Intense competition and changing customer demands are making it increasingly hard to keep pace, let alone thrive in today's market place. Traditional business automation and legacy systems can't access the right information or adapt to change. In fact, many depend on costly, error-prone workarounds across multiple systems just to keep functioning. That's why so many industry leaders are moving up to new levels of information and operational control by implementing SAP® Business One.

SAP® Business One

INCREASED PROFITABILITY, NEW LEVELS OF CONTROL FOR SMALL AND MIDSIZE BUSINESSES

SAP® Business One is an integrated, affordable, business management solution built from the ground up to meet the immediate and long-term needs of small and midsize businesses (SMBs). It provides a true and unified view of operations across customer relationship management, manufacturing, and finance. Simple to use yet powerful, SAP Business One puts business users in charge, arming you with the critical, up-to-the-minute information you need to make smart business decisions.

A COMPREHENSIVE BUSINESS MANAGEMENT SOLUTION

SAP Business One supports every critical business function, allowing you to stay on top of your business and grow profitability. And you can easily adapt applications to meet new requirements. Nontechnical users have the power to make critical changes on their own, and the system can easily accommodate new functionalities when required.

Access to Precise, Up-to-the-Minute Information

Quickly access accurate, relevant, and complete business information from the desktop with:

- An **easy-to-use user interface** that allows you to get answers fast and work more efficiently and proactively
- Unique **Drag&Relate**™ feature that instantly places information and transactions in understandable formats and lets you drill down into the information to answer questions and perform what-if analyses
- **Seamless integration with Microsoft Office products** such as Word, Excel, and Outlook

Decision Makers Are Instantly Notified So They Can Take Quick and Decisive Action

Automatically keeps you on top of issues that require decisive action with:

- **Workflow-based alerts** to monitor and take action on specific business events
- **Exception management** that automatically detects, logs, and reports on exceptions

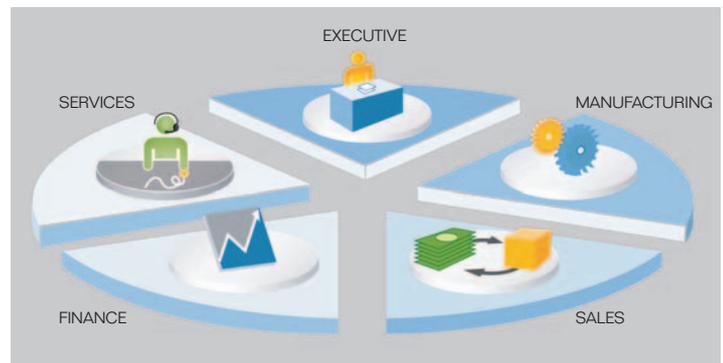## Flexible and Adaptable to Meet Your Current and Future Business Needs

Powerful tools let you tailor the application to meet your changing business needs. For example:

- **Users can specify their preferences** for fields, data type, policies, queries, and reports without time-consuming IT involvement
- Changes go into effect immediately across all relevant areas, so you can **adapt the application to fit the way you do business**

An Affordable, Easy-to-Implement Solution

Accelerated implementation times ensure that you quickly realize the full benefits of SAP Business One through such features as:

- An **intuitive user interface and a Microsoft Windows environment** to significantly reduce the learning curve
- A **simple, single-server architecture** that runs the entire SAP Business One solution
- **Simplified administration capabilities** that streamline operation and maintenance and significantly lower ongoing costs
- **Quick time to benefit,** which the solution ensures through reduced modification and maintenance costs and shortened upgrade cycles

Without SAP Business One
Yesterday's patchwork systems lock your information into silos. Maintaining these multiple systems is costly and prevents you from getting the data you need to run your business.

TAKE CONTROL

SAP is the world's leading provider of business software solutions. More than 60% of SAP implementations are in SMBs like yours. Yet with 12 million users and nearly 80,000 installations, SAP solutions mean far more than hardware and software. SAP leverages the best practices that will help your company meet your business objectives today and for years to come. SAP Business One is delivered by a worldwide network of

> **"SAP Business One allows us to make business decisions much more efficiently and lets us drive the company toward the goals we want to reach."**
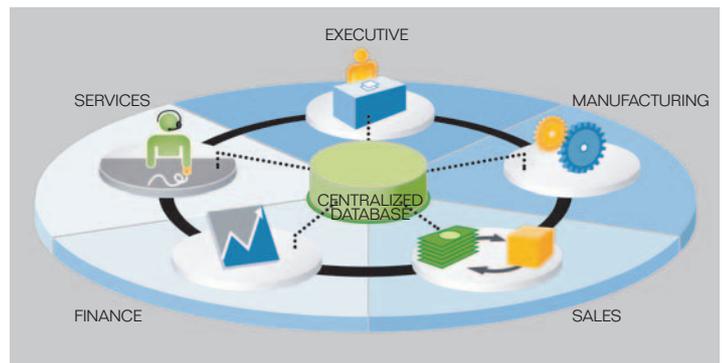>
> **George Champane, president, Variety Foods**

qualified business partners that leverage SAP global knowledge to provide local service and support. For more information on how the power and simplicity of SAP Business One can help you, visit our Web site at **www.sap.com/smb/businessone**

WHAT MAKES SAP BUSINESS ONE RIGHT FOR YOU?

For the first time, business owners have a single system built specifically for SMBs that can help you gain greater control and achieve increased profitability. SAP Business One:

- Delivers quick access to highly accurate, business-critical information
- Empowers business users
- Provides end-to-end visibility
- Transforms information into a strategic asset
- Offers an easy-to-use interface
- Is supported by the world leader of business software solutions, SAP

With SAP Business One

SAP Business One allows you to stay on top of your business and provides a true and unified picture of critical, up-to-the minute business information across your organization with embedded CRM, finance, and manufacturing capabilities.

www.sap.com/contactsap

SAP® BUSINESS ONE PRODUCT COVERAGE					
Reporting And Data Navigation Capabilities					
General Technologies (Drag&Relate™; Alerts; UI Customization . . .)					
FINANCIALS	**SALES**	**SERVICE**	**PURCHASE**	**INVENTORY**	**MANUFACTURING**
– Chart of accounts – Accounts segments – Journal entry – Journal voucher – Recurrent transaction – Multicurrency exchange rate – Financial reports – Budget cost centers – Sales tax – Multiple periods – Deposit – Checks – Credits – Receipt – Deferred payment	– Quotation – Order – Drop ship – Invoice – Delivery – Return – Multicurrency price lists – Client management – Gross profit calculation – Contact management – Opportunities and pipeline management – Outlook integration	– Service contract management – Service planning – Customer tracking across interactions – Knowledge database – Service call management	– Purchase order – Purchase delivery – Purchase return – Purchase invoice – Purchase credit note – Landed cost	– Items management – Item query – Price list – Receipt to stock – Release from stock – Stock transactions – Warehouse transfer – Serial numbers – Batches management – Pick and pack – Kitting	– Bill of materials – Production orders – Forecasting – MRP wizard – Recommendation report
Software Development Kit					

SAP Business One is an affordable, integrated business management solution that offers the comprehensive assortment of capabilities needed to run your business. From general ledger and banking activities to service, sales, and inventory operations, SAP Business One provides all of the functions you need to gain greater control over your company and succeed in today's competitive business environment – all in one easy to use, customizable, and scalable solution.

"SAP Business One was able to integrate every single part of our business under one roof, so that sales and distribution and customer service and manufacturing all work in unison."

Rolando Cohen, CFO, Yak Pak

THE BEST-RUN BUSINESSES RUN SAP