



SAP **Business One** Road Map

May 2019

Public

Legal disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP's strategy and possible future developments, products, and platforms, directions, and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or noninfringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP's willful misconduct or gross negligence.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.

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

Table of contents

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 symphony 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

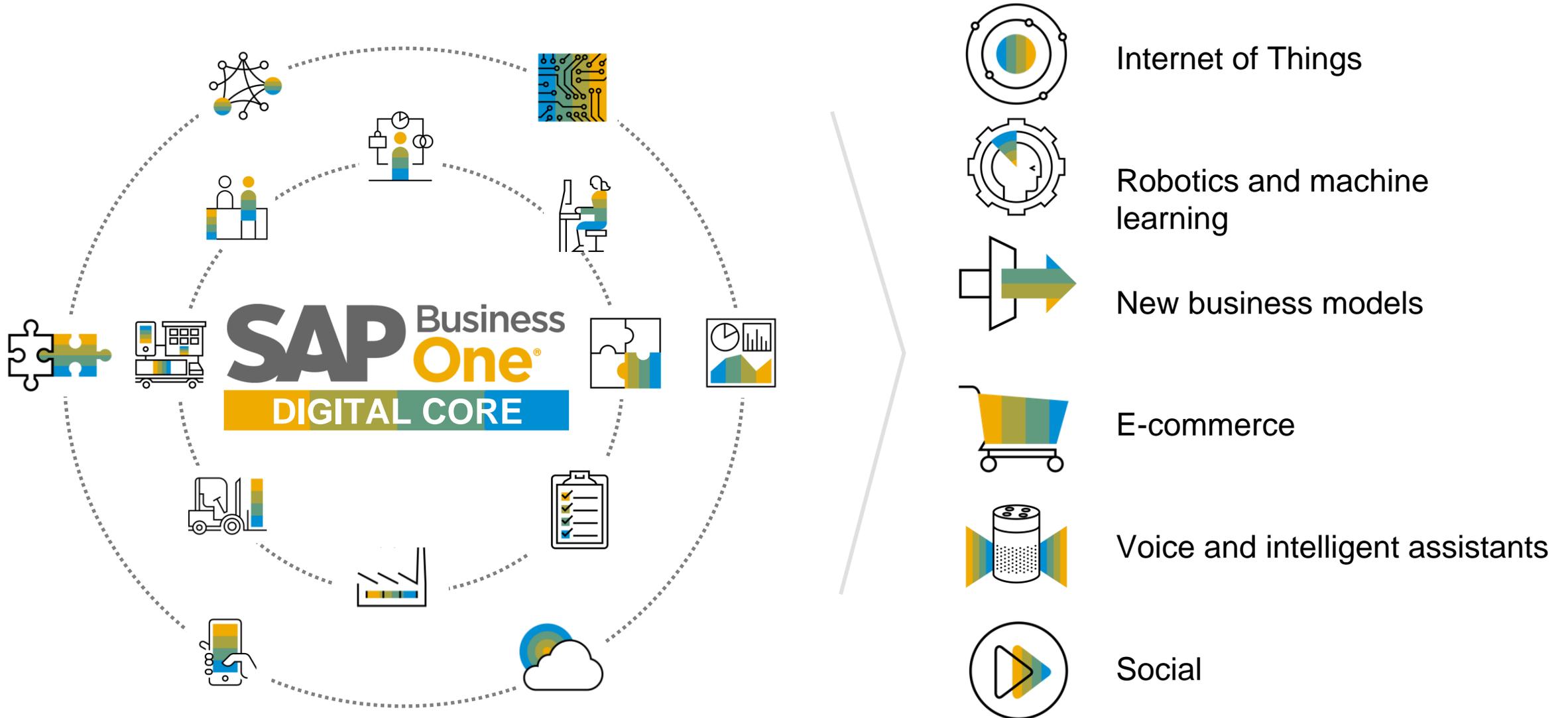
Enable applications to run smoothly in the cloud by detaching the applications from the underlying infrastructure



Applied intelligence

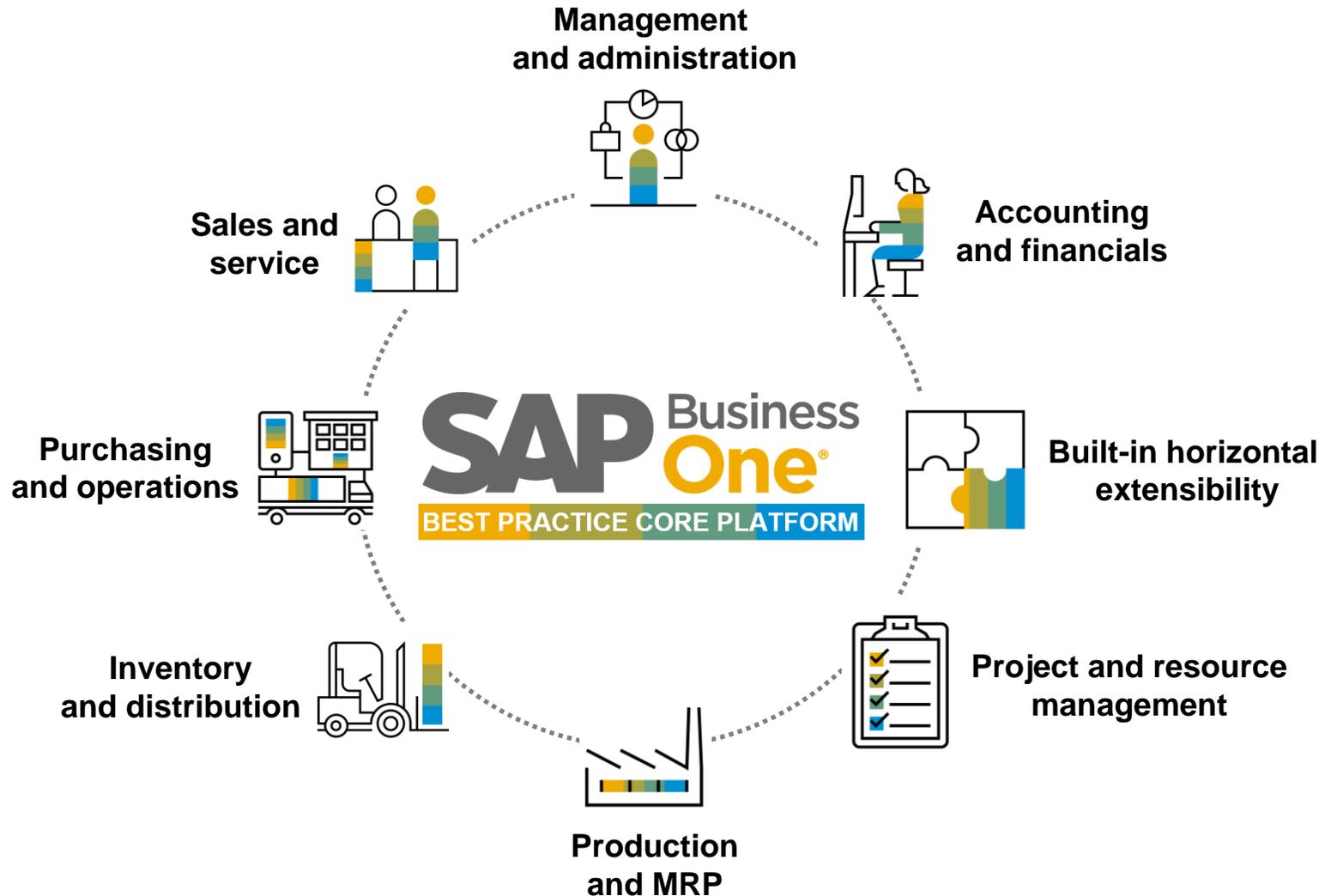
Embed AI, machine learning, IoT, and advanced analytics technology to create business value

The future of SAP Business One in the Intelligent Enterprise



SAP Business One

Digital platform for SME

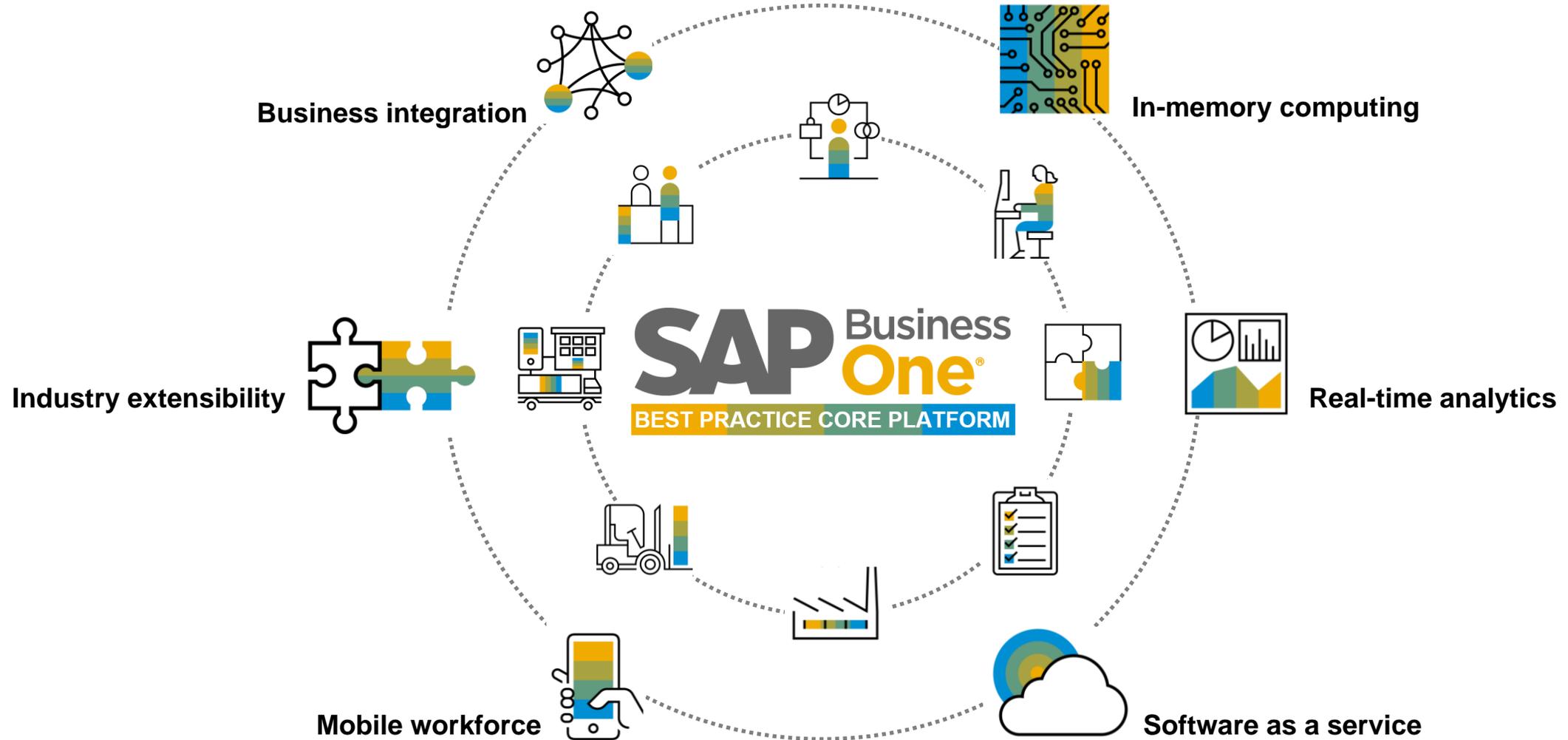


Facts and figures:

- **>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

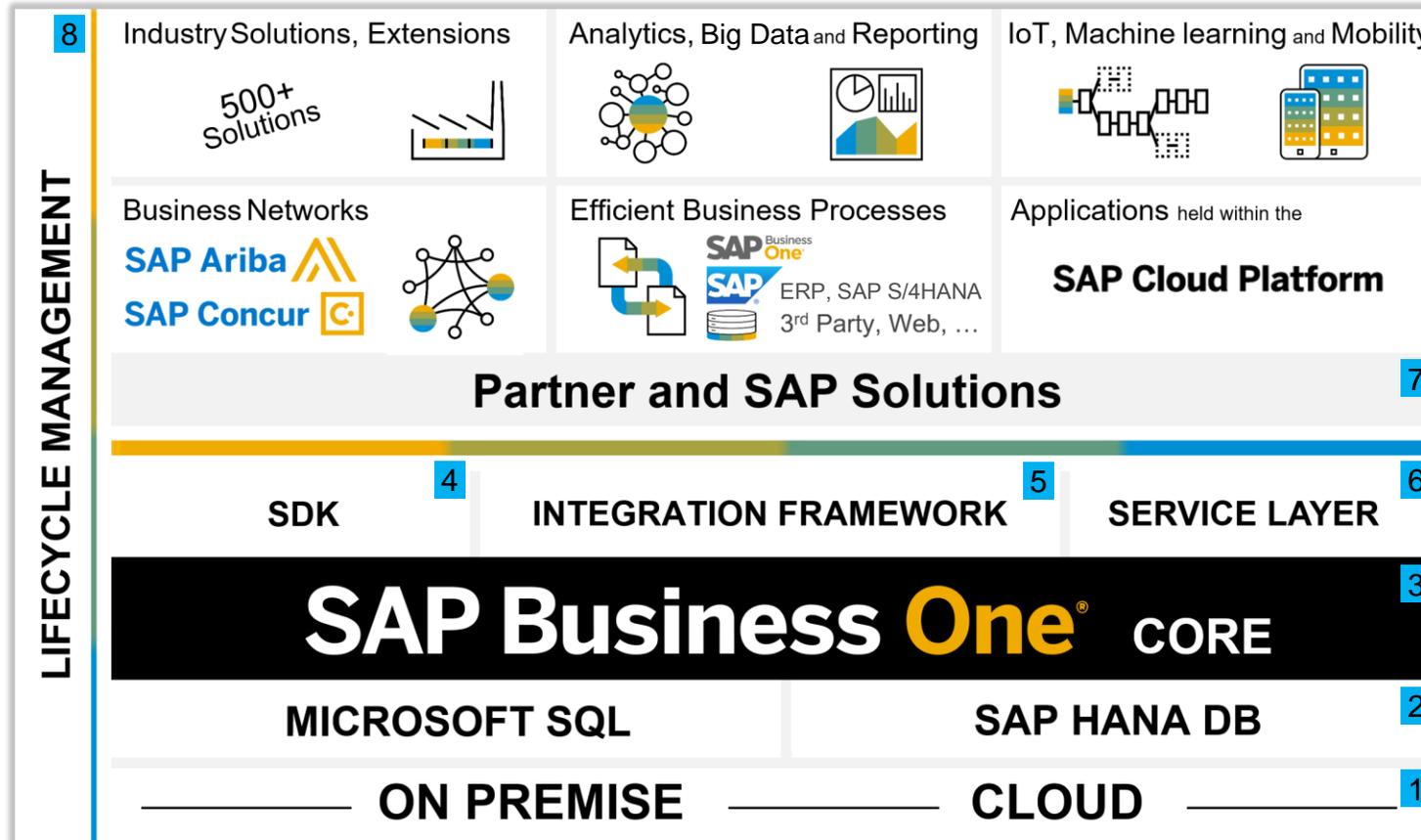
SAP Business One

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 apps
- 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)

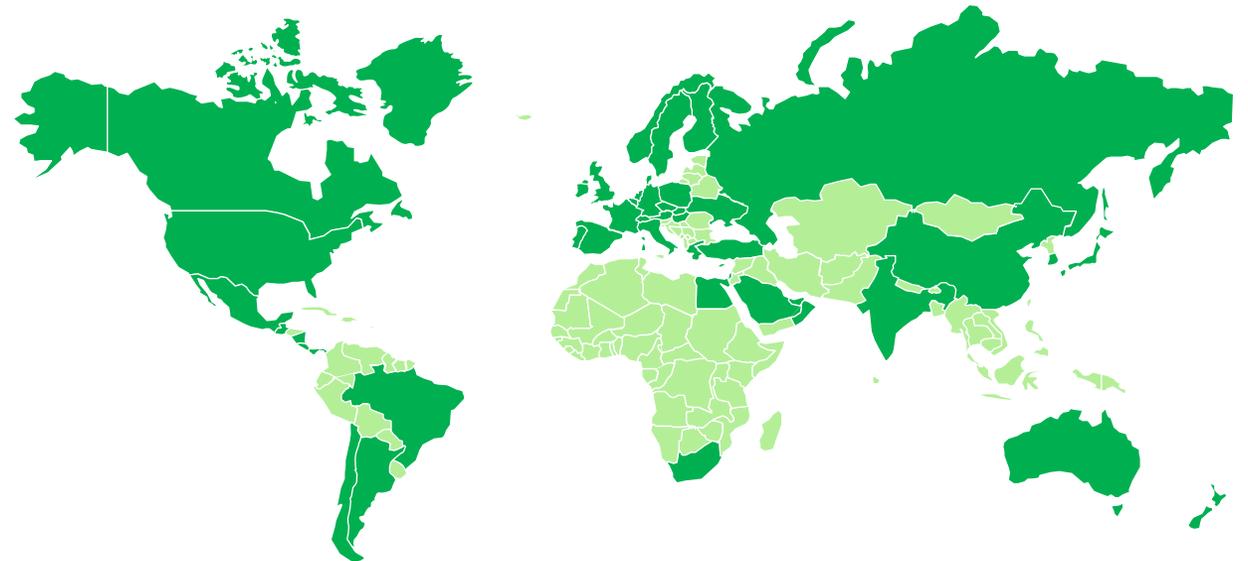
Argentina	Egypt	Japan	Saudi Arabia
Australia	Finland	Lebanon	Singapore
Austria	France	Mexico	Slovakia
Belgium	Germany	Netherlands	South Africa
Brazil	Greece	New Zealand	South Korea
Canada	Guatemala	Norway	Spain
Chile	Hong Kong	Oman	Sweden
China	Hungary	Panama	Switzerland
Costa Rica	India	Poland	Turkey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

Countries making use of localizations

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

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



*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 for customers using a Web-client-accessed cloud instance of SAP Business One on the SAP HANA database.

Global and highly scalable real-time ERP

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

Customer value of the Intelligent Enterprise

Transform flexible technology and innovations into customer value at low TCO; support fast adoption to new business models, customer growth, and specialization

Full commitment on SAP HANA

Optimize Web client and service layer; leverage exclusive advantages and capabilities of SAP HANA

Intuitive partner co-innovation and customization

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

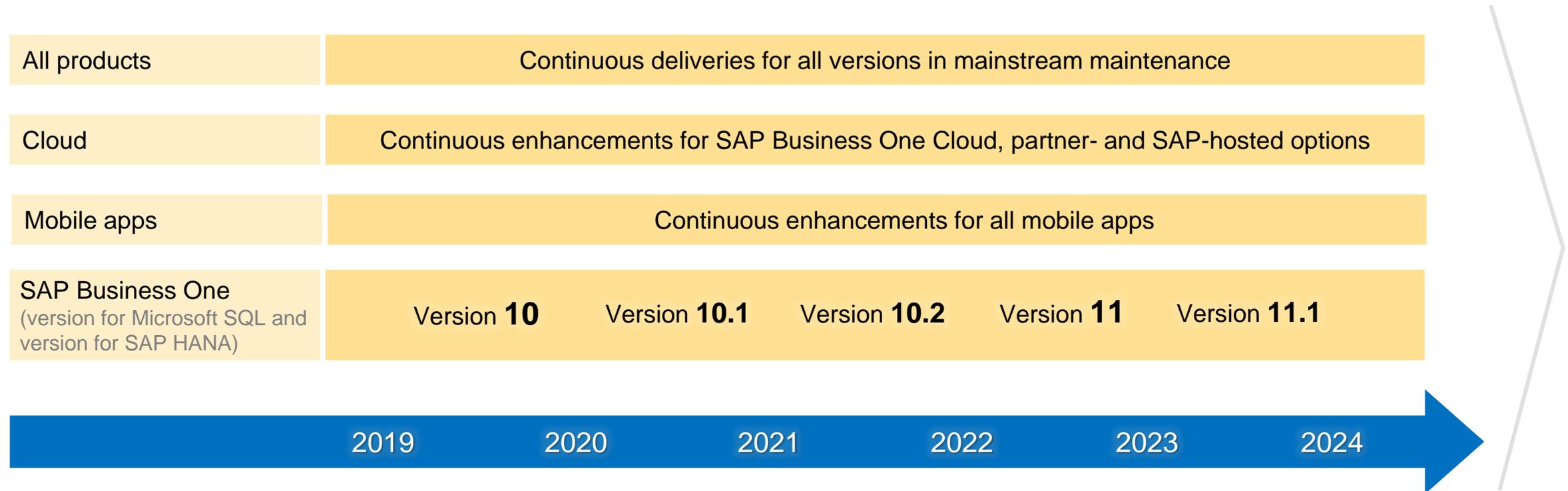
Straightforward consumption – cloud, on premise, and mobile

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

This is the current state of planning and may be changed by SAP at any time.

SAP Business One releases and related products

Solid product road map with continuous innovation



Schematic illustration of major deliveries

This is the current state of planning and may be changed by SAP at any time.

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

Upcoming midterm innovations

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 will bring 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.

1. The release will **add value by functions**, such as **completed and new localizations** and **refined features with focus on CRM and retail/wholesale**, as well as by supporting cutting-edge technology such as **SAP HANA 2.0, machine learning, the IoT, and new analytical capabilities**.
2. The **user experience** will be boosted by a new Web client, by intuitive SAPUI5 design, and by using a **chatbot**.
3. The unique selling proposition of a **powerful and intuitive integration** is also significantly enhanced by drastic improvements in the **integration framework 2.0** and by additional **predefined integration scenarios**.

The logo for SAP Business One Version 10. 'SAP' is in a large, bold, grey font. 'Business One' is in a smaller, grey font, with 'One' in a yellow font. 'Version 10' is in a large, bold, grey font below the main text.

SAP Business One

Product road map overview – key themes and capabilities

Recent innovations

Core

- Continuous innovations, project, production, and service

Globalization

- New localizations for Ukraine, Greece, Central MENA (Middle East); enhanced Russia and United States, India GST, Mexico CFDI
- Contract (blanket agreement) enhancements for IFRS 15 compliance
- Electronic documents framework extensions
- Personal data protection (EU GDPR)
- IT electronic invoice; IN e-Way Bill; UK Making Tax Digital

Analytics

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

Mobile

- Service app for iOS and Android; redesigned sales app incl. offline

Extensibility

- Semantic layer API
- Integration framework 2.0; edition for single-board computers
- Intercompany add-on runs faster on integration framework 2.0; India localization

Cloud

- E-mail-based authentication (UPN integration)
- Import/export SAP HANA schema
- Improved extension management

Planned innovations¹

Core

- SAP HANA 2.0 and SUSE 15 support with SAP Business One, version 10
- Web client introduction
- Intelligent ERP elements, such as machine learning and the IoT
- Simplified landscape and lower number of components

Globalization

- Advanced localization platform (electronic files and electronic documents)
- Integration to the digital compliance platform from SAP (known as electronic-documents-as-a-service integration) and integration to SAP solutions for advanced compliance reporting
- EU PEPPOL and EU Intrastat package

Analytics

- SAP HANA 2.0 features

Mobile

- iPad optimization for Service and Sales app

Extensibility

- Service layer supports MS SQL Server
- SAP API Business Hub, SAP Business One Cloud API manager
- Event service based on the publish/subscribe model

Cloud

- Improved resource pull sharing among resellers
- Improvements in stability, security, and high availability
- Substantial management of users, software, and tenants
- Easier navigation in cloud control center

Product direction¹

Conversion to an highly generic and extremely flexible platform

Core

- Web client extended functionality
- Optimized scalability/performance
- Continuous innovations, project, CRM, and service
- Simplification of landscape and deployment complexity

Globalization

- Expansion to new markets/regions
- Integrations to electronic fiscal services

Analytics

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

Mobile

- Grow solution base, extension platform

Extensibility

- Integration with SAP Cloud Platform
- Scalable API services

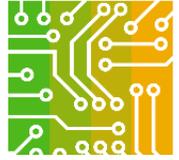
Cloud

- Hybrid deployment
- Simplified cloud tools
- Extension repository
- Improved UI/UX and tools performance
- 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

Feature value

Covering new business processes and continuously delivering enhancements and new features, based on [Customer Influence](#)

- Enhanced functions addressing wholesale and retail; adjust functions such as price determination, bonus calculation, articles that cannot be discounted, assortments
- Fine-tuning of functions in service and CRM; service module enhancements: Billing wizard for service; service module equipment card; ability to link to fixed assets
- Production module enhancements such as outsourcing, job work, and new reports
- Intention-based search and chatbot based on SAP Conversational AI
- SAP Crystal Reports layouts
- Petty cash functionality
- Microsoft Office 365 integration (Word, Excel, and OneDrive)
- Gantt charts interactive for several modules such as production, project, and service
- Integration of SAP solutions adding value for SAP Business One customers
- Hierarchical master data (BP, item)
- Electronic cash declarations
- Variance configurations
- Period-end closing adaptations for multiple branches
- Automated online banking (integration of payment gateways used at SAP)
- Machine learning used for invoice recognition (Document Information Extraction API service under SAP Leonardo Machine Learning Foundation)
- Currency conversion and clean-up tool
- Workflow finalization
- Modern skin style and improvements in user interface such as general ledger, full screen, and sync of buttons

Lifecycle management

- SAP HANA 2.0 support and a variety of benefits such as new performance features and backup improvements
- 64-bit support only
- SUSE Linux 15
- One-click installer (mainly for upgrades, similar to apps behavior)
- MS Excel import: Support for additional objects such as sales order

- 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
- Helping ensure that the business user's experience is as good as with consumer applications
- Latest versions of operating systems, database engines, or browsers used to apply innovations even faster in day-to-day business operations

This is the current state of planning and may be changed by SAP at any time.

Planned innovations – globalization

Legal compliance and localization enhancements



Feature	Differentiating factor
<ul style="list-style-type: none">Legal compliance and localization enhancements generically or specifically (legal requirements, business practice, statutory reporting, and default values)Localization expansion to potential new markets, increased number of supported languages, and harmonized functions across localizationsElectronic 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 frameworkOnline help displayed and called via the context menu in the UI languageIntegration 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 reportingMerge back of selected outsourced legal add-onsExternal sales tax via APIReplacement of selected hard-coded bank-filesIntegration to bank feed providers from SAP or selected third partiesIFRS, EU PEPPOL, and EU Intrastat enhancements packageIL – VAT groups introductionMX CFDI enhancements (cancellation, vendor invoice file, and payments file import)UK – Brexit adaptations; BR – NFe 4.0; AR – Electronic Credit Invoice	<ul style="list-style-type: none">Helping businesses to run worldwide, increased relevance for new customers and installed baseFacilitating customers in meeting their legal obligations (accounting, tax, invoicing, and reporting); legal complianceIncreased localization competitiveness that helps to win in the cloud globally; significant competitive advantage; and differentiating factorIncreased customer and partner satisfaction, merged back-legal add-ons that reduce costs, lower TCOHigher reporting flexibility for IFRS, U.S. GAAP, group reporting, or any local legal reporting requirements

This is the current state of planning and may be changed by SAP at any time.

Planned innovations – analytics and reporting

Simplify with meaningful business reports and accelerate decision-making

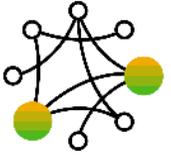


Feature	Feature value
SAP Business One <ul style="list-style-type: none">Renewal of built-in analytics and predefined reporting content in SAP Crystal Reports for selected countriesEnhancements to recently introduced Microsoft Excel–based reporting	<ul style="list-style-type: none">Ability to deliver pixel-perfect reports; support scalable, efficient content delivery; generate multilingual reportsSAP HANA as a platform for accelerated partner co-innovationAbility 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
SAP Business One, version for SAP HANA <p>Further leverage SAP HANA capabilities by reusing scenarios of SAP HANA 2.0 platform</p> <ul style="list-style-type: none">Better real-time visibility and deeper analytics scenarios based on pervasive analyticsNew functions such as demand planning and payment/invoice automatchingEnhancement of service layer, exposing existing business objects through a RESTful HTTP interface, as well as enhanced app framework for partners’ extensions	<ul style="list-style-type: none">Comprehensive views of key information, such as customers or financials, which offer efficiency optimizationRealization of more sophisticated business processes; new scenarios that help in tackling “unsolvable” problemsExposing the full potential of SAP HANA to the ecosystemEfficient partner development with service layer and tools within the app framework

This is the current state of planning and may be changed by SAP at any time.

Planned innovations – extensibility

The best basis to extend SAP Business One with fully integrated solutions horizontally and vertically

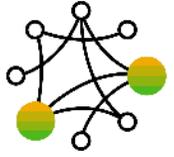


Feature	Feature value
SAP Business One core <ul style="list-style-type: none">Service layer supports MS SQL ServerNew API generation based on service layer, for SAP HANA onlyElimination of gaps between DI and service layerNo restart of service layer should be necessary after adding/editing UDO/UDT/UDFMultiple triggers for user-defined values (UDV, also known as formatted search)UDF extension allowed in more tablesEvent service/webhook based on publish/subscribe modelScalable API services	<ul style="list-style-type: none">Significantly expand the addressable market, driving SAP HANA adoptionProvide customer benefit from modern and better solutions for SAP Business One, based increasingly on SAP HANA; reduce costs of development, and advance developer experienceOptimize partner support by realizing requirements for flexible integration in customer projectsEnable solutions to run smoothly in the cloud by detaching the applications from the underlying infrastructureEmbed AI, machine learning, IoT, and advanced analytics technology to create business value
Extend to intelligence <ul style="list-style-type: none">Analytics APIs	
Enable the cloud transformation <ul style="list-style-type: none">Business network integration	

This is the current state of planning and may be changed by SAP at any time.

Planned innovations – integration framework

An extremely strong platform



Feature

Integration framework

- Completing the business-process-model-and-notation-based management layer
- New integration scenarios or templates:
 - IoT use cases
 - Overhaul of the existing scenarios for SAP Ariba solutions and SAP S/4HANA
 - RMA enhancement such as barcode scan
 - Exchange-rate import
- Provide integration content and integration framework APIs in SAP API Business Hub
- Mapping between DI API and service layer
- Flexible event-handler mechanism to replace event sender
- Integration of TensorFlow through SAP Cloud Platform

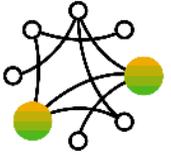
Feature value

- 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

This is the current state of planning and may be changed by SAP at any time.

Planned innovations – intercompany integration solution

A very successful complementary add-on from SAP



Feature

Intercompany integration solution for SAP Business One

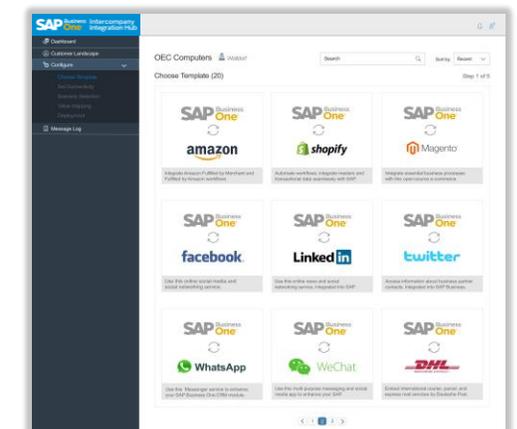
- Functional improvements such as automatic replication of user-defined fields (UDF) and user-defined table (UDT) definitions to all branch companies
- A/R service invoice allocation
- Using the service layer where useful
- Further meaningful extensions that are requested through Customer Influence

Intercompany integration hub for SAP Business One

- Simple, new kind of abstraction level on top of B1iF 2.0
- Intercompany landscapes/SAP Business One systems can readily be connected to the most-popular Web shops, CRM systems, logistic solutions, SAP applications, or social platforms
- Step-by-step introduction of various scenarios planned, all simple and basic
- Some scenarios only available to customers of the intercompany integration solution; others free of charge

Feature value

- Intercompany integration harmonizes across SAP Business One databases, massively reducing total operating costs, and optimizing business processes beyond countries or legal entities
- Addresses typical requirements for fast digital integration in companies that have multiple legal entities (such as sales and service unit)
- Offers inexpensive off-the-shelf solutions, most comprehensive implementation even without detailed knowledge of the solutions



This is the current state of planning and may be changed by SAP at any time.

Planned innovations – new Web client

Access the integrated business management functionality within your Web browser



Feature

Feature value

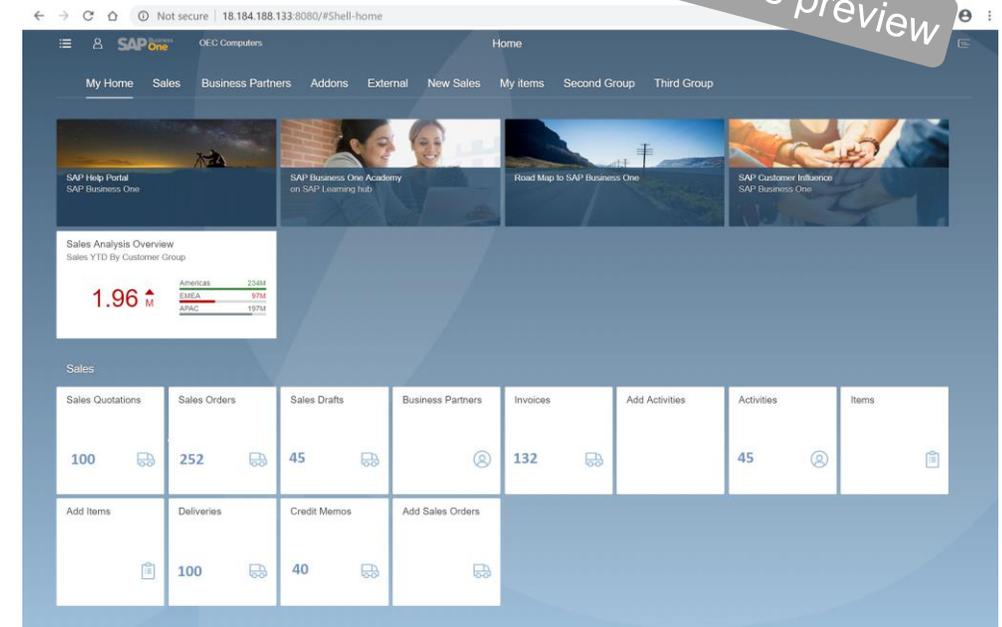
New native Web client: Design based on SAP Fiori and SAPUI5, supporting SAP HANA only

- Web client based on core functions of SAP Business One, version for SAP HANA
- Scalable and flexible platform, leveraging the service layer
- Built-in customization and extensibility
- SAP Web IDE integration

Planned coverage

- Login and home-page screen
- Sales quotation and order
- Customers and items
- Calendar and activity
- Item catalog
- Delivery and return
- Sales analytics and reports

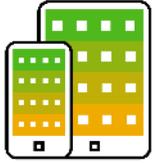
- State-of-the-art user experience
- Ready access from any device at any time
- Flexible deployment; side-by-side usability with on-premise client
- Simplification
- Increased competitiveness
- Reduction of TCO



This is the current state of planning and may be changed by SAP at any time.

Planned innovations – mobile apps for the enterprise

Mobilize your workforce to support flexibility and efficient processes

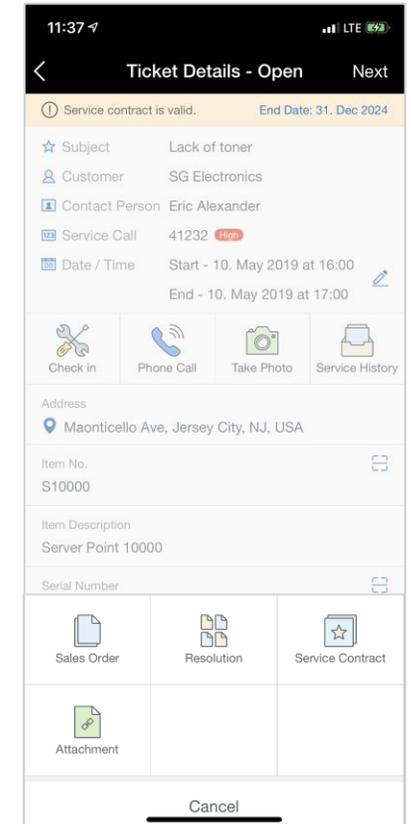


Feature

- Sales and Service app that also runs on MS SQL Server
- Revision of the SAP Business One mobile app for iOS and for Android, adoption of integration framework 2.0, implementation of additional usability features
- Adoption of SAP HANA analytical innovations
- 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



This is the current state of planning and may be changed by SAP at any time.

Planned innovations – cloud

Simple consumption and best scaling



Feature

SAP Business One Cloud, SAP-hosted option:

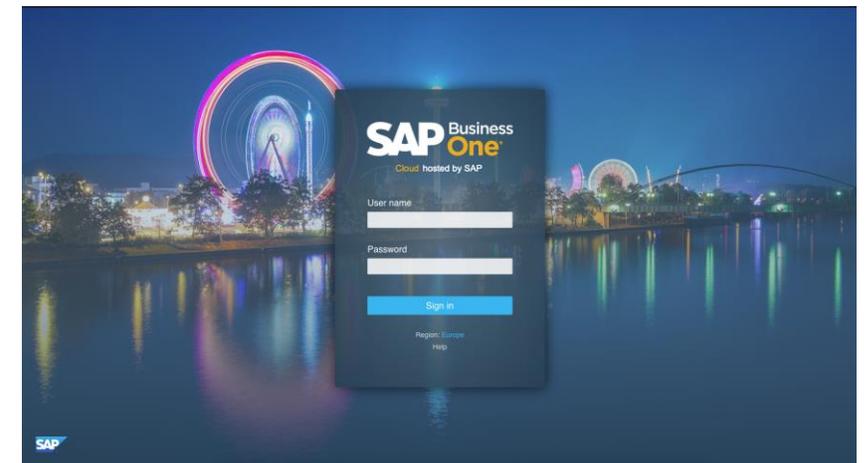
- Continuation in optimizing the cloud infrastructure
- Hosted by SAP on completely new infrastructure owned by SAP
- Standard offering – standardized deployment to fit most market expectations at an affordable price
- Premium offering – more-advanced functions for more-demanding partners and customers
- Staged introduction for regions and countries
- Extension management based on reseller operator
- Dedicated SAP Help Portal
- Improved web experience

SAP Business One Cloud, partner-hosted option:

- Enhanced tools in SAP Business One Cloud 1.1 focusing on hosting partners
- Service units that can be shared among several reseller operators
- 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 SAP hosting partners
- Short time from purchase to delivery
- Flexible, simple, and intuitive solutions for efficient business



This is the current state of planning and may be changed by SAP at any time.

Learn more about SAP Business One

- ▶ [SAP Business One YouTube Channel](#)
- ▶ [Solution Brief](#)
- ▶ [SAP Help Portal](#)
- ▶ [SAP Support Portal](#)
- ▶ [SAP Learning Hub](#) – Training Material
- ▶ [SAP Business One Community](#)
- ▶ [SAP Business One Cloud](#) (Partners Only)
- ▶ [Customer Influence Session](#)
(Customers and Partners Only)



Thank you.

Follow us



www.sap.com/contactsap

Studio SAP | 55584enUS (19/05)

© 2019 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/copyright for additional trademark information and notices.

