Real-Time Analysis with SAP® Business One Analytics powered by SAP HANA®

SAP® Business One analytics powered by SAP HANA® lets your customers take advantage of the power of in-memory technology for analysis and reporting. They gain real-time access to information that supports better and faster decision making, all without IT assistance.

OVERVIEW

How can customers buy this product?

SAP Business One analytics powered by SAP HANA is an offering for new and existing customers of the SAP Business One application. The offering is sold exclusively by SAP channel partners worldwide.

What does this solution include?

SAP Business One analytics powered by SAP HANA provides the following content and tools:
- **Enterprise search** with intuitive navigation of data in SAP Business One
- **Interactive ad hoc analysis** through a Microsoft Excel PivotTable interface
- **Predefined analytical content, dashboards, and SAP Crystal Reports®️ software** that includes:
  - A predefined semantic layer for interacting with data using familiar business terminology that does not require the knowledge of business rules or where the data resides
  - Predefined calculation-intensive reports, such as inventory analysis and monthly customer status
  - Predefined dashboards, including those delivered with SAP Crystal solutions today (but at speeds up to 25 times faster) and three new ones (sales opportunity, stock analysis, and CEO key performance indicators)
- **Functionality for the SAP Business One mobile app** that includes integrated enterprise search; available only for customers of SAP Business One analytics powered by SAP HANA
- **Lifecycle management** including an initialization and duplication mechanism, backup and recovery, monitoring, and an administration console

From a technical perspective, what are the requirements?

The requirements for this solution include the following:
- Customers must be running a supported version of SAP Business One. Upgrades are licensed separately. For a complete, up-to-date listing of supported versions, please see these **support notes**.
- The analytics solution must be installed separately on hardware that has been certified by the SAP HANA development support team. Hardware for this solution is sold separately. To see which hardware platforms are supported, see **this listing**.

| **How is this offering different from SAP Business One, version for SAP HANA?** | SAP Business One analytics powered by SAP HANA is an analysis and reporting solution powered by the SAP HANA platform. This analytical software runs on a separate appliance, where it leverages data replicated from the SAP Business One transactional server. The solution is intended to be used by customers on the Microsoft SQL version of SAP Business One.

SAP Business One, version for SAP HANA, brings together transactional and analytical processing on the SAP HANA platform into one appliance. This solution offers all the functionality from SAP Business One analytics powered by SAP HANA, as well as embedded analytics and new business process applications.

SAP Business One, version for SAP HANA, also differs in that it is primarily intended for net-new customers interested in SAP Business One with embedded analytics running on an in-memory platform. |

| **Is there a migration path from SAP Business One analytics powered by SAP HANA to SAP Business One, version for SAP HANA?** | An available database migration tool enables the smooth transition to the version of SAP Business One that runs on SAP HANA. All necessary migration steps are documented **here**. Please contact your SAP local product expert (LPE) for additional details. |

| **How does SAP Business One analytics powered by SAP HANA differ from SAP Crystal solutions?** | The offerings differ in their underlying technology. SAP Crystal solutions packaged with SAP Business One employ a structured query language (SQL) database, so when queries are run, they compete for computing power with the rest of the SAP Business One application. This may result in slow query times.

The prepackaged business logic, in-memory calculations, and optimization for multicore, 64-bit processors of the SAP HANA platform result in faster information processing as well as faster software development and deployment. There is no need to preconfigure data or create custom extracts to support ad hoc requests. And since your customers will no longer require as many people or dedicated systems for data analysis tasks, the costs to own and operate SAP Business One analytics powered by SAP HANA should be less. |

TARGET CUSTOMERS AND HOW THEY BENEFIT

What type of company would want to use SAP Business One analytics powered by SAP HANA?

This offering appeals to companies that require real-time data to drive their business and need to provide interactive analysis capabilities to employees.

There are common challenges that this solution addresses for retail, consumer packaged goods, wholesale distribution, life sciences, high-tech manufacturing, and other manufacturing industries. They include slow reporting and uncertainty in decision making, difficulty in finding the data for analysis, overreliance on IT or consultants for reporting, and cumbersome integration of third-party reporting and analysis tools.

In addition, this solution also addresses the following functional business challenges for these organizations:
- Sales
  - Lack of real-time information and analytics
  - Slow pricing calculations
  - Inability to react to changing market conditions during negotiation
- Finance
  - Lack of precise and actionable insight into profitability
  - Time-consuming processes, such as dunning
- Operations
  - Inability to capture real-time operational data across lines of business
  - Lack of visibility into planned and actual demand across product, channel, and geography dimensions
  - Hindered supply chain effectiveness and efficiency because of data latency
- IT
  - Inability of traditional disk-based systems to process the high volume of operational data available for business insight within a reasonable time
  - Disconnect between analytic environments and operational applications, resulting in significant lag times between gathering data and gaining insight into that data
  - Expanding equipment, backup, and maintenance overhead
  - Increasing IT infrastructure and personnel costs

| What are the customer benefits? | With this solution, SAP is making the power of in-memory technology available to small businesses at a reasonable price point. Customers choosing to deploy this new offering can expect: |

- **Better, faster decision making** due to quicker reporting, enterprise search, and access to more data
- **More efficient employees** that can generate real-time standard and ad hoc reports without IT assistance
- **A more responsive solution** that allows people to find the information they need when they need it
- **The security of a long-term investment** with a complete solution from a single vendor

PURCHASING, LICENSING, AND PRICING

| Where can customers purchase SAP Business One analytics powered by SAP HANA? | This offering is exclusively available from SAP channel partners worldwide. All SAP channel partners that are value-added resellers have the option to resell this offering. |

| What is the pricing? | SAP Business One analytics powered by SAP HANA is available on the reseller price list for SAP Business One. For this solution, pricing includes a fee for each 64 GB engine unit, with a maximum of 128 GB of memory consumption, and fees for user licenses. |

User licenses are purchased separately. User types include:
- An **advanced analytics user** that can leverage standard functionality included in this solution
- A **premium user** that, in addition to leveraging the standard functionality, can also perform interactive analysis in Microsoft Excel

All users of SAP Business One analytics powered by SAP HANA must also be named license users of SAP Business One. Please contact your LPE for additional pricing information.

| Is there a limit to the number of users that can be licensed? | There is no limit to the number of users that can be licensed to run this application. However, customers must license the exact same number of named users for SAP Business One analytics powered by SAP HANA as they have for SAP Business One. |

PARTNER-SPECIFIC INFORMATION

| How do partners benefit from this new offering? | This offering presents partners with the following advantages:
• **More choices and greater flexibility** – Partners can offer analytic tools that match customer preferences, whether light or intensive.
• **More incremental revenue** – Partners have more opportunities for selling state-of-the-art technology that can extend the value of SAP Business One.
• **Innovation** – The leading-edge technology of this offering allows partners to be more competitive. |
| Will consultants require additional training or skills to sell this new offering? | The underlying technology will require different skills than a typical consultant of SAP Business One has today. Consultants that are interested in implementing this offering will need to have:
• Experience with SUSE Linux and open technologies (required)
• Certification in implementing SAP Business One
• Knowledge working with SAP Crystal solutions
• Familiarity working with and designing online analytical processing (OLAP) cubes
• Training provided by SAP solution architects

An online training course that is specific to SAP Business One analytics powered by SAP HANA is available in the **education section of the SAP PartnerEdge® site** (S-user ID required). |

Will partners need to fulfill any special qualification criteria to sell this new solution?	To sell this solution to their customers, partners must: • Set up their own test and demo environment for the solution • Enable resources to implement and support functionality for SAP Business One • Be experienced in setting up and managing SUSE Linux environments • Participate in training, which will be conducted in person by SAP solution architects – please contact your LPE for details and updates on training requirements.
What kind of discount is available to partners selling this new option?	Country-specific guidelines (such as uplifts) apply to both the engine and per-user price, which are subject to currency conversion. There are no discounts on engine pricing; discounts for partners in the SAP PartnerEdge program do not apply to either engine pricing or per-user fees.
When a partner identifies a potential sales opportunity, what process should the partner follow?	To initiate the sales and ordering process, the partner should contact the LPE, who can help throughout the sales process.
Can partners sell this new offering to subsidiaries of large accounts running SAP Business Suite software?	No, this offering cannot be sold to subsidiaries of large SAP accounts. This solution is limited to stand-alone accounts for SAP Business One and indirect sales only.
Will there be any promotional programs from SAP to support this new offering?	In terms of partner-led demand generation, you can find a complete listing of available campaigns in the **SAP Virtual Agency** partner campaign creator.

Find Out More

For more information about SAP Business One analytics powered by SAP HANA, please visit **www.sappartneredge.com/b1/hana**.

SAP

The Best-Run Businesses Run SAP™