



Newsletter Vol. 17 - 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?

Spotlight on Product – SAP Business One Fixed Assets

Fixed Assets for SAP Business One (Version 2007A SP01 PL09 or 8.8) enables you to manage and monitor your tangible fixed assets within SAP Business One. As a subsidiary ledger to the general ledger in Financial Accounting, the Fixed Assets add-on provides you with detailed information on all transactions involving fixed assets. Moreover, using the standard reporting in SAP Business One, fixed-asset-specific data can be evaluated and processed.

Fixed Assets is seamlessly integrated with the standard component Financials. Fixed Assets itself calculates planned depreciations according to the costs of acquisition and production as well as the useful life, and performs the relevant postings in the general ledger. In the Fixed Assets master data you can monitor the change of values over the course of a year as a quick overview and the depreciation forecast can simulate the future depreciation. As an important supplement to the balance sheet the asset history sheet displays all changes to the asset portfolio (transactions) in a fiscal year. Historical data and beginning values of a fiscal year can be made available by Data Import functionality.

Key Highlights:

- Seamlessly integrated with SAP Business One core modules
- Meets most of small business fixed assets management needs
- Batch importing assets master data is possible

For more information about upgrading to the latest version, contact Barry Lederman: 818.704.7000 blederman@softengineusa.com

Are You a Best-Run Business?

Increase The Value Of Your Information

As the world becomes more instrumented and interconnected, companies amass more data, but more data doesn't mean more value. As a result, many companies are data rich and information poor, unable to fully extract intelligence that can power increased competitiveness. Data by itself doesn't help you close a deal, offer a customer the right service, or see a market trend before the competition discovers it.

According to Dan Vesset, vice president of business analytics at International Data Corporation (IDC), without insight midsized companies are missing out on opportunities. "The importance is to be able to identify the most important customers to target, negotiate better with suppliers, keep track of what competitors are doing in terms of pricing or service offerings, innovate your products or services. Business analytics can enable that."

New tools can extract value from the deluge of data, enabling companies to see patterns, correlations and outliers. This technology is both available and affordable, so regardless of whether a company has some business intelligence (BI) functions in place or is interested in moving beyond spreadsheet-based analysis, midsized companies can realize a new level of insight to drive more informed decisions and increase their competitive edge.

IDC's Vessel says the value of transforming data into actionable intelligence can be profound. "Research increasingly shows the connection between competitiveness and investment in BI and analytics." He adds that the return on investment can be substantial. "We found the median ROI to be 112 percent. There were three areas where the benefits came from: technology savings, productivity gains and business process enhancements. It's really the latter two where most of the benefits are derived—94 percent of the benefits came from those two categories."

Consider how your company is using the data its collecting today, and how the following BI capabilities could infuse your business with actionable intelligence.

Create a single view of key business entities. In many organizations, it's almost impossible to generate a single "view" of a supplier, customer, vendor or any other business entity. Often information is scattered across disconnected information silos in multiple departments, geographies and systems. "Certainly information-based problems occur across all different business processes, be they supply chain management or accounting or customer service or human resource management," says Vessel. But with new BI capabilities in place, he says, companies can obtain a clear, coherent picture of critical business entities.

As a result, daily operational processes can become streamlined and more efficient throughout the organization. "We find that it's really the business process enhancements, the ability to ask new and better questions to change the way you're running a business, or to optimize the way you're running a business, is where most of the ROI is coming from," Vessel says. "Increasingly, we're finding that really anybody in the organization should have some access to a BI solution—executive managers, non-executive managers, supervisors, customer-facing employees or even suppliers or partners. For example, a customer service representative who is on the phone with a customer can benefit from the output of the BI solution."

"Research shows the connection between competitiveness and investment in BI." **Aggregate multiple sources of insight.** Context is the heart of analysis. A single data point says little by itself, but when viewed in context with data from across the organization, it can become a beacon, illuminating previously hidden efficiencies and opportunities. The ability to easily gather and analyze information from across the company gives decision makers the power to build a more flexible business. This, Vessel says, "requires a combination of information from sales systems, customer service systems, accounting systems."

With the ability to aggregate information throughout the company, midsized businesses can better evaluate key performance metrics, such as product profitability. "New questions that companies are able to ask with BI solutions include, for example, evaluation of which products sell well along with another product," Vessel says. "If I sell product x, should I also sell product y along with that product?."

"Use of predictive, forecasting and scenario planning analytics help managers make the best decisions. For example, who are our most profitable customers? Oftentimes, organizations can tell which customers buy the most from them, but not necessarily which ones are most profitable." With these capabilities in place, an organization can use real-time information and intelligence to respond quickly and effectively to new situations—and identify new opportunities far ahead of the competition.

For more information on BI add-ons for SAP Business One, contact Barry Lederman: 818.704.7000 – blederman@softengineusa.com. This promotional e-mail provides information on Softengine's products and services that may interest you. If you prefer not to receive e-mail from us in the future, please reply with subject: Unsubscribe.