SAP® Business One, Version for SAP HANA®: High Performance for Small Businesses

The SAP® Business One application, version for the SAP HANA® platform, can help your customers increase margins and grow without complicating their IT landscapes. With embedded analytics and high-performance functionality, they can work more efficiently than ever before. In addition to the on-premise application, the SAP Business One Cloud solution, version for SAP HANA, is now available.

OVERVIEW

How can customers buy these products?

Both the on-premise and cloud versions of SAP Business One powered by SAP HANA are available to new and existing customers and are sold exclusively by SAP channel partners worldwide.

What does this solution include?

SAP Business One, version for SAP HANA, combines content and tools including:
- All the functionality of SAP Business One 9.0 – from financials and accounting to inventory and customer relationship management – but with faster response times
- Powerful new extreme apps that include enhanced logic behind cash flow and support for available-to-promise (ATP) processes
- Embedded analytics that appear in the transaction screens of SAP Business One (such as analytics or forecasting used by salespeople to make better customer recommendations on cross- and up-sells at the point of sale)
- Predefined, calculation-intensive reports, such as inventory analysis and monthly customer status
- Predefined dashboards, including those delivered with SAP Crystal solutions today (but at speeds up to 25 times faster) and three new ones (sales opportunity, stock analysis, and CEO key performance indicators)
- Freestyle enterprise search that enables people to search all the relevant data in SAP Business One
- Interactive, ad hoc analysis through a Microsoft Excel PivotTable interface
- Predefined semantic layer for interacting with data using familiar business terminology or business intelligence tools, such as SAP Crystal solutions, without needing to understand business rules or know where the data resides
- Lifecycle management including an initialization and duplication mechanism, monitoring, and an administration console
- Additional functionality for the SAP Business One mobile app – including integrated enterprise search, ATP check when creating orders, cash-flow dashboards, embedded analytics, and more – for customers using the SAP HANA platform
- SAP HANA extended application services that facilitate the creation of add-on solutions and enhancements using the extreme app center

SAP ® Business One

When powered by the SAP HANA platform, how does SAP Business One Cloud differ from the on-premise version of SAP Business One?

In an on-premise installation, the SAP Business One client application is installed on end-user workstations. In a cloud deployment, customers use remote desktop connections to access the SAP Business One Cloud solution, which is centrally hosted in a data center.

There are also some differences in functionality between the on-premise and cloud offerings. The data-interface-server and workflow functionality are not available in SAP Business One Cloud. Additionally, SAP Business One Cloud does not support the multidatabase functionality of SAP Crystal Reports® offerings. For an up-to-date listing, please refer to the <u>release notes</u>.

From a technical perspective, what are the requirements?

SAP Business One, version for SAP HANA, must be installed on certified hardware that runs the SUSE Linux Enterprise 11 operating system. Specific types of hardware have been certified by the development support team for SAP HANA.

A complete listing of supported hardware platforms can be found in the <u>product availability matrix</u>.

How does this offering differ from the SAP Business One application that uses the Microsoft SQL database?

The offerings differ in their underlying technology. The traditional SAP Business One application employs a Microsoft SQL database, while the version that runs on SAP HANA employs the SAP HANA database.

Both applications support key business processes but have a few differences:
- In-memory calculations and optimization for multicore, 64-bit processors of SAP HANA result in faster processing for both transactional and analytical information.
- Prepackaged business logic that comes with SAP HANA enables faster software development and deployment.
- The remote support platform for SAP Business One will not be immediately available with the version for SAP HANA.
- Enhanced functionality for cash flow and ATP will only be available with the version for SAP HANA.
- Analytics powered by SAP HANA can be licensed separately for the Microsoft SQL version of SAP Business One. These analytics are included in the version for SAP HANA.
- The version for SAP HANA runs on a certified SUSE Linux server.
- Customers using the version for SAP HANA and the SAP Business One mobile app will benefit from enhancements in enterprise search, advanced ATP, cash-flow forecasting, delivery rescheduling for existing sales order items, and pervasive analytics.

Will SAP continue to offer the SAP Business One application that uses the Microsoft SQL database?

Yes, SAP plans to offer two database options for SAP Business One for the foreseeable future: Microsoft SQL and SAP HANA. While SAP strongly believes in the value and competitive advantage of SAP HANA, we understand the importance of Microsoft SQL in the small-business segment and in the installed base for SAP Business One.

How does SAP Business One, version for SAP HANA, differ from the traditional SAP Business One application that has analytics powered by SAP HANA?

The version of SAP Business One that runs exclusively on the SAP HANA database includes all the functionality of analytics powered by SAP HANA, as well as embedded analytics, a key performance indicator designer, and new mobile apps. The analytics functionality does not have to be licensed separately.

With analytics powered by SAP HANA, the traditional version of SAP Business One runs exclusively on Microsoft SQL. The analytics functionality is licensed separately.

TARGET CUSTOMERS AND HOW THEY BENEFIT

What type of company can benefit from using SAP Business One when it's powered by SAP HANA?	Any small business can benefit by using this solution, especially those that operate in industries that process large volumes of transactions or need insight into their company-wide data in real time. The solution makes innovation, previously accessible only to large enterprises, available to smaller businesses within a small-business budget. It may be of interest to net-new customers, as well as existing customers of SAP Business One.
What are the customer benefits of SAP Business One when it's powered by SAP HANA?	With this solution, SAP is making the power of in-memory technology available to small businesses at a reasonable price point. Customers choosing to deploy this new offering can expect: • **Better, faster decision making** due to fast reporting, enterprise search, and access to more data • **More-efficient employees** that can generate real-time standard and ad hoc reports without IT assistance • **Fast transaction processing** that allows people to find the information they need when they need it • **Higher ROI** by leveraging transactional and operational data to make the right decisions • **The security of a long-term investment** with a complete solution from a single vendor Additionally, customers choosing SAP Business One Cloud can expect: • **Lower up-front costs** by avoiding the large capital investment associated with traditional software implementations • **Ability to scale quickly** as their companies grow and the number of users increases • **Improved information security** due to strict guidelines adhered to by hosting providers • **Shorter deployment times** and increased ease of obtaining updates
With Microsoft planning to deliver in-memory processing with the SQL database, why should customers invest in a new technology platform like SAP HANA?	The current in-memory functionality (xVelocity) from Microsoft is no different from other in-memory offerings; it supports disk-based data "cached" in memory for analytics. It uses a "build and keep" column store that speeds query execution. Microsoft plans to offer in-memory transaction processing in the near future as well. Customers that are contemplating waiting for in-memory versions of Microsoft SQL versus transitioning to SAP HANA should consider the following: • SAP Business One, version for SAP HANA, allows both transactions and analytics to be processed concurrently and in real time. Microsoft's current offering is for analytical processing; it cannot promise real-time functionality. • In-memory caching products such as those offered by Microsoft make it faster to load data into main memory, but this is just a small fraction of total transaction time. These products do not address the need to index data, scale workloads across multiple processors, or provide a programming platform. These are strategic advantages that SAP HANA offers. • Improved scalability and the ability to leverage applications other than those offered directly by Microsoft are significant advantages of SAP HANA. The SAP HANA platform also provides the flexibility to build applications, such as cash-flow forecasting, advanced ATP, and delivery schedule management. • With over a three-year head start, SAP is the true innovator in the in-memory space. For additional details, please access the document *Demystifying Microsoft's In-Memory Computing Strategy*.

PURCHASING AND PRICING

From whom can customers purchase the version of SAP Business One that is powered by SAP HANA?

The on-premise offering is exclusively available from SAP channel partners worldwide. All SAP channel partners that are value-added resellers (VARs) have the option to resell this offering.

SAP partners that would like to resell the cloud version of this offering must sign an addendum to their SAP Business One contract. Please contact your partner services advisor or local product expert (LPE) for additional details.

Is pricing for this solution significantly different from other offerings of SAP HANA or SAP Business One?

SAP Business One powered by SAP HANA is priced to meet the needs of the small-business market. It includes a set engine price, as well as a per-user price. Its pricing is comparable to the standard version of SAP Business One, which runs on the SQL database.

Pricing details are included on the indirect price list for SAP Business One. Subscription pricing model details are available to those partners that have signed the addendum for SAP Business One Cloud. Please contact your LPE for additional information.

If a customer invested in analytics for SAP Business One, is that investment protected?

Yes, a customer's investment in analytics for SAP Business One is protected in the event that the customer decides to move to the version of SAP Business One that runs on SAP HANA. Please contact your LPE for complete details.

How can my customer move from the SQL version of SAP Business One to the version for SAP HANA?

A database migration tool enables the smooth transition to the version of SAP Business One that runs on SAP HANA. A "cookbook," which details the migration process, is available on SAP Community Network. Please contact your LPE for additional details.

PARTNER-SPECIFIC INFORMATION

How do partners benefit from SAP Business One powered by SAP HANA?

This offering presents partners with the following advantages:
- More choices and greater flexibility – Partners can now have more options to offer their existing and potential customers. Customers that require more intensive analytical processing and faster transaction processing will see immediate benefit with this offering.
- Expanded target market – Partners have more opportunities to sell SAP Business One to companies with larger and more intensive data-processing requirements than those traditionally addressed with SAP Business One.
- Innovation – The leading-edge technology of this offering allows partners to be more competitive. With this solution, customers have the opportunity to innovate and differentiate their businesses, giving them first-mover advantage. This is cutting-edge technology for small businesses.

Partners offering the cloud-based solution also benefit from the sharing of common resources and application management tools that may result in significant cost savings.

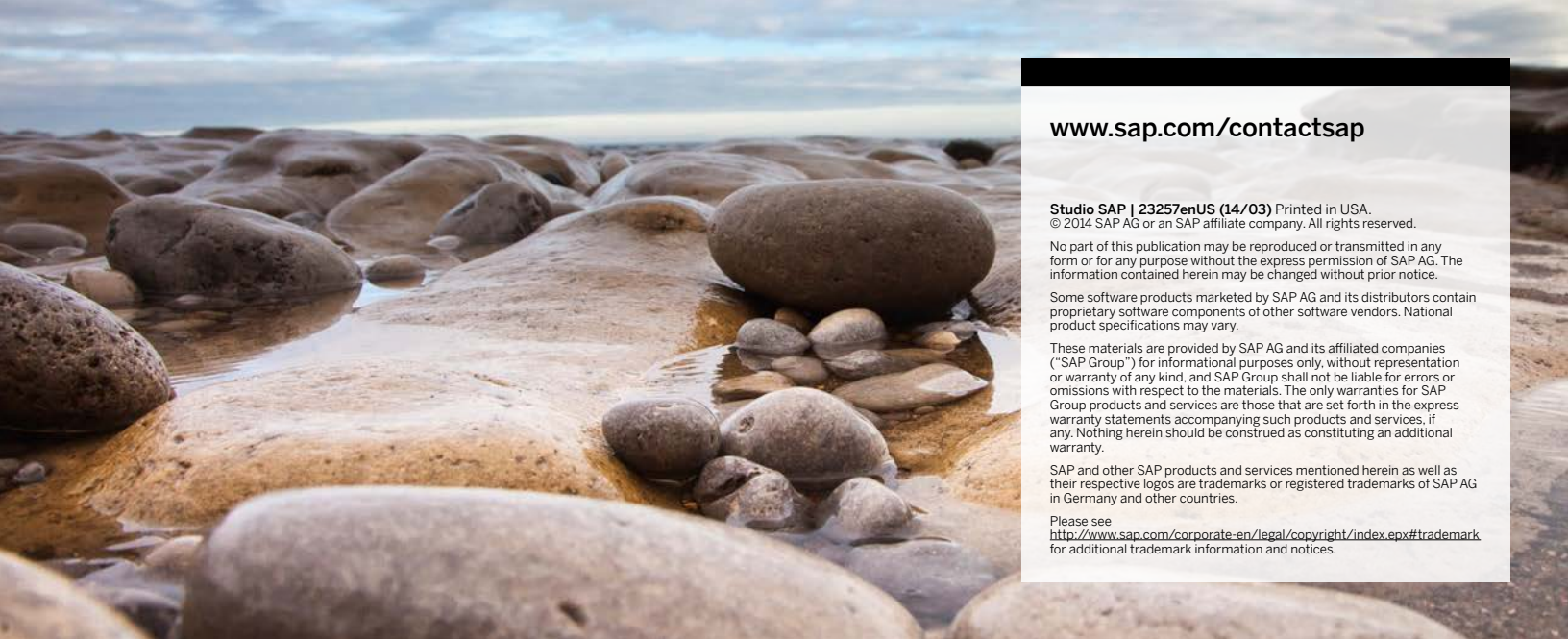|	
Will consultants require additional training or skills to sell this offering?	The underlying technology will require different skills than a typical consultant of SAP Business One has today. Consultants that are interested in implementing this offering will need to have: • Experience with SUSE Linux and open technologies • Certification in implementing SAP Business One • Knowledge working with SAP Crystal solutions • Familiarity working with and designing online analytical processing (OLAP) cubes in the SAP HANA studio An online training course is available for SAP Business One, version for SAP HANA. It can be accessed in the SAP HANA section of additional training resources for SAP Business One on the partner-dedicated Web site.
Will partners need to fulfill any special qualification criteria to sell this solution?	To sell this solution, partners must: • Set up their own test and demo environment for the solution • Enable resources to implement and support functionality for SAP Business One that runs on SAP HANA • Be experienced in setting up and managing SUSE Linux environments In addition to the training course available online, training sessions will be conducted in person by SAP solution architects. Please contact your LPE for additional details.
Are there additional qualifications for partners that wish to sell the cloud version of this offering?	Yes, partners need to attend an SAP Business One Cloud workshop to receive training on the design, build, and management of the software's landscape. More information on the requirements for hosting SAP Business One Cloud can be found in this document or by contacting your partner services advisor or LPE.
What kind of discount is available to partners selling the versions powered by SAP HANA?	Country-specific guidelines (such as uplifts) apply to both the engine and per-user price, which are subject to currency conversion. There are no discounts on engine pricing; discounts for partners in the SAP PartnerEdge® program do not apply to engine pricing.
Can partners sell these offerings to subsidiaries of large accounts running SAP Business Suite software?	Yes, these offerings may be sold to subsidiaries of large enterprise accounts running SAP Business Suite.
Will there be any promotional programs from SAP to support these new offerings?	In terms of partner-led demand generation, campaigns are available for download in the SAP Business One section of the SAP Virtual Agency partner campaign creator (password required).

LEARN MORE

For more information about SAP Business One, version for SAP HANA, please visit
www.sappartneredge.com/b1/hana.

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