



**INDUSTRY SOLUTIONS FOR  
SAP® BUSINESS ONE**

IMPROVE EFFICIENCY WITH FUNCTIONALITY  
TO MEET YOUR BUSINESS NEEDS

# PACKAGED INDUSTRY SOLUTIONS FROM SAP PARTNERS

## BUILT AROUND SAP® BUSINESS ONE

Grow your business with industry-specific solutions built around the SAP® Business One application. Industry solutions from SAP software solution partners offer proven functionality that addresses the unique business processes of your industry. They come with tools and methodologies that enable rapid, reliable implementations to minimize time and costs.

The SAP Business One application stands out as one of the best and easiest-to-use business management solutions designed specifically for small businesses. Now you can deploy a single solution that provides functionality supporting every process you need to run your business, including financials, sales, customer relationships, inventory, and operations. Ideal for companies that have outgrown their accounting-only solutions and are looking to streamline their operations with an integrated, on-premise solution, SAP Business One enables you to:

- Streamline operations by automating and integrating all critical business functions
- Respond more quickly to customer needs and make informed decisions
- Get up and running within two to eight weeks
- Minimize total cost of ownership with an adaptable solution that can be readily tailored
- Better serve your customers and gain operational efficiency

The benefits of SAP Business One are magnified when you couple them with the industry-specific functionality

developed by SAP software solution partners. SAP's program to provide end-to-end industry solutions offers you proven, tested, and preconfigured packaged solutions to address your specific business processes. Through a methodical application and review process, SAP validates each partner offering to help ensure that each meets the highest quality standards. Because the solutions are preconfigured to address specific industry needs and come with implementation methodologies and best practices, they are cost-effective to deploy and maintain. In most cases, they have already been proven among your industry peers, significantly reducing the project risk inherent in many IT projects.

### How Industry Solutions Benefit Your Business

All of the industry solutions designed to work with SAP Business One are fully integrated with the software from a user interface and programming perspective. And many of these solutions are the result of extensive collaboration between SAP and one or more software solution partners, who jointly define the

product offering, develop the software and documentation, create a go-to-market strategy, and develop a support process. Today, there are over 65 packaged industry solutions built around SAP Business One – and each one is designed to optimize company operations and drive rapid return on investment. In addition, there are over 300 partner-developed add-ons that allow you to further customize functionality. Equally important, you can implement the solutions with confidence, as they have a proven track record across thousands of customers using SAP Business One.

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# SAMPLE INDUSTRY SOLUTIONS FROM SAP PARTNERS

## SETTING NEW STANDARDS OF EXCELLENCE

SAP Business One continues to set new standards of excellence in business management software. Now you can leverage a growing range of partner solutions developed around SAP Business One to give you a deeper and broader overall offering of industry-specific applications. Here are some partner solutions we're featuring as part of our industry solutions program.

### **Variatec: Variatec BX MTO**

Variatec AG ([www.variatec.com](http://www.variatec.com)), located in Willich, Germany, designed a solution to address the unique requirements of industrial machinery manufacturers with make-to-order processes. Variatec BX MTO expands the production and order fulfillment functions of SAP Business One. The software provides functionality needed to support contract-oriented production and material management, helping you improve operational efficiency, meet specific customer requirements, and maximize on-time delivery performance. With this fully integrated software, you can manage the complete process – from quoting, order creation, purchasing of necessary materials, and manufacturing, all the way through delivery and product costing.

### **Maringo: ProjectManagement for Engineering Companies**

Maringo Computers GmbH ([www.maringo.de](http://www.maringo.de)), located in Cologne, Germany, has developed a new product – ProjectManagement for Engineering Companies – that enables businesses to streamline project



management and ascertain project profitability at the touch of a button. This integrated solution addresses the entire project workflow process – from proposal management and quotation to project planning, Web-based time recording, management of data clearance for travel expenses, and invoice creation. In addition, it eliminates the need for time-consuming double entries of data and supports a structured workflow and other functionality that simplifies decision making while increasing overall productivity and efficiency.

### **Trimergo: Trimergo B2 for Machine and Equipment Building**

Project-driven work based on client specifications is one of the most complex processes to manage in any industry. Companies must continuously synchronize between planning, materials, capacity, and engineering for every project – no small task. Trimergo International BV ([www.trimergo.com](http://www.trimergo.com)),

located in the Netherlands, has developed Trimergo B2 ETO to transform SAP Business One into the ideal choice for project-driven companies. Trimergo B2 enables companies to use SAP Business One to coordinate materials, capacity, and engineering for each project so they can stay within budgets and meet delivery times. The integrated solution supports maintenance, repair, and operations (MRO); logistics; job costing; accounting; project and capacity planning; time registration; and down payment scheduling.

Trimergo B2 is delivered as a single entity with one interface and one database. Because Trimergo B2 is fully integrated with SAP Business One, companies are guaranteed integration between their project accounting and back-office systems.

## Enprise: Job Costing for IT Services

Enprise Solutions Limited ([www.enprise.com](http://www.enprise.com)), based in Auckland, New Zealand, offers a unique solution for job costing for IT services companies. This integrated, award-winning application helps them prepare estimates and quotations and track labor, materials, purchases, and resource usage against jobs, projects, and contracts. It also provides project managers with real-time, detailed cost information to monitor project performance and improve efficiency. And because it delivers reporting and alerts management, it's an ideal fit for any business that manages service delivery or projects. Customers gain a new level of control and visibility that enables them to proactively drive profitability and return on investment.

## CP CIM-Pool: PPS One

PPS One production planning and control, from CP CIM-Pool AG ([www.cim-pool.ch](http://www.cim-pool.ch)), is a best-of-class manufacturing solution for SAP Business One that's been proven across more than 100 customer instal-

lations. The result of a strategic partnership with SAP, PPS One expands the support SAP Business One offers for manufacturing processes by providing sophisticated functionality for:

- Production planning
- Production scheduling
- Detailed time planning and cost calculations
- Cost-based evaluations of production orders and projects

PPS One also provides a graphical control board, giving users immediate access to key data for tactical and strategic decision making as well as fast answers to business-critical questions. PPS One is flexible and scalable, can be readily configured to meet the specific requirements of any make-to-order company, and offers an affordable solution for small and midsize manufacturing companies with 2 to 250 employees.

## Take Action

For more information about industry solutions from SAP partners, contact your SAP representative or visit us online at [www.sap.com/sme/solutions/businessone](http://www.sap.com/sme/solutions/businessone).

SAP Business One is one of the best and easiest-to-use business management solutions designed specifically for small businesses. Now you can deploy a single solution that provides functionality supporting every process you need to run your business, including financials, sales, customer relationships, inventory, and operations.

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