



TECHNOLOGY CAN HELP YOU TAKE YOUR BUSINESS TO THE NEXT LEVEL

You've worked hard to make your company a success. And with success comes change, such as new products or services, shifting government regulations, and fresh approaches to conducting daily operations. When your software keeps up with this kind of change, you're in position to further differentiate your business and take it to the next level. Here's how the right business management software can help you across all areas of your business.

Sales and Contact Management

Perhaps taking your business to the next level requires making more sales, which means more interactions with customers. For that, you need the ability to track leads and contacts. The right software helps you manage the entire sales process, from tracking leads and creating quotes to entering orders. And it allows everyone on your team to see accurate inventory levels, so you'll be able to keep the promises you

make. And customer service can improve because sales personnel are able to set up deliveries and see current orders.

The right integrated software can manage customer details and activities as well as your relationships with suppliers and partners, all in the same system. It also lets you access customer and sales information from your office or over the Web, so you can do business anywhere.

Customer Service

You know that your customer service is a differentiator. Whatever your next level may be, you'll need to keep offering outstanding service while you efficiently manage customer transactions. Business software can help by making it easy to track your customers, their orders, their order histories, and all interactions in a single system. Additionally, you can establish an online store where your customers can browse merchandise, enter orders, and check the status of orders – anywhere, anytime.

Accounting

Until now, you may have gotten by perfectly with a basic accounting software package. Going forward though, you'll probably need an integrated solution – one that ties your accounting to your orders, purchase orders, and inventory. For example, you may find that you're spending extra time entering the same data into your accounting software, your order management application, and your inventory system. And it's impossible to obtain a report immediately from any of them. Or you may find that your existing software can't manage more complex accounting transactions or reporting. The right business software enables you to enter data just once and helps you streamline financial transactions, from sales to purchasing. It also provides you with the information needed to comply with government or industry regulations, both easily and accurately.

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Operations Management – Ordering, Fulfillment, Purchasing, Distribution, and Inventory

To get where you are today, maybe it made sense to handle order or inventory information using manual processes and multiple applications. As you take your business up a notch, you may find that this takes too much time and results in duplication of data. Great software supports the entire fulfillment process, from sales orders to delivery and accounts receivables.

Software with operations management capabilities lets you streamline processes, so you can track all inventory item levels and stock movements; manage price lists, special pricing, and price quotes; and create purchase orders, goods receipts, and invoice payments – in one place. With all of this data in a single system, you can also easily create reports to comply with financial or industry regulations. And because you enter information only once, you save time and improve efficiency.

Human Resources

You have the right staff in place, for now. But what you see on the horizon may require you to manage those resources more efficiently or to add personnel. With the right business management software, you can aggregate, maintain, and manage all employee information in one location. And then you can access these up-to-date employee records and data to better understand staffing needs, workforce skills, and resource requirements.

Reporting

Maybe you've wanted to calculate some of your revenue numbers, only to realize that you need to pull information from many different places. To gain a complete view of your business operations, such as sales, inventory, accounts receivable, and cash flow, count on the right business management software. It can empower you – and your employees – with customizable forms and reports, all in one application. When you use great software, you can quickly and easily understand how your business is performing.

Let SAP Business One Help You Take Your Business to the Next Level

The SAP Business One application has helped over 14,500 small businesses reach their goals. Sold through a global network of highly trained and authorized partners, SAP Business One is designed to be affordable to acquire, implement, and maintain. It manages critical business functions across sales, distribution, and finance – all in a single, integrated software system. With SAP Business One, you can access critical, up-to-the-minute data that provides a complete and current view of your business – so you can more effectively manage your company's growth.

About [Insert partner name]

[Partner name] has [xx] years of experience working with companies of your size, in your industry. Our partnership with SAP has spanned [xx] years, and we've helped [xx] businesses reach their goals with the SAP Business One application.

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