Smartnetsoftware pvt. Ltd.

Buyers Guide

SAP® Business One

Contents

Purpose of this guide

The purpose of this guide is to offer you a realistic estimate of the sort of investment needed to implement SAP Business One Cloud. It is intended to assist in early-stage decision making, before you get into detailed system evaluation.

If you only have 5 minutes to skim read this document, I recommend that you skip to page 8. The scenarios presented in the Project Costs are taken from recent customer projects. They provide a good indication of the investment needed to implement and start benefitting from SAP Business One Cloud.

What gives us the right to comment?

We have more than 30 years' experience delivering Financial Management, ERP, Spend Control, and Performance Management solutions to organisations around the UK. A combination of longevity and exceptional staff retention means that we can draw on that experience in writing this guide.

This guide is an example of our commitment to transparency. We are not the kind of organisation that is preoccupied with the software we sell; we prefer to focus on customer requirements. Once we understand what you want and what you are trying to deliver, we offer practical solutions and employ structured methods to deliver those solutions. Transparency of cost is one of the ways we ensure on time, on budget delivery.

Business case

Every major investment requires a business case. The business case is your reason or reasons for needing a new system. It justifies investment and provides a benchmark when reviewing the success of your project. Clarity of the business case also reduces the amount of time spent evaluating new systems. And time is money.

The two most common reasons we hear for system change are:

- to manage business growth
- to manage complexity

These reasons can be further broken down into four main drivers:

- A system that can easily handle large volumes of transactions or stock items
- Reporting and dashboard improvements to inform better decision making
- Cost reductions through process improvements
- Increased sales and customer retention

Some people document their requirements before meeting vendors, others document them after meeting vendors. The latter is perhaps the more flexible approach as requirements are often shaped by system capability.

Whether you document requirements in advance or not we will document them during system implementation. It is one of the first tasks in a project. We work with you to clarify expected outcomes, including reports you expect to see, system interfaces that are required, process improvements, and so on.
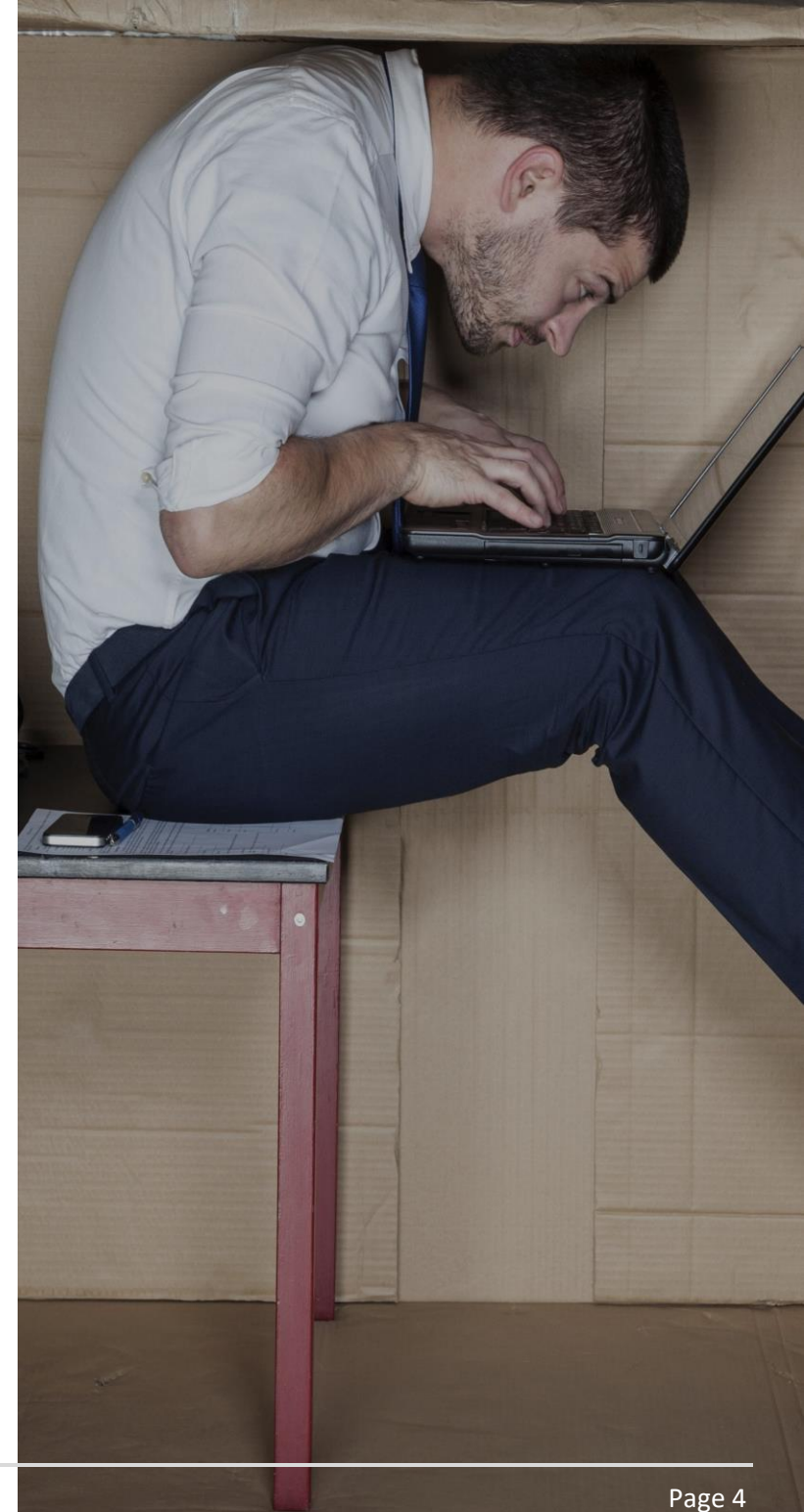
Your path to success

Choose the right partner for your system implementation. We would say that, wouldn't we? But it's true. Our customers often tell us that their choice of Smartnetsoftware as their implementation and support partner was a significant factor in their ultimate choice of system.

Another reason for emphasising the importance of choosing the right partner, is that software alone will not help you achieve the outcomes your business needs. You need service. Systems like SAP Business One Cloud are a step up in terms of flexibility when compared with entry level systems such as Sage 50. SAP Business One Cloud allows you to reengineer processes and streamline reporting in new ways. Your service partner helps you to drive these changes and ensures you get the most out of your investment.
With systems like SAP Business One Cloud, service can be 50% of your first year investment. And you get what you pay for. For this reason alone, your choice of business partner should be an important factor in your system selection.

Software costs

The cost of software is not the whole picture, but it is a factor. If all you need is a quick comparison of subscription costs, take a look at the Cost Calculator below. For a more complete picture including estimates of implementation and support costs, skip to Project Costs on page 8.
To calculate the cost of SAP Business One Cloud, estimate the number of users, then decide which types of user they need to be.

With SAP Business One Cloud, there are two standard types of user:

- **Professional**
  Systems administration and access to all areas of the system

- **Limited**
  Access is limited to one area from a choice of Finance, CRM or Logistics

In most scenarios, Professional and Limited SAP Business One Cloud users provide all the functionality your business needs. Occasionally, the project scope requires the inclusion of specialist extensions to give you a competitive edge in key areas such as:

- Warehouse automation including handheld scanners

- Web shop or platform integration

- Product development

- Production

- Quality control

Cost calculator

Use this SAP Business One Cloud Cost Calculator to estimate subscription costs for your project.

Buying options

With SAP Business One Cloud, you can pay by subscription or you can buy the software outright.

Some customers prefer this as it reduces recurring costs and offers flexibility over how and where the solution is deployed technically.

Type of user	Cost per month (£'s)	No. of users	Total
Professional	126		
Limited	88		
TOTAL			

Table 1: SAP Business One Cloud Software Cost Calculator

Based on 36 month subscription

Last Updated 24th June 2022

Project costs

Based on recent projects

The cost of software is not the whole picture. In addition to software, you will want to factor in the cost of implementation and support.

The examples on this page are taken from recent SAP Business One Cloud customer projects. They provide a good indication of how much you may need to invest in the first year. Please get in touch if you have any questions at all.

	Scenario #1	Scenario #2	Scenario #3	Scenario #4
Project Scope	Sales Purchasing CRM Financials Stock	Sales Purchasing CRM Financials Stock Simple Production	Sales Purchasing CRM Financials Stock Moderate Production Quality Assurance	Sales Purchasing CRM Financials Stock Complex Production Quality Assurance Customisation
Number of Users	5-10	15-20	25-40	50+
Implementation Timescales	2-3 months	3 months	4 months	4-6 months
Total 1st Year Investment	**£25,000**	**£35,000**	**£55,000**	**£80,000+**
Recurring costs in year 2 and 3	£9,000	£15,000	£24,000	£35,000+

Table 2: SAP Business One Project Costs

Total 1st year investment includes subscription, implementation, and support services. Leasing is another option you may wish to consider.
Leasing can be extended to include service costs, enabling you to spread the cost of implementation.

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