

# Managing Subsidiaries with SAP Business One®

Quickly and Affordably Integrate Your Extended Enterprise



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Balancing  
enterprise needs  
in a complex  
environment

Support digital  
transformation

# Executive Summary

**Large enterprises need to meet the diverse needs of their extended organization.**

## Headquarters require

Uniformity, business process efficiency, and compliance — all while meeting the need for **transparency and visibility**.

## Subsidiaries need

Minimize complexity and optimize total cost of ownership (TCO) while ensuring **fast time to value, ease of use, agility, and smooth integration with tier-one systems**.

Room for flexibility while still fitting into the overall corporate structure. This requires a **two-tier ERP strategy** that lets you preserve ERP investments while equipping subsidiaries with an agile business management system.

**In a digital economy, companies are driving a new, more connected way to do business.**

To get the most out of this **new digital business**:

## Large enterprises need

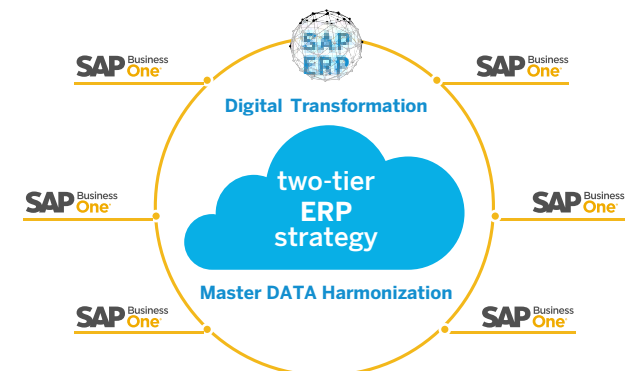
Adapt their extensive organization (including partners and subsidiaries) to **hyperconnectivity and big data**.  
Support omnichannel customer engagement.

**By choosing a two-tier ERP strategy with SAP, you can meet the diverse needs of your extended enterprise.**

For corporate operations, the **SAP ERP application offers enterprise-level software** that addresses the core business requirements of the most demanding midsize and large organizations around the world in all industries and sectors.

For subsidiary-level operations, the **SAP Business One® application offers a single, affordable solution** that meets your essential software needs and integrates readily with other applications across the extended enterprise. **SAP Business One®** is delivered on a flexible platform with worldwide coverage and is supported locally by experienced resellers.

This **two-tier ERP strategy** supports your digital transformation with master data harmonization and a real opportunity to adapt your extensive organization to hyperconnectivity.



How can SAP help



# Operational Efficiency Overview

**Optimize processes** in day-to-day operations | **Achieve seamless integration** between headquarters and subsidiaries  
**Develop transparency and compliance** with data harmonization

Running **SAP Business One®** as part of a multi-tier software strategy helps you bring all subsidiaries together as one to meet corporate needs for standardization and control and enable autonomy and responsiveness at the business entities.

## Solutions Capabilities

### Optimization processes

In day-to-day operations

### Improve productivity

By simplifying operations and achieving business process standardization

### Accelerate profitable growth

And manage a global business

### Seamless integration

With your large ERP landscape thanks to preconfigured integration scenarios

### Data harmonization

To develop transparency and compliance

### Improved data quality

### User-friendly interface

Simplicity for subsidiary employees with limited IT support

### Real-time visibility

Across operating units

## Business Outcome

### Fast and seamless integration — SEB (consumer goods):

Reduced time to integrate new subsidiaries and improved integration with corporate applications.



### Enterprise-wide visibility — Havaianas (retail):

“The possibility to manage the sales analysis and the stock level of all the retail shops and to refurbish them from a central application is a real comfort.” *Eva Gimeno, Retail Manager*



### Centralized process management — Barilla (food):

“SAP Business One® provides an integrated way to administer multiple processes and the automation: from procurement, through contractors’ credit control and deliveries, to bookkeeping.”

*Piotr Gotfryd, Financial Director, Member of the Board, Barilla Poland*



### Mobile information access — ISS (service provider):

The system runs on employees’ mobile devices, which provides numerous benefits for all parties.

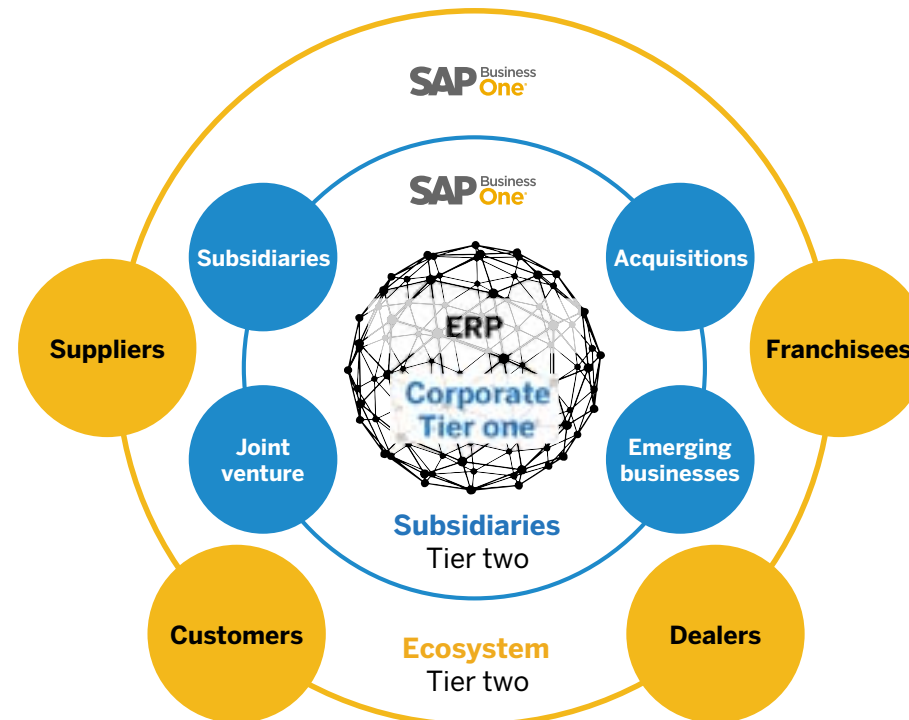


### Live business — Kyocera (consumer goods):

“Sales team can respond to customer orders more quickly due to the visibility of on-hand stock quantity in real time. We can identify accounts receivable by customers in real time.” *Bae Myung Jin, Manager*



# Operational Efficiency Concept



## First tier — SAP Business Suite/SAP S/4HANA

- Support for complex business scenarios
- Maximized process efficiency through customization
- Requirements to meet compliance standards
- Complex external integration

## Second tier — SAP Business One®

- Minimize complexity, adopt best practices
- Minimize cost to deploy and maintain
- Ensure fast time to implement, ease of use, agility
- Minimize IT needs
- Integrate natively into first-tier SAP ERP

# Fast Time to Value Overview

**Support growth strategy** in new markets | **Minimize cost** to deploy and maintain | **Maximize ROI** and leverage existing IT investment

Running **SAP Business One®** as part of a multi-tier software strategy helps you cost-effectively support your growth strategy in new markets by extending the benefits of corporate ERP to subsidiaries, optimizing time and cost to deploy as well as minimizing cost to maintain.

## Solutions Capabilities

### User-friendliness

For fast adoption and low training costs

### Native integration with SAP ERP Central Component (SAP ECC)

To leverage existing IT investment

### Ability to roll out SAP ECC core model approach

## Business Outcome

### Fast implementation — COLEX-Clariant (chemicals):

“SAP Business One® is so friendly to use that we are able to implement new procedures and solutions ourselves, preserving the integrity of all processes within the company.” *Ralf Reschke, CEO*



### Cost-effective deployment — SEB (consumer goods):

“Another point in favor of SAP Business One® is that it’s easy to implement in our SAP R/3 software landscape.”

*Benoît Champouillon, Business Units and Continents Relationship Manager*



### High ROI — Lotte (chemicals):

Currently saving an estimated US\$300K yearly on licenses and operations with SAP Business One®. Month-end reporting has been reduced from 17 days to 5 days, and the SAP software paid for itself in approximately 7 months.



# Fast Time to Value Concept



Simpler

+



Faster

=



Lower cost

## Seamless Integration

### Bosch

“Seamless data integration and ease of access to operational information are just two of the benefits that we experienced.”

Ellen Booyens, *Customer Service Manager*



## Simple to use

### ISS (service provider)

“SAP Business One® is a user-friendly system. In an industry with relatively high staff turnover, it is crucial that new employees quickly familiarize themselves with the system and can deliver value to the customers from the very beginning.”



## Implementation

### Large enterprise account in Wholesale industry

The solution was installed in mid-July and implementation time was about two weeks. The system went live in August.

### Havaianas

“It was almost incredible to have four subsidiaries 100% operational and synchronized with our headquarters system in less than a month.”

Eva Gimeno, *Retail Manager*



## Growth strategy

### Siemens

Siemens is a global company and needed a system for its more than 200 permanent establishments in various countries. It needed a flexible system to help reduce workload, make accounting and administration more reliable, and adhere to all tax laws in those countries.



## TCO and ROI

### Large enterprise account in consumer products industry

Projects completed at 1/8 of the cost of a large ERP. Run at 0.6% of annual revenue vs. 2% with a large ERP.

### SEB (consumer goods)

“We configured a standardized template for SAP Business One® that lets our smaller business units quickly roll out their business processes. This approach ensures business process consistency across the group and allows us to share resources and skills to keep costs down.”

Antoine Ravier, *Worldwide SAP Business One Project Manager, Groupe SEB*





# Support for the Digital Economy Overview

**Leverage data from subsidiary network** to improve insight and drive strategy execution | **Maintain continuity over time** for master data | **Implement predictive scenarios across key business areas:** customers, manufacturing, and logistics

Running **SAP Business One®** as part of a multi-tier software strategy supports your strategy in the digital economy. Your customers are changing the way they buy, search, network, and do business with you in an omnichannel environment, and your subsidiaries are key to delivering the customer promise at the lowest cost with a fully integrated solution.

## Solutions Capabilities

### Preconfigured integration scenarios for large enterprises running SAP solutions:

Synchronized customer and item **master data** in your complete company network

**Intercompany** purchasing between subsidiaries and headquarters by providing reliable data exchange and support for required logistical and financial processes across the network

Headquarters can **consolidate information** from **SAP Business One®** systems in subsidiaries to produce reports that provide statistical data for decision making and further analysis

### Ability to build digital scenarios using SAP HANA Cloud Platform

## Business Outcome

### Master data consistency — Roullier Group (agro/chemicals):

A shared referential of master data in order to ensure consistency and quality of data.



### Master data consistency — Philips (healthcare):

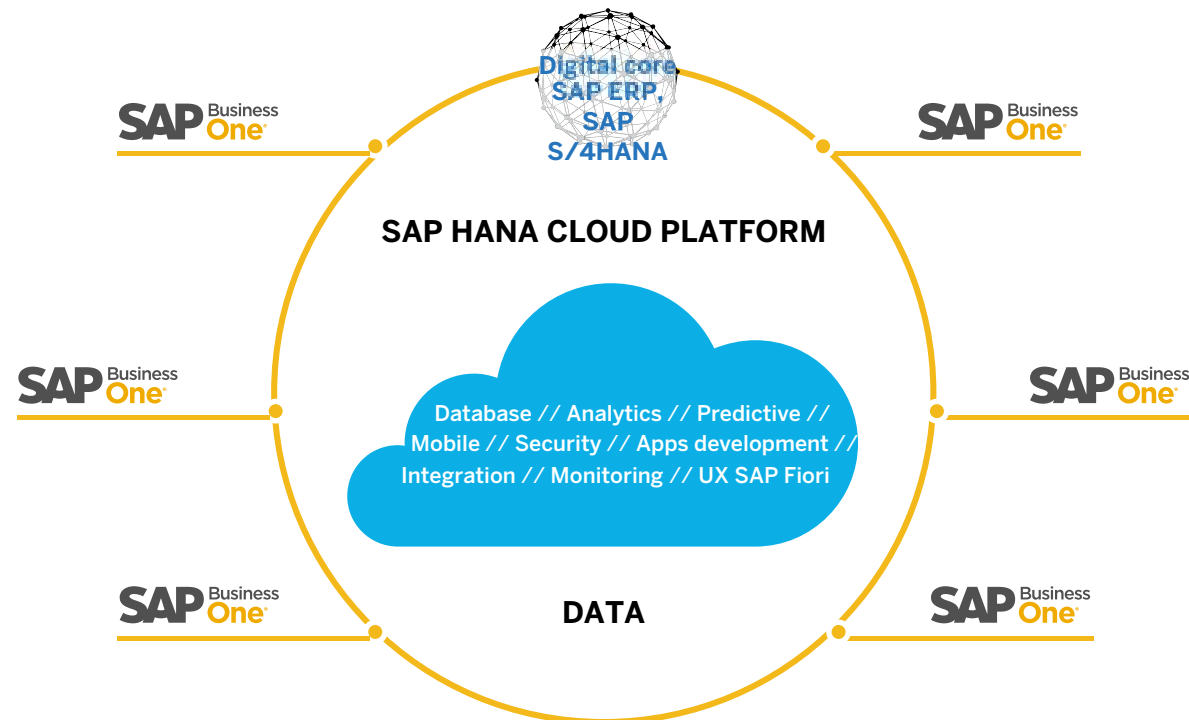
“The objective was for our IT operations to be able to achieve uniformity and centralization of data, without diminishing flexibility, and we have clearly realized this aim.” *Danny de Klein, IT Director, EMEA*



### Embracing digital transformation — Large enterprise customer in industrial machinery and components:

SAP defined a two-tier transformation strategy that supported a large enterprise customer's existing digital strategy with the capacity to maintain continuity of its master data over time.

# Support for the Digital Economy Concept



## Ability to build digital scenarios using SAP HANA Cloud Platform, such as:

### Sales and marketing

Churn reduction, customer acquisition, lead scoring, product recommendation, and next, best offer/action

### Operations

Predictive maintenance, load forecasting, inventory/demand optimization, price optimization, quality management

### Fraud and risk

Fraud and abuse detection, claim analysis, collection and delinquency, credit scoring

### Finance and HR

Cash flow and forecasting, budgeting simulation, profitability and margin analysis

### Others

Big Data and the Internet of Things (IoT)

# SAP Business One® Solution

## Complete & Integrated

All essential business functions, from accounting and sales to purchasing and inventory, are available out of the box.  
Complete visibility and control.  
Integration with other systems using standard packages.

## Scalable & Flexible

Built for your future growth.  
Application extension with 500 add-on solutions.  
Available globally with 42 localizations.  
Mobile app to do business anywhere.  
On premise or in the cloud.

## Simple & Affordable

Quick to set up and optimize.  
Easy to use.  
Latest technology priced for small and growing businesses.

SAP Business One® > [Know more here!](#)

MORE THAN  
**52,000** CUSTOMERS

~700  
VALUE-ADDED PARTNERS WORLDWIDE

~300  
SOFTWARE SOLUTION PARTNERS

MORE THAN  
**850,000** USERS

150+  
COUNTRIES WHERE SAP BUSINESS ONE® IS USED

500+  
SOLUTIONS

42  
COUNTRY LOCALIZATIONS

360+  
LARGE ENTERPRISES RUNNING SAP BUSINESS ONE®

27  
LANGUAGES

2,300+  
SUBSIDIARIES

# Selected Customer Successes

## Customer



Industrial machinery and components

## Objectives and challenges

### Business processes and roles reorganized with IT:

The key starting point for the project was the business model that applies to the whole company with around 4,500 employees. In selecting the new ERP system for relatively small branches, the overriding issue was which system could meet the requirements resulting from the business model.

The ERP project kicked off at the start of 2011, with the Columbia branch used as the pilot project. Following its successful conclusion, Turkey, South Africa, Ukraine, and India were also equipped.

## Key benefits

Integrating the branches and the harmonization that goes with that process **has rounded out the existing ERP landscape perfectly**. This has enabled DeLaval to create **a sustainable IT structure**, as the integrated unity of business processes and technology allow for growth and rapid implementation of innovative improvements.

“Using SAP Business One® is a transparent and intuitive process. In a complex SAP ECC environment, we would have had to train our employees for several weeks. With SAP Business One®, it only took a few days.”

Konstantin Reidel, *IT Architect*, DeLaval Services GmbH



**Krones AG:** More Efficient Business Processes with SAP Business One®

Fast implementation time

Multilingual and good localized solution

Efficient integration to the central SAP ERP System

All necessary functions for handling the business units flexible and easy customizable and extensible

Easily and intuitive operated

Ensure cost benefit ratio

### Faster Monthly reporting

In seconds instead of two to three days

### Easier Synchronization

Of master data and receipts between headquarters and subsidiaries

### Better Master data and receipt quality

Quotation and order processing, and collaboration between headquarters and subsidiaries



Consumer products, home appliance companies

**Groupe SEB:** Integrating New Subsidiaries Within Months with VISEO & SAP Business One®

Ensure data accuracy and consistency across world-wide business operations

Gain real-time insight into business activities on a global scale

Integrate processes and enable consistent reporting

Share resources and skills to lower total cost of ownership

### Reduced time

To integrate new subsidiaries

### Improved Integration

With corporate applications

**Better data consistency** and transparency

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