



# SAP Product Road Map

## SAP Business One

December 2017

CUSTOMER

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# About SAP road maps

Companies today are planning their digital journeys – transforming business models, reengineering business processes, and reimagining work.

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

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

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

# Table of contents

## Product Overview

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

## Product Road Map

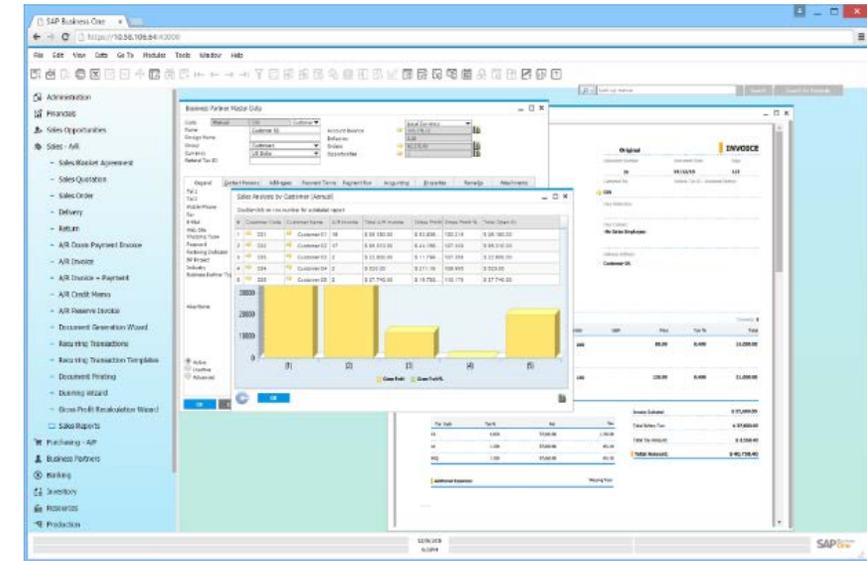
- Recent innovations
- Planned innovations
- Product direction

# SAP Business One

Manages every aspect of small or midsize enterprise

This complete business management solution streamlines all key processes – from accounting and CRM to supply chain management and purchasing

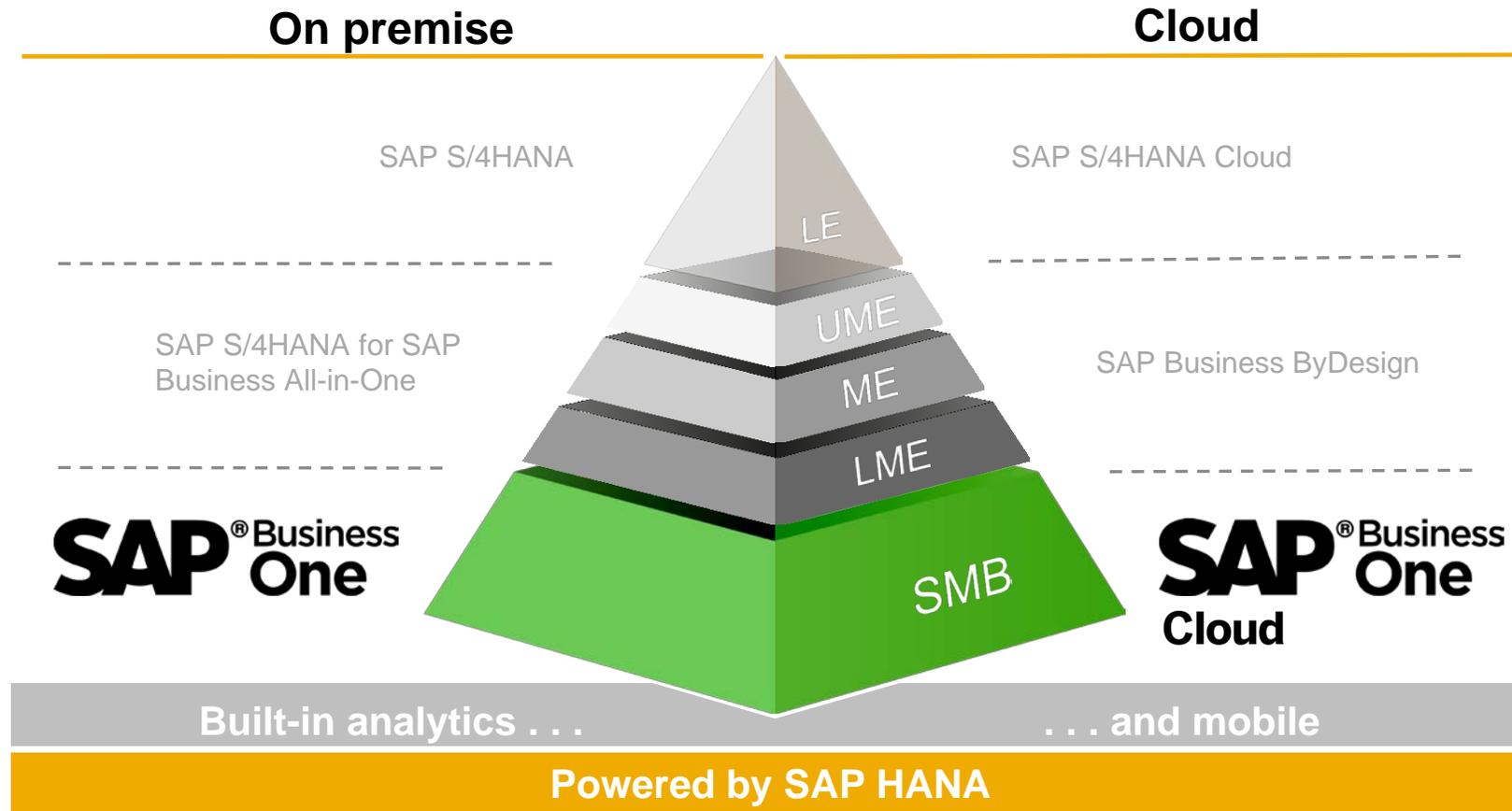
- Gives greater control over SME or subsidiary businesses in a single, scalable system
- Takes advantage of the SAP HANA platform and provides integrated business intelligence
- Offers choice and lets customers benefit from the respective advantages; can be quickly deployed on premise, in a private or public cloud hosted by a partner or SAP
- Is trusted by more than 60,000 companies in more than 170 countries



# SAP Business One application positioning

Our ERP solution for small and midsize enterprises

The first SME ERP solution that uses in-memory technology and offers “freedom of choice” of deployment models



# Enterprise IT imperatives to enable transformation of small and midsize enterprises into successful digital businesses

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**Analytics** across all functional areas of the business for intelligent decision making



**Real-time** connections to data, customers, partners, and suppliers – take advantage of SAP HANA



Technology that **scales** with the business and provides a competitive advantage



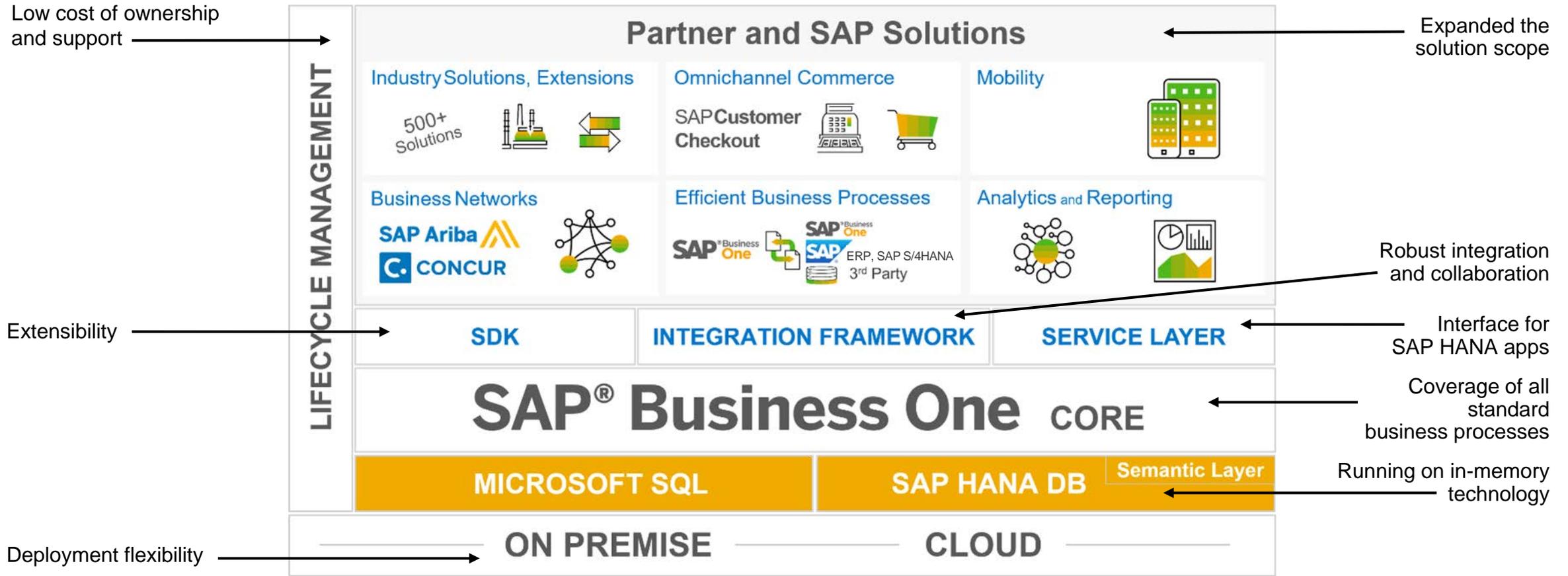
Software that is **easy** to learn, **quick** to implement, easy to use, **simple** to support



A **mobile-connected**, empowered workforce

# SAP Business One solution stack

Customer needs and the value propositions of the product





# SAP Business One

Product areas of future investment

**Vision: Strengthen SAP Business One as the best ERP for SMEs in the digital economy**

**Customers using a Web-client-accessed cloud instance of SAP Business One on SAP HANA database**

**Global and highly scalable real-time ERP**

Provide highly competitive solution, attractive maintenance model, enhanced localizations, and continuous improvements; fully focus on leveraging SAP HANA

**Customer value**

Transform flexible technology and innovations into customer value at low TCO; support fast adoption to new business models, customer growth, and specialization

**Full commitment and leveraging of SAP HANA**

Web client and service layer provided for only SAP Business One, version for SAP HANA

**Easy partner co-innovation**

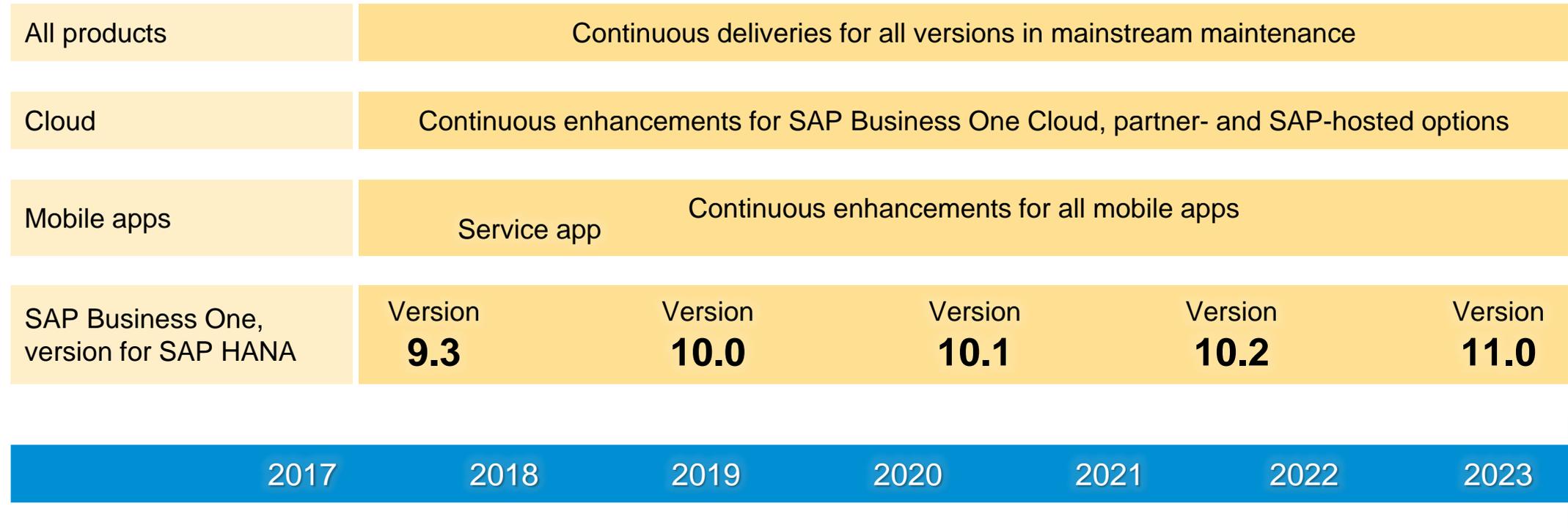
Advanced developer experience on the service layer for SAP HANA, including new design concepts, APIs, objects, and tools

**Simple consumption – cloud, on premise, and mobile**

Accelerate the cloud transformation and drive mobile adoption; offer maximum flexibility, low complexity, and best control of the business for customers

# SAP Business One releases and related products

Solid product road map with continuous innovation



Schematic illustration of major deliveries

**This is the current state of planning and may be changed by SAP at any time.**

# SAP Business One

## Product road map overview – key themes and capabilities

### Recent innovations

#### Core

- Continuous innovations, project, production, and service

#### Globalization

- New localization Greece, Russia enhancements, U.S. tax as a service, India GST, Mexico CFDI 2017
- Contract (blanket agreement) enhancements for IFRS 15 compliance
- Electronic documents framework extensions

#### Analytics

- Analytics portal; semantic layer expansion
- Innovations based on SAP HANA

#### Mobile

- Sales app

#### Extensibility

- Service layer enhancements; interfaces, user experience, and platform (service layer API) enrichments
- Concur solution integration, JavaScript support

#### Cloud

- Enhanced infra and tools (browser access, operation, scalability, high availability, and cloud control center)

### Planned innovations

#### Core

- Web client introduction
- Business process automation
- Machine learning

#### Globalization

- Advanced localization platform (electronic files and documents automation); Arabic and Ukraine localizations
- Electronic documents as a service integration
- Statutory reporting framework integration
- Personal data protection (EU GDPR)

#### Analytics

- SAP HANA 2.0 support and features

#### Mobile

- Service app; offline capabilities for sales app

#### Extensibility

- Grow vertical solution base
- Internet of Things (IoT); integration editions for single-board computers and cloud with built-in multitenancy
- Enhanced marketplace

#### Cloud

- Various hosting options
- Improvements in stability, security, and high availability
- Substantial management of users, software, and tenants

### Product direction

#### Core

- Web client extended functionality
- Optimized scalability/performance
- Continuous innovations, project, CRM, and service

#### Globalization

- Expansion to new markets/regions
- Integrations to electronic fiscal services
- Brexit requirements

#### Analytics

- Insight to action (data mining)
- Predictive, pervasive, and scalable
- Built-in content

#### Mobile

- Grow solution base, extension platform

#### Extensibility

- Business network integration
- Service layer evolving toward extension platform; semantic layer

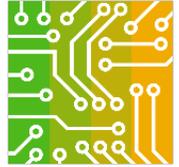
#### Cloud

- Hybrid deployment
- Simplified cloud tools
- Extension repository

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# Planned innovations – core

## Global and highly scalable real-time ERP



### Feature

Enhance coverage in key market segments (wholesale distribution, retail, professional services, and manufacturing)

Cover new business processes and continue delivery of enhancements and new functions, based on market feedback on Customer Influence

- Production module enhancements: outsourcing/job work, order cancelation, ability to reopen a closed order, and new reports
- Service module enhancements, PM billing wizard for service, service module equipment card, ability to link to multiple BPs, items, and fixed assets
- CRM module enhancements
- Intention-based search and chatbot
- Predefined, built-in analytics content
- Microsoft Office 365 integration
- Extension in multiple branches and blanket agreements (contact management)
- Project management enhancements; time sheet: support of UDFs, availability of distribution rules
- Renew architecture leveraging SAP HANA
- Enhancements to recently introduced Microsoft Excel-based reporting
- Integration of SAP solutions adding value for SAP Business One customers

### Feature value

- Enhanced capabilities
- Increased attractiveness for new and installed base
- Solid core foundation for building vertical solutions
- Users enabled to consume core business processes across multiple platforms
- Simplification, greater customer and partner satisfaction; reduced TCO

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# Planned innovations – globalization

## Legal compliance and localization enhancements



### Feature

- Legal compliance and localization enhancements generically or specifically (legal req., business practice, statutory reporting, and default values)
- Localization expansion to potential new markets, increased number of supported languages
- Renovated localization for the United States and Canada, interface to tax service providers
- Arabic and Ukraine localizations
- Enhancements to electronic file manager to better comply with local specifics
- New analysis tools for revenue recognition (planned revenue split across periods)
- Custom language tool support for adding customized language or industry-specific terminology
- Integration and leveraging of existing cloud services from SAP for legal adaptations, such as tax as a service in localization hub, electronic documents as a service, and statutory reporting framework
- Continued integrations and framework for electronic declarations
- New generation of legal app connectivity via enhanced APIs, such as for Intrastat
- Integration to bank feed providers from SAP or third parties
- IFRS
- AR – COT electronic delivery document
- BR – Withholding tax compliance
- CA – Tax as a service
- CH – ISO 20022 payments and banking compliance
- DE – Journal entry splitting for payments
- EU – General Data Protection Regulation compliance
- IL – VAT groups introduction
- MX – CFDI 2017 electronic documents and payments/reconciliation
- UK – Brexit adaptations
- RU – Electronic VAT declaration compliance

### Differentiating factor

- Help for businesses to run worldwide, increased relevance for new customers and installed base
- Facilitation of customers in meeting their legal obligations (accounting, tax, invoicing, and reporting); legal compliance
- Increased localization competitiveness that helps to win in the cloud globally; significant competitive advantage; and differentiating factor
- Increased customer and partner satisfaction, merged back-legal add-ons that reduce costs, lower TCO
- Higher reporting flexibility for IFRS, U.S. GAAP, group reporting, or any local legal reporting requirements

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# Planned innovations – analytics

## Unique analytical capabilities with SAP HANA



### Feature

#### SAP Business One, version for SAP HANA

- SAP HANA 2.0 support and adoption of relevant features
- Continuous optimization and acceleration of core business processes and complex reports
- Better real-time visibility and deeper analytics scenarios based on pervasive analytics
- New apps such as demand planning and payment/invoice automatching
- Enhancement of service layer, exposing existing business objects through a RESTful http interface, as well as enhanced app framework for partners' extension
- Extension of mobile scenarios by leveraging SAP HANA

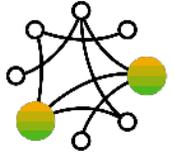
### Feature value

- SAP HANA as a platform for accelerated partner coinnovation
- Ability to make faster, better-informed decisions, as more business users have the capability to retrieve any required information completely independently with intuitive and easy-to-use features
- Comprehensive views of key information, such as customers or financials, which offer efficiency optimization
- Realization of more-sophisticated business processes; new scenarios that help in tackling “unsolvable” problems
- Exposing the full potential of SAP HANA to the ecosystem
- Efficient partner development with service layer and tools within the app framework

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# Planned innovations – integration framework

Broaden system and business network capabilities



## Feature

### Enhanced product features, usability, performance, security, and supportability

- Multiple Web browser supports (Safari)
- Lifecycle management for cloud operations and built-in multiple tenancy deployment
- BPMN-based business process management layer with graphical design user interface on top of scenario processing and graphical runtime
- End-to-end tracing concept, tracking of messages across components
- Additional development-oriented programming model with built-in multitenancy
- Single-board computer edition with sensor adapters and the integration-platform-as-a-service (iPaaS) edition for partner clouds
- Refactored and optimized locking service

### Extended scenarios for the integration framework

- New SAP Anywhere solution integration scenario

### Intercompany integration solution for SAP Business One

- Support for new SAP Business One releases, further simplification and improvement of the solution
- Adoption of service layer on SAP HANA

## Feature value

- Simple and extremely flexible capabilities that make the integration framework the key differentiator for SAP Business One
- Data provision to any external system and data consumption from any external provider
- Meeting legal requirements with a high degree of automation
- Optimized partner support by realizing requirements for flexible integration in customer projects
- Harmonization of subsidiary landscape for drastic reduction of TCO and streamlined business processes

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# Planned innovations – new Web client



## Feature

### New native Web client: design based on the SAP Fiori user experience and SAPUI5, supporting SAP HANA only

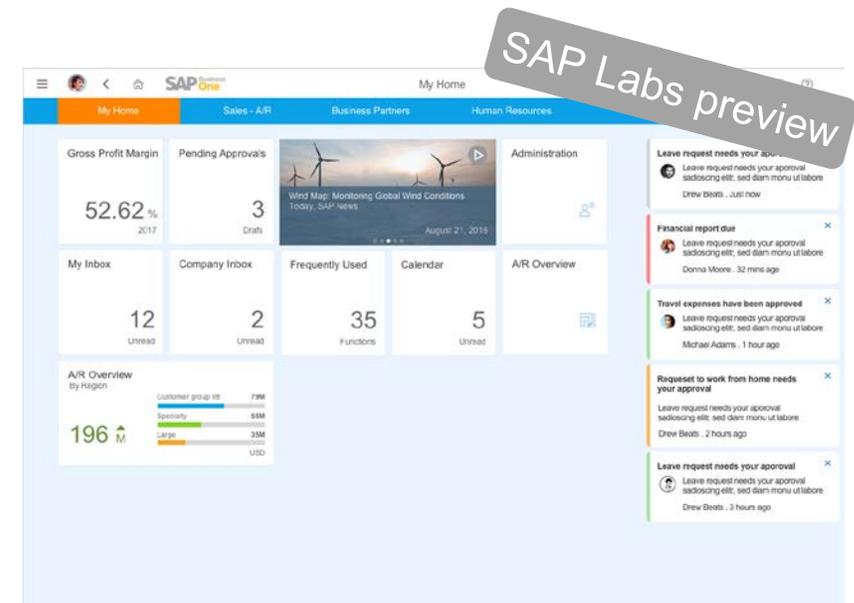
- Web client based on core functions of SAP Business One, version for SAP HANA
- Scalable and flexible platform, leveraging the service layer
- Easy access from any device, at any time
- Flexible deployment; side-by-side usability with on-premise client
- Built-in customization and extensibility

### Planned coverage

- Login and home-page screen
- Sales quotation and order
- Customers and items
- Calendar and activity
- Item catalog
- Delivery and return
- Sales analytics and reports

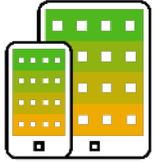
## Feature value

- State-of-the-art, best-in-class user experience
- Simplification
- Increased competitiveness
- Reduction of TCO



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# Planned innovations – mobile apps for the enterprise

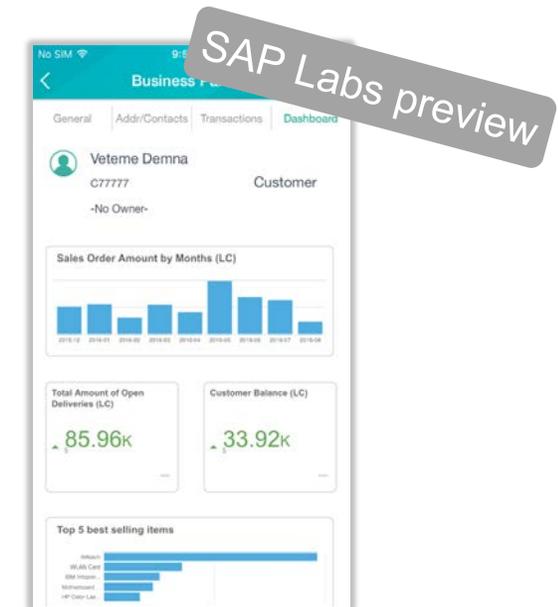


## Feature

- New apps for iOS and Android adopting the SAP HANA service layer, such as service app or business analytics app, supplementing the SAP Business One Sales mobile app; consumer-grade apps that follow the philosophy of SAP Fiori, having an innovative look and feel and a user-role-centric design
- Additional functions for the SAP Business One Sales mobile app, such as showing configurable SAP Crystal Reports as well as displaying and saving data while offline
- Adoption of SAP HANA analytical innovations
- Use of native device capabilities of latest device generation
- Evolving service layer into a platform for building innovative mobile solutions for verticals
- Continuous maintenance for the established mobile apps for iOS and Android

## Feature value

- Increased workforce productivity by providing the best support for decision-making
- New collaboration methods and business practices with an intuitive and simplified user experience



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# Planned innovations

## Simple consumption – SAP Business One Cloud



### Feature

### Feature value

#### **SAP Business One Cloud, SAP-hosted option:**

- Hosted by SAP on completely new infrastructure owned by SAP
- Standard offering – standardized deployment to fit most market expectations at an affordable price
- Premium offering – more-advanced functions for more-demanding partners and customers
- Staged introduction for regions and countries
- Extension management

#### **SAP Business One Cloud, partner-hosted option:**

- More-flexible and intuitive cloud management in the cloud control center
- Optimization of supportability and lifecycle management (patch delivery and maintenance)
- Migration to SAP HANA using the cloud control center
- Additional support for migration from on premise to cloud

- Easy and affordable deployment
- Attractive offering for an increasing number of companies looking for cloud deployment
- Short time from purchase to delivery
- Flexible, easy-to-use solutions for efficient business
- Simplification
- Reduction of TCO

Tools for partners delivered via cloud 1.1

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# Planned innovations – extensibility

## Digital platform and easy partner coinnovation



### Feature

Advanced developer experience on the service layer for SAP HANA, including new APIs, objects, and tools; latest extensibility technology in line with the Web client for success

- Service layer that continues enhancements for SAP HANA only
- New API generation based on service layer for SAP HANA
- Web client extensibility
- IDE integration
- Extensions for lifecycle management

### Feature value

- Reduced costs of development
- Simplification, TCO

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# Learn more about SAP Business One

- ▶ [SAP Business One YouTube channel](#)
- ▶ [SAP Support Portal](#)
- ▶ Complete documentation on [SAP Help Portal](#)
- ▶ Training material on [SAP Learning Hub](#)
- ▶ [SAP Business One application community](#)
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(Customers and partners only)



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