



## Big Business Performance Fits Companies of All Sizes



*If you've heard the rumor that SAP and ERP are only meant for large, sprawling enterprise organizations—think again. Your picture of an ERP being a budget-busting, monolithic system has just been shattered by SAP Business One ERP.*

All over the globe, organizations are looking to IT vendors to attain the same value of a Tier 1 enterprise ERP at a cost they can realistically absorb. Given the current economic climate, the concern over maximizing cost-efficiency, while gaining operational sustainability, is spreading like wildfire.

According to a recent study that the National Federation of Independent Business (NFIB) conducted, “the uncertainty of economic conditions” ranks as the No.2 most severe problem in front of small and medium-sized businesses.<sup>1</sup> In fact, 38.3% of the respondents identified this as a “critical” problem and it has since leapfrogged other pressing factors such as government regulations and taxes.

<sup>1</sup> NFIB: Problems and Priorities of Small Business. <http://www.nfib.com/research-foundation/priorities#info>



# BlueOceanSystems

In these uncertain times, you need business performance management software you can hang your hat on. SAP has changed the face of ERP for small and medium-sized businesses. The SAP Business One suite is designed and built specifically to handle growing business needs with the balance and scalability to help you adjust to any changes the market may bring. Given that it combines all essential functions onto a single platform, businesses won't have to juggle the cost and complexity of multiple stand-alone applications. Business One packs the power of an enterprise ERP system but offers several different pricing options—including leasing or on-demand cloud services.

Add it all up, and you'll have an ERP that fits your budget and keeps your business thriving. With Blue Ocean Systems—a certified SAP Gold Partner and Business One purveyor—you'll never look at your ERP the same way.

## HIT THE GROUND RUNNING—AND KEEP RUNNING

Among the biggest challenges that SMBs encounter with ERP implementation is the excessive time and intensive labor process involved. After all, a full lifecycle deployment could take up to a year, especially if there is additional testing and configuration adjustments involved. When an organization invests in an ERP system, they are truly diving in deep in the way of resources, manpower and cost.



With Business One, not only will the ramp up time for installation and implementation speed up, it will involve less errors and potential for failure. Here are five reasons why Business One and Blue Ocean Systems can ensure an easier, faster implementation for your business using a proven implementation approach:

- **They're well planned:** A detailed plan needs to be drawn up—one that outlines all of your technical and business requirements. Goals and milestones need to be established to ensure that everyone involved with the project is held accountable and the core implementation strategy remains on track.
- **Everyone's on Board:** By getting all users involved in the early planning stages, you can keep them engaged throughout, and streamline their onboarding process with the system. Moreover, users can give their feedback on the design, usability, and functionality early in the process to make timely modifications to ease the actual implementation.
- **You've Chosen the Right Software:** It's important that you don't just choose the software that looks good on paper. You need to select software that fits the needs of your company, and is flexible to your in-house systems and data. Business One offers impeccable adaptability to integrate with your existing systems for a smooth transition.
- **Your Staff is Trained:** Once you have the software installed and all of your systems seem to be running on full tilt, there is still a crucial, and often missed element of implementation left to tackle: training and support. It is vital that the everyday users are comfortable with the system and can make it into their own.
- **The Right Implementation Partner is Involved:** The right partner can help you with all aspects of the implementation process, from software selection to education. It's essential to have a partner you can trust and show you the ropes so your ERP experience can be a complete success.



## BUILT-IN AND TAILORED TO YOUR INDUSTRY

SAP Business One is specialized to adapt, complement, and support your particular best practices and industry specifications. For utility, manufacturing, municipalities, and whole sale distributors, Business One offers comprehensive business management functions for financials, sales, customers, e-commerce, inventory, and operations. Moreover, all of these business functions fall into a single solution.

All utilities—such as water utilities—can benefit from the graphical interface, rapid implementation time, pre-defined cost, and potential for higher ROI that Business One brings to the table.

For manufacturing and wholesale distribution, the entire supply chain—from procurement to production to sale to repairs—can be tracked online, in real-time, so decision makers can make adjustments on the fly. Find the answers you need for:

- Items management and item queries
- Inventory counts and tracking transfers across multiple warehouses
- Managing quotes, sales orders, shipping, and billing
- Complete stock monitoring, from receipt to stock, release from stock, and stock transactions
- Inventory revaluation
- Customer and vendor catalog
- Price lists and special pricing
- Batch management

With a single, automated solution to manage all ends of the operational spectrum, your organization will be able to increase time-to-value delivery, optimize cash flow, and keep your business on a steady incline for growth.

## SAP BUSINESS ONE OnDEMAND SERVICE—AT YOUR FINGERTIPS

Not only can you gain an edge with SAP Business One ERP software that is built around your needs, you can have it your way—anywhere, anytime. The SAP Business One OnDemand application is an affordable, cloud-based solution that helps you keep up with your business in or out of the office. This hosted solution enables organizations to spend less time maintaining their ERP and more time innovating for their business. SMB organizations can also reap the benefits of gaining full ERP functionality without inheriting the associated high cost and lengthy on-premise implementation time.

Pairing Business One functionality with a cloud-based platform is an important step to keeping your workforce plugged-in to impending tasks and activities without needing the plug. SAP Business One OnDemand can connect to mobile and tablet devices, as well as other web-based technology. It also gives you unparalleled flexibility to support worldwide coverage so you can support your overseas operations.

Why is the cloud technology movement pervasive for SMB operations? According to a 2012 study conducted by Spiceworks, SMB cloud migration for productivity and operational suites is being driven by several key factors including<sup>2</sup>:

- Needing accessibility from anywhere
- Enhanced collaboration and sharing capability
- Lower cost per user
- Ease of use and a user-friendly interface

SAP brings all of these cloud advantages while keeping the full, proven ERP functionality of Business One intact.

- Gain more elbow room to scale up as your business grows with additional add-on options
- Access a secure cloud that will keep your data physically and virtually protected 24x7
- Gain significantly lower TCO with subscription-based software-as-a-service (SaaS)

<sup>2</sup> Spiceworks: The Spiceworks Cloud Barometer Report. <http://www.spiceworks.com/voice-of-it/>



*We know simple systems work best, and our focus is on helping our clients implement a new way of doing business.*

## BLUE OCEAN SYSTEMS IS THE ONE FOR BUSINESS ONE

Blue Ocean Systems, LLC (BOS) is an integrated business solutions company specializing in implementing and supporting a wide variety of package, custom, and specialist business solutions for Business One. For small and medium-sized businesses, our software and service solutions include:

- ERP
- Data Warehousing
- Manufacturing
- Distribution
- Electronic Messaging
- Shipping

We have significant experience in owner managed and blue-chip global organizations. BOS delivers integrated solutions using our proven implementation approach which takes best practices, experience and the specific needs of our clients into account.

Our experience ranges from owner managed businesses to multi-national corporations. In addition, our delivery methodology ensures our product and business knowledge is harnessed in the most effective way to deliver successful systems implementation.

We know simple systems work best, and our focus is on helping our clients implement a new way of doing business. By providing our clients with a rapid implementation that includes configuration, training and post implementation support for Business One, the benefits for maximum cost-efficiency and adaptability can quickly be achieved. Our goal is to ensure a smooth and effective transition to a new way of doing business.

*Find out how Blue Ocean Systems and Business One will help you save big on costs yet retain big business capability for years to come.*

*Visit [www.blueoceansys.com](http://www.blueoceansys.com) to learn more, or call our team at 866.355.5989.*