



Long Business Systems, Inc. (LBSi)

Management Software Solutions

We help businesses manage for success

Cleveland – Columbus – Cincinnati - Pittsburgh

THE BEST-RUN BUSINESSES RUN SAP





SAP 8.81 New Features

Agenda:

- ❖ Sales and Purchasing
- ❖ Business Partners
- ❖ Accounting
- ❖ Financial
- ❖ Other, misc..

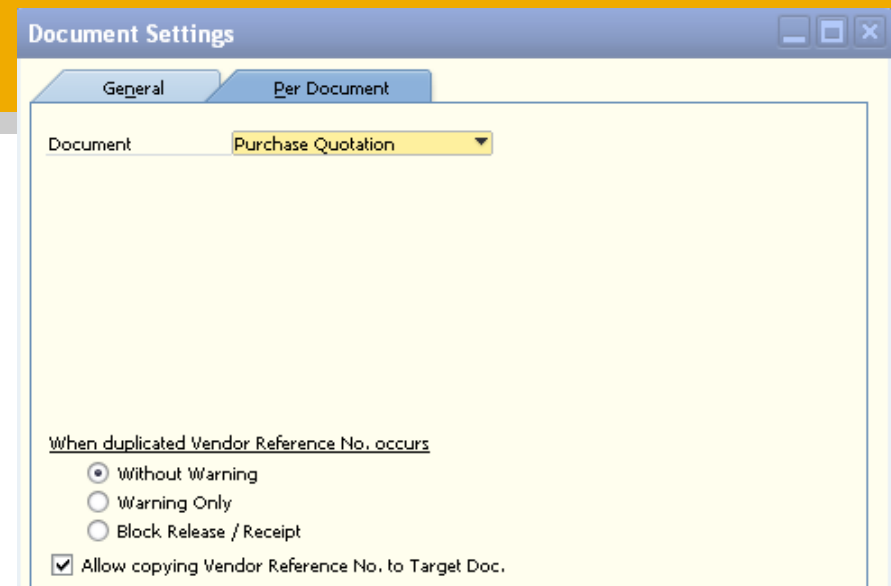


Sales and Purchasing



- ❑ Procurement Confirmation Wizard
 - Replaces Purchase Confirmation
 - Create one or many purchase orders or purchase quotations

- ❑ Request for Quotation
 - Obtain quotes from vendors
 - Compare vendor quotations

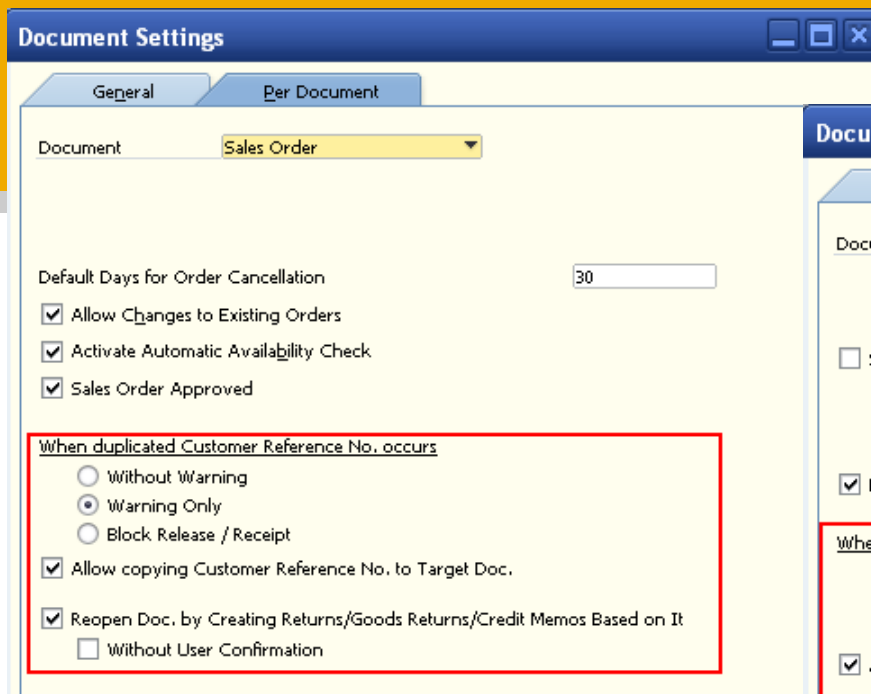


- ❑ Parameter setting in **Administration > Initial Settings > Documents Settings > Per Document Tab**

Sales and Purchasing



- ❑ Reopen item quantities on orders
- ❑ Copy Customer Reference to Target Doc.



Document Settings - Sales Order

Document: Sales Order

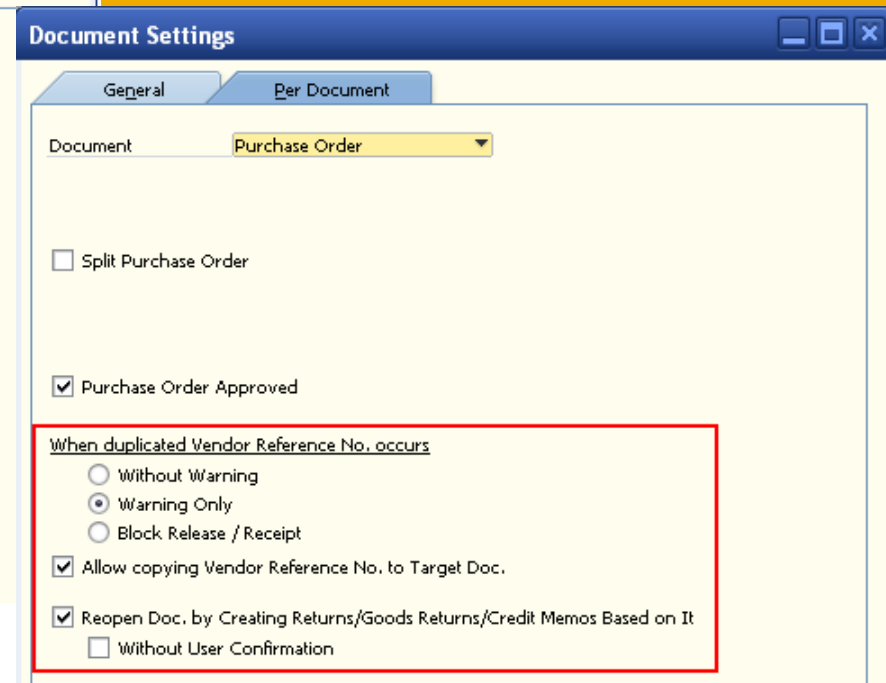
Default Days for Order Cancellation: 30

- Allow Changes to Existing Orders
- Activate Automatic Availability Check
- Sales Order Approved

When duplicated Customer Reference No. occurs

- Without Warning
- Warning Only
- Block Release / Receipt

- Allow copying Customer Reference No. to Target Doc.
- Reopen Doc. by Creating Returns/Goods Returns/Credit Memos Based on It
 - Without User Confirmation



Document Settings - Purchase Order

Document: Purchase Order

- Split Purchase Order
- Purchase Order Approved

When duplicated Vendor Reference No. occurs

- Without Warning
- Warning Only
- Block Release / Receipt

- Allow copying Vendor Reference No. to Target Doc.
- Reopen Doc. by Creating Returns/Goods Returns/Credit Memos Based on It
 - Without User Confirmation

- ❑ Parameter setting in **Administration > Initial Settings > Documents Settings > Per Document Tab**

Sales and Purchasing



- ❑ Store multiple vendors per item
- ❑ Request quotations from these vendors

Item Master Data

Item Number: A00006 Bar Code: Inventory Item
Description: HP 600 Series Inc Sales Item
BP Description: Purchase Item
Item Type: Items Fixed Assets
Item Group: HP Printers
Price List: Base Price Unit Price: \$ 400.00

General **Purchasing Data** Sales Data Inventory Data Planning Data Properties Remarks

Preferred Vendor: ⇒ V20000 Length: Width: Height: Volume: ci Weight: >>

Mfr Catalog No.: Purchasing UoM: EA Items per Purchase Unit: 1

Packaging UoM (Purchase): Quantity per Packaging U: Customs Group: Tax Type:

Preferred Vendors

| # | BP Code | BP Name | Price List | Item Price | Last Price |
|---|-----------------|------------------|--------------------------------|------------------|------------------|
| 1 | ⇒ V10000 | Acme Associates | Base Price | \$ 400.00 | \$ 400.00 |
| 2 | ⇒ V20000 | Lasercom | Discount Purchase Price | \$ 200.00 | \$ 345.00 |
| 3 | ⇒ V70000 | SMD Technologies | Discount Purchase Price | \$ 200.00 | |
| 4 | | | | | |

OK Cancel



Sales and Purchasing



- ❑ Create recurring transactions for multiple documents
 - ✓ Use for Service Contracts, AR Invoices, AP Invoices, etc...

Confirmation of Recurring Transactions

The transactions below are scheduled for today.
Select the rows you want to execute.

| # | Template | Transact. Type | Instance | Next Execution | Recurrence Period | Recurrence Date | BP | BP Name | Doc Total (LC) |
|---|----------|----------------|----------|----------------|-------------------|-----------------|--------|---------------|----------------|
| 1 | AP-RENT | A/P Invoice | 1 | 08/15/11 | Monthly | On 15 | V23000 | Anthony Smith | \$ 1,800.00 |

Filter Recurring Templates

Specify the documents you want to include as recurring transactions.

- Sales - A/R
 - Sales Quotations
 - Sales Orders
 - Deliveries
 - Returns
 - A/R Down Payment
 - A/R Invoices
 - A/R Credit Memos
 - A/R Reserve Invoices
- Purchasing - A/P
 - Purchase Quotations
 - Purchase Orders
 - Goods Receipt PO
 - Goods Return
 - A/P Down Payment
 - A/P Invoices
 - A/P Credit Memos
 - A/P Reserve Invoices
- Inventory
 - Goods Receipt
 - Goods Issue
 - Inventory Transfers

Messages and Alerts

Specify the system's response to missing data:

Continue

Skip to Next Transaction

Request User Confirmation

Execute Cancel Remove

Recurring Transactions - Templates

| # | Template | Type | Doc No. | Recurrence Period | Recurrence Date | Start Date | Next ... |
|---|----------|-------------|---------|-------------------|-----------------|------------|----------|
| 1 | AP-RENT | A/P Invoice | 96 | Monthly | On 15 | 08/15/11 | 08/15/11 |
| 2 | AP-CAR1 | A/R Invoice | 120 | Monthly | On 1 | 08/16/11 | 09/01/11 |
| 3 | SVC-1000 | Delivery | 118 | Weekly | On Wednesday | 09/08/11 | 09/14/11 |
| 4 | | | | Monthly | On 1 | 08/16/11 | 09/01/11 |

OK Cancel

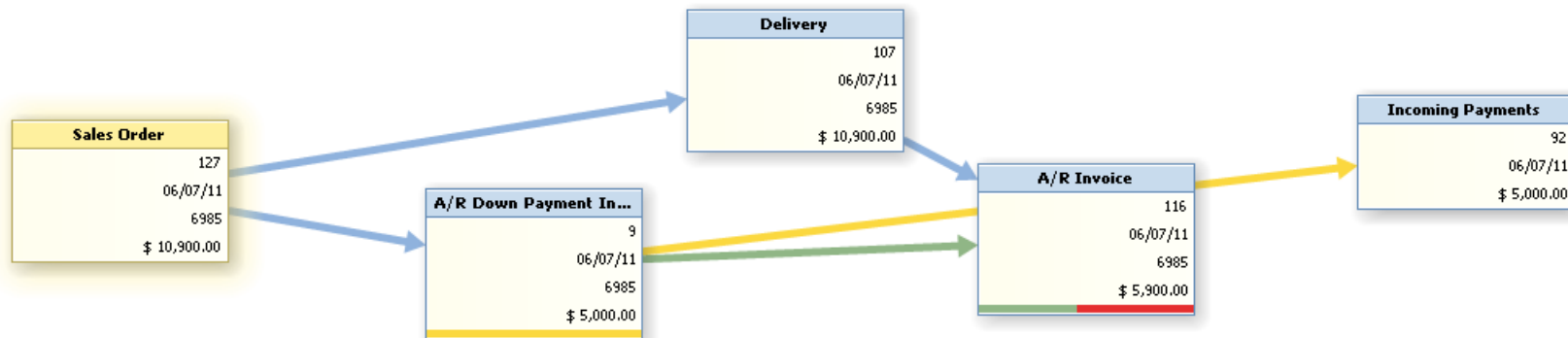


Sales and Purchasing



- Relationship Map
 - ✓ Visual map of all related transactions from marketing documents
- View these relationships

Marketing Document: Document Tree
Marketing Document: Posting Details
Marketing Document: Related Items



Business Partners



❑ Recurring Activities

- Create recurring activities for routine contacts with business partners

✓ Can be used to schedule sales calls with customers

A screenshot of the SAP 'Activity' window. The window title is 'Activity'. It contains several fields for activity details: Activity (Phone Call), Type (Sales Opps.), Subject (New Business Opp.), Assigned To (Vicki), Assigned By (empty), Number (23), BP Code (C40000), BP Name (Earthshaker Corporation), Contact Person (Bob McKensly), and Telephone No. (225) 632-3332. There is a 'Personal' checkbox which is unchecked. Below these fields are tabs for 'General', 'Content', 'Linked Document', and 'Attachments'. The 'General' tab is active, showing 'Remarks' (Earthshaker - Monthly Call), 'Start Time' (08/16/11 09:00), 'End Time' (08/16/11 09:15), 'Duration' (15 Minutes), 'Priority' (Normal), and 'Meeting Location' (empty). The 'Recurrence' section is expanded, showing 'Recurrence' (Monthly), 'Repeat Every' (1 Month(s)), 'Repeat on' (Day 16), 'Range' (Start: 08/16/11, End: No End Date), and 'Occurrence(s)' (1).

Accounting



Journal Entry Preview

- Preview journal entries before you add documents
- ✓ Identify missing or incorrect accounts



Journal Entry Preview

| Series | Number | Posting Date | Due Date | Doc. Date | Remarks |
|---------|--------|--------------|----------|-----------|-----------------------|
| Primary | 1265 | 08/15/11 | 09/14/11 | 08/15/11 | A/R Invoices - C40000 |

| Origin | Origin No. | Trans. No. | Template Type | Template | Indicator | Project |
|--------|------------|------------|---------------|----------|-----------|---------|
| IN | 120 | | | | | |

| Trans. Code | Ref. 1 | Ref. 2 | Ref. 3 |
|-------------|--------|--------|--------|
| | 120 | | |

Expand Editing Mode

| # | G/L Acct/BP Code | G/L Acct/BP Name | Control Acct | Debit | Credit |
|---|----------------------|---|----------------------|-----------|-----------|
| 1 | ⇒ C40000 | Earthshaker Corporation | ⇒ 12100000-01-001-01 | \$ 436.00 | |
| 2 | ⇒ 22220000-01-001-01 | Sales Tax Accrual - State (HO, USA, GA) | ⇒ 22220000-01-001-01 | | \$ 24.00 |
| 3 | ⇒ 22240000-01-001-01 | Sales Tax Accrual - City (HO, USA, GA) | ⇒ 22240000-01-001-01 | | \$ 4.00 |
| 4 | ⇒ 22230000-01-001-01 | Sales Tax Accrual - County (HO, USA, GA) | ⇒ 22230000-01-001-01 | | \$ 8.00 |
| 5 | ⇒ 41100000-01-001-01 | Sales Revenues - Domestic (HO, USA, GA) | ⇒ 41100000-01-001-01 | | \$ 400.00 |

- Base Document...
- Row Details...
- New Activity
- Payment Means...
- Gross Profit...
- Volume and Weight Calculation...
- Packaging
- Opening and Closing Remarks
- Transaction Journal..
- Journal Entry Preview**
- Save as Draft



Financial



□ Projects

- Ability to record project information in more transactions
- Starting and ending dates for projects
- Active / Inactive status

- Production
 - Production Order
 - Bill of Material

- Financials
 - Transaction Templates
 - Recurring Postings
- Marketing Documents
 - Freight definition
 - Freight on row
 - Freight on header

- Purchasing-AP
 - Landed Costs
- Inventory management
 - Initial Quantities
 - Inventory posting
 - Inventory revaluation
- Banking
 - Payment
 - Deposit-Check
 - Deposit- Credit card



Access Log



- Audit trail for user access Tools

Access Log

Date From To

To view the access details of a user, double-click the relevant table row. Details

| User Code | User Name | Superuser | Locked | Latest Logon | Latest Access Status | Latest Logoff | Last Password Change | No. of Failed Access Attempts |
|-----------|---------------|-----------|--------|-------------------|----------------------|-------------------|----------------------|-------------------------------|
| doris | Doris Labour | No | No | | N/A | | 04/02/07 | 0 |
| fred | Fred Buyer | No | No | | N/A | | 04/02/07 | 0 |
| james | James Chan | No | No | | N/A | | 04/02/07 | 0 |
| jim | Jim Boswick | No | No | | N/A | | 04/02/07 | 0 |
| john | John Peterson | No | No | | N/A | | 04/02/07 | 0 |
| linda | Linda Hudson | Yes | No | 08/02/10 | Succeeded | | 08/02/10 | 0 |
| manager | Vicki | Yes | No | 08/16/11 07:55:11 | Succeeded | 08/16/11 07:54:25 | 09/21/10 | 0 |
| michael | Michael Spear | No | No | | N/A | | 04/02/07 | 0 |
| sophie | Sophie Klogg | No | No | | N/A | | 04/02/07 | 0 |

Background:

- SOX law (Sarbanes-Oxley Act), "Financial Instruments and Exchange Law" requests user log for auditing

Enhancements:

- Recording of User Log-in & Log-off (via client or DI-API)
- Access Log list and details form
- Ability to restrict access to log (Authorization)

Miscellaneous



Additional enhancements in 8.81:

- Bank Reconciliation Report
- Journal Voucher Report
- Fields have been extended
 - ✓ user name, sales employee, contact name fields
- New features to support integration with mobile devices
- Enhancements to cockpit
- New Tax Code determination rules
- Tax on Freight – apply different tax codes for freight charges



Recap of Prior 8.8 Enhancements



- ❑ Enhanced Down Payment process
 - ✓ Open Item List visibility, Right click functionality, link down payments directly to AR Invoice
- ❑ Item Availability in Sales Orders – available to promise
- ❑ Negative rows in Credit Memos or Returns
- ❑ Negative quantity in Sales Orders
- ❑ Document Generation Wizard
 - ✓ Select by document to process by document numbering sequence



Next Meetings:

- Tuesday, Sept 13, 2011
 - Using Projects in SAP





Thank you for taking time to participate in the SAP Business One User Group Meeting.

Please take a few minutes to respond to our survey and provide us with feedback and suggestions going forward.

- We are always looking for new clients to work with. And we would like to find more clients and partners like you – companies that are engaged, smart, and focused on their future.
- Can you help us out by referring LBSi to someone who could benefit from our services?





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