



The Best Run Businesses Run SAP

**SAP** Business  
**One**

Enterprise Level  
Software Solution From  
World's Leading Partner



Perfect Business Solution Services (Pvt) Ltd  
[www.perfectbss.com](http://www.perfectbss.com)

# SAP BUSINESS ONE OVERVIEW

SAP helps companies of all sizes and industries run like never before. From back office to boardroom, warehouse to storefront, desktop to mobile device, SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. We do this by extending the availability of software across on premise installations, on-demand deployments, and mobile devices.

SAP® Business One is an affordable, easy-to implement, complete business management solution available on premise, in the cloud, and powered by our in-memory computing database (SAP HANA®). Designed specifically for small and midsize enterprises it enables company growth, helps increase profitability and control, and automates your business processes.



## WHAT IS UNIQUE ABOUT SAP BUSINESS ONE

Managers and employees alike can process information more effectively, helping them make sound business decisions. Through one single system, businesses can get on-demand access to an accurate and unified picture of critical, up-to-the-minute business information across the entire organization.

- Comprehensive Functionality
- Powerful Reporting Tools and Analyses
- Workflow-Based Alerts
- Easy to use
- Flexible and Adaptable
- Drag & Relate™

“After implementing SAP Business One taking reports and monitoring Sales, Finance and Logistic fronts had become very easy”

**Mr. Dinesh Hamangoda**  
CEO - East West Marketing (Pvt) Ltd  
(Member Nawaloka Holdings)

**Affordable**  
Reasonable ROI

**Comprehensive**  
All your departments needs from one solution

**Powerful** enough to help your business grow

**Industry Solutions**  
Tailored to your needs



# A COMPACT BUSINESS SOLUTION STACK

## SAP Business One solution stack

Customer needs and the value propositions of the product



# SAP BUSINESS ONE KEY FUNCTIONS

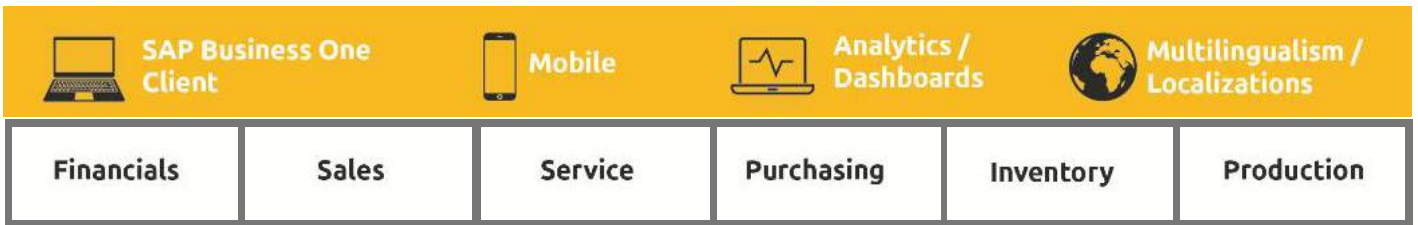


Chart of accounts  
Journal entries  
Posting templates  
Recurring postings  
Exchange rates in-  
-multiple currencies  
Financial reports  
Budget mgmt  
Cost accounting  
Multiple posting periods  
Incoming payments  
Outgoing payments  
Payment run  
Bank statement-  
-processing  
Checks  
Credits  
Deferred payments  
Account reconciliation  
DATEV / ELSTER  
Fixed assets  
SEPA

Opportunity and-  
-pipeline mgmt.  
Contact mgmt.  
Activities mgmt.  
Calendar  
Campaign mgmt.  
Blanket agreements  
Quotations  
Purchase orders  
Deliveries  
Returns  
Invoices  
Dunning  
Price lists in multiple-  
-currencies  
Special prices  
Period and volume-  
-discounts  
Customer mgmt.  
Gross profit-  
-calculation  
MS Office-  
-integration

Service mgmt.  
Service planning  
Tracking across-  
-multiple customer-  
-interactions  
Equipment card-  
-handling  
Service Dashboards  
Service contracts  
Mobile interactions  
Recurring  
transactions  
Human resource-  
-integration  
Knowledge database  
Service calendar  
Service call  
processing

Purchase request  
Purchase  
quotations  
Web- enabled RFQ  
Purchase orders  
Goods receipt-  
-POs  
Goods returns  
A/P invoice  
A/P reserve invoice  
Down payment-  
-invoice /request  
Cancel marketing-  
-documents  
A/P credit memos  
Landed costs  
Intrastat  
Import process  
Workflow

Item mgmt.  
Item lists  
Price lists  
Goods receipts  
Goods issues  
Inventory-  
-transactions  
Transfers  
Serial number mgmt.  
Batch number mgmt.  
Pick and pack  
Recurring-  
-transactions  
Inventory tracking  
Bin location  
Multiple-  
-measurements  
Inventory counting

Bills of material  
Item sets  
Production orders  
Goods issues  
Goods receipts  
Production Dashboards  
GL account-  
-determination  
Life cycle mgmt.  
Item cost calculation  
Forecasts  
MRP  
Drop ship  
Make to order  
Order-  
-recommendations



# SAP Business One, version for SAP HANA

With SAP Business One, version for SAP HANA, the application and all of your SAP Business One data is powered by our in-memory computing database: SAP HANA.

The SAP HANA database is designed for scalability, easily handling huge volumes of data. You can take advantage of extremely fast application performance, real-time analysis as well as having more users accessing the application without compromising on performance.

You can speed up planning cycles, sales and production processes, and financial transactions while taking advantage of innovative business functionality such as 'extreme apps' to enhance the agility and effectiveness of your business. 'Extreme apps' such as the advanced available-to-promise (ATP) app, enable real-time stock control, the cash-flow forecasting app dramatically improves your cash balance visibility, and Pervasive Analytics that allows you to create your own exciting dashboards that display live data in a dynamic visual context.

Additionally, by simplifying your reporting landscape, you can reduce your technology ownership costs. Reports that used to take hours to run, now only take minutes, if not seconds. Even if your business accumulates huge amounts of data, you can still run highly complex and data-intensive analyses in real time.

## Business Benefits

- Utilise the power of SAP HANA to improve performance and agility while lowering IT costs
- Execute real-time analytics for faster business insight and improved decision making
- New functionality enabling high-performance dashboards and reporting as well as real-time inventory, order management, and cash-flow visibility
- Dramatically improved responsiveness of planning, sales, production, and financial processes
- No performance compromise as more users access the software concurrently

"Getting right information in a timely manner to help us for make accurate management decisions. Thus we find the SAP Business One system very useful in our business".

**Mr. B.G Jayarathna**  
General Manager  
Freelan Enterprises (Pvt) Ltd





# Analytics powered by SAP HANA

With analytics powered by the SAP HANA database, the SAP Business One application lets you take advantage of the latest advances in in-memory computing technology for analysis and reporting.

You gain real-time access to information to support decision making – and a way to explore it in detail without IT assistance. As a result, you can make better decisions faster and increase employee productivity by putting your users in control of information.

## Analytics and Reporting

Create and run reports on up-to-date data in SAP Business One in seconds, without IT assistance, and perform 'what-if' analysis with the data you use most.

## Productivity Tools

Use predefined content and multi-dimensional data sources to analyse data and build reports, and use Microsoft Excel to explore and investigate real-time data.

## Predefined Dashboards and Reports

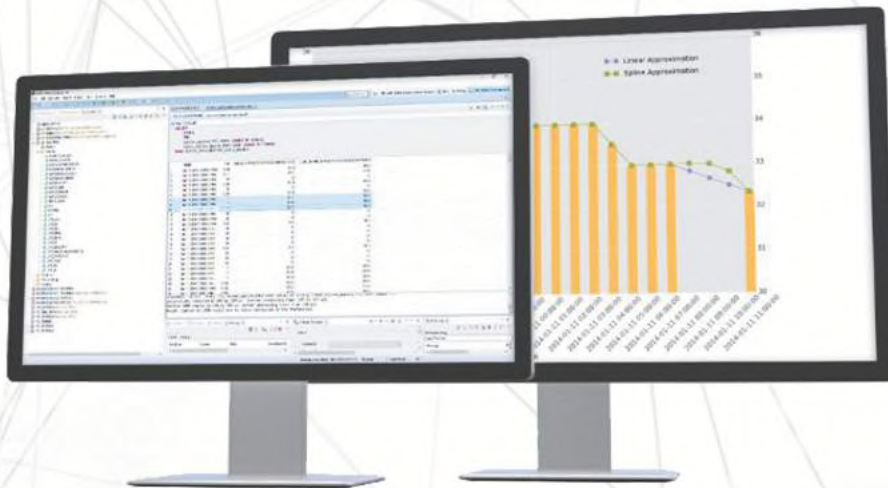
Gain access to a variety of prebuilt reports, customised around the business processes you use most.

## Search

Find and access all data in SAP Business One with freestyle enterprise search.

## Business Benefits

- Better, faster decision making thanks to fast reporting, enterprise search, and access to more data than ever before.
- More efficient employees by empowering them to generate standard and ad hoc reports in real-time using Excel without IT assistance.
- Higher ROI by leveraging transactional and operational data stored in SAP Business One to make the right decisions.
- Secure, long-term investment with a complete solution from a single vendor.



# SAP Business One Mobility Solution

A large number of small and midsize businesses are utilising the technology provided by smartphones and tablets to run their businesses from any location, at any time in order to stay connected. The mobile application provides real-time access to data that you can easily navigate, respond to, and trigger remote processes.



## Key Features

**Enterprise search:** A “Google like” search across your data displaying your master and transactional data.\*

**Extreme apps:** Available-to-promise, cash flow, pervasive analytics, delivery rescheduling.\*

**Alerts and approvals:** Receive alerts on specific events, such as deviation from approved discounts, prices or credit limits. Process approval requests, generate remote actions and drill into relevant data or metrics to help ensure quick and efficient decision-making.

**Real-time dashboards and reports:** Access “out-of-the-box” reports that present key business information including a dynamic cash flow.

**Customer and supplier data:** Access and edit contact details, view historical activities and special prices. Create new business partner records and log new activities. Create sales opportunities, sales quotations, and sales orders while being able to view open orders, quotations, and opportunities created back at the office.

**Inventory monitoring:** Check inventory levels and access detailed information about current products.

**Service management:** Contract and service call view. These are searchable by serial number and can have activities easily added by the engineer.

\*Requires SAP Business One, version for SAP HANA

“SAP Business One helped us to get the control over our production, Marketing and Finance. It’s like overall business process in one hand”.

**Mr. P. Mathyatharan**  
Managing Director  
Petform (Pvt) Ltd

# Vertical Solutions Integrated with SAP Business One



PBSS launched "PERFECT PEOPLE", our very own HRM/Payroll product in 2015 to cater to the Payroll/HRM needs of business organisations, which is fully integrated with Sage & SAP back-end. The product has three (3) versions to cater to country-specific tax and other statutory requirements as follows.

1. PERFECT PEOPLE - Sri Lanka Version
2. PERFECT PEOPLE - UAE Version
3. PERFECT PEOPLE - Maldives Version

Perfect PERFECT PEOPLE has the web version and Mobile/Android versions as well where individual users have their own User Name and Password to login



Perfect Advanced Job Costing Package caters to diverse business segments and industries as it covers a broad area relating costing, estimation, invoicing and monitoring. Here again, the clients have the option of developing a 'perfect solution' that meets their requirements in consultation with the 'Team PBSS' who will assist in the integration of the system with the customer requirement.



The sales force automation module known as 'Perfect Anywhere' mainly focused on improving the efficiency and effectiveness on field sales activities.

Through this module companies can monitor on-field sales activities instantly while sales representatives can receive updates from head office on stock allocations, route planning, sales targets and etc.



The Perfect Service Manager is a useful package that caters to the needs of the business community, particularly for those in sales, distribution, trading, logistics, warehousing and related industries. With necessary customization and scalability, the Package can be effectively tailored to meet the needs of a multitude of business applications.



One of its recent innovations, the Perfect Student Management System by PBSS is a unique package which caters exclusively for schools, universities, tertiary education entities, tuition centres, campuses and other institutions dealing with students. This is a comprehensive software package that meets practically all aspects relating to student management and provides faster, convenient and accurate avenues to monitor and administer the activities of a large student body.





# PBSS GROUP

## Sri Lanka - Head Office and R & D Centre

No 36/C, Bagatale Road, Colombo 03.  
Tel : + 94 11 5555 970, + 94 11 5555 979,  
Fax : + 94 112 055 688  
Email : sales@perfectbss.com

## Maldives

G. Rozary View, 2nd Floor,  
Husnuheena Maga, K Male, Maldives  
Hotline : +960 768 3234, +960 7650957  
Email : kalhara@perfectbss.com

## UAE - Dubai

P O Box 19165, 211, Abdulla Bin Fahad Building  
No. 4, Damascus Street, Al Ghusais – Dubai  
Hotline : +971 568 180 561, +971 50193 7135  
E-mail : uae@perfectbss.com

## USA

12612, Grey Eagle Court,  
Unit 33, Germantown, Maryland 20874 USA.,  
Hot Line : + 1 347 738 0997  
Fax : + 1 301 841 7863  
Email : usa@perfectbss.com

## AUSTRALIA

67, Hillcrest Drive, Hillside,  
VIC 3037, Australia  
Hot Line : + 61 404 663 070  
Email : australia@perfectbss.com



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