



An introduction to
**SAP Business One for
Apparel and Footwear**

Introduction

For ambitious and innovative Fashion companies, with a focus on growth, profitability, control or a combination of all three, there has never been a better time to consider implementing an Enterprise Resource Planning (ERP) solution with SAP Business One.

By combining financials, sales, CRM, stock, product lifecycle management and more, SAP Business One for Apparel and Footwear enables Fashion companies to make effective and informed decisions, increase productivity, manage compliance and grow profitability.

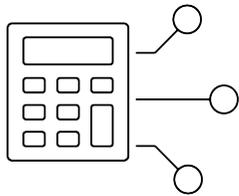
SAP Business One is an award-winning ERP solution, a leader in Gartner's magic quadrant and, unlike many other ERP solutions, it is designed specifically to meet the challenges faced by SMBs.

SAP Business One powered by SAP HANA, SAP's in-memory database, is built with scalability in mind, enhances application performance and provides real-time data analysis.

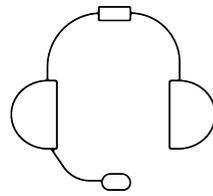


SAP Business One for Apparel and Footwear is designed for all of your company's needs

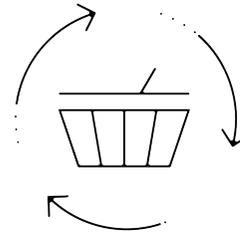
Whatever your business, we've got you covered.



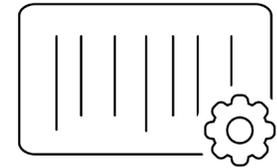
Financial Management



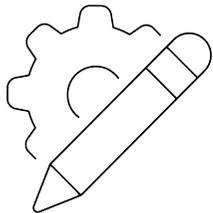
Sales and Customer Relationship Management



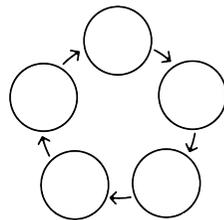
Purchasing



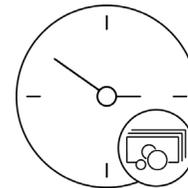
Stock Control



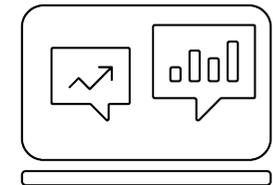
Production Management



Product Lifecycle Management



Collaboration Portal



Business Intelligence, Analytics and Reporting



Financials

SAP Business One for Apparel and Footwear combines accounting and finance, sales, purchasing, CRM, product lifecycle management and more in a single solution so that you can put financial management and control at the heart of everything that you do.

All of the data used by the departments that run your business is collected, collated and interpreted consistently. From sales forecasting to merchandise planning, from purchasing to stock management, all critical steps in the value chain can be managed and analysed within one end-to-end solution.

For the CFO, this is nirvana: financial processes fully integrating with all other business functions. SAP Business One has applications for general ledger, journal entries, cost accounting, fixed assets, budgets, reporting, multi-currency support and many other functions so that the system can take care of all financial processing and all financial transactions.

- » **Accounting:** automatically handle all key accounting processes, such as journal entries, accounts receivable, and accounts payable.
- » **Financial Control:** accurately manage cash flow, track fixed assets, control budgets, and monitor project costs.
- » **Fixed Assets:** simplified fixed asset management that frees you from repetitive manual data entry.
- » **Banking:** quickly process reconciliations, bank statements, and payments by various methods including checks, cash, and bank transfers.
- » **Reporting and Analysis:** run standard reports or create customised reports from real-time data for business planning and audit reviews.
- » **Intercompany:** manage multiple entities within the system, including master data replication, intercompany trade and financial consolidation.

Sales and Customer Relationship Management

When your CRM application is standalone from your core business software, you run the risk of a disconnect between your business and the customers that it serves. With SAP Business One, you will be able to manage the entire customer experience within a single solution that will maximise customer lifetime value.

SAP Business One supports your business's entire sales and service functions with a central knowledge database. Your employees gain quick and easy access to relevant data, facilitating a faster response to customer enquiries.

When it comes to reporting, the ability to automatically amalgamate sales, service and production reports allows you to create value-added actionable business insight, and deal with issues, such as repeat product complaints.

The provision of timely, accurate and comprehensive business data across the whole business will ensure that you have the right information to support more effective decision making.

- » **Sales and Opportunity Management:** manage pipeline, with the ability to track opportunities and activities from the first contact to deal closing.
- » **Marketing Campaign Management:** create, manage, and analyse marketing activities.
- » **Customer Management:** store all critical customer data in one place, synchronise and manage customer contacts stored in Microsoft Outlook.
- » **Service Management:** streamline warranty and service contracts management and respond to service calls quickly. Manage support tickets on site with the SAP Business One Service app.
- » **Reporting and Analysis:** use time-saving templates to create detailed reports on all aspects of the sales process. Gain detailed understanding of your customers with Customer 360° view and make well-timed purchase recommendations.
- » **Mobilise Your Sales Team:** manage your sales information on the move with SAP Business One Sales app.



Purchasing

SAP Business One will provide you with on-demand access to an accurate picture of up-to-date information across the entire business, through one single system.

Integrated reporting tools mean you can optimise buying and purchasing to increase margins and manage stock control and distribution for maximum profitability.

- » **Procurement:** streamline the process from purchase requests through to vendor invoice payment.
- » **Compare Vendor Quotes:** determine the most favourable item price and time of purchase by comparing vendor quotes.
- » **Master Data Management:** view detailed accounting data in a single user-friendly interface; link documentation and audit trails.
- » **Warehouse and Accounting Integration:** achieve real-time synchronisation of goods receipts and stock.

- » **Material Requirements Planning:** generate system recommended POs based on forecasts created from historical sales and other parameters, such as minimum stock levels, order multiples, lead times, existing stock, etc.
- » **Accounts Payable:** process invoices, cancellations and credit memos with a PO reference; plan and schedule your purchases accordingly.
- » **Reporting:** generate reports with real-time data and display them in various report formats or dashboards.





Stock Control and Production Management

With a single integrated system, warehouse stock and production planners will get accurate information about all product movements across the entire production process.

Material requirements planning and multilevel bill of materials functionality will allow you to manage items for production with ease.

In the warehouse, enhanced visibility of your stock allows you to improve responsiveness to supply chain variations so you can optimise stock levels, minimise stock outs or surplus, and ensure maximum profitability.

- » **Stock Costing:** manage stock using standard costing, moving average, FIFO, and actual cost.
- » **Stock Movements:** manage outbound shipments, transfers between warehouses, consignments, stock adjustments (goods receipt, goods issue), drop-shipments and cycle counts.

- » **Bin Location Management:** manage stock in multiple warehouses, set up allocation rules, optimise stock movement, and reduce picking times.
- » **Container Management:** track your shipments against multiple POs throughout the entire process. Know exactly which styles are in what container, how they are packaged, and the expected shipping and arrival dates to the warehouse.
- » **Production and Material Requirements Planning (MRP):** using the production module, maintain multilevel BOMs, production orders, and issues and receipts from production. The MRP module recommends production orders to create based on existing demand, forecasts and current stock.
- » **Production Data Collection:** capture information from the shop floor or factories in real time.
- » **Efficient Reporting:** generate reports with accurate location and transfer tracking in real time.

Product Lifecycle Management

SAP Business One for Apparel & Footwear gives you the necessary tools to manage the entire lifecycle of your products, from concept and design all the way through production, distribution and delivery. This allows you to innovate faster every season, getting products to market quicker than the competition.

- » **Adobe Integration:** quickly convert design ideas into design options using mood board 'drag and drop' functionality.
- » **Product Data:** manage product data such as the sizes, colours, points of measure, approved logos, and relevant cost sheets. Upload images, additional documentation, sketches, and concepts from an existing file.
- » **Tech Packs and SKUs:** quickly generate tech packs, and SKUs with UPC codes.
- » **Prepacks:** create prepacks against styles and view stock across warehouses by size and color.

- » **Raw Material Management:** raw materials can be referenced in the cost sheet along with labour, enabling you to easily generate bill of materials for each finished product.
- » **Season and Collection Planning:** merchandise new collections before each season, open-to-buy plan, and track your seasonal lines through planning calendars, milestones, approvals and responsibilities.
- » **Sourcing:** use advanced costing functionality by size and colour, configurable costing scenarios and the ability to manage different vendor quotes in order to compare for optimal costs are all provided in one tool.





Collaboration Portal

SAP Business One for Apparel and Footwear collaboration portal closes the communication gaps between internal employees, customers and vendors.

The solution increases data access and visibility for all parties, reducing changes and alterations, ultimately improving collaboration and streamlining processes.

- » **Vendors:** view styles, designs, tasks and orders that have been given to them, which they can then in turn update the system with real-time information on the status of the orders.
- » **Production Data Collection:** factories can record where each order is in the production process, allowing you to see the current WIP vs planned.
- » **Customer Self-Service:** customers can view past order history, request quotes, submit sales orders, and view the status of their current orders.
- » **Mobile PLM:** internal employees can view all product data such as designs, sizes and colours, stock and the status of products currently in production.

- » **Extended CRM:** the sales team can raise quotations and sales orders, create new customers and opportunities, and view customer information.
- » **Critical Path Report:** all users of the portal can pull an overview report to view all existing projects against styles.
- » **Mobility:** access the portal anytime, anywhere through an internet browser, allowing you to have crucial information at any point in time.

Business Intelligence, Reporting and Analytics

With data drawn from across the business managed in a single solution, you no longer need to generate departmental reports in isolation, only for them to be manually integrated with other reports from elsewhere in the business - an often time consuming and error-prone process.

Individual departmental reporting can be consolidated into a single consistent view of overall business performance which is instantly available company-wide, empowering your employees to create accessible, accurate and timely reports and dashboards, homing in on your specific KPIs and make smart, confident decisions, faster.

With many pre-defined reports at your disposal, you can build detailed, insightful reports quickly and easily, using data drawn from across the business, from financials and sales through to stock and distribution, guaranteeing unsurpassed levels of business clarity.

- » **Report Creation and Customisation:** access data from multiple sources, generate new ad-hoc reports using the Query Generator, and tailor existing ones in a variety of layouts with minimal IT overhead.
- » **Intuitive Tools:** drag and relate, drill downs, search assistance, and workflow-based alerts.
- » **Analytics:** as your operations grow in complexity and scale, SAP Business One can provide the descriptive and predictive analytics to uncover trends and reveal insights that will accelerate business growth. With Pervasive Analytics, visualise your data using customisable dashboards and KPIs.
- » **Enhance Your Reports:** with powerful visualisations by integrating SAP Crystal Reports, and Interactive Analysis for analysing data using pre-defined pivot tables, giving you the ability to slice and dice your data to fit your business needs.



Deploying SAP Business One for Apparel and Footwear

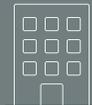
Deployment flexibility means you can choose to deploy SAP Business One on your own premises or in the cloud. Our consultants will work with you to evaluate your deployment options and help you choose the deployment option that will support your business as it grows.



Cloud

For maximum flexibility, scalability and low total cost of ownership, many of our customers are already benefitting from adopting SAP Business One in the Cloud.

- » Data security is in the hands of the vendor
- » Predictable costs over time
- » Typically takes less time to implement
- » Greater stability and continuous updates



On Premise

For those who are not yet ready to embrace the Cloud, or prefer to keep systems in-house, SAP Business One is available fully on premise, supported by SAP experts.

- » You are in control of data security
- » Greater ability for customisation
- » Can reduce the initial price of the solution
- » You have more control over the implementation process

