THE BEST RUN SAP

Food industry solution

SAP Business One
- The software solution for small and medium-sized enterprises -

SIGMA Software und Consulting GmbH

core systems
AUTHORIZED PARTNER

SAP Gold Partner

SAP Business One - made for SMEs in the food industry

SAP Business One as a **comprehensive ERP solution** is specially designed for the requirements in **medium-sized companies** and can be implemented quickly with a very good price-performance ratio, is easy to adapt and simple to operate and maintain. We can already look back on more than **100 customer projects** from industry, trade and services throughout Germany and have gained profound experience with the implementation as well as the integration of individual adaptations and add-ons.

In our industry solution for the food industry, we combine the **comprehensive, modular functional scope** of SAP Business One with our **industry know-how** and the appropriate **performance boosters**. This gives you an integrated overall solution that gives you time for what really counts: Your customers and your growth.

- **60.000+** customers use *SAP Business One* worldwide
- **44** country-specific versions in **28** languages enable international expansion
- **Powerful** and **updateable** software architecture from the **market leader SAP**

SAP Business One – your advantages of our industry solution at a glance

- Cross-process planning

- Barcode-controlled company processes for smooth operations

- Batch tracing from raw material to finished product

- BBD management for a better overview

- EDI interface for faster connection to your customers and suppliers

- Mobile storage location control and management

- Real-time reporting for fast and informed decision making thanks to SAP HANA

- Intercompany transactions as well as global item master thanks to client management

SAP Business One – a comprehensive and configurable solution

Barcode-controlled processes

Mobile access via APP

Purchasing/ production

Warehouse and shipping

Administration

Sales and customer management

SAP Business One®

SIGMA
Mobile warehouse management

SIGMA
Digital packing table

SIGMA
BDE

Purchasing and production - optimise procurement, increase margins

Clearly defined purchasing processes increase the efficiency of your company's procurement - SAP Business One supports you in recording documents, invoices, returns and payments as well as in managing framework agreements and also enables an EDI connection. Thanks to integrated reporting, you can compare suppliers and prices more easily and thus uncover better conditions and new opportunities for cost savings.

- **Procurement**
  Create supplier enquiries, purchase orders, framework agreements and goods receipts. The documents can be linked and tracked for auditing. You can also keep track of returns, additional expenses and different currencies.
  EDI connection enables you to pass on orders directly to your suppliers.
- **Production and material requirements planning**
  You create multiple bills of material, release production orders manually or automatically and manage parts list prices system-wide.
- **Automated production processes**
  Digitise your production processes and keep an eye on your flow of goods at all times - our SIGMA BDE performance booster provides all the necessary documents at the corresponding workstation and gives you real-time feedback on the completion of the goods, if necessary in conjunction with a scale connection. QM-relevant data can also be stored in the system in the fast entry mask. In addition, the system supports you during storage with the storage location selection and automatically creates the required print documents.
- **Master data management**
  Thanks to a user-friendly interface, you can manage even extensive data smoothly and easily. Account balances and purchasing analyses are just as available as detailed order information with price lists and tax data. Manage recipes and also article variants directly in the system.
- **Warehouse and accounting integration**
  Reconcile goods receipt confirmations with your stock levels in real time.
- **Payables**
  Process supplier invoices, cancellations and credit notes and link them to the corresponding purchase order. You plan material requirements and schedule your purchases precisely.
- **Simple, always up-to-date reporting**
  Create reports based on real-time data and visualise them in a wide variety of templates and dashboards.

Warehouse and dispatch - manage stocks and availabilities in real time

Easily manage best-before dates, manufacturing dates and batch numbers, and check item availability in real time. SAP Business One provides you with reliable information on inbound and outbound deliveries, inventory and item locations, and integrates your logistics from picking goods to shipping.

- **Warehouse and inventory management**
  You can manage your stocks clearly, maintain master data and mark out multiple units of measurement and prices.

- **Storage space management**
  Manage stock across multiple warehouses, divide each warehouse into zones and set allocation rules. Warehouse movements and pick times can be optimised. Our performance booster SIGMA Mobile Warehouse Management supports you in digitising your processes and makes your warehouse work even more efficiently for you.

- **Incoming and outgoing goods inspection**
  You record every entry and exit as well as all storage locations and movements. Consignment, direct delivery and other delivery types are supported, as are inventories.

- **Batch tracing**
  Keep an eye on your batches - thanks to the complete batch tracing in the system, you can determine exactly when and how which batch was processed and shipped.

- **Shipping**
  Our Performance Booster SIGMA digital packing table supports you in picking and dispatching your goods. Through a corresponding connection to your shipping service provider, the necessary information is passed on directly and also recorded in the system. In addition, our NVE label in accordance with the GS1 standard ensures automated labelling for forwarding shipments.

- **Efficient reporting**
  Create reports with up-to-date data and present them in various formats and dashboards.

- **AutoID/RFID solution expertise**
  Use our AutoID/RFID solution expertise to optimise your processes even further.

Sales and customer management - turning prospects into enthusiastic customers

Winning new customers is decisive for success. But it is equally important to fully exploit the potential of existing customer relationships. With SAP Business One, you can manage the entire sales process and every customer contact quickly and easily - from the first conversation to the commitment to service and support in aftersales.

- **Sales and opportunity management**
  You track business opportunities and customer activities seamlessly - from the first contact to the conclusion of the contract.
- **Marketing campaigns**
  With the integrated campaign management tool, you can create targeted marketing campaigns, send them to your prospects and existing customers, and then track and analyse them.
- **Customer management**
  You can store all important customer data in one central place and then synchronise it conveniently with your contacts from Microsoft Outlook.
- **Reports and analyses**
  Use sales planning to forecast future material consumption and save time by generating detailed reports such as sales and pipeline forecasts.
- **Mobile sales**
  With the SAP Business One mobile app, your sales team has access to important company data at any time. Get up to date before the customer appointment, provide information on availability and current prices of your items on site. Initiate sales orders directly at the customer's premises and save yourself the need for post-processing. With the SAP Business One mobile app, you remain capable of acting at any time and anywhere.
- **Framework contract**
  Create planning and legal certainty by creating framework agreements with business partners and benefit from better cost transparency.
- **Connecting your online sales via your shop and other online platforms**
  Nowadays, an online shop is almost indispensable as an additional sales channel and as a customer loyalty tool. Connect your online shop directly to the system and keep an eye on your sales across all sales channels. Our Performance Booster SIGMA digital packing table supports you in picking and dispatching your goods to cope with the large number of shipments in an increased shipping volume.
- **Order processing via EDI Cockpit**
  Convert and exchange standardised business data (such as orders, delivery notes, invoices ...) with your business partners.

Administration - Make informed decisions faster

With SAP Business One, your employees are able to make informed decisions faster. For this purpose, the solution brings together all important information from sales, customer management, operative business and finance - and makes it available throughout the company. Your data is no longer spread across several tables, but stored centrally in a fully integrated system. Duplicate data entry is eliminated, costs and error rates are reduced. This allows you and your colleagues to concentrate on the most important tasks again. At all times, you know exactly how your company is doing. And that your data is really reliable.

- **SAP HANA for SAP Business One**
  Access information even faster with SAP HANA for SAP Business One. Included are powerful functions for real-time analyses, with which every user can immediately find the data they need. Standardised or ad-hoc reports are created in no time.
- **Accounting**
  Automate all core accounting processes, such as the accounting journal and receivables and payables.
- **Controlling**
  You reliably control your cash flow, keep an eye on assets, control budgets and monitor project costs.
- **Fixed assets**
  Manage your fixed assets simply digitally, without having to enter data over and over again.
- **Banking transactions**
  In no time at all, you can reconcile accounts, process account statements and book various payment methods - such as transfers, cash payments and credit cards.
- **Reports**
  Access data from a wide range of sources, create new reports and customise existing ones with numerous layouts to suit your needs. The IT effort is minimal.
- **Interactive analyses**
  Create reports using the standard functions of MS Excel and view your company from completely new perspectives.
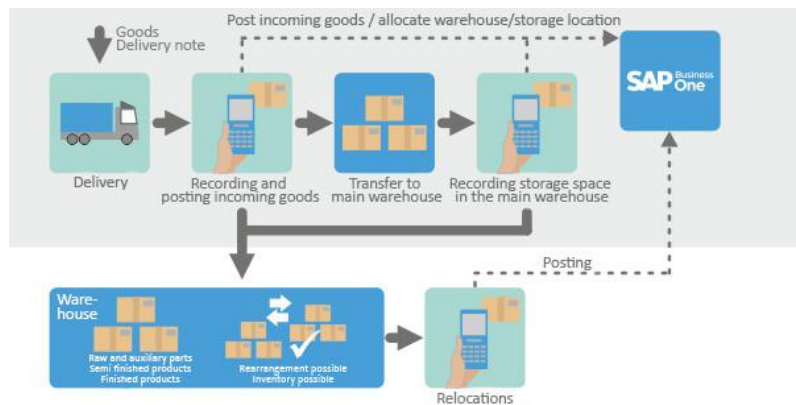- **Intuitive tools**
  You link objects by drag & drop, dive from overview information down to the detailed data, find any content quickly and are automatically informed about changes.
- **Preconfigured key figures**
  You can easily integrate key figures into your analyses, such as the average deviation in delivery time or the results of the five most successful employees.

SIGMA Mobile Warehouse Management - automated processes in the warehouse with handheld devices
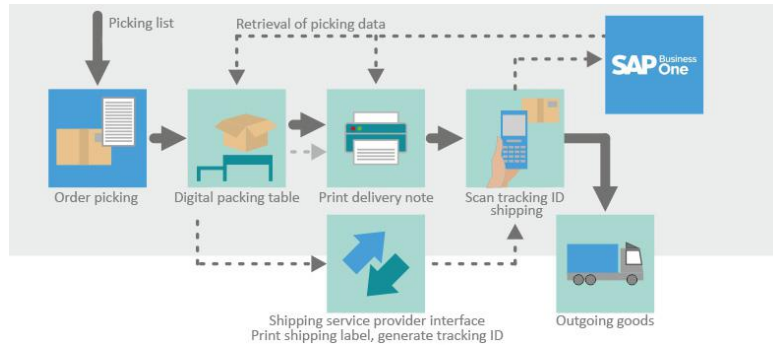

SIGMA Mobile warehouse management

- Retrieval of stock info (items, batches / serial numbers) on warehouse or storage location
- Mobile inventory
- Posting of stock transfers
- Processing picking lists
- Partial picking possible
- Delivery note generation
- Incoming goods posting
- Label printing[1]
- Protection from unauthorised use (password or single sign-on)
- Implementation on different handheld devices[2]

1 requires couresuite countrypackage and layout definitions
2 technical specifications must be observed

SIGMA Digital Packing Table - digital support for picking and shipping

Picking list Retrieval of picking data

SAP Business One

Order picking Digital packing table Print delivery note Scan tracking ID shipping

Shipping service provider interface
Print shipping label, generate tracking ID

Outgoing goods

SIGMA Digital packing table

- ✓ Individual picking
- ✓ Collective order picking with route optimisation [1,2]
- ✓ Selection of already partially picked delivery
- ✓ Detailed retrieval of picking information
- ✓ Detailed display of the packing status
- ✓ Generate delivery notes
- ✓ Clearance of the stock
- ✓ Interface shipping service provider with printing of shipping label and generation of tracking ID [2,3]
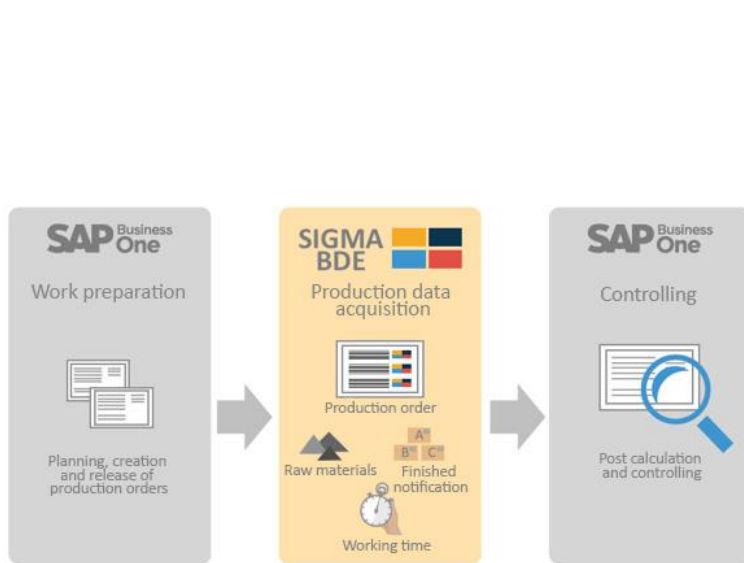- ✓ Protection against unauthorised use via password query

1 in Kombination mit SIGMA Digitale Lagerverwaltung
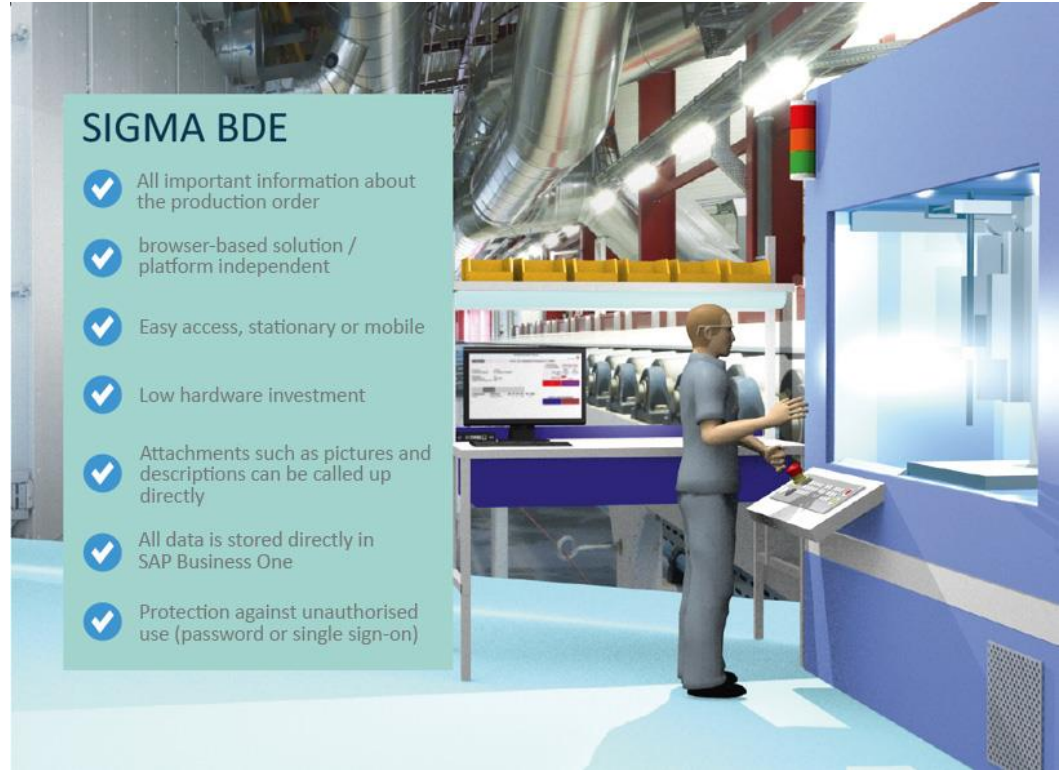2 Bitte fragen Sie verfügbare Versanddienstleister-Schnittstellen bei uns an
3 Funktion auf Roadmap, Verfügbar ab Herbst 2017

SIGMA BDE - Digitalisation of production processes and recording of your operating data

SAP Business One
Work preparation

Planning, creation and release of production orders

SIGMA BDE
Production data acquisition

Production order

Raw materials   A" B" C" Finished notification

Working time

SAP Business One
Controlling

Post calculation and controlling

SIGMA BDE

- ✔ All important information about the production order
- ✔ browser-based solution / platform independent
- ✔ Easy access, stationary or mobile
- ✔ Low hardware investment
- ✔ Attachments such as pictures and descriptions can be called up directly
- ✔ All data is stored directly in SAP Business One
- ✔ Protection against unauthorised use (password or single sign-on)

Our references - Enthusiastic customers

Frostkrone GmbH

Altenburger
Senf & Feinkost
GmbH & Co. KG

Fitnesshotline GmbH

SAP Business One - Fact Check

Aren't SAP solutions far too expensive?

SAP Business One is specifically designed to be a cost-effective solution for small businesses. It has a low total cost of ownership and supports all your business needs in a single solution.

Doesn't the introduction take far too long?

Trust in our competence! Tried and tested implementation methods and our years of know-how make implementation easier for you: Some of our customers were able to start using SAP Business One within a few weeks of placing their order.

What if my company continues to grow?

SAP Business One is software that can easily grow with your business. Performance problems, outdated data, limited data storage options and restrictions on the number of users and locations working in parallel are a thing of the past. So you are setting yourself up for the future.

Don't I need special industry software?

Special industries require special software solutions? We hear this again and again from potential interested parties during initial contacts. But after a conversation, it often turns out that our SAP Business One solution can cover exactly what the customer needs - and often even more. This is precisely the advantage of SAP Business One: that it is a standardised, fully comprehensive solution. And if there are still open wishes, SAP partners, like us, offer a wide range of flexible extensions or, if necessary, help with an individual customisation. SAP Business One provides the solid and broad basis, the extensions then give the right boost.

About us

The hard facts

- Our company as a whole has been in existence **since 1990** and is one of the longest-serving system houses in the region. We have had **ERP experience** in the SIGMA Group since 1993.
- Since 2007, we have maintained an **intensive partnership** with SAP in the area of SME solutions.
- All our consultants, developers and sales staff are **certified by SAP** and undergo regular training.
- **We love SAP Business One!**

Cross-divisional competence - We are more than just ERP

The company as a whole employs about **80 people** in all areas of IT. This makes us a complete provider - a full-service supplier for all IT issues.

- **Hardware** or IT infrastructure for you SAP Business One? No problem
- **IT Services** such as WiFi illumination or system monitoring? – Just ask us!
- **RFID solutions** for controlling or monitoring your processes in production or warehouse that interact with your SAP Business One? No problem!
- **Embedded solutions** or IoT? – We can do that!
- **Digitalization of your business processes – Our specialty!**

AutoID / RFID　　Embedded solutions　　IT infrastructure　　Software / ERP

Curious?

Convince yourself and arrange a non-binding, first appointment to get an impression of our solutions in the area of SAP Business One.

-> Make an appointment

Or simply test our demo access to get an insight into SAP Business One:

-> Request demo access

For more information, see:

- www.business-one-consulting.de
- sigmasoftwareconsulting.wordpress.com
- www.twitter.com/sigmasoftwareco

SIGMA Software und Consulting GmbH

Am Erlenwald 13, 09128 Chemnitz

☎ +49 371 2371-200

info@sigmagmbh.de

www.business-one-consulting.de/en