

## About Boyum IT A/S:

Boyum IT A/S is a Full Service Provider who specializes in SAP Business One and integration to this system. Since Boyum IT was established in 1997, our philosophy has been to offer professional users a great and safe IT solution with high reliability and security.

Boyum IT A/S has been a SAP Partner since 2004, and the company is today a certified Gold Partner, as one of the few in Scandinavia. It is one the basis of Boyum IT's experience as a SAP Partner and reseller of SAP Business One that we have developed the B1 Usability Package.

The SAP Business One Global Solution Partner of the Year 2008 Award was presented to Boyum IT because of the B1 Usability Package, which is a unique solution for small and medium sized businesses.

## The B1UP Team:

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### Asecom Financiële Systemen B.V. -The Netherlands (Partner)

*We have mainly sold our B1UP licenses to our existing customer accounts, and we have experienced that the general customer satisfaction with SAP Business One has increased after the implementation of B1UP and improved the customer retention.*

*On at least one occasion, we have removed tailor made add-ons to the standard B1UP solution to ensure the customer becomes updated software and optimal Usability in their day to day work routines."*

### Mick de Valk CEO, Asecom Financiële Systemen B.V. -The Netherlands.

### W3COM, France (Partner)

*"Latest versions of B1UP are getting better and better !!!  
The application is a killer"*

### Guillaume Boucher, CEO, W3COM, France

### Stevenson Heating Ltd. - United Kingdom (Customer)

*... I have installed B1 Usability Package and I am very impressed with the range of options, I am sure my users will each find a part that helps them in their day to day tasks. Well done on a great add-on I have already got my supplier interested in seeing more .*

### Paul Stevenson (owner)

### TopManage de Panama, S.A. (Partner)

*"... after using B1UP for few weeks, it's weird work without it... as SAP Business One look naked when the Add on is not running...."*

### Yoni Sawransky, CEO & Market developer

### Business-First – USA (Partner)

*...."The B1UP has absolutely been a success for Business-First" says Phil, and adds that as well as having a product that sells, Boyum-IT has proved an excellent partner. Boyum-IT has responded quickly whenever Business-First has had a question and has been very flexible in helping them with getting the B1UP into the marketplace. In addition Boyum-IT has added new functionalities to the B1UP on a regular basis. Phil finishes by saying that they "would certainly recommend Boyum-IT as a business partner. They have a solid product that fills a need in the SAP Business One environment and they work very well with their reseller partners.".....*

### Phil Haine, Principal and President of Business-First



- Create mandatory fields
- Centralize workflows
- Create shortcuts
- Change the layout of windows
- Hide fields not needed
- Create recurring invoices
- Make advanced validation
- Redesign screen layout
- And much more.....

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## B1 Usability Package

-> Increase user friendliness and functionality

-> Centralize and speed up your customers work

**B1 Usability Package** is a certified add-on for SAP Business One aimed at making it a more smooth and easy platform to work with. The package is very user-friendly and allows consultants to carry out configuration tasks that were previously only possible for developers.

**B1 Usability Package** consists of a number of modules that can be turned on and off manually.

**B1 Usability Package** increases customers' satisfaction and makes their work with SAP Business One both faster and more efficient.

B1UP includes	Standard	Enterprise
Function Buttons	X	X
Mandatory Fields	X	X
Item Placement Tool	X	X
Add & Edit Menus		X
Tab Control	X	X
Default Data	X	X
Toolbox	X	X
Template System		X
Quick Create	X	X
Recurring Invoices		X
PLD Extensions		X
B1 Search		X
Letter Merge	X	X
Exchange Rates	X	X
Account Balance	X	X
B1 Validation System		X
Universal Functions		X

**SAP® Certified**  
Integration with SAP Applications



## Current Modules

- **Quick and Easy Customization**

**Function Buttons:**

Applies buttons on every window, which enables you to make shortcuts, automate business processes and ease the navigation through the SAP Business One.

**Mandatory Fields:**

Make any field in SAP Business One mandatory to enhance data discipline and ensure data quality.

**Item Placement Tool:**

Change the layout of every window in SAP Business One, hide unused fields and place the user-defined fields from the UDF-side onto the main window.

**Add & Edit Menus:**

Create your own menus or rename the existing ones. Make the menu suit your customer.

**Tab Control:**

Define a new tab order in your SAP Business One. Making the entering of data in SAP Business One faster.

**Default Data:**

Set additional default data on Business Partner and/or Items to speed up the process when creating new master data.

**Toolbox:**

Collection of usability enhancements that can be turned on and off individually. E.g. Document line search, Go to new master data, Autonumbering of master data, Flag-identifiers.

**Template Systems:**

Create snapshots of current data for any window and store them as templates for easy creation of master data and executions of reports.

**Quick Create:**

Create account balance reports for customer/suppliers in PDF.

- **Enhancement Modules**

**Recurring Invoices:**

Enables the SAP Business One to handle invoices which need to be send recurrently. E..g. rent, maintenance, subscriptions. Giving a solid overview of expected income and already invoiced amounts.

**PLD Extensions:**

Import and export report layouts to XML.

## Current Modules

**B1 Search:**

Search functionality which allows you to search up to 14 different forms and on row levels on documents, enabling the customer to find the relevant information fast and efficiently.

**Letter Merge:**

Merge data from Business Partners' master data with Microsoft Word templates to enhance CRM.

**Global Exchange Rate:**

Online update of Exchange Rates via ECB (European Central Bank).

**Account Balance:**

Create account balance reports for customer/suppliers in PDF.

- **On Site Development**

**B1 Validation System:**

Define triggers and conditions for activation of Universal Functions.

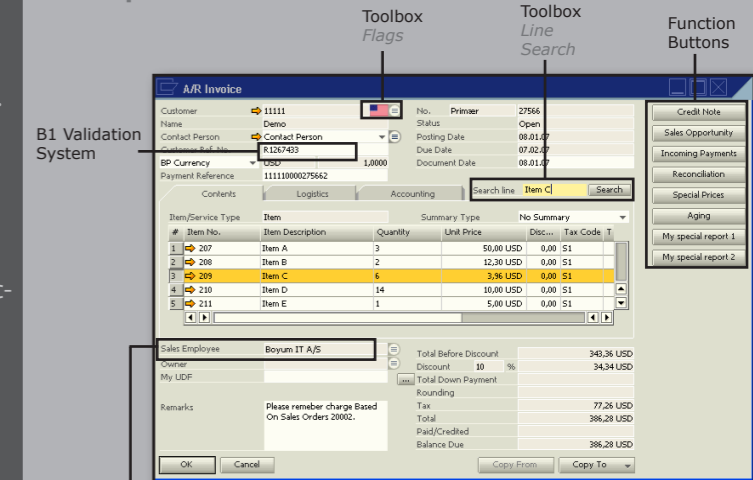
**Universal Functions:**

A set of function types that allows predefined functions to be assigned user defined events.

And more to come.....



Example of B1UP use



Item Placement Tool

**The B1UP has been sold to the following countries**

**2.000:** Australia, Austria, Belgium, Canada, Chile, Costa Rica, Cyprus, Denmark, Finland, France, Germany, Guatemala, Irish Republic, Israel, Italy, Mexico, Netherlands, New Zealand, Norway, Panama, Portugal, Puerto Rico, South Africa, Spain, Sweden, Switzerland, UK, USA.

**3.000:** Czech Republic, Hungary, Poland, Russia, Slovakia.

**Supported Languages:**

Danish, English, German, French, Finnish, French, Czech.

## Get more value with your SAP Business One

With the B1UP, you can maximize the daily use of your SAP Business One by customizing it by e.g. changing the layout of every window in SAP Business One, hide unused fields, create shortcuts, create mandatory fields and much more. With the B1UP, you can have a SAP Business One who works for you and are tailored to your specific needs, instead of having fields you do not need etc. interrupting your daily work routine.

Furthermore, you now have the possibility to integrate useful functions such as recurring invoicing and letter merge into your SAP Business One, without having your SAP partner develop a costly solution.

B1UP does not require any developers, and most of the modules the end-user can implement him/herself after a little training from the consultant. This means that you as an end-user gets a continuously developing and customizing product at full value for a very reduced price.

**Problems that can be solved with the B1UP:**

Item Placement Tool	
Customer Request	Customers find it very confusing to have 100+ information fields on their Item Master Data, since they do not use 1/10 of them.
Partner Issue (without the B1UP)	You really cannot do anything about it
Our solution	Hide fields never used to increase usability and let customers see only what they need.

Toolbox	
Customer Request	Customers use the Open Items list as a todo-list when drawing documents to a higher level but are irritated that the list does not update.
Partner Issue (without the B1UP)	You can only tell your customers to close and reopen the list each time they want to update it.
Our solution	We offer an update button that enables you to update the list without closing the window.

## B1UP Release Cycle

