



# SAP **Business One** Road Map

December 2019

Public

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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 lines of business in your industry and explain how our innovations may add value to your business.

In our road maps, you can learn about our innovations along four 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
4. **Product vision**, providing a high-level and long-term business perspective on innovations for our products

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## 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

# Our technology strategy is aligned to deliver the Intelligent Enterprise

To successfully execute on our strategy and safeguard customer success, we must ensure that we have not only the right components for the Intelligent Enterprise (applications, platform, and intelligent technologies) but also the right technology strategy for these components to work in concert with one another.

Our technology strategy will focus on these pillars:



## Consumer-grade experience

Make sure that the business user's experience is as good as with consumer applications



## Built-in integration

Enable integrations with little or no effort to other SAP and third-party applications



## Powerful platform

Drive ecosystem growth by enhancing and publishing APIs, embracing diverse developer frameworks



## Cloud

Enable applications to run smoothly in the cloud by detaching the applications from the underlying infrastructure



## Applied intelligence

Embed AI, machine learning, IoT, and advanced analytics technology to create business value

***“SAP Business One is a centerpiece of SAP’s strategy, and therefore we are strategically investing.***

***SAP Business One is absolutely strategic, we are fully committed to the next 10 or 20 years.***

***We are making SAP Business One fit for the next generation, for the next decade, by enabling the digital services so the digital transformation can be done with SAP Business One.”***

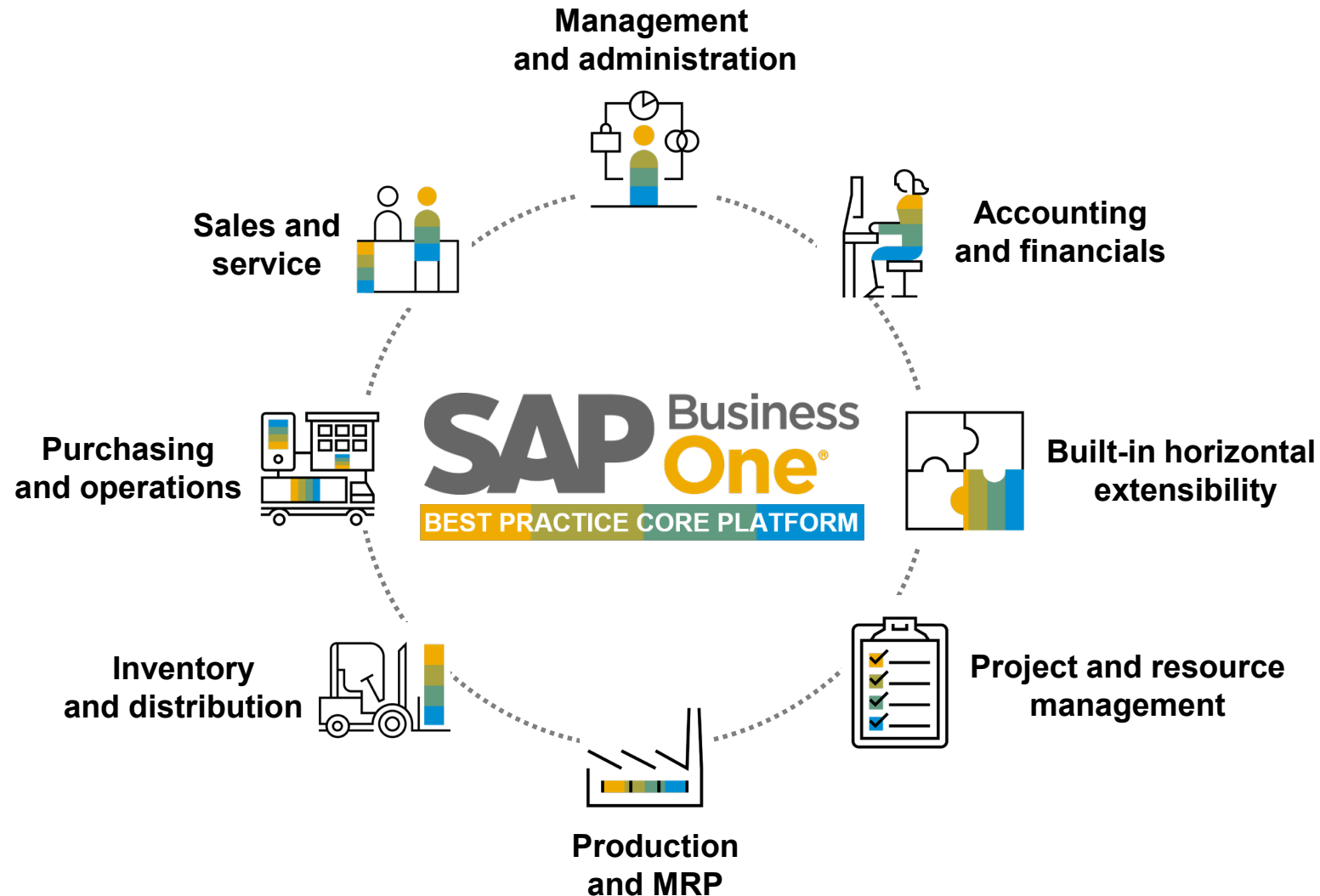
Rainer Zinow, SVP, Head of SAP Mid Market Product Management, SAP SE

December 2019



# SAP Business One

## Digital platform for SME



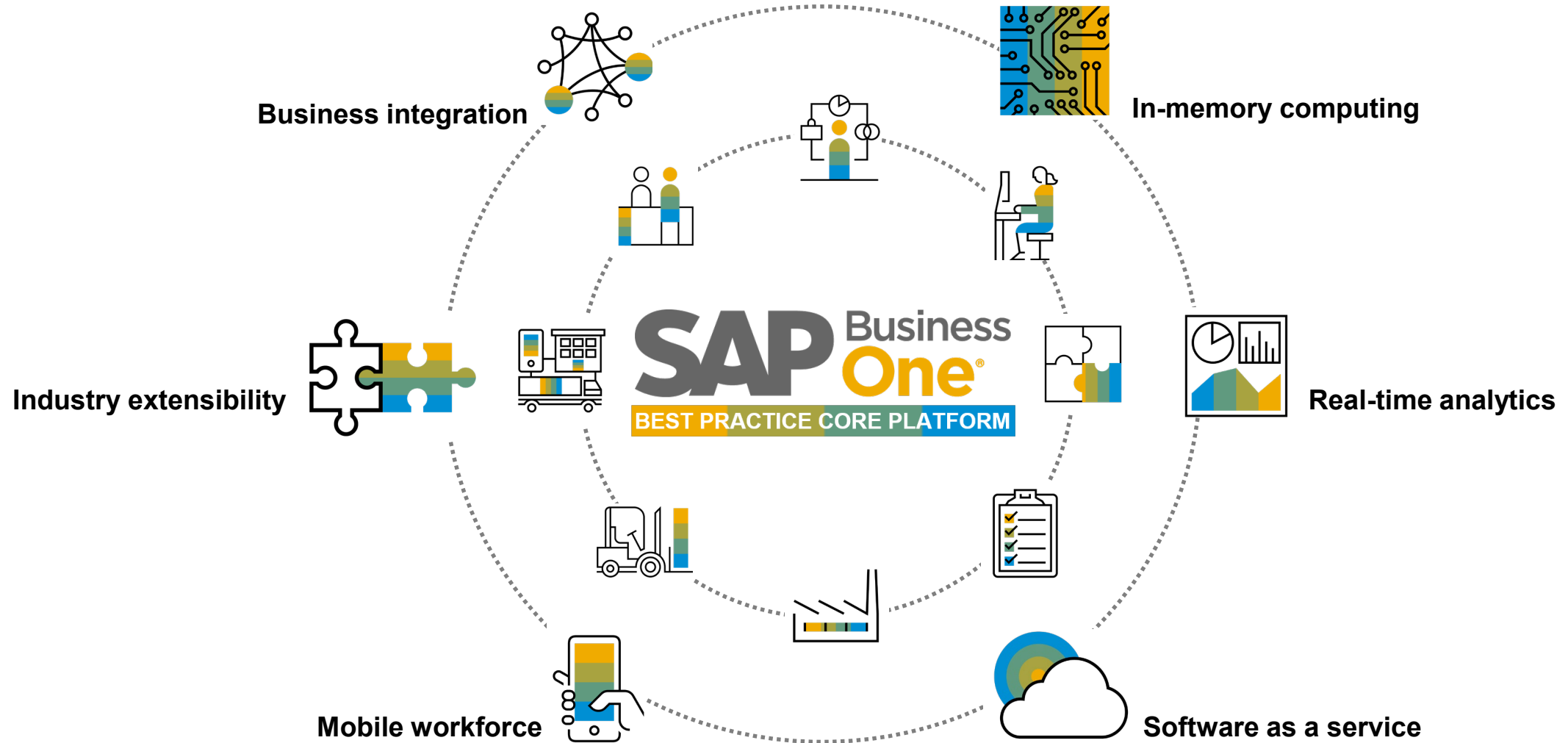
### Facts and figures:

- **>70,000** customers
- **50** country localizations and **28** languages
- **~300** software solution partners with **>500** solutions
- **850** value-added resellers implement worldwide
- Used in **>170** countries
- **>5,600** subsidiaries run SAP Business One



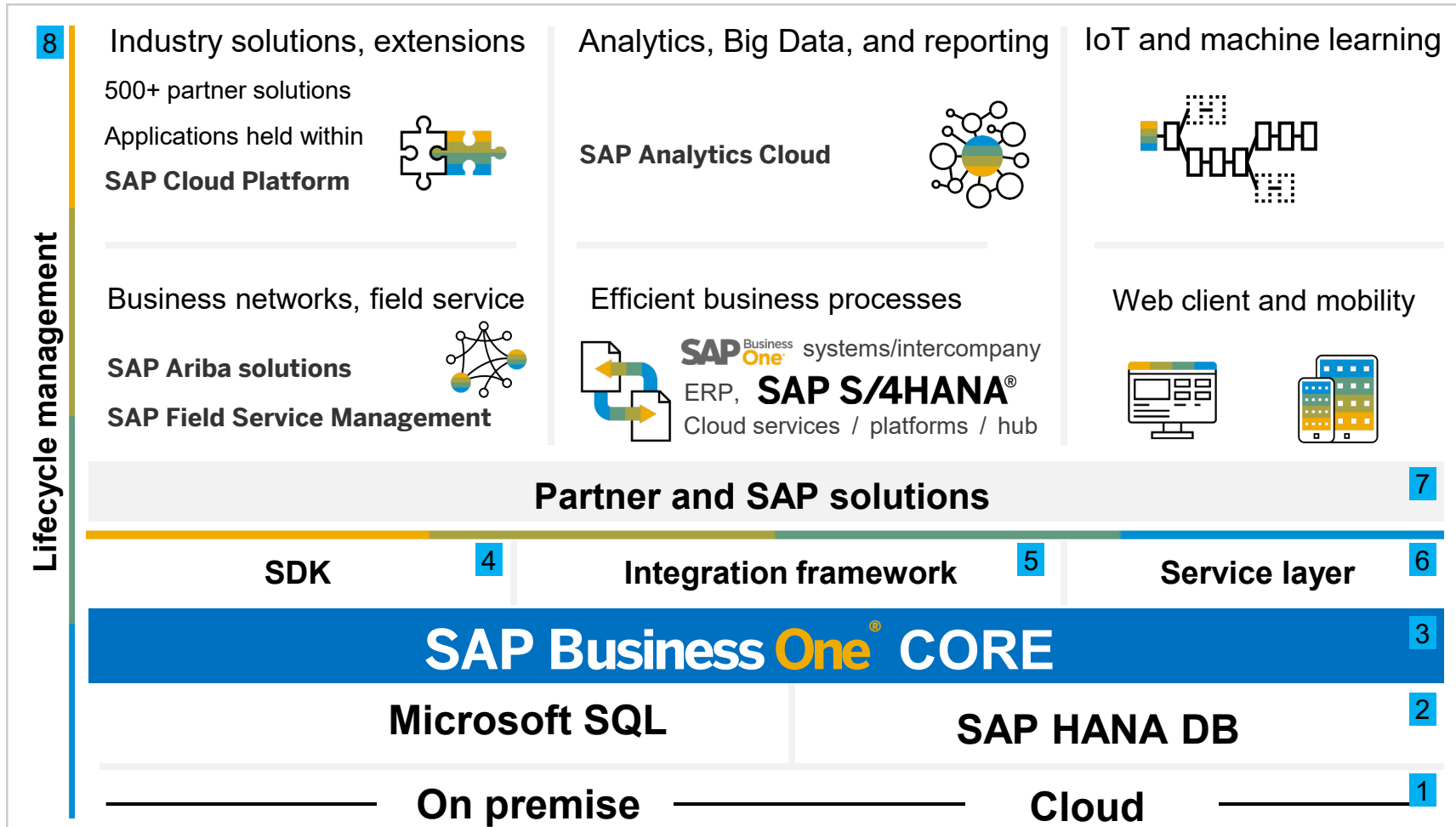
# SAP Business One

The digital business



# SAP Business One solution stack

Customer needs and the value propositions of the product



- 1 Full deployment flexibility
- 2 Runs on in-memory technology
- 3 All standard business processes covered
- 4 Basic application programming interfaces (APIs)
- 5 Robust integration and collaboration
- 6 Interface for SAP HANA applications
- 7 Extends the solution scope based on extensibility layer
- 8 Low cost of ownership and efficient support

# SAP Business One used in >170 countries

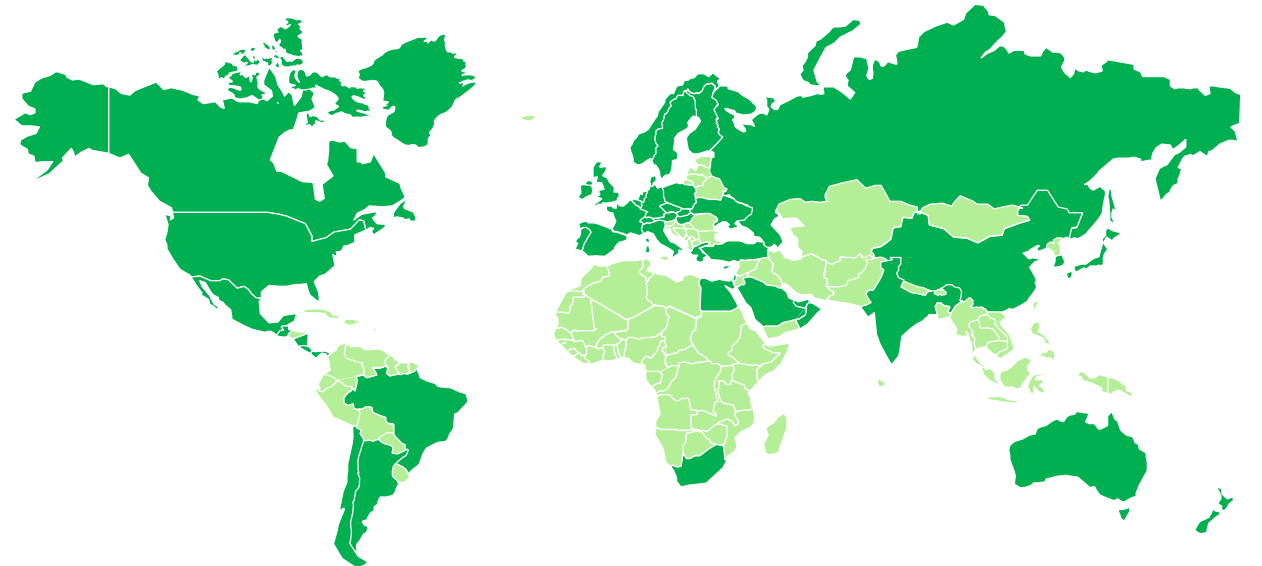
Master the challenge of globalization in your business

## Current localizations (50)

Argentina	Egypt	Japan	Saudi Arabia
Australia	Finland	Lebanon	Singapore
Austria	France	Mexico	Slovakia
Belgium	Germany	Netherlands	South Africa
Brazil	Greece	New Zealand	South Korea
Canada	Guatemala	Norway	Spain
Chile	Hong Kong, China	Oman	Sweden
China	Hungary	Panama	Switzerland
Costa Rica	India	Poland	Turkey
Cyprus	Ireland	Portugal	Ukraine
Czech Republic	Israel	Puerto Rico	United Arab Emirates
Denmark	Italy	Qatar	United Kingdom
		Russia	United States

## Current system languages (28)\*

Arabic, Chinese (simplified/traditional), Czech, Danish, Dutch, English (UK/U.S.), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (BR), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish, and Ukrainian



## Countries making use of localizations

Customers in >130 countries use localizations of other countries, together with own customizations or partner solutions

\*A convenient option to make additional languages available is to use a partner solution (for some countries bundled with functional add-ons) or to define customer-specific UI terms using the custom language tool as detailed in SAP Note [1757764](#).

# SAP Business One

Product areas of future investment

**Vision: Strengthen SAP Business One as the right ERP for SMEs in the digital economy, offering flexible deployment models, a solid global business core, and state-of-the-art user experience**

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

Provide a highly competitive solution, attractive maintenance model, enhanced localizations, and continuous improvements

**Customer value in the digital economy**

Transform flexible technology and innovations into customer value at low TCO; support fast adoption to new business models, customer growth, and intuitive Web client design based on SAPUI5

**Full commitment on SAP HANA**

Leverage exclusive advantages and capabilities of SAP HANA

**Intuitive partner co-innovation and customization**

Adopt integration framework 2.0, offer advanced developer experience on the service layer, including new design concepts, APIs, objects, and tools

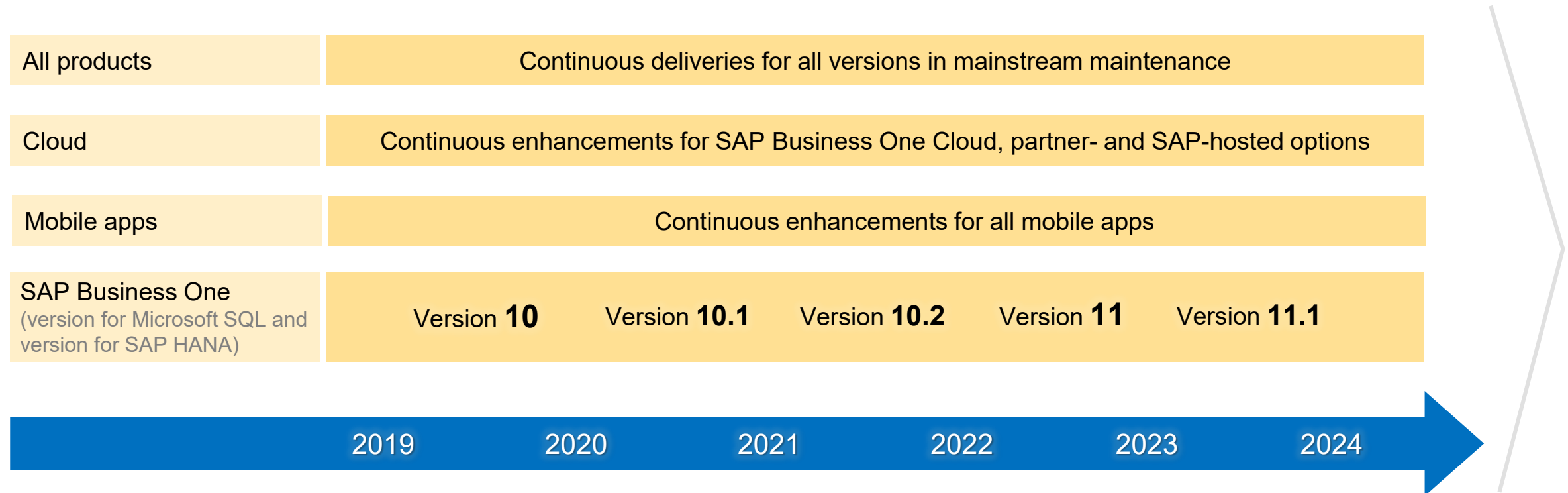
**Straightforward consumption – cloud, on premise, and mobile**

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

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# SAP Business One releases and related products

Solid product road map with continuous innovation



Schematic illustration of major deliveries

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# High-level release story of SAP Business One, version 10

**Version 10 focuses on ease of use and operation in the cloud. With its new or enhanced features and further ways to extend and integrate, it brings unprecedented value to customers and partners.**

**This makes companies truly intelligent enterprises. The new technologies and processes allow for completely new and improved business models.**

- The release **adds value by functions**, such as completed and new localizations and refined features, as well as by supporting cutting-edge technology such as SAP HANA 2.0, machine learning, and new analytical capabilities.
- The **user experience** is boosted by a new Web client, designed based on intuitive SAPUI5 concept
- The unique selling proposition of a **powerful and intuitive integration** is also significantly enhanced by major improvements in the **integration framework 2.0** and by additional **predefined integration scenarios**.

The logo for SAP Business One Version 10. It features the word "SAP" in a large, bold, grey sans-serif font. To its right, the word "Business" is in a smaller, grey sans-serif font, and "One" is in a larger, bold, yellow sans-serif font with a registered trademark symbol. Below this, the words "Version 10" are written in a large, bold, grey sans-serif font.

# Recent innovations – Key enhancements in SAP Business One 10 PL00



## Web client

Web client for SAP Business One



## Sales | Purchasing | Service

Back-order report enhancements

Printing service calls and contracts

Hiding blank lines in addresses



## Project management

Interactive Gantt chart



## Usability

New skin style



Enhanced user interface

Alignment of form behavior

User name in license and add-on administration



## Administration

Support for expiration date

Enhancements in document printing

Referenced document enhancements

Support for attachments tab in additional objects

Increased field lengths

Enhancements in approval process

Tab-level authorizations in master data



## Inventory | Distribution

Serial and batch numbers management

Ability to change UoM group of an item

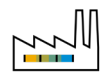


## Financial management

Drilling down to G/L accounts in financial reports

Posting periods enhancements

Extension of journal entry remarks to 254 chars



## Production

Updated item description applied to BoM

Drilling down from BoM to item master data



## Localization

New UK (Brexit) localization



## Platform | Extensibility

Service layer configuration UI



Formatted search supports multiple triggers

Extend UDF support to additional objects

MS Office 365 integration (Word, Excel, OneDrive)

64-bit support only

SAP HANA 2.0 platform adoption



SLES 15 support



Additional system types

(Integration framework, integration for SAP NetWeaver)

SAP HANA 2.0 in remote support platform



# Recent innovations – Native Web client

## Based on SAP Fiori Design and SAPUI5



### Feature

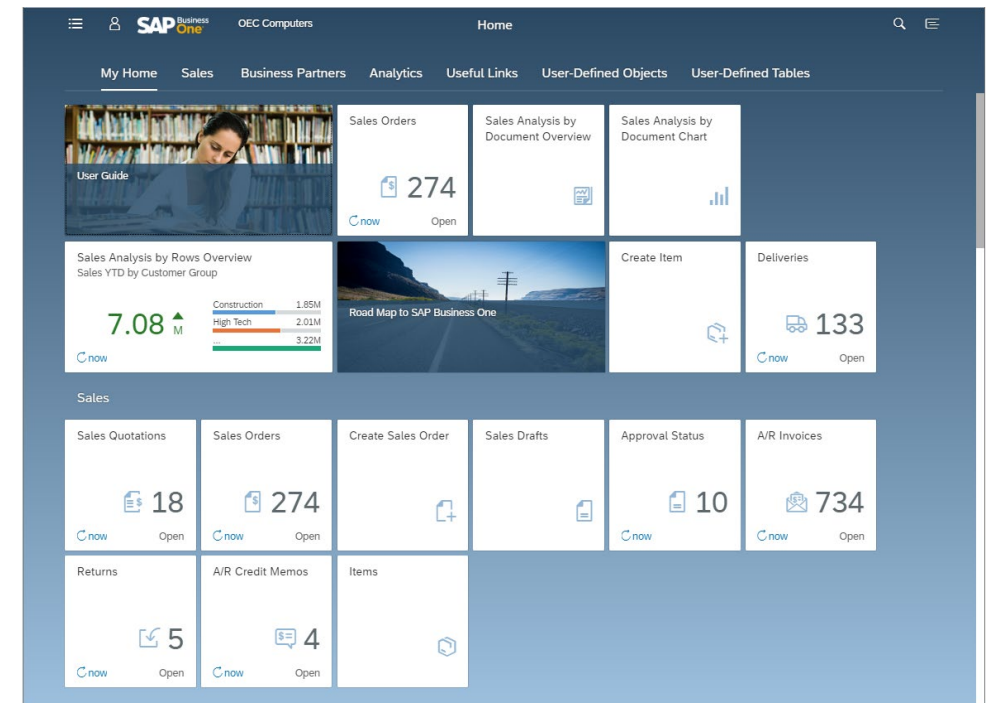
### Feature value

- Based on core business processes
- Scalable and flexible platform, leveraging the service layer
- Available for SAP Business One, version for SAP HANA

- State-of-the-art user experience
- Ready access from any device at any time
- Flexible deployment; side-by-side usage with on-premise client
- Simplification
- Increased competitiveness
- Reduction of TCO

### Current coverage

- Highly customizable home page
- Customers and items
- Sales orders
- Activities and notifications
- Built-in analytics, interactive reporting
- Enterprise search
- Built-in customization





# SAP Business One

## Product road map overview – Key themes and capabilities

### Recent innovations

#### Core

- Web client introduction
- Continuous innovations based on market feedback
- SAP HANA 2.0 and SUSE 15 support with SAP Business One, version 10

#### Globalization

- New localizations for central MENA (Middle East); enhanced Russia and United States, India GST, Mexico CFDI
- Electronic documents framework extensions
- Personal data protection (EU GDPR)
- UK Making Tax Digital
- AR Electronic Credit Invoice

#### Analytics

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

#### Mobile

- iPad optimization for Service and Sales app

#### Extensibility

- Enhance service layer API
- Integration framework 2.0 for SAP Business One
- Hub with preconfigured templates
- MS Office 365 integration (Word, Excel, OneDrive)

#### Cloud

- New infrastructure owned by SAP
- Improved Web experience
- Cloud infrastructure optimization

### Planned innovations<sup>1</sup>

#### Core

- Web client extended sales and analytics functionality
- Continuous innovations based on market feedback
- Intelligent ERP elements, such as machine learning and the IoT
- Simplified landscape and lower number of components

#### Globalization

- Advanced localization platform for electronic declarations and electronic documents framework
- Integration to the digital compliance platform from SAP and integration to SAP solutions for advanced compliance reporting
- External sales tax (output VAT) amount editable using API
- Multiple Branches support for period-end closing
- Inventory valuation simulation report
- EU PEPPOL and EU Intrastat package

#### Analytics

- SAP HANA 2.0 features
- Support QR-Code generation

#### Mobile

- Service and Sales app for MS SQL Server; mobile app on the integration framework 2.0 for SAP Business One

#### Extensibility

- Enhance service layer API
- Web client extensibility
- Service layer supports MS SQL
- Additional templates for the integration hub

#### Cloud

- Staged introduction for regions and countries
- Integration framework 2.0 for SAP Business One
- Support for SAML 2.0

### Product direction<sup>1</sup>

#### Core

- Web client extended sales and purchasing functionality
- Continuous innovations based on market feedback
- Optimized scalability/performance
- Simplification of landscape and deployment, support for containerization approach

#### Globalization

- Enhance existing markets/regions
- Integrations to electronic fiscal services
- IFRS compliance

#### Analytics

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

#### Mobile

- Extension platform

#### Extensibility

- Enhance service layer API
- Enhance Web client extensibility
- Event service support
- Model for partner content in the integration hub

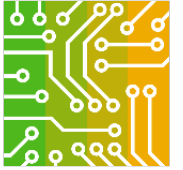
#### Cloud

- Hybrid deployment
- Simplified cloud tools
- Upgrade process improvements
- Reduction of TCO

1. This is the current state of planning and may be changed by SAP at any time without notice.

# Planned innovations – Core

## Global, highly scalable real-time ERP



### Feature

Optimizing core business processes and continuously delivering enhancements and new features, based on

#### [Customer Influence](#)

- Optimize functions in logistics and inventory
- Optimize functions in CRM and service
- Optimize functions in financial
- Enhance usability
- SAP Crystal Reports layouts
- Enhance Microsoft Office 365 integration
- Integrate SAP solutions adding value for SAP Business One customers
- Automate online banking (integration of payment gateways used at SAP)
- Use machine learning for invoice recognition (integration to Document Information Extraction API)

#### ▪ **Lifecycle management**

- Optimize upgrade and installation processes
- Optimize data import functions

### Feature value

- 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
- Latest versions of operating systems, database engines, or browsers used to apply innovations even faster in day-to-day business operations

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# Planned innovations – Web client

## Supporting MS SQL and extend the functional scope



### Feature

#### Extend business logic coverage

- Extended sales coverage (delivery, invoice, return, credit memo, ...)
- Introduce purchasing
- Sales opportunity
- Calendar and time sheet
- Item catalog

#### Analytics, reporting, and printing

- Extended analytics and reporting content and design capabilities
- Predictive analytics
- Support process map and relationship map
- Support printing

#### Integration and extensibility

- MS Office 365 integration
- Support for Web client on MS SQL
- Providing extensibility capabilities

### Feature value

- Extended target audience by supporting MS SQL customers, and providing increased functional coverage
- Extending market coverage
- Increased competitiveness
- Increased efficiency and productivity
- Reduction of TCO

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# Planned innovations – Globalization

## Legal compliance and localization enhancements



Feature	Differentiating factor
<ul style="list-style-type: none"><li>Legal compliance and localization enhancements generically or specifically (legal requirements, business practice, statutory reporting, and default values)</li><li>Localization expansion to potential new markets, increased number of supported languages, and harmonized functions across localizations</li><li>Electronic documents framework enhancements incl. tool for automated processing of received electronic purchase documents and country-specific built-in content using the electronic file manager add-on and integration framework</li><li>Integration and leveraging of existing cloud services from SAP for legal adaptations, such as SAP Localization Hub, tax service, the digital compliance platform (previously known as electronic documents as a service), and SAP solutions for advanced compliance reporting</li><li>Merge back of selected outsourced legal add-ons</li><li>External sales tax (output VAT) amount editable by API</li><li>Replacement of selected hard-coded bank files</li><li>IFRS, EU PEPPOL, and EU Intrastat enhancements package</li><li>UK – further Brexit adaptations</li><li>BR – NFe 4.0</li><li>IN – E-billing 2020</li><li>IL – VAT groups introduction</li><li>MX electronic accounting statement – UUID import to document rows</li></ul>	<ul style="list-style-type: none"><li>Helping businesses to run worldwide, increased relevance for new customers and installed base</li><li>Facilitating customers in meeting their legal obligations (accounting, tax, invoicing, and reporting); legal compliance</li><li>Increased localization competitiveness that helps to win in the cloud globally; significant competitive advantage; and differentiating factor</li><li>Increased customer and partner satisfaction, merged back-legal add-ons that reduce costs, lower TCO</li><li>Higher reporting flexibility for IFRS, U.S. GAAP, group reporting, or any local legal reporting requirements</li></ul>

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# Planned innovations – Analytics and reporting

Simplify with meaningful business reports and accelerate decision-making



## Feature

### SAP Business One

- Renewal of built-in analytics and predefined reporting content in SAP Crystal Reports for selected countries
- Support QR Code generation

### SAP Business One, version for SAP HANA

Further leverage SAP HANA capabilities by reusing scenarios of SAP HANA 2.0 platform

- Better real-time visibility and deeper analytics scenarios based on pervasive analytics
- New functions such as demand planning and payment/invoice auto-matching

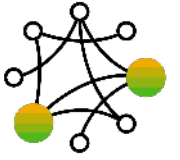
## Feature value

- Ability to deliver pixel-perfect reports; support scalable, efficient content delivery; generate multilingual reports
- SAP HANA as a platform for accelerated partner co-innovation
- 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 – Extensibility

Extend SAP Business One with fully integrated solutions horizontally and vertically



## Feature

### SAP Business One core

- Service layer supports MS SQL
- Enhance service layer API
- Web client extensibility
- Event service support
- SAP Crystal Report API

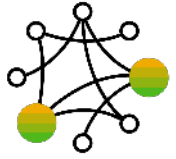
## Feature value

- Significantly expand the addressable market by providing a robust API for both SQL and HANA
- Optimize partner support by realizing requirements for flexible integration in customer projects
- Enable solutions to run smoothly in the cloud by detaching the applications from the underlying infrastructure

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# Planned innovations – Integration framework

## An extremely strong platform



### Feature

#### Integration framework

- Completing the business process model and notation (BPMN)-based management layer
- New integration scenarios or templates:
  - Overhaul of the existing scenarios for SAP Ariba solutions
  - Identifier for SAP S/4HANA in integration framework SLD
- Mapping between DI API and service layer
- Flexible event-handler mechanism to replace event sender

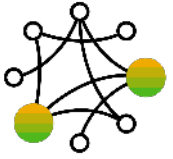
### Feature value

- Straightforward and extremely flexible capabilities that make the integration framework the key differentiator for SAP Business One, turning SAP Business One into a state-of-the-art business platform
- Helping ensure integrations with little or no effort to other SAP and third-party applications
- Extending system and business network capabilities
- Data provision to any external system and data consumption from any external provider

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# Planned innovations – Intercompany integration solution

## Complementary add-on from SAP



### Feature

#### Intercompany integration solution for SAP Business One

- Functional improvements such as automatic replication of user-defined fields (UDF) and user-defined table (UDT) definitions to all branch companies
- A/R service invoice allocation
- Using the service layer where useful
- Further meaningful extensions that are requested through Customer Influence

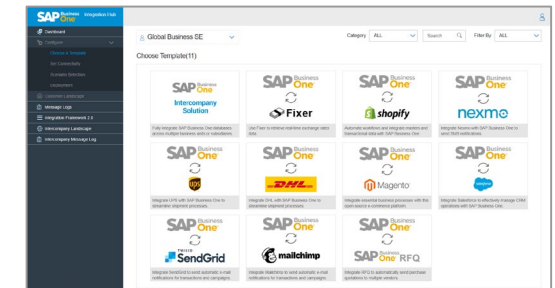
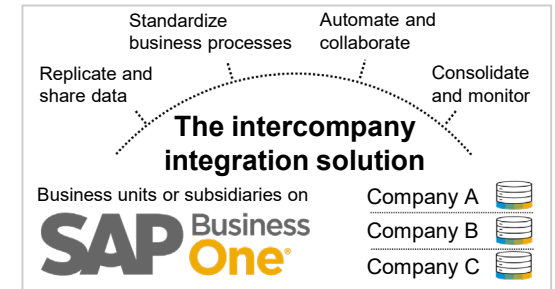
#### Integration hub for SAP Business One

- Additional preconfigured templates for the integration hub to integrate most-popular Web shops, CRM systems, logistic solutions, expense management systems, SAP applications, or social platforms
- Further simplifications in use and setup
- Model for partner content in the integration hub

### Feature value

- Intercompany integration harmonizes across SAP Business One databases, massively reducing total operating costs, and optimizing business processes beyond countries or legal entities

- Tailor-made solution integrating cloud-based business applications and services
- Addressing typical requirements for fast digital integration
- Preconfigured templates with mapping and configuration defaults minimize time and cost for integration
- Offering inexpensive off-the-shelf solutions, most comprehensive implementation even without detailed knowledge of the solutions
- Harmonizing technology across multiple systems, data consistency across applications

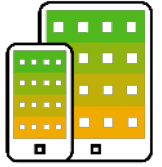


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# Planned innovations – Mobile apps for the enterprise

## Mobilize your workforce to support flexibility and efficient processes



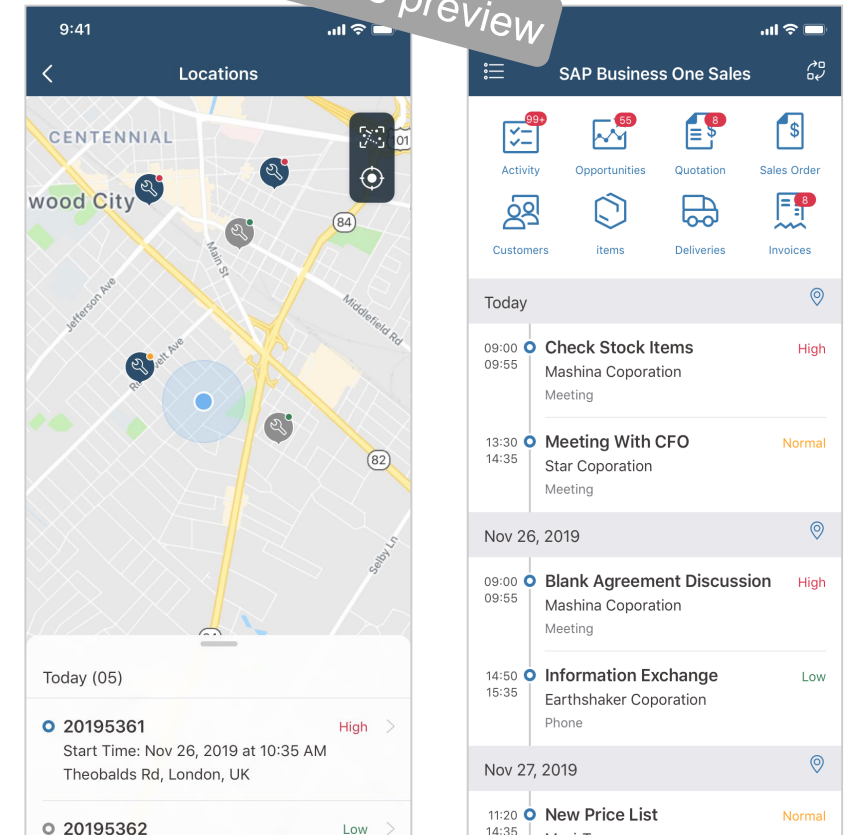
SAP Labs preview

### Feature

- Revision of the SAP Business One mobile app for iOS and for Android, adoption of integration framework 2.0, implementation of additional usability features
- Automatic BP numbering in the SAP Business One mobile app for iOS and for Android
- Service and Sales app for MS SQL Server
- Revised SAP Fiori UI for Service and Sales app
- Service app that allows ticket creation
- Use of native device capabilities of latest devices
- Evolving service layer into a platform for building innovative mobile solutions for verticals
- SAP Field Service Management integration

### Feature value

- Significant expansion of the addressable market, driving adoption
- Benefit from increased performance of integration framework 2.0
- Increased workforce productivity
- New collaboration methods and business practices with an intuitive and simplified user experience



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# Planned innovations – Cloud

## Simple consumption and best scaling



### Feature

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

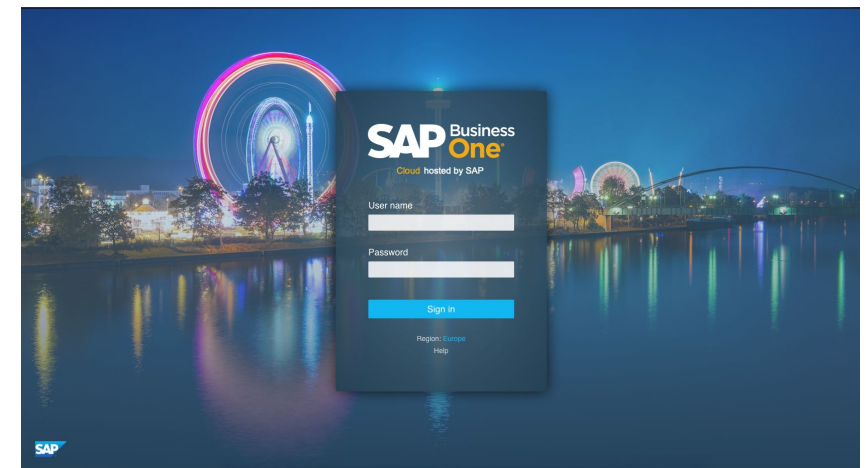
- Staged introduction for regions and countries
- Improve optimization to better manage resources
- Support for integration framework for SAP Business One 2.0

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

- Enhanced tools in SAP Business One Cloud 1.1 focusing on hosting partners
- Integration to Microsoft Active Directory organizational units
- Improvements in upgrade process (upgrade scheduling, parallel upgrades)
- Support for SAML 2.0
- Tenant-configuration wizard to support partner and large-volume deployments
- More-flexible and intuitive cloud management in the cloud control center (CCC), improvements for user experience and performance
- Optimization of supportability and lifecycle management (patch delivery and maintenance)
- Additional support for migration from on premise to cloud

### Feature value

- Technology that scales with the business and provides a competitive advantage
- Attractive offering for an increasing number of companies looking for cloud deployment
- Easy and affordable deployment; reduction of TCO
- Better tools for hosting partners
- Short time from purchase to delivery
- Flexible, simple, and intuitive solutions for efficient business



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- ▶ [SAP Business One YouTube Channel](#)
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- ▶ [SAP Help Portal](#)
- ▶ [SAP Support Portal](#)
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