



Intercompany Integration Solution for SAP Business One

Intercompany Trade

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OVERVIEW

The Intercompany integration solution for SAP Business One enables businesses running SAP Business One to manage Intercompany transactions for multiple companies by automatically replicating corresponding transactions between the company databases.

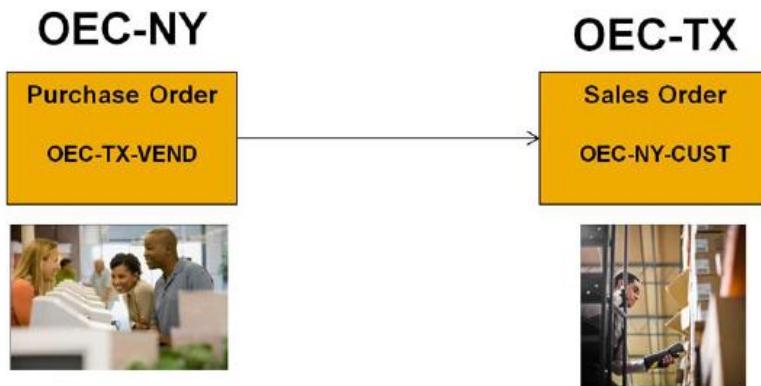
Consider a sales subsidiary that buys finished goods from a manufacturing plant. When the sales subsidiary creates a Purchase Order in its SAP Business One application, the solution automatically triggers the creation of a sales order transaction in the SAP Business One application of the manufacturing plant.

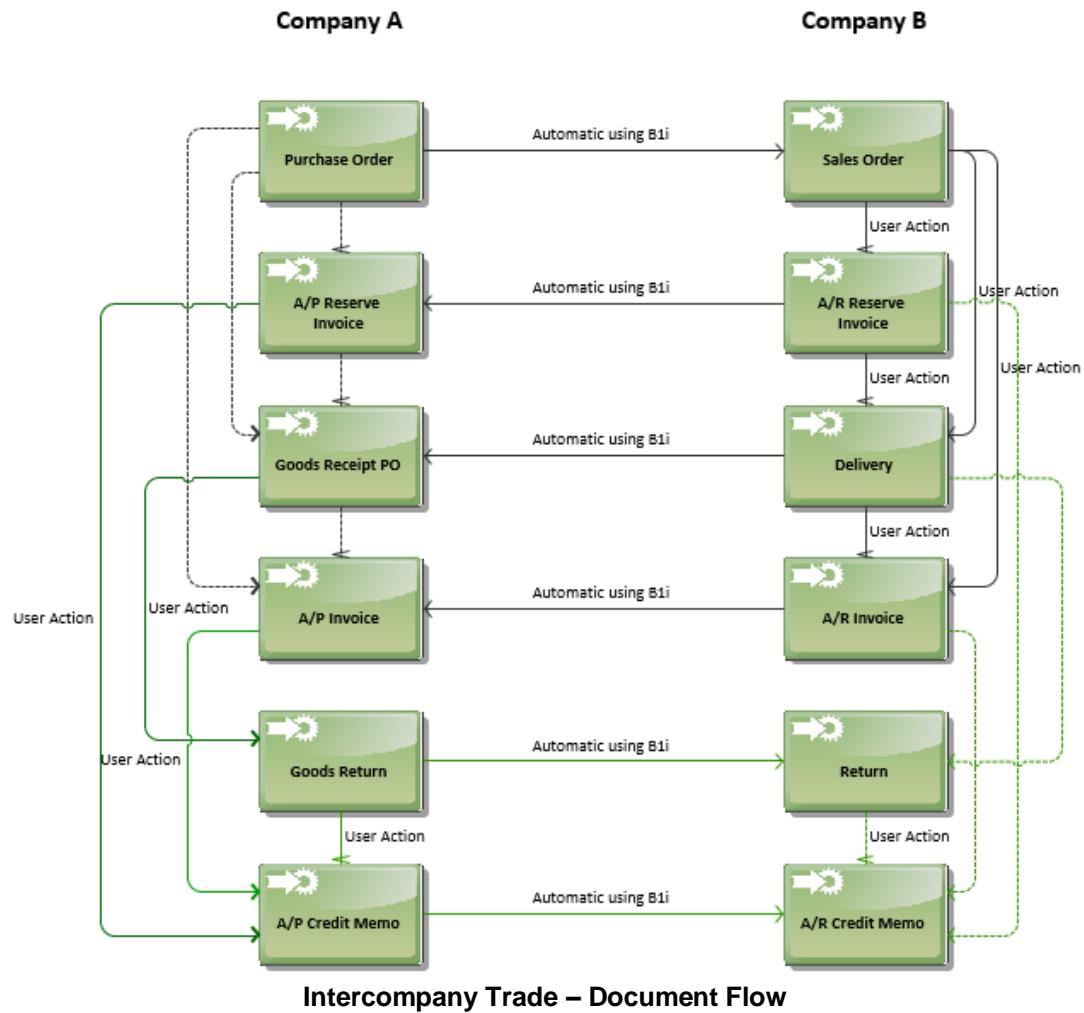
The ability to automatically create a related (reciprocal) transaction in the other application eliminates manual data entry, improves employee productivity, and reduces the potential for errors from rekeying data.

The Intercompany integration solution automates the flow of marketing documents across branch companies for the following:

- Purchase Order to Sales Order
- A/R Reserve Invoice to A/P Reserve Invoice
- Delivery to Goods Receipt PO
- A/R invoice to A/P invoice
- A/R Debit Memo to A/P Debit Memo (only for Chile, Costa Rica, Guatemala and Mexico)
- A/R Correction Invoice to A/P Correction Invoice (only for Russia)
- A/R Correction Invoice Reversal to A/P Correction Invoice Reversal(only for Russia)
- Goods Return to Return
- A/P Credit Memo to A/R Credit Memo

Example: OEC New York and OEC Texas are 2 companies that perform intercompany trading. Creating a purchase order in company OEC-NY triggers the automatic creation of a sales order in OEC Texas.

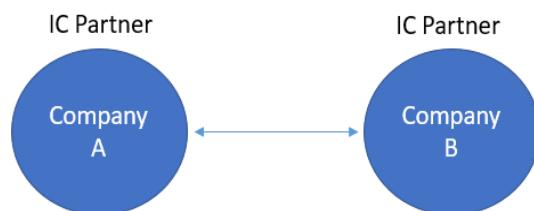




The following interbranch transaction scenarios can be executed using the Intercompany integration solution.

Scenario 1: Interbranch One-to-One Purchasing/Sales Transaction

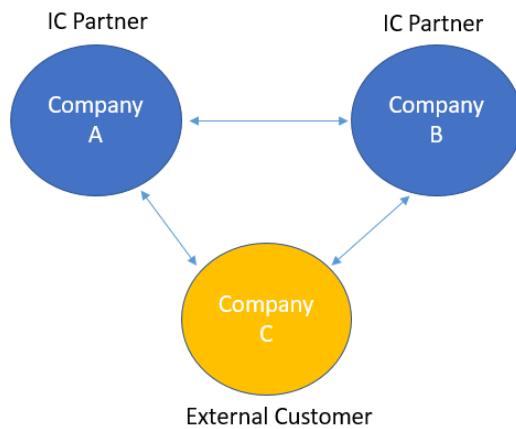
Intercompany solution automates the flow of marketing documents across partner companies including Purchase Order to Sales Order, Delivery to Goods Receipt PO, A/R Invoice to A/P Invoice, Goods Return to Return and A/P Credit Memo to A/R Credit Memo.



Scenario 2: Interbranch Purchase/Sales Transaction to an External Customer

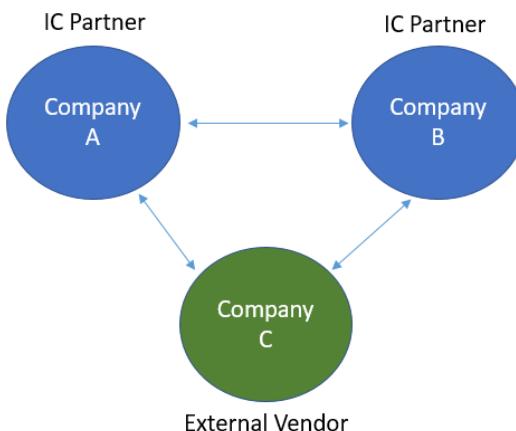
Intercompany solution supports the interbranch purchase/sales transaction to an external customer.

It is possible that a Branch Company receives the sales order from an external customer, but may not have inventory to fulfill order. In such a case another branch can fulfill the order with their inventory and deliver ordered goods directly to the end customer.

**Scenario 3: Interbranch Purchase/Sales Transaction to an External Vendor**

Intercompany solution supports the interbranch purchase/sales transaction to an external vendor.

It may be possible that a Branch Company receives a sales order from other participating branch company, but the Branch may not have inventory to fulfill order. This branch company can raise a purchase order to an external vendor with the instructions to delivers the goods directly to the branch company requesting the goods.

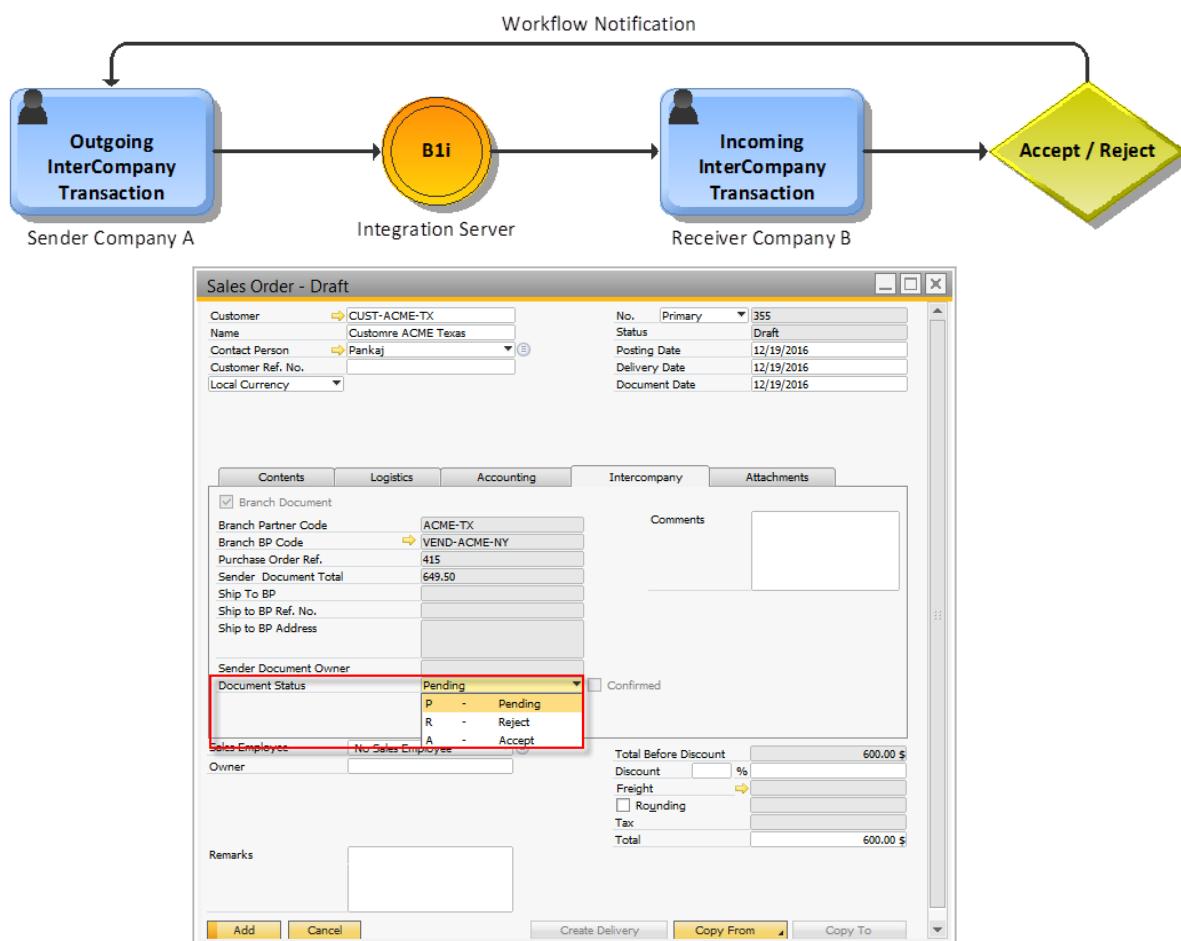


Intercompany Trade Key Features

- **Support for Item and Service Type Documents:** Intercompany solution supports the replication of Item and Service type documents in intercompany trade.
- **Cancellation of Marketing Documents:** If a marketing document is cancelled or rejected, the application automatically cancels its reciprocal document.
- **Document Total Comparison Engine:** The document total comparison engine compares the document total amounts of the sender and receiver documents and raises an alert in case of any discrepancies.
- **Tax Comparison Engine:** The tax comparison engine compares the tax amounts (and details) calculated in the sender and receiver documents and raises an alert in case of any discrepancies. Tax Comparison Engine is only relevant for the Brazil localization.
- **Replication of Serial Numbers and Batch Numbers:** Intercompany trade feature supports the replication of serial number and batch number between the branch companies.

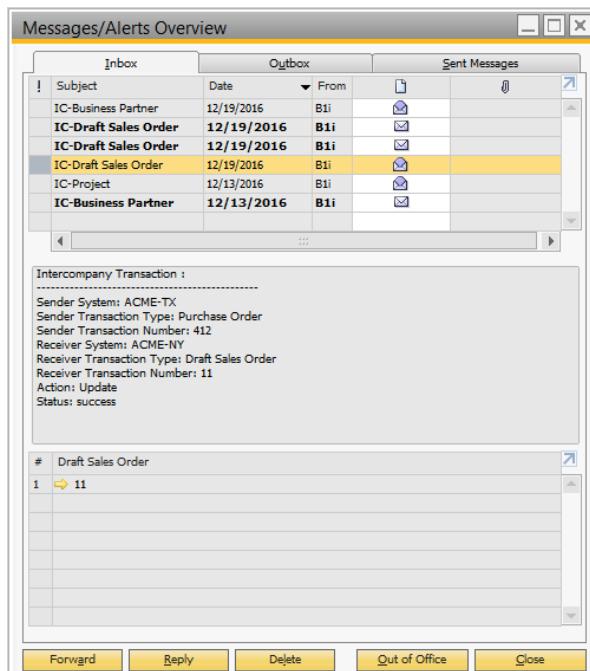
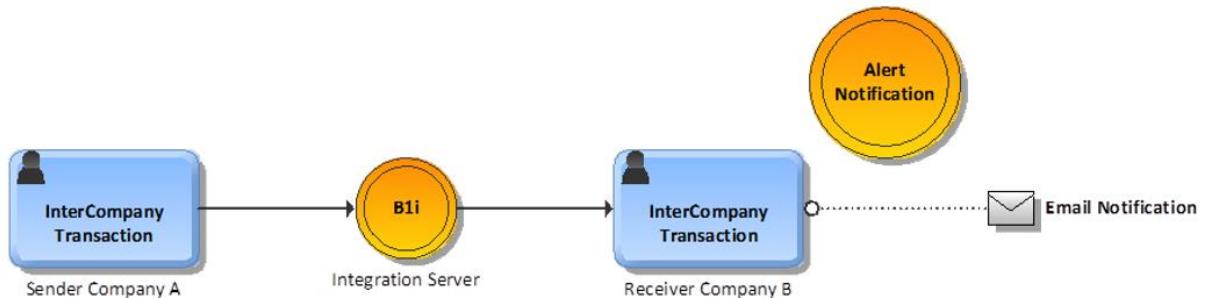
Intercompany Trade – Workflow

The workflow in intercompany trade feature enables the branch companies to accept or reject the incoming draft documents, and notify the sender company of their decision.



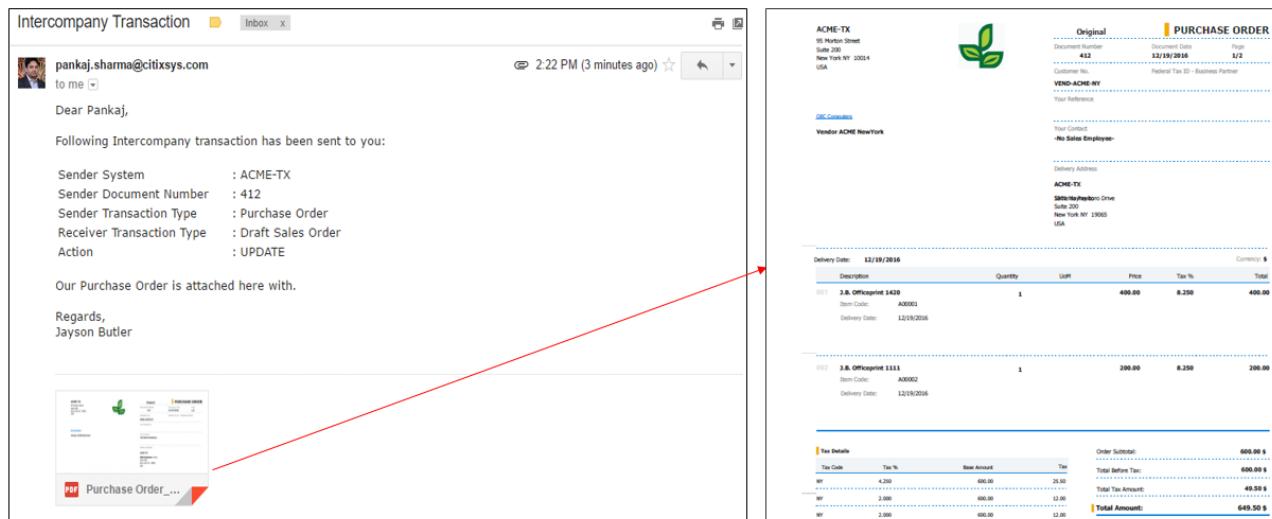
Intercompany Trade - Business Transaction Notifications

For all intercompany trade transactions, branch companies are notified in real-time with messages/alerts or emails. The original documents are sent as an attachment in the outgoing notification.



System Alerts

FACT SHEET – INTERCOMPANY TRADE



Email Notification with Attachment

BUSINESS BENEFITS

- Increased productivity by reducing workload
 - Significant reduction in errors
 - Overall increase in operational efficiency
 - Elimination of redundant data entries
 - Improved data quality



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