SAP Business One Apparel and Footwear is an end-to-end, single, integrated and affordable ERP software solution for businesses whose core focus is on the design, distribution and sale of apparel and footwear goods.

### BUSINESS PROBLEM

**SKU and Bill of Material complexity** - In textile, apparel, and footwear companies SKU and Bill of Material complexity is a challenge that you often face across your supply chain systems.

**Globalisation** - The supply chain has become much more difficult to manage while continuing to maintain costs and customer service.

**Fast Turnaround** - The apparel business is marked by rapid and continuous changes.

**Fragmented Solutions** - Many companies are dealing with fragmented systems that lead to inefficiencies in data availability and inconsistent decision making.

### SOLUTION

With the SAP Business One Apparel and Footwear solution you will be able to manage your data at the end item level to successfully forecast, plan, and manufacture your product, delivering the right product and controlling your inventories.

**Apparel and Footwear** allows you to manage the process from product conception to production and delivery, and is supported by key industry modules such as EDI, PDM, and WEB (SFA and Sourcing).

**Get new products** to market faster with department collaboration using the PDM solution.

**Apparel and Footwear** for SAP Business One has everything a small to mid size apparel manufacturer or importer needs to have accurate data to make accurate decisions.

Every new year and every new season, customers and suppliers can be difficult to predict; they shift their focus and market needs change. But you can respond just as quickly when you’ve got all of your critical business information in one basket and available at the click of a button. The SAP Business One Apparel and Footwear solution gives you just that. With SAP Business One Apparel and Footwear Software, you can easily access your company’s data in real time, with specialised tools and advanced reports. You can see sales, operations, and financial data wherever you are, day or night. Workflow-based alerts set up in SAP Business One let you focus on what’s important to you. The SAP Business One Apparel and Footwear solution has everything a small to mid size apparel manufacturer or importer needs to take their business to the next level.
FEATURES AND FUNCTIONS

SAP Business One Apparel and Footwear allows managers and employees to access and use information more effectively so they can make smart and educated business decisions. The comprehensive SAP Business One Apparel and Footwear solution covers all the core functions necessary to run your business successfully, as well as some additional features that will further benefit your business.

BUSINESS ADMINISTRATION

**Financial Accounting** - Handles all financial transactions, including general ledger, account setup and maintenance, journal entries, foreign currency adjustments, and budgets.

**Bank Transactions** - Takes care of all financial processing such as cash receipts, cheque writing, deposits, advance payments, credit card payments, and bank reconciliation.

**Sales and Distribution** - Helps you create price quotes, enter customer orders, set up deliveries, update stock balances, and manage all invoices and accounts receivable.

**Purchasing** - Manages and maintains vendor contracts and transactions, including issuing purchase orders, updating in-stock numbers, calculating the value of imported items, handling returns and credits, and processing payments.

**Outlook integration** - Integrates with Microsoft Outlook so employees can synchronise calendars, contacts, and tasks.

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

**Sales Opportunity Management** - Manage the entire sales process through all the different sales stages. Track sales opportunities and activities, analyse their outcome, and forecast revenue potential. You can monitor and analyse sales opportunities using dashboards and sales reports.

**Web-based Customer Management** - With the web CRM solution extension you can give your sales team secure access to customer data over the web wherever they are. Provide a web-based interface to your customers so they can log inquiries and check order status—all in real-time.
**Customer Service and Support** - Allow your customer service and support team to administer customer warranty, service contracts, manage service calls, and track all customer interaction activities, within a single solution.

**Business Partner Management** - Manage master data for your resellers and channel partners to track sales leads and opportunities, including profiles, contact summaries, account balances, and sales pipeline analyses.

**Service Management** - Enable service operations, contract management, service planning, tracking of customer interaction and customer support.

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**OPERATIONS AND DISTRIBUTION**

**Sales and Delivery** - Season and off-season order entry can be a painful process for in-fashion companies. SAP Business One Apparel & Footwear allows users to run single-store, multi-store or prepacks using a flexible horizontal matrix entry. Generate price quotes, enter customer orders, set up deliveries, update stock levels, report on customers’ current balances, and manage all billing and accounts receivable.

**Purchasing** - Manage and maintain your vendor contracts and transactions, including the issue of purchase orders, updates to stock quantities, calculations for the value of imported items, returns and credits, and payment processing.

**Inventory Management** - In textile, apparel, and footwear companies, SKU and Bill of Material complexity is a challenge that you face across your supply chain systems. Handle inventory levels, item management, price lists, special price agreements, transfers between warehouses, and stock transactions—all via integration with other processes like sales and purchasing.

**Tracking stock** - Transfer items between warehouses, enabling consignment, drop-ship, and other orders; and perform inventory and cycle counts.
Generate price quotes, enter customer orders, set up deliveries, update stock levels, report on customers’ current balances, and manage all billing and accounts receivable.

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Handle inventory levels, item management, price lists, special price agreements, transfers between warehouses, and stock transactions - all via integration with other processes like sales and purchasing.
PRODUCT LIFECYCLE MANAGEMENT

SAP Business One Apparel & Footwear Product Lifecycle Management’s collaborative suite of applications facilitates the management of products, from design through to production. It enables you to keep up with trends and innovations whilst maintaining control and integration in SAP Business One.
SALES FORCE AUTOMATION (SFA)

The SAP Business One Apparel and Footwear solution allows you to use the web to grow revenue and increase your service offering to your customers. The SAP Business One Apparel and Footwear solution also offers web access for your sales employees, users and representatives which enables them to enter and track orders, shipments, invoices, access customer data as well as style information to insure your customers always have the latest season styles available. The SAP Business One Apparel and Footwear web shop experience allows customers to pick styles, colours, and variables in a flexible web store.

FASHION BOOK

In the fashion industry, the immediacy and accuracy of the collection can make all the difference. The SAP Business One Apparel and Footwear fashion book presentation - controlled entirely by merchandising staff at the fashion house-delivers accurate collection information from the Apparel and Footwear solution, including style and colour options and inventory availability. This information is presented to the customer in a visually appealing, highly intuitive style on an iPad or any mobile device platform.

Product Data Management (PDM)

Product Data Management in SAP Business One Apparel and Footwear is for product-centric businesses that need to maintain, store, and use large amounts of product-related data across the company’s processes. Manage images, colours, materials, POMs, Sketches, concepts, documentation and images can be added to the style from a file or an existing drawing tool.

Manage raw materials and labour for costing

Add point of measures based on templates

Once the style, cost and pricing are approved you can generate SKU information directly from the product data management.

Season and collection planning - Have the visibility of the design process that you need in order to merchandise new collections at the beginning of each season.

Sourcing - This module provides advanced costing functionality by size and colour with fully configurable costing scenarios and comparisons. Costing quotes can be requested from different vendors and compared for optimal costing scenario approval.

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MANUFACTURING

Material Requirements Planning (MRP) – MRP in SAP Business One Apparel and Footwear manages materials through a wizard-based process that enables users to define a planning scenario and predict demands based on forecasts.

Warehouse Management – Inventory levels, item management, price lists, special price agreements, transfers between warehouses, and stock transactions are all covered in the SAP Business One Apparel and Footwear solution.

MRPII and Production for different Strategies / Organisations - The manufacturing functions include specific strategies / functions for materials management such as order and stock-related production, mixed and variant production as well as the necessary functions for the appropriate production planning and execution of manufacturing orders.

Advanced Planning and Scheduling (APS) - APS in SAP Business one Apparel and Footwear is used for detailed business planning if order times, lead times, transition periods, capacity allocations, and availability of resources are critical parameters in the value creation process. A high level of transparency is achieved by the graphical visualization and comparison of all activities with resources.

Reporting – SAP Business One Apparel and Footwear allows you to create reports for almost every aspect of your business, including customer and supplier debt, sales, cash flow, customer-contact summaries, bookkeeping, warehouse stock, financial statements, pricing, customer activity and more.

RETAIL MANAGEMENT

Operating in the fast paced retail environment, your retail business demands a software solution to process your sales efficiently. The SAP Business One Retail Management solution offers retailers in any environment the opportunity to maximise efficiency and speed at checkout.

The comprehensive, fully integrated solution has built in flexibility to offer single-or multi-site and single-or multi-terminal capability. The power of rapid processing and ease-of-use allows your business to focus on customer needs. Peace-of-mind benefits are the outcome of a functional system that does not place extra overhead or burden on your business, but rather gives you the opportunity to focus on profitability.

SAP Business One Retail Management brings the retail aspects of your operation together and provides you with a 360 degree view of your business. Real-time integration and reporting allows business managers to make quick and informed decisions, as all critical business information is instantly accessible. Standard reports are available and accessible and can be previewed on screen, printed or exported to Excel, Word and other applications. Whether your business operates using cash, credit or a combination of systems, the availability of information will reveal trends and give you the competitive advantage.
**Store Management** - Head office / In-Store management from SAP Business One offers complete back-office functionality and integration to both Head Office and stores. It provides the respective managers with complete control over activities within each of the stores.

**Analytics** - Effective retail management is a data driven process, and up-to-the-minute access to complete and accurate data is the basis of effective decision making. SAP Business One Retail makes the relevant information available at the stores and the back-office.

**After Sales Service** - Services, repairs and alterations are seamlessly embedded in the POS to simplify the process of providing optimal after-sales service.

**Online Shopping (e-commerce)** - The web store is the next logical step for any retailer wanting to remain competitive in today’s marketplace. It provides retailers with the ability to have a 24/7 sales operation without incurring the overheads of having staff available in a brick and mortar location.

**Planning** - An essential component of any retail operation is the planning function. Using the right toolset eliminates the use of spread sheets and gut-feel, and provides the ability to quickly, easily and accurately forecast requirements, and then automatically convert the requirements into purchase orders.

**Loyalty Rewards Programmes** - SAP Business One Retail offers retailers a points & rewards application designed to significantly improve customer retention by continuously bringing them back and improving customer satisfaction levels. Flexible Loyalty Plans with multiple earning and redemption features make the SAP Business One Retail loyalty rewards an important solution for retailers who want to reward returning customers.
Bluekey Software Solutions enjoys a reputation for partnering with SME’s across Africa to deliver comprehensive business management solutions on-time and within budget. The company is founded on the value proposition that successful implementation of effective processes and controls brings real and tangible benefits to business stakeholders by providing full visibility and driving efficiency, service, profitability and growth.

Bluekey is Africa’s most awarded SAP Business One partner; SAP PartnerEdge Gold status; SAP EMEA Pinnacle Award Winner and SAP Business One Africa Partner-of-the-Year 2005-2011. Our 100+ staff service more than 240 SME’s in SADC and East Africa through full service branches in Johannesburg, Cape Town, Durban, Nairobi and Dar es Salaam.