



SAP Business One

The business management
solution for SMEs



SAP Business One, business management in an easy and accessible way

SAP Business One is the ideal platform for small and medium-sized enterprises in pursuit of sustained growth. **SAP's Business One** solution allows enterprises to streamline processes, gain greater insight of their business and optimize operations.

As a single, integrated solution, **SAP Business One** allows companies to manage all of their company needs, including:

- Financial Management
- Distribution, purchases, sales and customer relationship management (CRM)
- Production planning
- Inventory control in real time
- Analytics and reporting

The biggest advantage of **SAP Business One** is that all of its benefits are available within the same platform, which facilitates decision making and allows to have full visibility of all aspects of business management.



Manage your international subsidiaries from one single platform

SAP Business One also offers great opportunities for companies with international subsidiaries. The solution is designed for small and medium-sized enterprises with multiple business units or subsidiaries abroad, as it allows to coordinate all operations among the companies, consolidate financial data across business entities, and streamline intercompany activities.

Setting up and operating a subsidiary in a foreign country can be difficult, that's why it's very important for business to **find an experienced partner in the field**. Having the right partner will help to overcome the barriers between countries, as well as to meet the needs and requirements that all new business must comply with in order to enter another country.

When it comes to greater knowledge in understanding the **needs of small and medium-sized enterprises** that are looking to enter the United States, H&CO provides its customers with the service and experience they deserve.

Among the benefits that **SAP Business One** offers to SMEs and its subsidiaries are:

- Intelligent multi-language and multi-currency platform that adapts to any place where you want to expand your business
 - Specific and adaptable functions for the accounting and tax requirements of each country
 - Standardization and transparent financial process across subsidiaries
- Increased productivity as result of time saved and simplified transactions.

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Why does a small or medium-sized enterprise need SAP Business One to manage its operations?

For any business that wishes to have better control over its operations, **SAP Business One** is the perfect choice. As a business grows, operability demands greater solutions, and having an ERP that offers such solutions, and most importantly, does it in a simple way, becomes the primary value in the decision-making process. In addition, **SAP Business One** is also the best operation manager solution for international subsidiaries.

Control and management of international operations has never been so easy!

One of the most commonly used business platforms by SMEs is QuickBooks accounting software, however, as it is mostly focused on financial management, it does not provide total control for the optimization and sustained growth of a company. For this reason, we want to provide you with all the information on both systems, to show you why it is important to implement an integral ERP, such as **SAP Business One**, to make your business grow.



| Function | SAP Business One | QuickBooks |
|--------------------------------------|---|---|
| Target market | Growing SMEs that need a business management and accounting solution, with 10 to 1000 employees | It only covers solutions for very small enterprises with 1 to 100 employees who have basic accounting needs |
| Modules included | It covers all business areas: accounting, finance, sales and CRM, purchasing and operations, inventory management, distribution, real-time reporting, among others. | It is just an accounting software with some limited inventory capabilities. |
| Database scalability | Flexible and quick to understand and handle; can be updated as your company grows | Exclusive, so it is not possible to integrate new platforms that complement business growth |
| Process flow | 100% customizable, business processes can be defined and executed in a synchronized manner | Limited flexibility in the use of different users |
| Warehouse management | Can be customized in accordance with the industry or type of business in which it will be implemented | Only available in its Enterprise edition (which represents an extra expense) |
| Information volume management | Unlimited | Only reaches a limited number of transactions |
| Reporting | Customized, with the option to add graphics, and KPIs | Only in the Enterprise version; complicated to use for an average user |
| Audits | 100% compliance | No compliance |
| Additional integrations | Over 600 specific predefined solutions for each industry | Less than 30 options to add within the same software |

As you can see, **SAP Business One** offers greater benefits and options that will adapt to your growth speed.

Why is H&CO the business partner you need in your team?

At **H&CO**, we understand the needs of each of our customers, and always strive to provide them with the best experience during their entire implementation process.

We are committed to **ensuring excellent customer service**, along with the best innovations in technology, so that small and medium-sized businesses can have effective and successful growth.

In addition to our experience with **SAP Business One** implementations, you will also benefit from:

- a. Business consulting, accounting and technology services
- b. Bilingual support (Spanish, Portuguese, Mandarin)
- c. Knowledge of various cultures and closeness with different countries

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Boost your business with H&CO

We understand that extending a business to another country can be a very complicated task, however, with our support, compliance with rules and regulations can be effectively achieved. If you are interested in establishing your business in the United States or expanding your business abroad, we can help you with all your new business requirements.

Entity Selection

We can help you select the appropriate entity that best suits your business and minimize your tax burden in the future.

Choose your office space

To facilitate low operating costs of your U.S. operations, we connect you with professionally managed providers of shared or virtual office space for your business.

Directors services

We can act as the director of your business to facilitate operations in the United States. Our performance will always be governed by the highest conduct, adhering to the values of your company.

License and business permits

We can help you apply for and maintain the required licenses and permits needed to comply with government regulations.

Open bank account

Once the business is established, we provide support to open a commercial bank account. We establish strong relationships with banks to avoid delays or challenges that multinational businesses commonly face.



If you wish to learn more about how our services can help your business achieve operational control and continuous growth, contact us.

We invite you to contact us through **this link:**
<https://www.hcoadvisors.com/lets-talk>

We support multinational companies in their **SAP Business One** implementations, as well as in their accounting, tax, and other business management needs.

We fully believe in the importance of building a long-term responsive relationship with our customers, as each one of them has a unique value for us.

Our success is a reflection of our client's success!



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