Managing Subsidiaries with SAP Business One®

Quickly and Affordably Integrate Your Extended Enterprise

SAP®

SAP Business One®

›

SAP Business One® Solution

Operational Efficiency · · · · · · · · · · · · · ·

Fast Time to Value · · · · · · · · · · · · ·

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Growth
made simple

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Executive Summary

Balancing enterprise needs in a complex environment

Large enterprises need to meet the diverse needs of their extended organization.

Headquarters require
Uniformity, business process efficiency, and compliance — all while meeting the need for **transparency** and **visibility.**

Subsidiaries need
Minimize complexity and optimize total cost of ownership (TCO) while ensuring **fast time to value**, **ease of use**, **agility**, and **smooth integration with tier-one systems**.

Room for flexibility while still fitting into the overall corporate structure. This requires a **two-tier ERP strategy** that lets you preserve ERP investments while equipping subsidiaries with an agile business management system.

Support digital transformation

In a digital economy, companies are driving a new, more connected way to do business.

To get the most out of this **new digital business:**

Large enterprises need
Adapt their extensive organization (including partners and subsidiaries) to **hyperconnectivity** and **big data**.

Support omnichannel customer engagement.

By choosing a **two-tier ERP strategy with SAP**, you can meet the diverse needs of your extended enterprise.

How can SAP help

?

For corporate operations, the **SAP ERP application offers enterprise-level software** that addresses the core business requirements of the most demanding midsize and large organizations around the world in all industries and sectors.

For subsidiary-level operations, the **SAP Business One® application offers a single, affordable solution** that meets your essential software needs and integrates readily with other applications across the extended enterprise. **SAP Business One®** is delivered on a flexible platform with worldwide coverage and is supported locally by experienced resellers.

This **two-tier ERP strategy** supports your digital transformation with master data harmonization and a real opportunity to adapt your extensive organization to hyperconnectivity.

SAP Business One   SAP ERP   SAP Business One

Digital Transformation

SAP Business One   two-tier ERP strategy   SAP Business One

Master DATA Harmonization

SAP Business One   SAP Business One
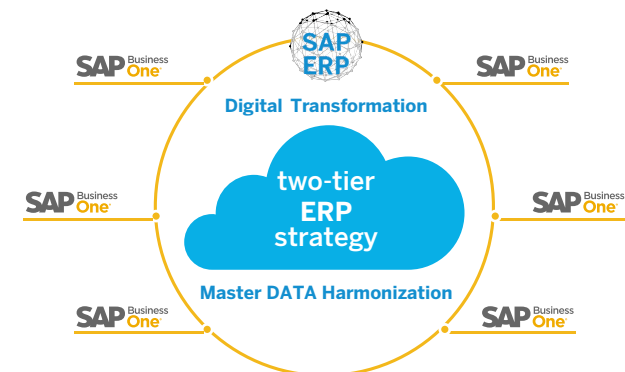
Operational Efficiency   Overview

Optimize processes in day-to-day operations | **Achieve seamless integration** between headquarters and subsidiaries
Develop transparency and compliance with data harmonization

Running **SAP Business One®** as part of a multi-tier software strategy helps you bring all subsidiaries together as one to meet corporate needs for standardization and control and enable autonomy and responsiveness at the business entities.

Solutions Capabilities

Optimization processes
In day-to-day operations

Improve productivity
By simplifying operations and achieving business process standardization

Accelerate profitable growth
And manage a global business

Seamless integration
With your large ERP landscape thanks to preconfigured integration scenarios

Data harmonization
To develop transparency and compliance

Improved data quality

User-friendly interface
Simplicity for subsidiary employees with limited IT support

Real-time visibility
Across operating units

Business Outcome

Fast and seamless integration — SEB (consumer goods):
Reduced time to integrate new subsidiaries and improved integration with corporate applications.

Enterprise-wide visibility — Havaianas (retail):
"The possibility to manage the sales analysis and the stock level of all the retail shops and to refurnish them from a central application is a real comfort." **Eva Gimeno,** *Retail Manager*

Centralized process management — Barilla (food):
"**SAP Business One®** provides an integrated way to administer multiple processes and the automation: from procurement, through contractors' credit control and deliveries, to bookkeeping."
Piotr Gotfryd, *Financial Director, Member of the Board*, Barilla Poland

Mobile information access — ISS (service provider):
The system runs on employees' mobile devices, which provides numerous benefits for all parties.

Live business — Kyocera (consumer goods):
"Sales team can respond to customer orders more quickly due to the visibility of on-hand stock quantity in real time. We can identify accounts receivable by customers in real time." **Bae Myung Jin,** *Manager*

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Operational Efficiency Concept
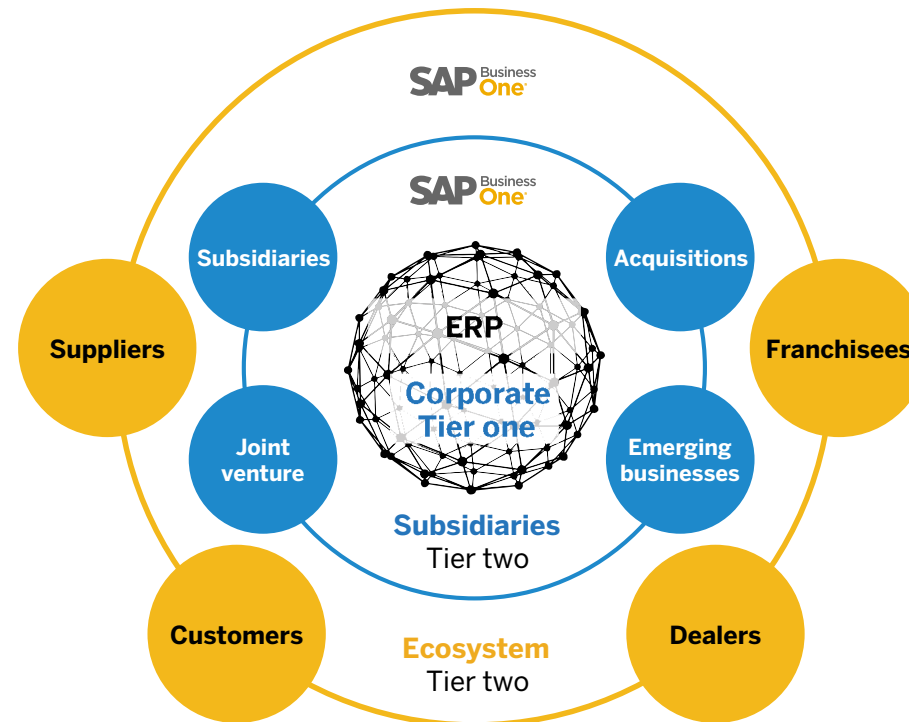
First tier — SAP Business Suite/SAP S/4HANA

Support for complex business scenarios

Maximized process efficiency through customization

Requirements to meet compliance standards

Complex external integration

Second tier — SAP Business One®

Minimize complexity, adopt best practices

Minimize cost to deploy and maintain

Ensure fast time to implement, ease of use, agility

Minimize IT needs

Integrate natively into first-tier SAP ERP

Fast Time to Value   Overview

Support growth strategy in new markets | **Minimize cost** to deploy and maintain | **Maximize ROI** and leverage existing IT investment

Running **SAP Business One®** as part of a multi-tier software strategy helps you cost-effectively support your growth strategy in new markets by extending the benefits of corporate ERP to subsidiaries, optimizing time and cost to deploy as well as minimizing cost to maintain.

Solutions Capabilities

User-friendliness
For fast adoption and low training costs

Native integration with SAP ERP Central Component (SAP ECC)
To leverage existing IT investment

Ability to roll out SAP ECC core model approach

Business Outcome

Fast implementation — COLEX-Clariant (chemicals):
"**SAP Business One®** is so friendly to use that we are able to implement new procedures and solutions ourselves, preserving the integrity of all processes within the company." **Ralf Reschke,** *CEO*

Cost-effective deployment — SEB (consumer goods):
"Another point in favor of **SAP Business One®** is that it's easy to implement in our SAP R/3 software landscape."
Benoît Champouillon, *Business Units and Continents Relationship Manager*

High ROI — Lotte (chemicals):
Currently saving an estimated US$300K yearly on licenses and operations with **SAP Business One®.** Month-end reporting has been reduced from 17 days to 5 days, and the SAP software paid for itself in approximately 7 months.

Fast Time to Value Concept

Simpler **+** **Faster** **=** **Lower cost**

Seamless Integration

Bosch

"Seamless data integration and ease of access to operational information are just two of the benefits that we experienced."
Ellen Booyens, *Customer Service Manager*

Simple to use

ISS (service provider)

"**SAP Business One**® is a user-friendly system. In an industry with relatively high staff turnover, it is crucial that new employees quickly familiarize themselves with the system and can deliver value to the customers from the very beginning."

Implementation

Large enterprise account in Wholesale industry

The solution was instaled in mid-July and implementation time was about two weeks. The system went live in August.

Havaianas

"It was almost incredible to have four subsidiaries 100% operational and synchronized with our headquarters system in less than a month."
Eva Gimeno, *Retail Manager*

Growth strategy

Siemens

Siemens is a global company and needed a system for its more than 200 permanent establishments in various countries. It needed a flexible system to help reduce workload, make accounting and administration more reliable, and adhere to all tax laws in those countries.

TCO and ROI

Large enterprise account in consumer products industry

Projects completed at 1/8 of the cost of a large ERP. Run at 0.6% of annual revenue vs. 2% with a large ERP.

SEB (consumer goods)

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

Support for the Digital Economy   Overview

Leverage data from subsidiary network to improve insight and drive strategy execution | **Maintain continuity over time** for master data | **Implement predictive scenarios across key business areas:** customers, manufacturing, and logistics

Running **SAP Business One**® as part of a multi-tier software strategy supports your strategy in the digital economy. Your customers are changing the way they buy, search, network, and do business with you in an omnichannel environment, and your subsidiaries are key to delivering the customer promise at the lowest cost with a fully integrated solution.

Solutions Capabilities

Preconfigured integration scenarios for large enterprises running SAP solutions:

Synchronized customer and item **master data** in your complete company network

Intercompany purchasing between subsidiaries and headquarters by providing reliable data exchange and support for required logistical and financial processes across the network

Headquarters can **consolidate information** from **SAP Business One**® systems in subsidiaries to produce reports that provide statistical data for decision making and further analysis

Ability to build digital scenarios using SAP HANA Cloud Platform

Business Outcome

Master data consistency — Roullier Group (agro/chemicals):
A shared referential of master data in order to ensure consistency and quality of data.
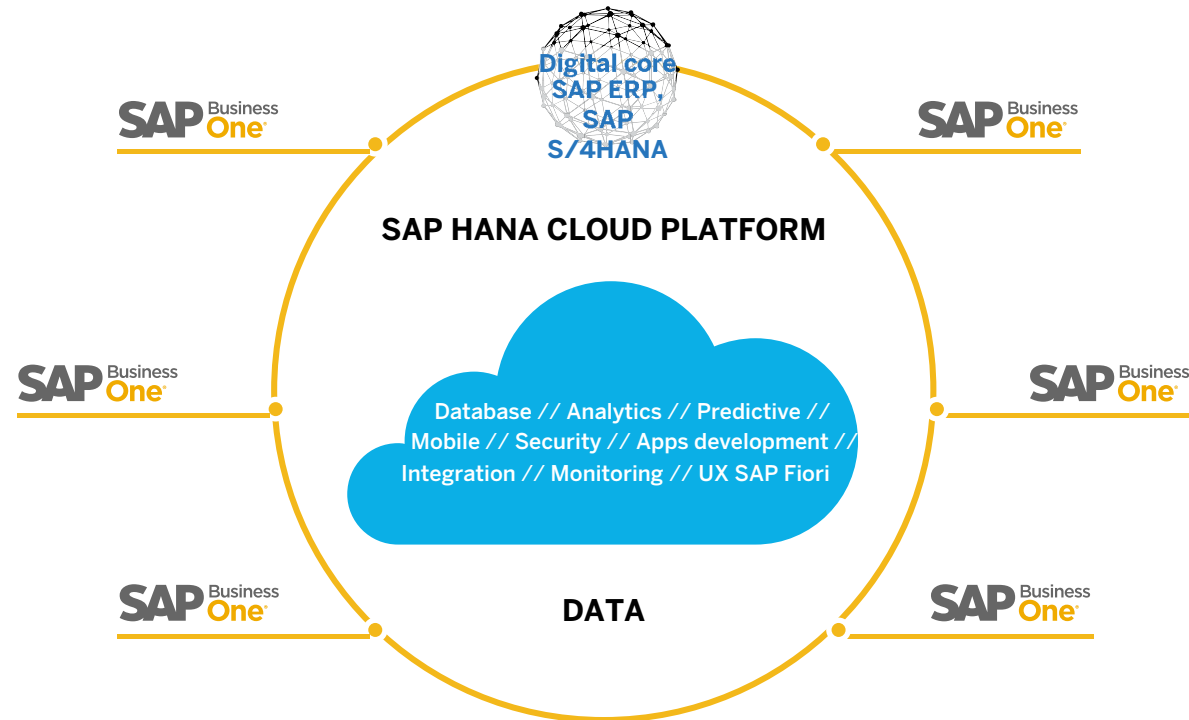
Master data consistency — Philips (healthcare):
"The objective was for our IT operations to be able to achieve uniformity and centralization of data, without diminishing flexibility, and we have clearly realized this aim." **Danny de Klein,** *IT Director,* EMEA

Embracing digital transformation — Large enterprise customer in industrial machinery and components:
SAP defined a two-tier transformation strategy that supported a large enterprise customer's existing digital strategy with the capacity to maintain continuity of its master data over time.

Support for the Digital Economy Concept

Digital core
SAP ERP,
SAP
S/4HANA

SAP HANA CLOUD PLATFORM

Database // Analytics // Predictive //
Mobile // Security // Apps development //
Integration // Monitoring // UX SAP Fiori

DATA

SAP Business One®
SAP Business One®
SAP Business One®
SAP Business One®
SAP Business One®
SAP Business One®

Ability to build digital scenarios using SAP HANA Cloud Platform, such as:

Sales and marketing
Churn reduction, customer acquisition, lead scoring, product recommendation, and next, best offer/action

Fraud and risk
Fraud and abuse detection, claim analysis, collection and delinquency, credit scoring

Others
Big Data and the Internet of Things (IoT)

Operations
Predictive maintenance, load forecasting, inventory/demand optimization, price optimization, quality management

Finance and HR
Cash flow and forecasting, budgeting simulation, profitability and margin analysis

SAP Business One® Solution

Complete
& Integrated

All essential business functions, from accounting and sales to purchasing and inventory, are available out of the box.

Complete visibility and control.

Integration with other systems using standard packages.

Scalable
& Flexible

Built for your future growth.

Application extension with 500 add-on solutions.

Available globally with 42 localizations.

Mobile app to do business anywhere.

On premise or in the cloud.

Simple
& Affordable

Quick to set up and optimize.

Easy to use.

Latest technology priced for small and growing businesses.

SAP Business One® 〉 **Know more here!**

MORE THAN
52,000 CUSTOMERS

MORE THAN
850,000 USERS

42
COUNTRY LOCALIZATIONS

27
LANGUAGES

~700
VALUE-ADDED PARTNERS WORLDWIDE

150+
COUNTRIES WHERE SAP BUSINESS ONE® IS USED

2,300+
SUBSIDIARIES

~300
SOFTWARE SOLUTION PARTNERS

500+
SOLUTIONS

360+
LARGE ENTERPRISES RUNNING SAP BUSINESS ONE®

June 2016

SAP Business One®

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Selected Customer Successes

Customer	Objectives and challenges	Key benefits

DeLaval

Industrial machinery and components

Business processes and roles reorganized with IT:

The key starting point for the project was the business model that applies to the whole company with around 4,500 employees. In selecting the new ERP system for relatively small branches, the overriding issue was which system could meet the requirements resulting from the business model.

The ERP project kicked off at the start of 2011, with the Columbia branch used as the pilot project. Following its successful conclusion, Turkey, South Africa, Ukraine, and India were also equipped.

Integrating the branches and the harmonization that goes with that process has rounded out the existing ERP landscape perfectly. This has enabled DeLaval to create a sustainable IT structure, as the integrated unity of business processes and technology allow for growth and rapid implementation of innovative improvements.

"Using **SAP Business One®** is a transparent and intuitive process. In a complex SAP ECC environment, we would have had to train our employees for several weeks. With **SAP Business One®**, it only took a few days."

Konstantin Reidel, *IT Architect,* DeLaval Services GmbH

KRONES

Krones AG: More Efficient Business Processes with **SAP Business One®**

Fast implementation time

Multilingual and good localized solution

Efficient integration to the central SAP ERP System

All necessary functions for handling the business units flexible and easy customizable and extensible

Easily and intuitive operated

Ensure cost benefit ratio

Faster Monthly reporting
In seconds instead of two to three days

Easier Synchronization
Of master data and receipts between headquarters and subsidiaries

Better Master data and receipt quality
Quotation and order processing, and collaboration between headquarters and subsidiaries

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GROUPE SEB

Consumer products, home appliance companies

Groupe SEB: Integrating New Subsidiaries Within Months with VISEO & **SAP Business One®**

Ensure data accuracy and consistency across worldwide business operations

Gain real-time insight into business activities on a global scale

Integrate processes and enable consistent reporting

Share resources and skills to lower total cost of ownership

Reduced time
To integrate new subsidiaries

Improved Integration
With corporate applications

Better data consistency and transparency

The Best-Run Businesses Run SAP®