



# SAP Business One:

The **comprehensive solution** for **growing** companies

# H&CO.



## Manage your company in an easy and accessible way

SAP Business One is the ideal software for growing companies seeking sustained development. This ERP allows companies to streamline processes, gain a better understanding of their business and streamline operations. This includes:

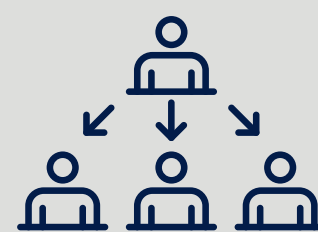
- **Financial management**
- **Distribution, purchasing, sales and client relationship management (CRM)**
- **Real-time inventory control**
- **Analysis and reports**



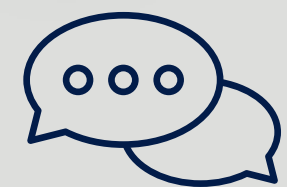
**Affordable**  
and with  
several ways  
to acquire it



**Industry solutions**  
tailored to  
your needs



**Unique**  
solutions that  
meet the needs  
of all your  
departments



**28 idiomas**  
50 versiones  
localizadas,  
asistencia  
multidivisa



**Easy and simple implementation**  
that adapts  
to the client's  
needs.



**H&CO has presence and experience**  
in the industry



**Powerful**  
enough to  
help your  
business  
grow



**65,000 clients**  
use SAP  
Business One  
worldwide



# Manage and develop your business successfully

We understand that companies like yours have big dreams and goals. However, as your business grows, it can be challenging to get a single view of what's happening at any one time, especially if the information is in different applications, or even locations. SAP Business One is a flexible and powerful solution. Thanks to its intuitive interface, it is very easy to use.

If your goal is to establish and operate a subsidiary in a foreign country it can be difficult, that is why it is very important that companies find a partner with experience in the field. Having the right partner will help overcome barriers between countries, as well as meet the needs and requirements that every new business must meet to enter another country.

Some of the benefits that **SAP Business One** offers:

**\*Smart multi-language and multi-currency platform that fits anywhere you want to expand your business.**

**\*Specific functions that are adaptable to the accounting and fiscal requirements of each country.**

**\*Standardization and a transparent financial process in all subsidiaries.**

**\*Increased productivity because of time savings and simplified transactions.**



**Why does a growing company need SAP Business One to manage its operations?**



For any business that wants better control over their operations, this software is the perfect choice. As a business grows, operations will demand greater solutions and it is important to find an ERP that offers them in a simple way, becoming the primary value in decision making. Furthermore, SAP Business One is also the best operations management solution for international subsidiaries.

Whether on-premises or in the cloud, you can access SAP Business One anytime, anywhere, on a mobile device. On the other hand, because SAP Business One works on both SAP HANA® and Microsoft SQL server platforms, you can choose which one suits your business best.

In addition, your employees will be able to start using it from day one. As your business grows, you can customize and extend SAP Business One to meet ever-changing needs. Do you want to expand your business abroad? SAP Business One offers support in 28 languages and has specific versions for 50 countries, distributed and supported locally by an extensive network of 800 partners.

## Take full control of your **finances**

SAP Business One provides a complete set of tools to help you manage and optimize your financial operations. It automates everyday accounting tasks, such as maintaining journal and ledger entries, performing tax calculations, and enabling multi-currency transactions. You will be able to carry out all your banking activities, including processing payments and bank statements, as well as account reconciliation. You'll also be able to manage cash flow, track budgets, and compare actuals to planned data to check the status of your business at any time.





6	4	0	3	2	6	5
0	1	9	1	7	7	7
8	6	3	6	6	7	
8	5	8	1	1		
0	7	5	8			
0	5					

## Financial management

- > **Automated accounting in all processes such as daily entries and accounting of suppliers and debtors.**
- > **Simplification of your fixed assets; the virtual fixed assets function allows you to avoid the manual entry of repetitive data.**
- > **Get more accurate control of your cash flow, track fixed assets, control budgets, and monitor project costs.**
- > **Quick bank management and reconciliation, bank statements and payments using different methods, including checks, cash, and bank transfers.**
- > **Standard or custom financial reporting and analysis from real-time data for business planning and audit review.**



## Building a strong client base

Its integrated functionality provides a complete view of your current and potential clients, in order to gain a better understanding of them and to be able to satisfy their needs. As a result, you'll be able to convert your leads into clients, increase sales and profitability, and improve client's satisfaction.





## Sales and client management

- > **Sales and opportunity management by tracking your activities and opportunities from first contact to deal closing.**
- > **Management of marketing campaigns where you can create, manage and analyze the activities carried out.**
- > **Client management by storing them in a single place, synchronizing them and managing the contacts saved in Microsoft Outlook.**
- > **Detailed reporting and analysis on all areas of the sales process, including sales forecasting and pipeline tracking, using a variety of time-saving templates.**
- > **Benefits management to manage warranty and service contracts efficiently, and quickly log and respond to service calls.**
- > **Mobilize your sales team from anywhere with the SAP Business One Sales mobile app.**



## Clear inventory distribution and control

SAP Business One gives you detailed information about **inbound and outbound shipments, inventories, and item locations**. You will be able to value your inventory using the calculation of standard costs, the moving average, and the FIFO method, among others; monitor your stock levels and track **transfers in real time**. It will also be able to run **real-time inventory updates and availability checks**, as well as handle standard and special pricing. You'll also be able to apply volume, prompt payment, or client discounts, and create reports that reveal their impact.



## Production Planning

- **Warehouse and inventory management using different cost calculation models, maintaining the master data of the items, and using different units of measurement and pricing.**
- **Management of locations in different warehouses dividing them into different sub-areas; establishing allocation rules, optimizing stock movement, and reducing picking times.**
- **Control of entry and exit of goods by tracking the locations and transfers of stock; allow consignment, direct delivery, and other types of orders; and perform standard and cycle inventories.**
- **Production and material requirements planning by performing multi-level BOM maintenance, issuing and releasing production orders manually or through backflushing, and BOM pricing updates.**
- **Efficient report generation based on up-to-date data. They can be viewed in different formats or dashboards.**

## Manage your business with business intelligence and data analysis

SAP Business One provides you with powerful analysis and reporting tools. It comes with a fully integrated, complementary version of SAP Crystal Reports® for SAP Business One, allowing you to collect data from multiple sources and generate accurate, up-to-date reports based on data from across the enterprise. The SAP Crystal Reports solution, integrated with Microsoft Office, allows you to choose from a variety of reporting formats and information access controls.





# Business Intelligence

- > **Create and customize reports by accessing your data from different sources, create new reports and customize existing ones using different designs and with minimal IT expenses.**
- > **Predefined key performance indicators (KPIs) and analytics to help you visualize average days of delivery variance and the top five performing sales associates.**
- > **Interactive analysis using the capabilities of MS Excel to generate reports and view your business from new angles.**
- > **Enhance your reporting with powerful visualizations by SAP Business One HANA.**
- > **Intuitive tools with drag-and-link options, drilldowns, search assistance, and workflow-based alerts.**

## An industrial solution suitable for your expanding business

Take advantage of the broad industry capabilities, best practices, and processes built into **SAP Business One**.

### Consumer goods

Adapt every detail of your operations to the needs of the modern consumer with consumer goods software from SAP Business One. Anticipate, plan, and manage demand while offering the products and consumer goods buyers want.

### Industrial machinery and components

Meet the demand of your clients and develop new sources of income for the industrial manufacturing sector. Reduce supply chain costs, speed cycle times, minimize rejects and alterations, and ultimately speed time to value.

### Wholesale distribution

Meet client and supplier expectations with SAP Business One for wholesale distribution. Enhance the entire process, from demand planning to inventory and supply chain management, and run flexible, highly integrated processes to achieve operational excellence.

### Retail commerce

Give your consumers the products, information, and shopping experiences they want from any channel with SAP Business One for Retail. Take advantage of real-time information about your clients and orders, interact with your buyers and optimize the entire process from merchandising to the supply chain.



# Why is H&CO the **commercial partner you need** on your team?

At H&CO we understand the needs of each of our clients and we always strive to provide them with the best experience throughout their implementation process. We have more than 18 years of experience providing support to growing companies throughout Latin America. We are a Gold Partner of SAP, appearing as one of the most important business management software companies worldwide.



## **Client Centric Culture**

We understand the needs of our clients, we accompany them in their growth and expansion through constant training.



## **Regionalization**

We know the implementation processes and legislation in different countries.



## **Industry knowledge**

We provide specialized solutions by industry, manufacturing, automotive, agribusiness, commerce and many others, with the most innovative technology on the market.



## **Effective implementations**

We guarantee quick processes that adjust to the schedule defined with our clients. We focus on solving your business needs.



**If you would like more  
information on how our  
services can help  
your business gain  
operational control  
and continued  
growth, please**

**contact us**



We support multinational companies in  
their implementation, as well as in  
their accounting, tax, and other  
business management needs.



**Our success reflects the  
success of our clients**



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