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it fits together.

BUSINESS™
SAP
P A R T N E R

SAP Business One be.as Edition

**Efficiency for small
and midsize manufacturing
businesses**

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1. Overview

In today's competitive business environment of intensified competition also small and midsize businesses (SMBs) require access to electronic business management that is not only tailored to their specific business needs but also economically adequate. SAP® Business One provides the intersectoral basic functions by bundling comprehensive business functions in a simple and excellent value integrated solution.

For manufacturing businesses the beas GmbH, an accredited SAP Business One Solution Partner, offers a specific overall solution. The beas GmbH deals with the branch specific configuration of SAP Business One and develops additional highly integrated standard software products under the brand be.as®.

For further information www.sap.com and www.beas.de

1.1. Introduction

SAP® Business One supplemented by the modules be.as® provides an integrated solution that is specifically tailored to small and midsize manufacturing businesses. It provides not only fast and easy access to all business information but also beyond the reports and documents that are required for decision making in all divisions of your company like sales and distribution, purchase, accounting, production etc.

That combination safeguards as a future-proof business solution also your investment.

SAP Business One / be.as may be implemented in best time: the introduction takes only from a couple of days to a few weeks depending on the complexity of the case. Due to standardised introductory proceeding of the beas GmbH the introduction and use take place fast and efficient. Milestones, extensive checklists and branch specific sample processes establish the basis that is optimised with the customer in each case at project start.

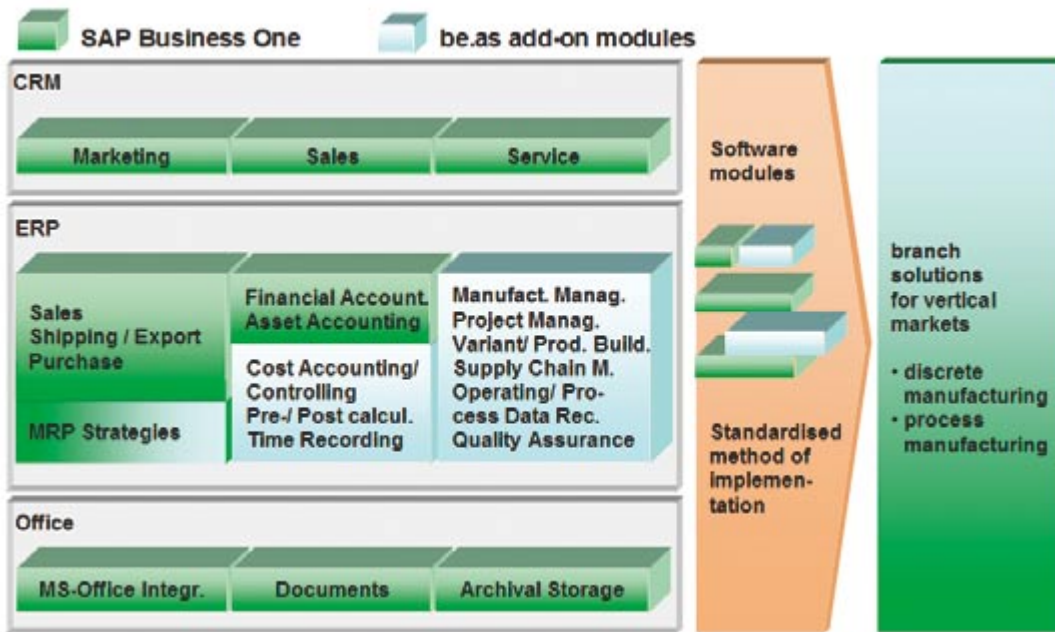
Easily configurable standard programs are available for the transfer of old data.

The installation, introduction and service of SAP® Business One / be.as is carried out by the beas GmbH or an authorised partner.

1.2. Overview integrated solution SAP Business One / be.as

Mid-sized manufacturing businesses are in need of high productivity and profitability. Thus in addition reliable planning, efficient order processing and all-embracing transparency are so important in order to know with which products, which order and which customers real money is earned.

For this and further requirements SAP® Business One offers all useful information and decision making possibilities. And be.as supplements modularly what you need for your manufacturing management and cost accounting / controlling – it fits together.



SAP® Business One together with the be.as modules also provides for example:

- Creating offers that are backed by a pre-calculation which gives comparison data for the products to be manufactured (Full costs, marginal costs and contribution margin).
- Creating production orders directly from the customer order; early material availability check and material ordering and early scheduling of external parts.
- Assured and fast reaction on deviations due to production data acquisition (PDA).
- Information of final costing on the run, after order completion and compared to the quotation on the achievement of objectives.

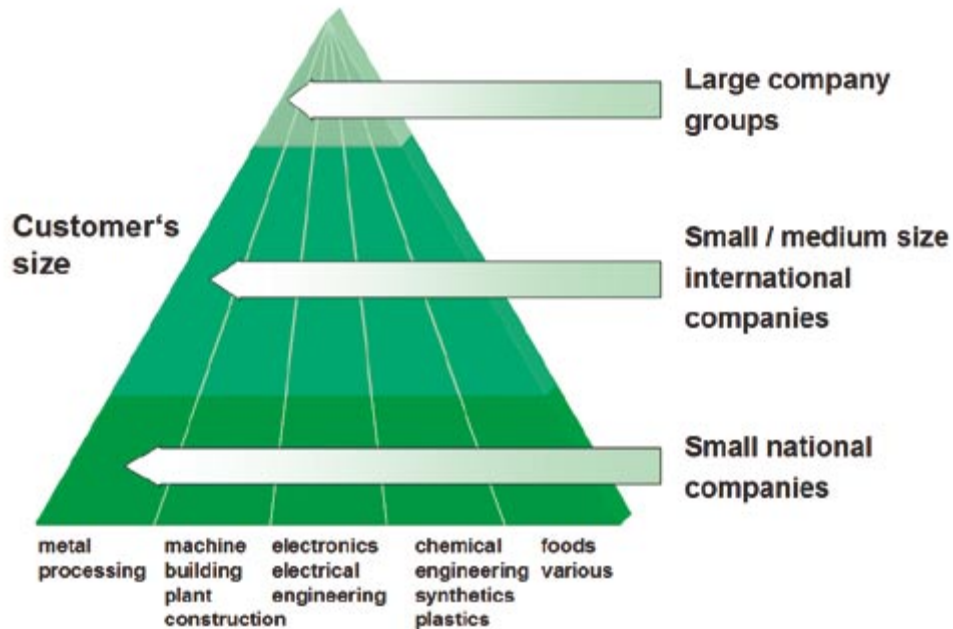
Costing provides cost accounting as well as contribution by period, customer, order or item using transaction data from financial accounting, payroll, etc. SAP® Business One and the be.as modules make all necessary data available to make sound entrepreneurial decisions in the e-Business age.

The add-on modules for manufacturing and cost accounting use the business management standards of SAP®

1.3.Target markets

1.3.1.Branches

The SAP® Business One / be.as solution can be implemented for companies of various size or industry:



The SAP® Business One / be.as solution is best suited for companies with production that specialize in

- Engineering/ make-to-order/ projects
- Assembly/ configure to order/ variant production
- OEM / supply industry

Various reference models assist in a fast and efficient implementation.

The following list of functions is an extract from the SAP® Business One documentation. For further details see "SAP Solution in Detail".

2. SAP Business One standard functionality

2.1. System Functionality

2.1.1. User friendly Interface

- Drag&Relate™ functions are generated directly onscreen
- Preconfigured business queries (e.g. selling prospects, ...)
- Analysis reports
- Allows for faster and more accurate assessment of business transactions

2.1.2. Workflow-based alert functions

- Configurable alert functions are, e.g.
 - Reminders
 - Authorisation
 - Document transfer
 - User-defined
- Messages are sent to employees via
 - Error messages
 - E-mail
 - Fax (requires additional software)

2.1.3. Flexible assistant for monitoring reports

- Numerous standard reports
- Intuitional report assistant for customer specific reports with optional analysis

2.1.4. Seamless integration with Microsoft Office

- Established desktop and functions
- Converting of documents in Word and Excel
- Send documents by email immediately

2.1.5. Corporate specific templates

- Designing of corporate specific vouchers with the integration of e.g.
 - Data
 - Item pictures

2.1.6. Support of foreign currencies and languages

- Simultaneous application of up to three currencies
 - Local currency
 - Transaction currency
 - System currency

- Output of reports in every international currency possible
- Language per user selectable

2.1.7. User-defined fields and easy modification

- Possibility of defining own fields and tables via integrated field administration system
- e.g., for items, business partners, orders, etc.
 - Texts
 - Addresses
 - Phone numbers
 - URLs
 - File attachments
 - Images
 - etc.
- They can be linked to
 - Lists
 - Analyses
 - Processes
- Field or table updates are effective immediately

2.1.8. Software Development Kit (SDK) for add-ons

- For technically more complex modifications and integration of add-on functions / modules
 - based on industrial standards with two levels of integration
 - Data Interface Application Programming Interface (DI-API) to implement / enhance business logic
 - User Interface Application Programming Interface (UI-API) to implement / enhance the user interface
- Enhancements are programmed using
 - MS-COM language
 - .NET-language
 - Java
- Changes and enhancements are imported through upgrades

2.1.9. Standard interfaces for extensive integration

- SAP Business One as the central application with interfaces to e.g.
 - Hand-held equipment
 - Internet-Sales applications
 - Third party analysis programs, etc.

2.2. User Functions

2.2.1. Financial Accounting

- Accounting
 - Chart of Accounts
 - Can be designed to meet company specific requirements
 - Open Chart of Accounts with up to 10 segments
- Journal entries (most journal entries are automatically booked by Sales, Purchasing, bank and treasury functions)
 - Journal entry
 - Journal entry search
 - Each transaction can be linked to projects and / or profit centres
- Voucher pre-recording
 - Manual journal entries for preliminary batch processing
 - Verify and correct entries before recording
- Account Assignment Models
 - Define time saving account assignment models
 - Reduce mistakes when posting journal entries manually
- Journal Entry Reversal
 - Automatic month-end journal entry reversals
 - By default reversals are executed on the first day of the next calendar month
 - If required, different reversal dates can be set for different entries
- Recurring postings
 - Define recurring entries
 - Define frequency for each recurring entry (automatic reminder to record the entry)
- General Ledger I
 - Pools all journal entries
- Exchange rate differences
 - Periodic evaluation of open items in foreign currencies
 - Identifies differences

- Choose the right transaction
- Account Balances
 - Display and print account balances and account transactions
 - All financial reports are available in any currency or level of detail
 - Financial reports with different views
 - e.g. quarterly or monthly results
 - e.g. sorted by profit center, project, etc.
- Profit and Loss statement:
 - Revenues and costs according to country-specific legal requirements
 - Comparison of financial numbers from different accounting periods
- Balance Sheet
 - Assets and liabilities according to country-specific legal requirements
- Comparative reports, all reports can be run as comparisons
 - months
 - quarters
 - years
 - any other periods
- Budget reports
 - Define and manage budgets
 - Configure budget allocation methods
 - Budget can be in any currency (domestic currency, foreign currency, or both)
 - Comparison of actual and planned figures
 - Define online alert that notifies users whenever a monthly or annual budget limit is overrun
- Financial report templates
 - Unlimited number of financial report templates
 - Different templates for any purpose

2.2.2. Sales Quotes

- Customer quote that includes
 - calculation of gross profit
 - inventory (overall or on stock)
 - customer account balance
 - view last sales price offered to customer
 - export quote to Microsoft Word
- Order
 - Sales order entry
 - Automatically reserve items ordered
 - Allow partial delivery for an order
- Prepare items after order confirmation
 - assign items
 - pick items
 - pack items

- At any time during the process the order status can be displayed
- Delivery
 - Items are delivered to customer
 - Update warehouse quantities
- Link customer orders to orders
- Create reserve orders when preparing a customer order
- Order quantity is available at delivery date
- Returns
 - Record goods receipts as customer returns
- Invoice becomes sales document
 - Invoice automatically creates the corresponding journal entry
 - Automatic receipt is created when customer pays part of the invoice directly
- Sales Tax / Value Added Tax
 - Calculate applicable taxes.
 - Multiple tax codes possible:
 - national
 - regional or
 - local
 - tax rates
- Taxes are tracked in the accounting system according to applicable tax laws. It ensures that the correct tax is calculated and applied.
- Invoice and payment
 - Invoice and receipt are created in one step
- Credit memo
 - Create a credit memo
 - Data can be imported from the original invoice
- Proforma Invoice
 - Type of invoice, if an invoice is to be created without changing inventory
- Document printing
 - Sales and purchasing documents may be selected by
 - Period
 - Document number
 - Document type
- Document Collection
 - Wizards allow to group all sales documents for a customer in one single invoice
 - Various orders or delivery notes can be consolidated in one invoice at the end of the month.
- List of saved documents
 - Print, edit and manage all documents that have been saved as drafts

2.2.3. Purchasing

- Purchase orders
 - Purchase Orders to vendors for
 - Material
 - Services
 - Update the available quantity of ordered items
 - Inform the warehouse manager of expected delivery dates
- Order delivery
 - is used when items are entered into inventory with immediate update of the actual inventory quantity.
 - the vendor account balance is not changed
- Distribute purchase order
 - Distribute a single purchase order items over multiple storage locations.
 - Create multiple packing slips and delivery notes for each shipment
- Multiple shipping addresses
 - Each line item can be shipped to, or specified as, a different warehouse location
- Returns
 - Record of returns to vendors
- Vendor bills
 - Process vendor bills
 - Create a journal entry
- Credit memo
 - Issue a credit memo to inventory for returned items
 - Data can be imported from the original invoice
- General Ledger
 - Records all journal entries
 - Can be sorted by different periods
- Document printing
 - Print all sales and purchasing documents by
 - period
 - document number
 - document type

2.2.4. Business partners

- Master data management for customers, sales prospects and vendors
 - Addresses
 - Sales force
 - Payment terms
 - Preferences
 - Unlimited number of contact persons for each business partner
 - Phone numbers
 - E-mail addresses
 - Customer sales reports

- Balance by Business Partner
- Search methods
- "starts with"
- "contains"
- "greater than", etc.
- Definitions
- Define names for customer and vendor groups for the master data attributes
- These groups are also used to combine customer and vendor reports
- Interactions with business partners
- Document any interaction with business partner such as
 - Phone calls
 - Meeting
 - Any activity with customer or vendor
- Attachment of system records or other records to the contact
- Activity/interaction becomes part of customer and vendor data
- Opening balance
- Record opening balances for customers and vendors
- Data can be imported from another accounting software
- Contact summary
- Sort all open contacts by date
- Refer to current day or current week
- Complete tasks and activities
- Close completed tasks and activities
- Opportunity
- Record any sales opportunity – from the first call to the successful business transaction
- Define criteria for an opportunity like
 - Source
 - Potential
 - Closing date
 - Competitors
 - Activities, etc.
- Link quotes to opportunity
- Opportunity analysis
- Combination of three prospects
- Customers
- Items
- Sales force
- Graphical charts are created for easy visualization
- Opportunity-pipeline
- Dynamic overview of opportunities in all sales stages – from lead identification to customer contract
- Sales Funnel display
- A detailed report can be generated

for each sales stage

- Additional graphical functions to display the sales process are available
- Identify trends and purchasing patterns

2.2.5. Banking

- Record incoming payments
- Checks
- Credit card
- Bank transfer
- Cash
- Assign payments to open invoices
- Automatic update of the general ledger
- Outgoing payments
- Vendor payments
- Assign payments to open vendor invoices
- If necessary, issue checks to vendors
- Payment processing
- Payment list based on user-defined criteria to process payment for multiple vendors
 - Due date of the invoice
 - Discounts
 - Vendor category, etc.
- Payment is generated for all vendors that were selected from the payment list
- Voiding checks
- Reverse a payment and enter correct information. (this is useful when a payment run encounters unforeseen circumstances e.g. printer jamming and the recorded data differ from the information on the actually printed checks)
- Incoming payments
- Record
 - Cash payments
 - Credit card payments (may be tendered automatically if agreements exist with credit card company)
 - Check deposits (incl. selecting from a list of checks to be deposited)
- Deposit of predated checks
 - Report checks that have to be deposited on the same day
 - Direct deposit
- Check Management
- Check management

- Void checks
- Endorse checks
- Credit Card Management
- Credit card management
- Endorse credit card vouchers
- Void credit card vouchers
- Deposit of predated credit card vouchers
- Record predated credit card vouchers that have to be deposited on the same day
- Immediate deposit of credit card vouchers
- Account Statements and Reconciliation
- High-performance module for a completely automatic reconciliation
- Reconciliation of debits and credits with the general ledger
- Reconciliation of cash account data with bank account data
- Reconciliation wizard
 - Wizard to optimize the reconciliation functionality
 - Define reconciliation criteria: the system can calculate the optimum set of options.

2.2.6. Inventory

- Central management of item and inventory data
- Item name and item number
- Bar code
- Brands
- Density
- Prices
- Images
- Display
- Item inventory
- Order quantities
- Sales analyses
- Define
 - Item group names
 - Item attribute names
 - Inventory
 - Brand
 - Density
 - Shipping types
 - Customer- and vendor specific part numbers (unique part numbers for each customer or vendor to identify the same items)
- Item Enquiry
 - Display item details
 - Third-party
 - Required items that are not in stock are shipped directly from the vendor

- to the customer via a special warehouse
- Check on postings stays in your system
- Price list
 - Define any number of price lists
 - Link price lists to
 - Customers
 - Vendors
 - Dynamic links between price lists ensure that the price lists are updated as soon as the master price list is changed
 - Special pricing
 - Define special prices for
 - Customers
 - Vendors
 - Define quantity related prices
 - Define period for each price list; can be updated if data is changed
 - Define discounts based on different payment terms
 - Alternative Items
 - Define items that can be offered to customers as alternative items
 - Alternative items can may be sorted by
 - Similarity
 - Price
 - Quantity
 - Goods Receipt / Goods Issue
 - Record Goods Receipt/Goods Issue that do not directly relate to a sales or purchasing document
 - Stock Movement
 - Record any stock movement between multiple storage locations
 - Inventory
 - Determines items in stock to be inventoried and speeds up the inventory process
 - Alarm functions and reports ensure that items are counted as often as necessary dependent on their importance
 - Inventory entries
 - Record opening balances for items
 - Update inventory data in the system
 - Methods of inventory valuation
 - Stock value over
 - Average total cost
 - Standard cost
 - SAP Business One processes all calculations and entries
 - Batches
 - Assign to items by
 - Period of validity
 - User-defined attributes

- Can be defined for
 - Sales orders
 - Delivery notes
 - Inventory movements
- Monitor batches using a special batch report
- Serial numbers
- Assign serial numbers to items
- Can be defined for
 - Sales orders
 - Delivery notes
 - Inventory movements
- Location categories
 - Group different storage locations with similar attributes for analysis purposes

2.2.7. Reporting

- Central components of SAP Business One
 - Production of all sorts of reports
 - Initiation of corrective actions
 - Reports can be exported to MS Excel
 - Open items, overview on
 - Unpaid invoices
 - Open quotes
 - Open orders
 - The link to MS Word allows to create letters to the customers in question.
 - Account Receivables / Account Payables by due date
 - All account receivables / account payables
 - Sorted
 - by periods
 - "Customer Line" allows opening a report showing detailed line items for the customer.
 - The hot link to MS Word allows to generate account balance reports (dunning function)
 - Sales analysis
 - Three prospects may be combined
 - Sales by customer
 - Sales by item
 - Sales by sales representative
 - Graphical charts are generated for easy visualization
 - Any level of detail can be displayed
 - Cash flow
 - Cash flow analysis on all inflow and outflow data
 - Checks
 - Credit cards
 - Recurrent transactions

- Accounts Receivables
- Query interface
 - Create data base queries using a simple query language
 - All data can be used to create detail or summary reports
 - Queries can be stored in the query library for future use
 - Existing queries may be adapted via report editor
- Contacts overview
 - Sort all open contacts by date
 - With reference to current day or current week
 - Tasks and contacts can be executed
 - Already terms taken contacts can be closed
- Accounting reports
 - List of account balances
 - Account statements – all entries by business partner or account
 - Sales tax/VAT reports – according to local laws
 - Comprised report – all sales to EU customers according to the local laws
 - Document journal
 - Accounting journal
 - Review the report numbering
- Business reports
 - Balance sheet
 - Profit and loss statement
 - Profit center report
 - Items and account balance lists
- Inventory reports
 - Item list
 - Inventory posting – all entries by business partner or item
 - Stock on Hand– Inventory by
 - Items in stock
 - Purchase order quantity
 - Available items on stock
 - "Item Line" gives access to an order report
 - Inventory report – inventory by storage location and total inventory by item
 - Inventory evaluation - Assess inventory by
 - Standard costs
 - Variable average price
 - Product structures – Overview on product structures for any level and with any level of detail
- Additional reports
 - Previous prices – previous allowed prices for a specific customer

- Inactive customers – summary of inactive customers for a specific period
- Inactive items – inactive items for a specific period

2.2.8. Service management

- Designed to increase efficiency in Services
- Supports
 - Service management
 - Service contract management
 - Service planning
 - Tracking of customer interaction activities
 - Customer support
 - Management of sales opportunities
- Service call
 - Support in solving customer questions and item related problems
 - Customer equipment card
 - List all items for which services are offered
 - Service contract
 - Information about the service a customer is eligible for
 - Period
 - Service
 - Specific items or serial numbers
 - Knowledge database solutions
 - Data base containing key solutions for various problems and situations
 - Allows external sources to view questions and solutions regarding their products
 - Service reports
 - Service reports to display and analyze data such as
 - Service contracts
 - Customer equipment
 - Service calls
 - Sales force
 - Customers
 - Support the evaluation of efficiency and performance

2.2.9. Sales planning, Forecasting

- Sales planning on items or item groups
- Planning horizon freely definable, daily period split or weekly period split
- Various planning criteria (consideration actual situation, gross/net, rationing models)
- Simulation of multiple scenarios and

quantity budgets

- Reports on required parts to be produced and parts to be purchased including automatic release of production orders and / or purchase orders

2.2.10. Employee master data

- Features for personnel administration including employee and contact data, employee list
- Information on employee master data
 - Subsidiary
 - Department
 - Job title
 - Position
 - Supervisor
 - Personal information
- Absence report
 - Analysis of lost workdays
 - Telephone directory
- Employee telephone directory
 - Phone number
 - Direct line
 - Mobile number
 - Pager
 - Fax

2.2.11. Sales Force Automation

- Sales Force Automation Functionality (SFA) with transparent customer data
 - Manage sales opportunities
 - Display sales pipeline
 - Manager customer initiatives
- Increase profit margin by increasing and optimizing sales opportunities.

2.2.12. Country-specific Functionality / Modules

- DATEV integration (Germany)
- ELSTER (Germany)
- "Stampit" Deutsche Post (Germany)
- Intrastat (Europe)
- Asset Management (inquire about availability, primarily available for Europe and Canada)

2.3. Optional components

2.3.1. Internet Sales

- Comprehensive internet sales solution based on the internet standard J2EE
- Components Business-to-Business and Business-to-Consumer
- Direct communication between Web-

Shop and SAP Business One (product catalogues, prices, customer data)

- Shopping baskets become directly orders in SAP Business One

2.3.2. Corporate portal

- mySAP Enterprise Portal allows to integrate SAP Business One with
 - My SAP Business Suite
 - External data sources
 - Other software solutions
- Portal allows
 - Employees
 - Partners
 - Customersto access shared business tasks worldwide.
- Important advantages
 - Central data access regardless of the data source's location (Intranet or Internet)
 - Integration of cross-company business processes
 - Transparent and standardised access to applications
 - Enables co-operation

- within a company
- between several companies
- High-level interaction technology
 - Data is presented clearly and understandably
 - time-saving Drag&Relate™

2.3.3. Payroll

- Interfaces to human resources management solutions like mySAP HR or other HR solutions
- Maintenance of the employee master data and payroll transactions is executed in the HR application
- Open (XML-) interface to Financial Accounting and link to mySAP HR
- Solution is offered to SAP Business One customers as a hosting solution by SAP Partners.
- Partners can also provide interfaces to other HR applications

2.3.4. Legacy Data

- Legacy data can be imported via a user-friendly interface during the implementation phase.

3. be.as industry solutions

3.1. Master data

3.1.1. Items

- Extended data for
 - Production Management
 - Materials Management
 - Calculation
- multilingual texts and information
- References for master data and order data
- Units and conversion factors
- Item structure including bills of materials and routings
- Material groups
 - Assign material groups to items
 - Manager costing allowances per material group
 - Usage list of groups of material in items
- Materials
 - Assign materials to items
 - Inter alia, specification of concentration to convert different quantity units
 - Reference list of materials used in items
- Cuttings
 - Administration of cutting tables for modules and single components
 - Increases scheduling capacity in Capacity Planning.

3.1.2. Bill of materials

- Record, manage and copy single-tiered or multi-tiered bills of materials
- Manage bills of materials in master data (standard products) and/or order-related data (order-specific product modifications or complete order-related production)

3.1.3. Routing

- Record, manage, and copy routings as master data (standard products) and/or in order-related data (order-specific product modifications or complete order-related production)
- Cross-reference in the basic data and order data

3.1.4. Operation

- Record, manage and copy/assign operations to routings in the master data and order-related data
- Cross-references for operations in the master data and order data

3.1.5. Work Centers

- Manage work centers (single work center, groups, machines, employees)
- Manage work center related capacity models
- Cross-references for work centers in master data and order data
- Administration of the corresponding cost rates
 - Fix/variable
 - Full cost/marginal cost

3.1.6. Cost Centers

- Enhanced data collection and control data for cost calculation

3.1.7. Tool management

- Manage tools or similar resources
- Cross-references in master data and order data
- Useful Life / Operation Time
- Acquisition costs, operating costs, modification costs

3.2. Materials Management

3.2.1. Scheduling

- Gross/net Scheduling by item
- Information on inventory, scheduled Goods Receipt/Goods Issue, referencing production or customer orders or purchase orders

3.2.2. Additional options for control of goods received

- Automated incoming goods transaction with printing of goods receipt documents and/or labels

3.2.3. Retrograde postings of production orders

- An automatic debit of the bills of material, a booking of the finished products as well as the closure of the order results from the input of the production amount

3.2.4. Unscheduled postings on demand

- Notification of unplanned obtaining of materials and hourly rating on demand

3.2.5. Extended batch processing

- Automatic numbering can be selected
- Monitor batch tracing
- Create / print batch certificates
- Various statistical reports

3.2.6. Dispatch control

- Print labels
- Create and print shipping documents

3.3. Material Requirements and Scheduling

3.3.1. Various Material Requirements models

- Determination of material requirements with automatic generation of the order data/structure of the order
- Determination of material requirements gross/net with generation of the order proposal lists for production and purchasing
- Immediate executing, creating, scheduling and dispatching of production orders
- Immediate executing and creating of purchase orders
- With / without task schedules, tools, NC-programs, etc.
- Single-level / multi-level
- Backward order scheduling included

3.4. Production Order Manager

3.4.1. Create production orders

- Create order specific bills of material and routings
- Create automatically using order proposal lists

- Via demand of a customers order
- single-tier or multi-tier
- With/without standard bills of material and standard routings
- Different order types
- Customers order
- Warehouse order
- Repair order
- Sample order
- Overhead order, etc.
- References to customer order and customer position

3.4.2. Manage / Edit Production Orders

- Directly in the ordering structure, consisting of
- selectable levels of detail
- multi-level bills of materials
- associated tasks of schedule
- Reports for planned / actual data comparison
- costing values with planned / actual value comparison
- Print production documents
- Routing cards, scheduling cards, pay slips
- material requisition cards or removal bills of material
- Barcode for automatic feedback
- easy and individual design of documents
- Release production orders
- Print production documents
- Record production time
- manually
- via integrated BDE
- via order structure
- control and revise message submitted
- Record last operation
- automatic booking and material issue posting, depending on the automatic of the posting
- discharge contract goods in work

3.5. Capacity planning

3.5.1. Capacity Planning and detailed Scheduling (selectable)

- Available, used and unused capacities
- by machine, person or group
- Lists and utilization graphs

3.5.2. Pool Control

- Decentralized control by work group or work center (machine or person)
- Automatic pooling per
 - Work Center
 - Utilization rate
 - Start / Status of operations
- Rush orders
- Operations available, first planned, behind schedule
- Reschedule operations
- Recalculate pool utilization

3.5.3. Planning Chart

- MS Project integration
- Machine utilization simulation
- Update production orders

3.6. Quality Control

- Manage quality control plans
- Quality control by orders per production order or operation
- Integration in batch management
 - Release / block batches
 - Certificates
 - Order history

3.7. Variant Parts Production

- Structure
 - Manage values and variables, e.g., selection tables and formulas
 - Allocate to fields of bills of material and routings
- Function
 - screen with automatic query of the variables
 - create bills of material and routings for use in be.as
- Application
 - Record a customer order position for transfer to the production
 - Generate production orders
 - pre-calculation
 - Create new master data (bills of material, routings)

3.8. Project management

- be.as features
 - manage projects, milestones, control of progress, calculations, etc. using the standard features
- integration of MS project
- extended functionality through be.as data integration with MS Project

3.9. Precalculation

- Based on standard bills of material and routings
- Calculates up to 6 different items
- Calculation scheme from the production costs free definable
- Automatically create and manage calculation structures
- Simulate alternative scenarios by changing the formula structure
 - Operations
 - Materials
 - Assemblies, in-house production or outsourced production
 - Allowances for overhead costs, transportation charges, packaging, losses in total revenue, profit, etc.
- Disclosure of
 - Marginal costs and full costs
 - Profit contribution per production hour
 - Profit contribution in proportion to net revenue, etc.
- Calculation data can be used for offer processing of the Sales module
- A production order can be created from the calculation structure
- Batch calculation
 - Periodic calculation of in-house parts
 - Creating price lists is optional

3.10. Product Cost Analysis / Post Calculation

- Based on order bills of material and routings
- Same structure as for Precalculation possible
- Designed as concurrent post calculation
- New calculations can be run at any time
- Planned/actual value comparison from post calculation to precalculation
- Structure of the order and feedback optional detailed selectable

3.11. Cost calculation

3.11.1. Cost accounting

- Cost Element and Cost Center accounting
- Divide cost elements in fix and variable costs by cost centre
- Budget non-accrued incidental cost elements

- Manage and allocate distribution keys
- Allocate cost elements to cost centers directly or based on their distribution codes
- Allocate cost centers to fix, variable or full costs
- Print cost center papers determining hourly wage rates
- Manage up to 1.000 clients (each client can have an own cost sheet)
- Summarize cost elements to cost element groups
- Summarize cost centers to cost center groups
- Use all transaction data (values und entries) from
 - Financial accounting
 - Payroll
 - Production (material and effort), etc.
- Execute preliminary profit and loss statements
- Copy Budge and / or copy actuals for next year's budget

3.11.2. Marginal costing

- Customer and order-related marginal costing
- Convert post calculation values to marginal costs in the profit contribution statistics
- Analyze profit contributions by
 - Period
 - Customer number
 - Order number
 - Item number

3.11.3. Machine hour rate calculation

- Cost element planning for machines
- Overhead cost calculation
- Full cost rates and marginal cost rates per machine
- Calculate hourly rates by planned and actual hours

3.12. Attendance

3.12.1. Master data

- Human resource management
- Day models
- Any number of contracted hours in a weekday plan
 - Shift work 1-3
 - Rotation of weeks
 - Automatic shift

- Semiautomatic shift
- Manually select shift depending on the settings
- Possibility of a fix specification of monthly hours or automatic calculation
- Save up to 3 idle times per shift type
- Any number of period rules with tolerance
- Rounding possible upon login
- Rounding possible upon logoff
- Special rounding systems
- Flextime management
- Multiple flextime accounts
- Vacation account
- Sick Leave account
- Any number of user-defined attendance types

3.12.2. Administration

- Graphical display of vacation, attendance, and shift administration
- Edit absence and attendance time
- Any number of absence and attendance entries possible per day
- Change log check clock data
- Manual check clock data
- Create barcode employee cards
- Record all data in detailed entry masks or in fast-entry lists
- Different configuration possibilities for any number of terminals (PC-based)
- Present or absent employees
- Attendance list per day/month
- Analyze attendance lists for employee groups
- Monthly analysis in total
- Sick Leave list
- Account list
- Graphical key data: work days vs. sick days

3.12.3. Interfaces

- for Benzing-terminals with fast post-processing of incoming data
- for export to payroll

3.12.4. Analyses

- Stamp lists
- Actually marked orders
- Detailed statistics of productivity per employee to
 - Presence – production time
 - Presence – productive work
 - Rate of different times and overhead costs

- Allocation in productive/overhead costs/downtime
- Percentage calculation: requirement for part production time to actual part production time
- Statistic of productivity; same set-up for groups of employees with total amount as short form
- Direct access to times of check clock as view of progress through module of production
- Access to times of check clock with the possibility to compare the calculation of the nominal/actual value

3.13. PDA/ production control

3.13.1. Additional master data

- Time types can be allocated to
 - Productive
 - Downtime
 - Overhead costs
 - Set up / Runtime
 - Payment type
 - Cost centre, work center (machine)
- Mandatory entries

3.13.2. Reporting of production orders

- Report time slips
- Terminal control in production, display order queue by machine/machine group
- Linked to attendance recording in

- consideration time models
- Record orders and operations by barcode
- Start and end time or duration
- Based on attendance, shift rules and idle times taking into consideration downtimes and malfunction periods start and end time are automatically calculated
- Also reported are
 - First Quality
 - Scrap
 - External operations

3.13.3. Materials Management Integration

- Material can be debited immediately
- Finished part can be entered automatically
- Debit/Credit is done semi-automatic
- Debit/Credit via barcode

3.13.4. Report Process Data

- Integration of the software Intellution (machine integration to record process data)

3.13.5. Material Coding and Labelling

- Integration of the software Codesoft (labelling system)

4. Integration of mySAP Business Suite

SAP with its functionality ensures the seamless integration between mySAP Business Suite and SAP Business One. So you benefit from a standardised, integrated SAP application environment.

It is advantageous for multinational companies to implement SAP Business One in their field offices and subsidiaries. SAP Business One links and integrates the subsidiaries to my SAP Business Suite installed at the company's headquarters creating a seamless and integrated system landscape based on the solutions

SAP Business Information Warehouse (SAP BW), SAP Enterprise Portal and SAP NetWeaver™.

The SAP Business One business package offers a well structured data view from various sources (direct or indirect access to different installations of SAP Business One via SAP BW).

A company portal allows the Sales Force to access the system via internet browser.



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