



Newsletter Vol. 3 - 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 Toolbox

Using our knowledge and experience accumulated during extensive implementations of SAP Business One, Softengine has compiled an **Enhancements Toolbox of “Plug-ins”**. As a SAP Certified Developer, Softengine used the SAP Business One SDK to create custom enhancements on the SAP-provided platform.

Business Benefits

- **Lower Cost;** Why pay to develop a custom function or process if it can be acquired as a standard option?
- **Feature-Rich;** Each customer contributes to the functionality of the system and certain requirements that repeat themselves become part of our Enhancement Toolbox.
- **Simple to Install;** The advantage of Softengine toolbox is that it requires only a simple and one-time installation for all the features.
- **Simple to Configure;** Customer's System Administrator, after initial basic training, can configure the “plug-ins” as needed.
- **Simple to Use;** Once installed, the Toolbox utilizes step-by-step base and flexible process. The user can utilize the Crystal Integration “plug-in” from day 1 and could start defining more and better validations in the Validation Tool at any time after the Go-Live date.
- **Simple and Inexpensive to Maintain;** Softengine Enhancements Toolbox is included in our Maintenance and Support Program. Continuous updates and new “plug-ins” are added to the Enhancements Toolbox at no additional cost.

Softengine “Plug-ins”

- **Crystal Integration**
 - Platform for building additional and more complex reports via Crystal Reports
 - Crystal Reports executable directly from SAP Business One Menu
 - Layout-Templates and Batch eMailing/Faxing option for Documents
- **Validation Tool**
 - Optimizing workflow and security by setting up better validation and warning messages
 - Company can define more validations and warning-messages without development being required
 - Administrator can define mandatory fields and dependencies

- **Point-of-View**
 - Possibility to define an authorization rule by a single field for not visible, read-only and full access
 - Being able to rename a form description in SAP B1
 - Being able to rename a standard menu-entry in SAP B1
- **Report Menu Integration**
 - Add simple query-reports to the SAP B1 main structure which allows users to report and work in line to the Workflow and having access to the reports from where they are needed
- **Auto-Fire**
 - Selection lists and calculations on a single field-level which can be executed via a simple Tab-Over

Are You a Best-Run Business?

Reducing Costs with Warehouse Management System (WMS)

In tough economic times, many businesses are cutting back costs in an attempt to stay afloat. However, there is no greater time to invest in solutions that enhance productivity than when you're trying to save costs. At first it may appear counter-intuitive to invest in a new system while trying to cut back on expenses, but by improving efficiencies, you can save countless dollars in labor costs, shipping expenses, customer service salaries, and much more.

With a relatively small initial investment, your company can reap the long-term benefits and gain profitability. Softengine WMS is a real-time inventory control solution, designed to integrate directly with your SAP Business One ERP system. Using wireless scanners, it allows the warehouse staff to instantly update the business management system, ensuring that all users throughout the organization have the most up-to-date information.

With Softengine WMS, your business will:

- **Save Manpower:** implementing Softengine WMS can have substantial impact on reducing clerical effort and thereby freeing up staff to do other important tasks around the organization. For example: receiving purchase orders with Softengine WMS will eliminate the need to have someone collect all the paperwork, go to the receiving screen in the SAP Business One system, and manually input what has been received. When using Softengine WMS, the information is updated in real-time, saving hours of manpower.
- **Reduce Shipping Errors:** Shipping the wrong goods to a customer can have a major impact on your bottom line. Your company will waste money dealing with irate customer phone calls, waste labor time handling the return and re-shipment of the correct order, lose money on the additional freight costs, and possibly miss out on future sales opportunities by having inaccurate inventory values. By shipping the right goods the first time with Softengine WMS, you will save these unnecessary costs.
- **Improved Inventory Accuracy:** Softengine WMS can help improve inventory accuracy which will then allow you to make better-informed decisions on issues like: satisfying order requests, planning purchases, and reducing inventory levels. Accurate inventory is the key to maximizing inventory dollars.

Increasing revenue opportunities with webCRM

Smart companies know you can't save your way out of a recession. That said, with the economy struggling and not expected to improve for the foreseeable future, businesses need to put their money into areas that improve sales, better services customers and/or helps them gain operational efficiencies. Customer relationship management (CRM) technology is one of those critical areas that companies need to continually embrace, especially during tough economic times. Softengine webCRM will help!

We invite you to visit the details on our new website at <http://www.softengineusa.com>

Call or email Barry Lederman for additional details and pricing: 818.704.7000 – blederman@softengineusa.com