer data consistently in one place including full contact details and contact history.

- Create, manage and analyse marketing activities and their impact.

- Track opportunities from initial contact through to closure.

- Capture and analyse the performance of your sales team.

- Quickly and easily analyse customer buying history and trends.

PURCHASING, INVENTORY & DISTRIBUTION

CONTROLLING THE COSTS OF DOING BUSINESS

SAP Business One enables you to fully control the operating costs of your business from the cost of goods through manufacturing and packaging processes, inventory levels and distribution. By understanding your business at each step, you are able to clearly identify where costs can be reduced and areas of your supply chain where efficiency gains can be made.

By utilising a single system that seamlessly flows data across processes, you no longer have to rely on historical reports, but gain visibility of key business metrics in real-time enabling you to address issues as they arise.

Key capabilities provided include:

• Enable you to control and track purchases from order to payment.

• Fully manage stock from receipt through warehouse bin location and delivery.

• Enable and manage production and material requirements planning

• Simplify processes such as batch control, bills of material and returns.

• Analyse costs and profit margins.
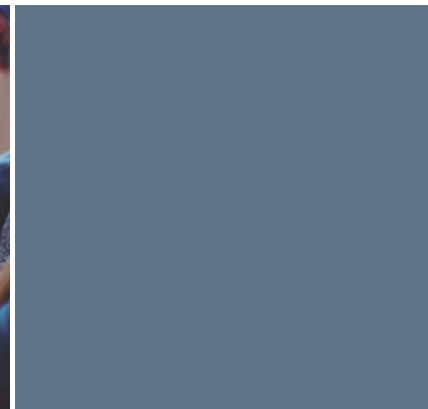
BUSINESS INSIGHT

DELIVERING YOU ACTIONABLE INTELLIGENCE

By placing SAP Business One at the heart of your business, you instantly gain a single source of information relating to every part of your operation. It connects the dots for you and provides you with an end-to-end perspective of your business performance.

Big Picture/Detailed Picture – SAP Business One provides you with joined-up analysis across your entire business; it enables you to see the big picture and big trends within your business, but then to drill down on each specific area to see its contribution and performance. Such connected reporting enables you to quickly identify and focus on what is important to you.

Actionable Intelligence – The unprecedented level of intelligence delivered from SAP Business One provides you with the insight you need to better manage your operation on a day to day basis. It not only highlights the trends, but enables you to identify the root cause, or what we refer to as actionable intelligence. What is more, by having this intelligence available to you in real-time enables you to act on business effecting issues immediately.

THE BUSINESS IMPACT

WHAT YOU SHOULD EXPECT

For each and every customer we have helped to deploy SAP Business One we have seen a positive impact on their business ranging from workforce productivity, process efficiency and a direct positive contribution to the bottom line.

Don't just take our word for it; here are some stats from Aberdeen Group regarding the business impact of ERP.

- ERP Streamlines workflow automation allowing companies to reduce operating costs by 22% and administrative costs by 17%.

- With modern ERP, distributors deliver complete and on-time shipments 97% of the time.

- Midsized companies who implement modern ERP systems are able to support change and grow operating margins by 21%.

HOW CODESTONE CAN HELP

TALK TO US

We have two decades of experience in helping our customers unlock their full potential by deploying ERP. We were one of the first SAP Business One partners in the UK and have created one of the largest dedicated Business One practices.

What makes our team different is the way we combine deep understanding of every aspect of SAP Business One with the experience of what makes ERP projects successful. Our consultants are able to relate to you challenges and with over 250 successful projects completed in the UK and internationally, we know what good looks like.

If you are considering making the step change to SAP Business One, why not spend some time talking to one of our experts; they will be able to answer your questions and help you visualise what can be achieved for your business.

You can contact the team at Codestone in three ways:

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www.codestone.net

SAP Gold Partner

SAP Business One

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