



Newsletter Vol. 10 - Introduction

Softengine News is dedicated to keeping you up to date with the latest information regarding SAP Business One systems, Softengine solutions and Best Business Practices.

What's New? Softengine is in the Beverage Business!

Spotlight on Customers – O.N.E.™ World Enterprises and AquaGenus



O.N.E.™ World Enterprises just became Softengine's customer by taking advantage of our BusinessNow! Food One Solution that allows emerging businesses to acquire a best business practices ERP system without high up-front costs, long and costly implementations, network infrastructure and maintenance costs and with unknown ongoing fees. The company was established in 2005 by Brazilian entrepreneur Rodrigo Veloso to provide consumers with all-natural, functional beverages in order to fulfill the growing demand for nutritional products in the U.S. Market. O.N.E.™ is committed to the sustainability of the Amazon rainforest and supports several non-for-profit organizations including Brazil Foundation and Healthy Child healthy World. O.N.E.™ must be doing things right – **The PEPSI Bottling Group signed agreement to distribute its products!** To learn more about O.N.E.™ go to www.onenaturalexperience.com.

AquaGenus, headquartered in Huntington Beach, CA, is another company that specializes in all-natural beverages that became Softengine's customer in September 2009. Its flagship product, AquaHydrate, is the first high-performance sports water designed to support maximum hydration through three hydration-boosting technologies combined in ultra-pure water. AquaHydrate is aimed at discerning consumers in the health and fitness markets who are looking for a natural alternative to sports drinks loaded with sugar, caffeine, artificial colors, flavors and additives. The company can be reached at www.aquahydrate.com.

Spotlight on Product – SAP Business One & Microsoft Outlook Integration

SAP Business One integrates with Microsoft Outlook, enabling you to exchange and share data to keep all parties up to date about account developments and business opportunities.

Data synchronization – Synchronize calendar appointments, contacts, and tasks between SAP Business One and Microsoft Outlook. This function allows you to schedule automatic synchronization runs and resolve any outstanding conflicts that may occur across the two applications by creating snapshots of SAP Business One information and linking them to contacts in Microsoft Outlook.

Quotations – You can import quotations from SAP Business One into Microsoft Outlook and then display, edit, and send them as e-mails. You can also create new quotations in Microsoft Outlook and save them in SAP Business One.

E-mail integration – You can perform the following functions through Microsoft Outlook integration:

- Save a Microsoft Outlook e-mail as an activity in SAP Business One
- Save the original e-mail text and the original file attachments as an add-on to an activity in SAP Business One
- Make follow-up and reminder settings for an activity

Spotlight on Feature - SAP Business One Alerts and Approvals

The following details functionality for automated alerts and approvals.

Proactive management by exception – Be alerted automatically about important business events (eliminating the need for you to monitor activities manually).

Alerts enable you to:

- Notify employees of a discrepancy or an event you are monitoring within the organization
- Provide internal (online) information associated with each employee's role in the company (Each time a threshold is crossed, an alert could be triggered in real time to the user that requested such notification.)
- Drill down to gain instant visibility on information detailing the alert's characteristics, which can help you make informed decisions regarding future actions associated with the event
- Inform managers about particular business events and trigger workflow processes
- Respond instantly to alerts generated as part of workflow processes, approval procedures, and automatically initiated actions

Are You a Best-Run Business?

Increasing Profitability via EDI

In the face of current economic conditions, businesses must utilize proven methods of operation efficiency. On the other side of the pendulum is the need for production to adequately meet customer demand. With EDI solution tightly integrated with SAP Business One and Softengine's BusinessNow!, you won't have to compromise one for the other. Clients who leverage our comprehensive solution packages have witnessed higher productivity and lower required resources and associated costs.

Whether you're a small business owner introducing a new product or service, a mid size organization looking for a solution that fosters growth, or a large company seeking efficiency in operations, look no further.

Have you ever examined ways to improve customer service and minimize the retail charge-backs? Are you looking for a more efficient method to process inbound sales orders or expedite customer payments? If these topics are areas of interest to your business, consider investing in EDI Integration. Back office integration can reduce the manual document process by more than 50%. Industry studies in retail have benchmarked the cost to manually process a sales purchase order as costing a small to midsize supplier between \$5 and \$10 per order depending on the number of line items. The cost to manually process creating and sending the Invoice was recently benchmarked at an average of \$10 to \$20 per Invoice. If you are a Broker, the cost to match Orders with Invoices will average from \$5 to \$10 per transaction. A distributor can average between \$10 and \$25 per transaction to manually process Invoice Adjustments.

** Source: Inez Blackburn, 2002, Grocery Industry Supply Chain Benchmark Study published by DiCentral*

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