



## Small businesses benefit Add-ons of SAP® Business One

SAP Malaysia together with its business partners, announced that small businesses can now benefit from SAP® Business One, SAP's affordable and integrated business management solution for small businesses, which is now available with add-ons to suit the needs of all industries. SAP® Business One, with its business management software solution designed to address the needs of rapidly growing small businesses is a single, integrated solution that manages and connects critical operations including sales, finance, purchasing, inventory and manufacturing.



The add-ons will showcase additional modules that SAP partners have built and are selling as a product. Some of these modules include human resource, retail and manufacturing, all of which will enable faster installation, more intuitive use, global trade and easy Microsoft Excel™-based reporting and analytics for customers.

"Many small businesses start with accounting software as they develop and implement their IT strategy. This can complicate their operations instead of making it easier, as point solutions are added to meet different needs," said Eric MacDonald, Managing Director of SAP Malaysia. "Having an integrated business management solution can help small businesses benefit from a consolidated view of different operations, giving them the information they need to make informed decisions, rather than having just the rear view mirror to track past results."

Delivered through SAP's network of business partners, SAP Business One gives small businesses the unprecedented opportunity to manage critical business operations with a single software solution. Offering seamless integration with Microsoft® Excel and Microsoft® Outlook for ease of use and increased productivity, SAP Business One provides users with advanced reporting, access to critical data and the ability to manage events in real time. With a consistent worldwide format as well as localized capabilities for individual countries, SAP Business One is a uniquely global business management solution for small businesses.

"With our array of add-on modules for SAP Business One, we are delivering an even more robust set of business management tools that enable our customers to grow through higher productivity, global trade and better business information analysis," said Alwyn David, Country Channel Manager, Channels Small Enterprise for SAP Malaysia & Pakistan. "Built on feedback from our customers, SAP Business One delivers the capabilities that small businesses want, in a single, affordable and easily implemented software solution."

### Global Trade Made Easy

With SAP Business One, small businesses have an entry point to engage in global trade with the facility enjoyed by larger enterprises. To address increasing globalization and countries where multiple languages are spoken, the solution's new multi-language support of trade documents (such as invoices, quotes and purchase orders) allows users to speak to their business partners in their own tongue by assigning a specific language to each customer or vendor when trade documents are printed or displayed. This multi-lingual capability is supported by an embedded user dictionary that allows translation of items, remarks and documents. Additionally, there are numerous enhancements to address local and regional requirements, such as tax declaration and sales reports for European Union countries and other individual markets.

### Collaboration with Strong Business Partners

To provide customers with one face and a single point of contact, SAP Business One is sold exclusively through certified SAP business partners with a strong understanding of small business needs. SAP's business partners

provide customers with dedicated support and expertise, as well as implementation and training services for SAP Business One. SAP's partners in Malaysia are:

- B1 Innovations Sdn Bhd
- Comserv (Sarawak) Sdn Bhd
- Croesus IT Solutions Sdn Bhd
- Eastern Pacific ICT Sdn Bhd
- Fast Track Solution - SBO Sdn Bhd
- MCSB Software Development Sdn Bhd
- Obtech Asia Pacific
- SBOne Solutions Sdn Bhd
- Selatan Technology Sdn Bhd
- Usage Technology Sdn Bhd

Apart from these local partners, SAP has more than 1,300 partners worldwide. The partners go through rigorous training to ensure that they are able to provide customer service that meet SAP's stringent requirements.

"At Softbrands, we believe that it is important to select a business partner that is a global leader," said Ronnie Sarkar, Director of Sales – South Asia, SoftBrands India. "We chose SAP for its industry leadership and technology expertise. More importantly, we share a common vision with SAP to help our customers improve operational efficiency and take advantage of growth opportunities. Together, we have achieved the right synergy to translate customers' business strategies into results."

"What SMEs really need is an end-to-end business solution that can be easily deployed and managed," says Sujoy Choudhury, Director of Consulting (Retail), CitiXsys Technologies. "Through our collaboration with SAP, SMEs can now reduce inventory risk, securely manage employees and purchase transactions, and improve analysis and planning capabilities, all helping to improve the bottom line."

"We are committed to providing our partners with a flexible and effective core product that they can adapt to meet the needs of specific customers and market segments where they see this opportunity," said Alwyn David. "At the same time, we continue to invest in SAP Business One to provide our customers with affordable and integrated business management tools for running their businesses better."

#### **Some of SAP Business One customers:**

- Hornbill Skyways
- The Chicken Rice Shop
- MAKNA
- Macy Home Furnishing
- Commerce Assets Ventures (CAV)
- Helcom Engineering Sdn Bhd
- Angkasa Motor Sdn Bhd
- Ekowood International Berhad
- Golden Scoop
- MAC Studio
- GHL

More detailed information on these and other features of SAP Business One can be found at <http://www.sap.com/smallbusiness/index.epx>

#### **About SAP**

*SAP is the world's leading provider of business software\*. Today, more than 38,000 customers in more than 120 countries run SAP® applications—from distinct solutions addressing the needs of small businesses and midsize companies to suite offerings for global organizations. Powered by the SAP NetWeaver® platform to*

*drive innovation and enable business change, SAP software helps enterprises of all sizes around the world improve customer relationships, enhance partner collaboration and create efficiencies across their supply chains and business operations. SAP solution portfolios support the unique business processes of more than 25 industries, including high tech, retail, financial services, healthcare and the public sector. With subsidiaries in more than 50 countries, the company is listed on several exchanges, including the Frankfurt stock exchange and NYSE under the symbol "SAP." (Additional information at <<http://www.sap.com>>)*

*(\* SAP defines business software as comprising enterprise resource planning and related applications such as supply chain management, customer relationship management, product life-cycle management and supplier relationship management.*

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Published: May 7, 2007

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