INTRODUCTION TO SAP ERP & HOW IT HELPS IN AUDITING

Leaping Frog Consulting

SAP Partner

OVERVIEW – LEAPING FROG

At a Glance

- A Software Consulting Organization with 3 development center's across India with 110+ delivered projects since 2008.

Who are we

- We are SAP Authorised partners for SAP Business One, SAP HANA, SAP Customer Check Out POS Solution & SAP Mobile Apps with a team of 50+ domain experts

Our Values

Trust | Commitment | Integrity | Quality | On Time Delivery

OUR STRENGTHS

Case Studies

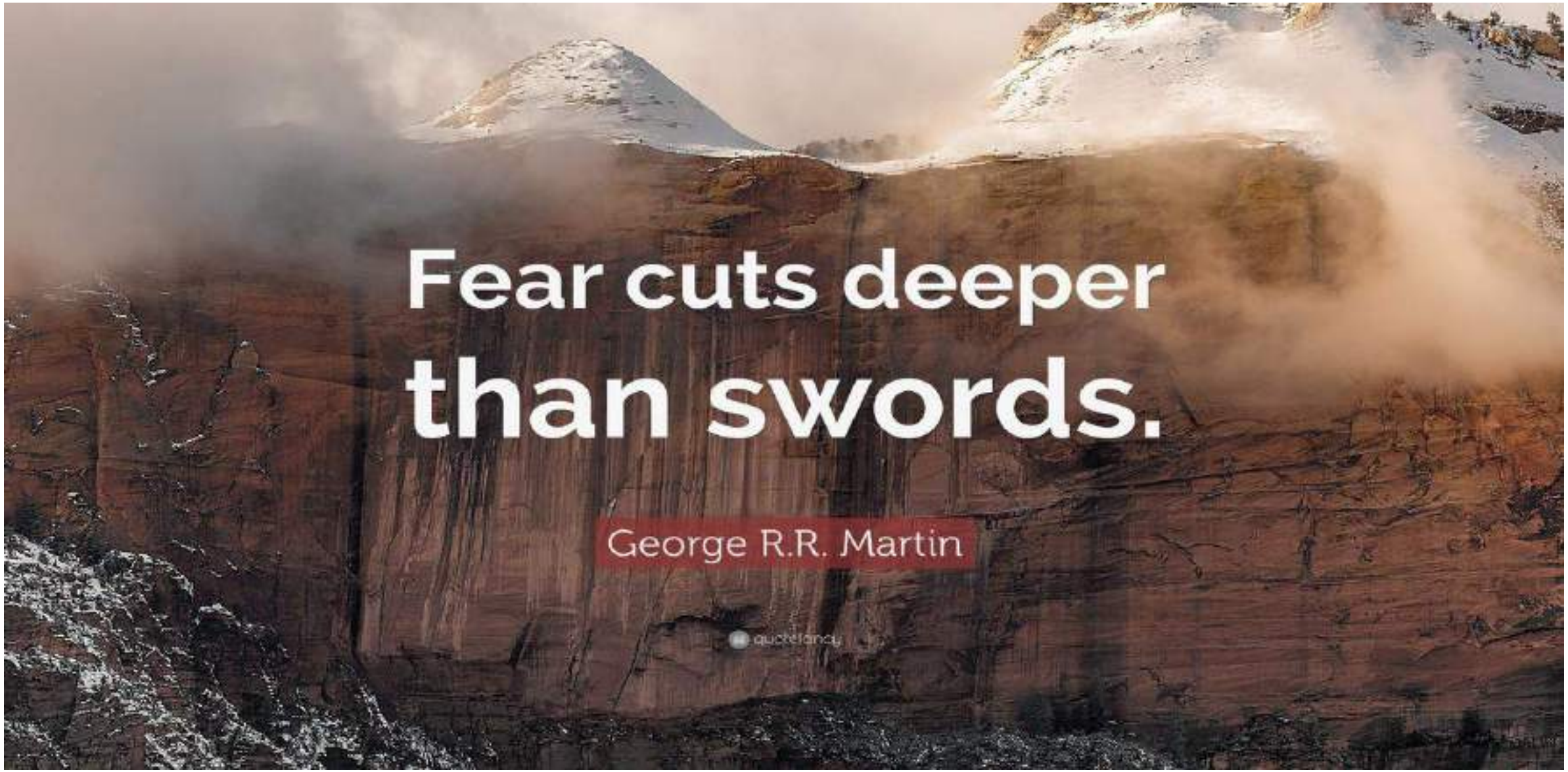
- Auto Components | Product Manufacturing | Mould Manufacturing | Yarn Manufacturing | Chemicals Manufacturing | Cable & Wires Manufacturing | Trade & Distribution | Food Beverages | Plastics Manufacturing & Assembling | Retail & Hospitality | Services Industry

SAP Certified

- At Leaping Frog we deploy SAP Certified Consultants which is yet another assurance of successful project deliveries

Project Management

- As a part of commitment to customers we ensure involvement of top management in every project


Fear cuts deeper
than swords.
George R.R. Martin
quotefancy

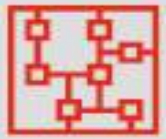
SOME OF THE IMPACTS OF COVID -19

Workforce

Protecting the well-being and welfare of employees, especially those living in affected territories.

Supply chain

Re-routing, delays, disputes and knock-on impact on customers.

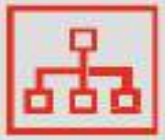


Decline in sales

Decreased sales is resulting in reduced cash flow and covenant issues.

Operations

Reduced resilience in key functions, infrastructure and services or locations becoming unavailable.



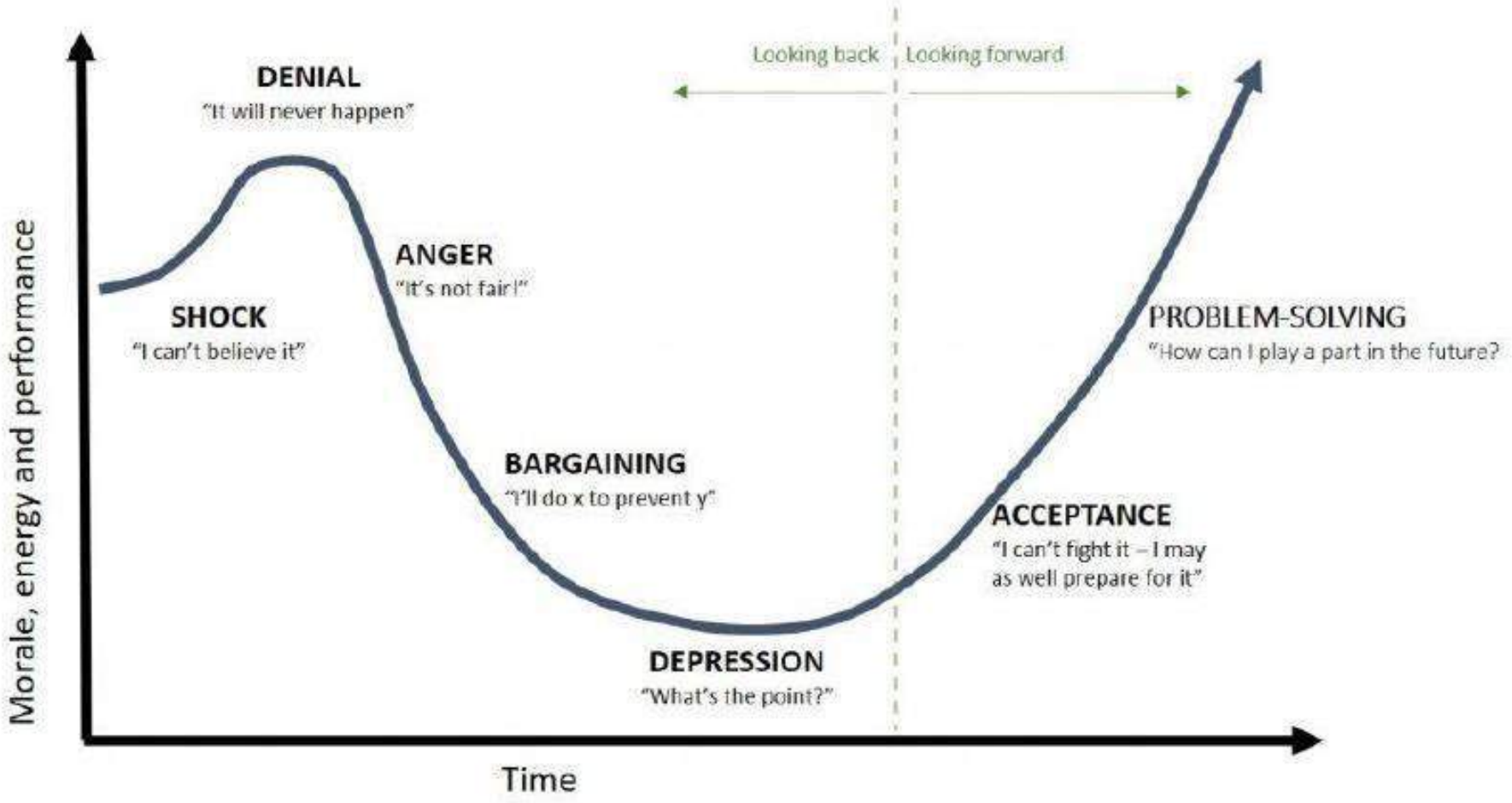
Travel

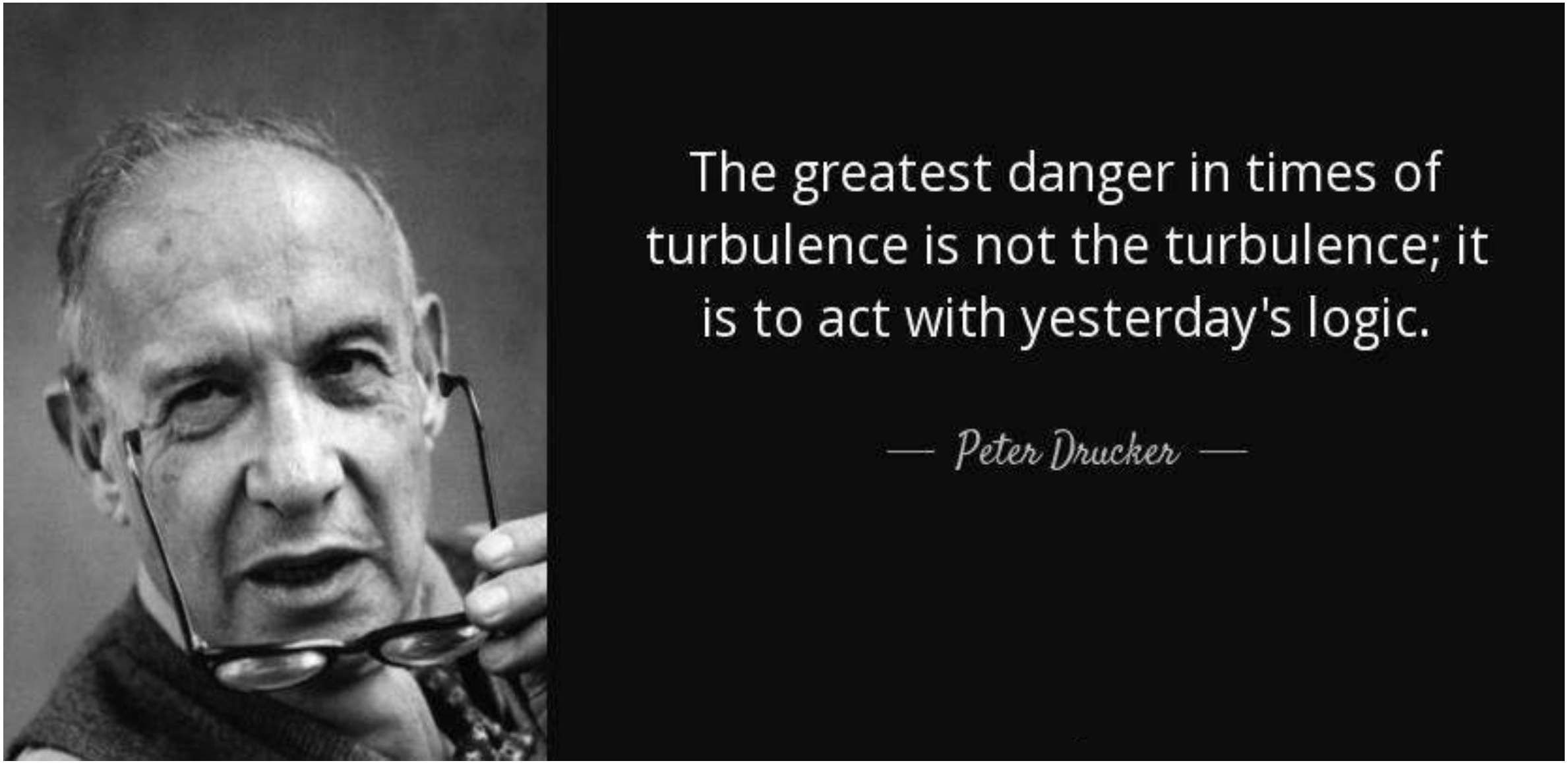
Restricted or prohibited to some locations, impacting business and leisure demand more generally.

Regulation

Organisations are facing compliance challenges in certain sectors.

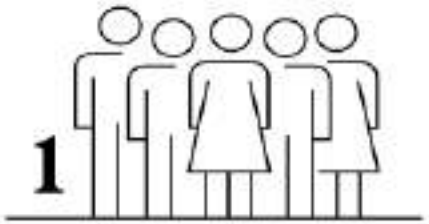
THE CHANGE CURVE




The greatest danger in times of turbulence is not the turbulence; it is to act with yesterday's logic.
— Peter Drucker —

Companies need to think and act across five horizons.

The five horizons



Resolve

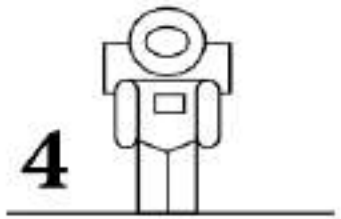
Address the immediate challenges that COVID-19 represents to institution's workforce, customers, technology, and business partners

Resilience

Address near-term cash-management challenges and broader resiliency issues during virus-related shutdowns and economic knock-on effects

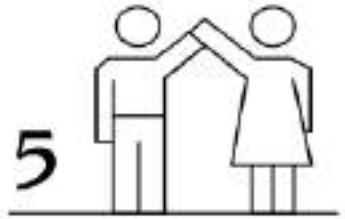
Return

Create detailed plan to return business to scale quickly as COVID-19 situation evolves and knock-on effects become clearer



Reimagination

Reimagine the next normal: what a discontinuous shift looks like and implications for how institutions should reinvent



Reform

Be clear about how regulatory and competitive environments in industry may shift

McKinsey & Company

WHAT IS SAP ?

THE BEST RUN SAP®

SAP is one of the world's leading producers of software for the management of business processes, developing solutions that facilitate effective data processing and information flow across organizations.

Helping companies of all sizes & industries run at their best

SAP is market leader in:

- Enterprise Application Software
- Predictive Analytics & Machine Learning
- Artificial Intelligence for cloud based marketing

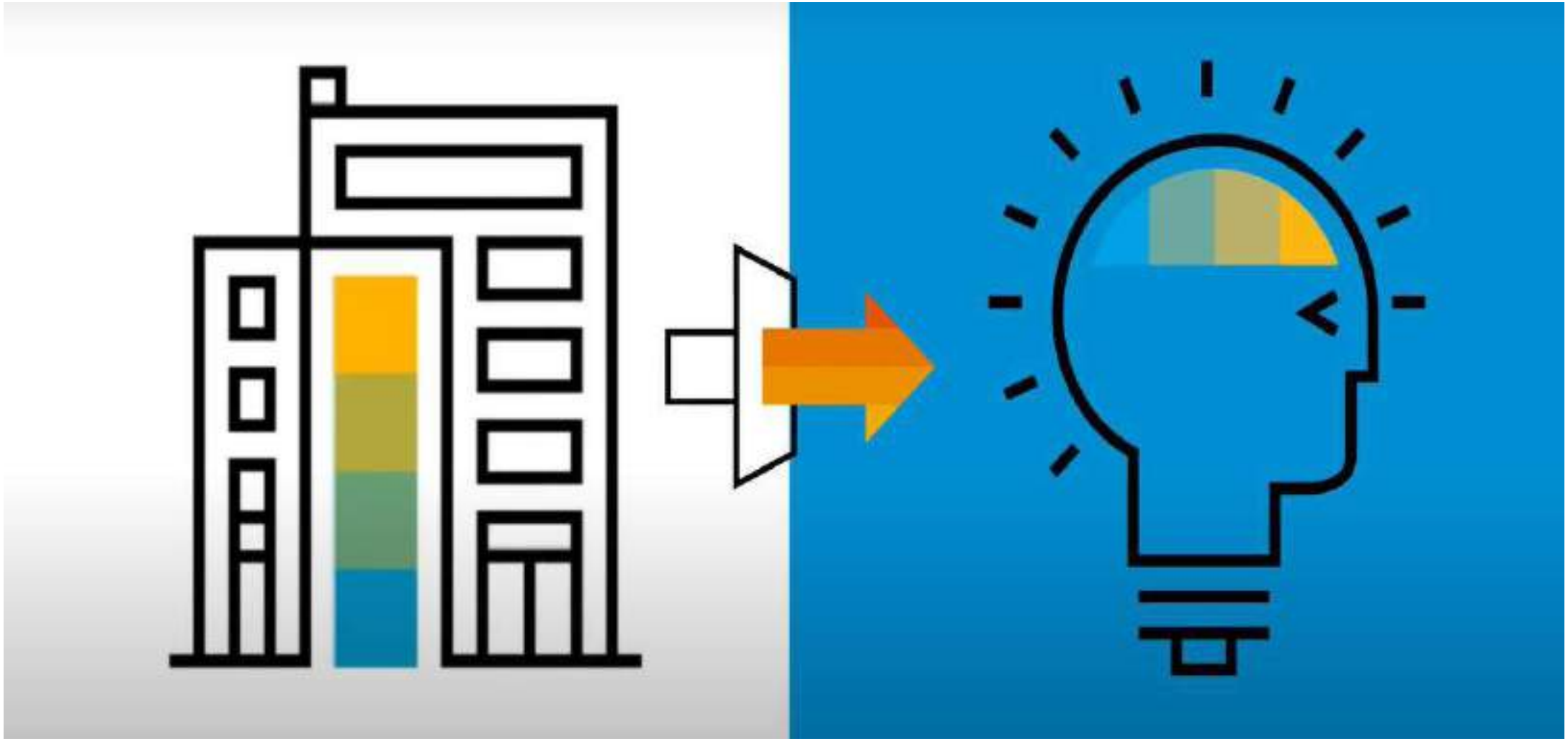
77%

OF THE WORLD'S TRANSACTION REVENUE TOUCHES AN SAP SYSTEM

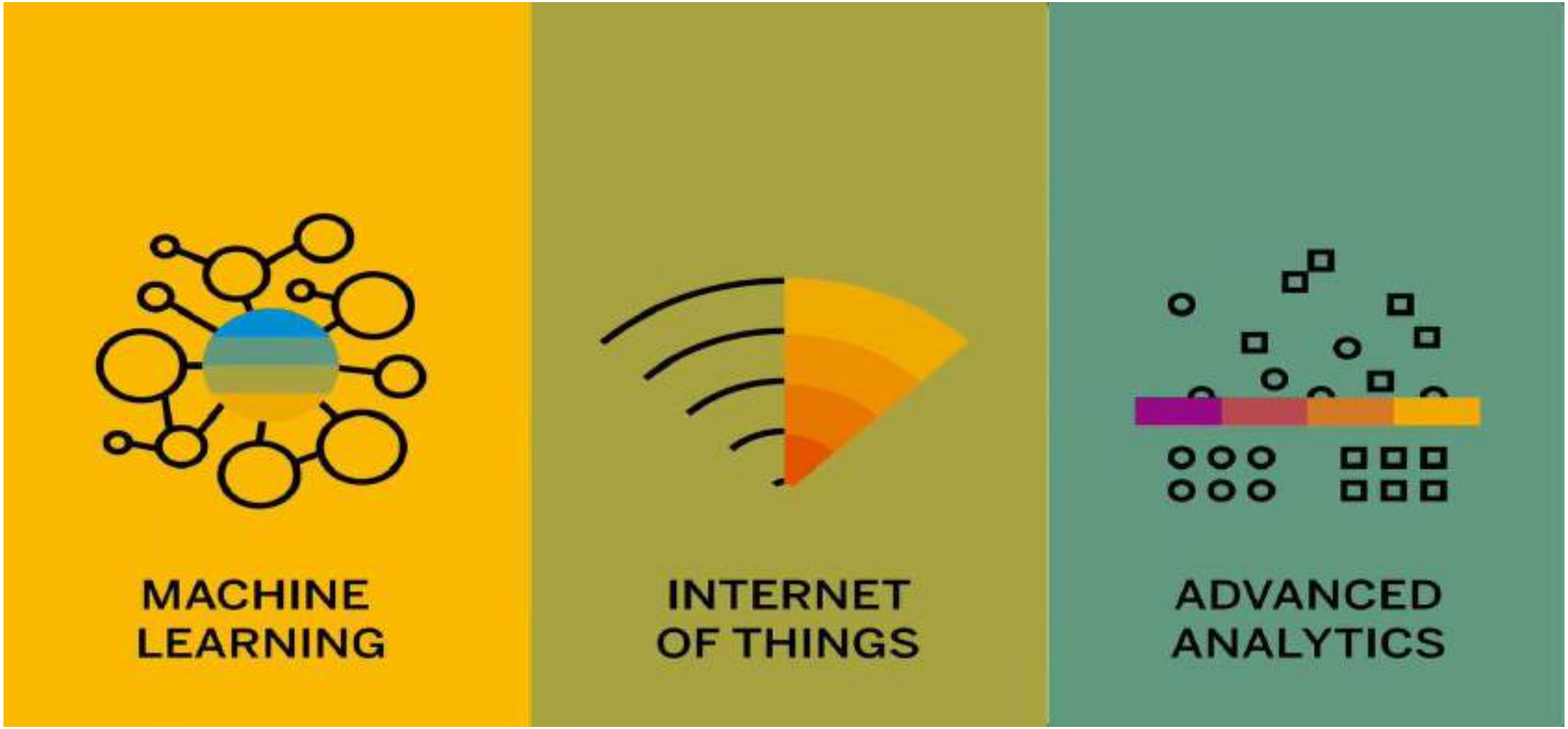
Founded in 1972, the company pioneered Enterprise Resource Planning Software known as ERP. Setting the global standard on how to manage operations & helping organizations do more with less.

Since then, SAP has grown from a small 5-person start-up to a multinational enterprise.

SAP is in business of helping organisations become Intelligent Enterprises



By Connecting Experience with Operations & Advancing Breakthrough Technologies Like



WHAT IS ERP ?

ERP stands for "enterprise resource planning." ERP software includes programs of all core business areas, such as procurement, production, materials management, sales, marketing, finance, and human resources (HR).

SAP was one of the first companies to develop standard software for business solutions and continues to offer industry-leading ERP solutions.

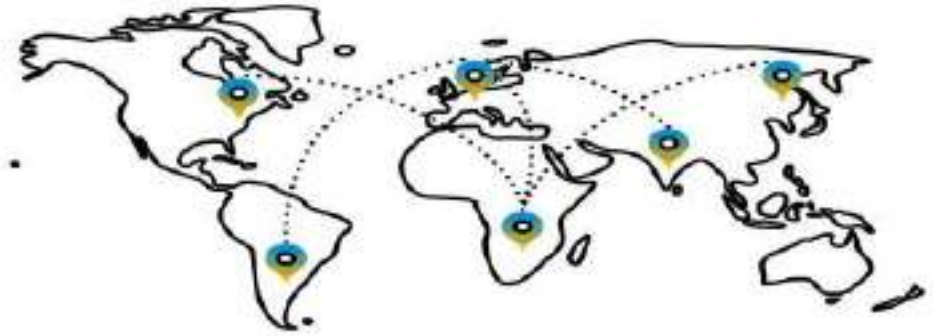
SAP'S ERP PORTFOLIO

- SAP S4 HANA - SAP S4 HANA is the latest version of enterprise software designed specifically for large enterprises. Earlier versions of SAP S4 HANA were SAP All in One & SAP
- SAP Business One - A single, affordable solution to manage your entire small & medium business from accounting and financials, purchasing, inventory, sales and customer relationships to reporting and analytics.
- SAP Business ByDesign - Manage your fast-growing, Large Enterprise business with a single cloud ERP solution to scale and compete without the complexity and cost.

Go Digital with SAP Business One

Digital Business – Premise

In the digital economy **People**, **Business**, and "**Things**" are becoming more and more connected.



In worldwide operating companies...

...as well as in small, regional companies, ...

...and in all our daily lives.

Digital Business Enablers

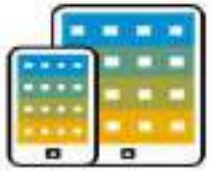
Digital Business – Enablers

Digital business is built on **new computing infrastructure** – the enablers are…

Analytics

Big Data

Cloud Technologies



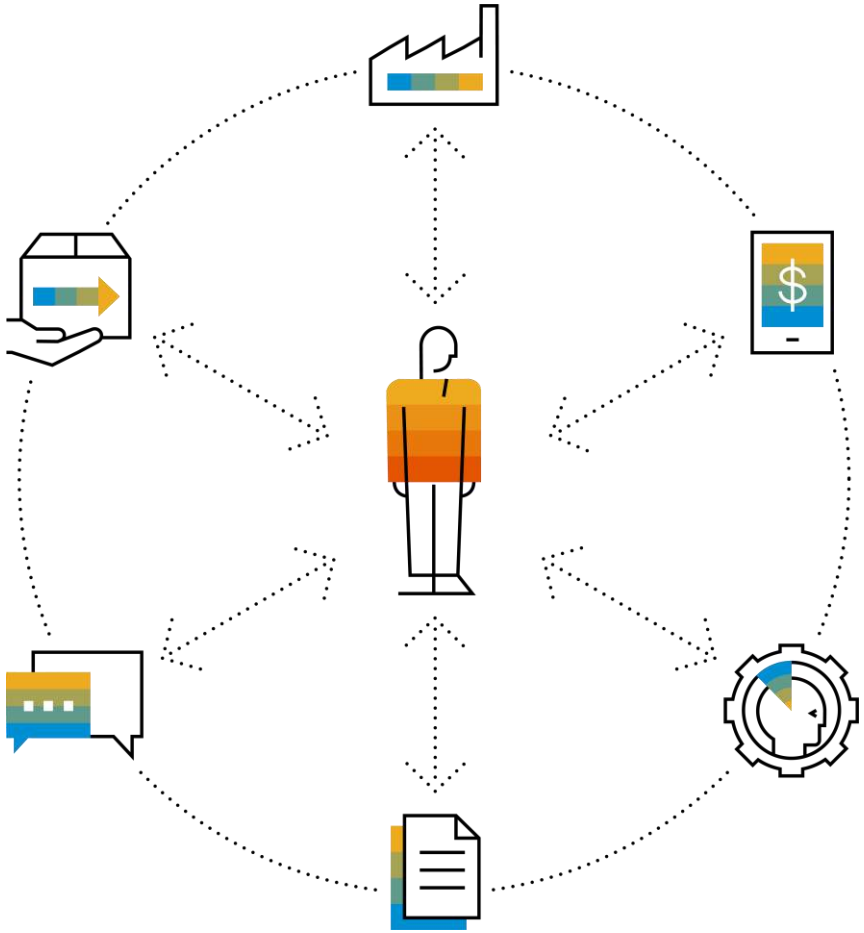
Mobile Technologies

…accelerated by the **Internet of Things (IoT)**, advances in **Machine Learning** and innovations like **Blockchain**.

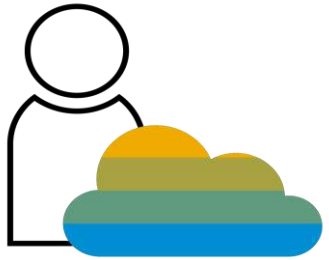
These technologies give your company the ability to change your business models, and create new products and services in the digital economy.

THE INTELLIGENT ENTERPRISE & SAP

- **What are Intelligent Enterprises ?**
- Intelligent Enterprises are **integrated enterprises** that use data to feed their intelligence.
- SAP is enabling their customers to become Intelligent Enterprises by
  - Integrating data and processes
  - Building flexible value chains
  - Innovating with industry best practices

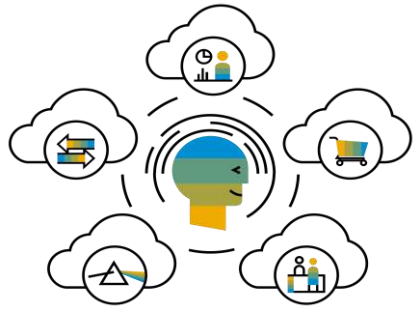


Benefits of Running as an Intelligent Enterprise

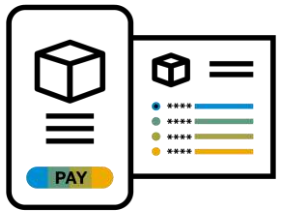


Increase organizational agility, and keep your workforce engaged

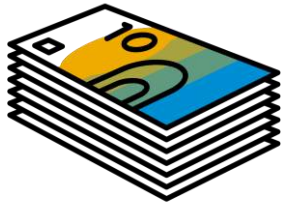
Deliver the products and services your customers need



Offer personal, trusted, and connected customer experiences



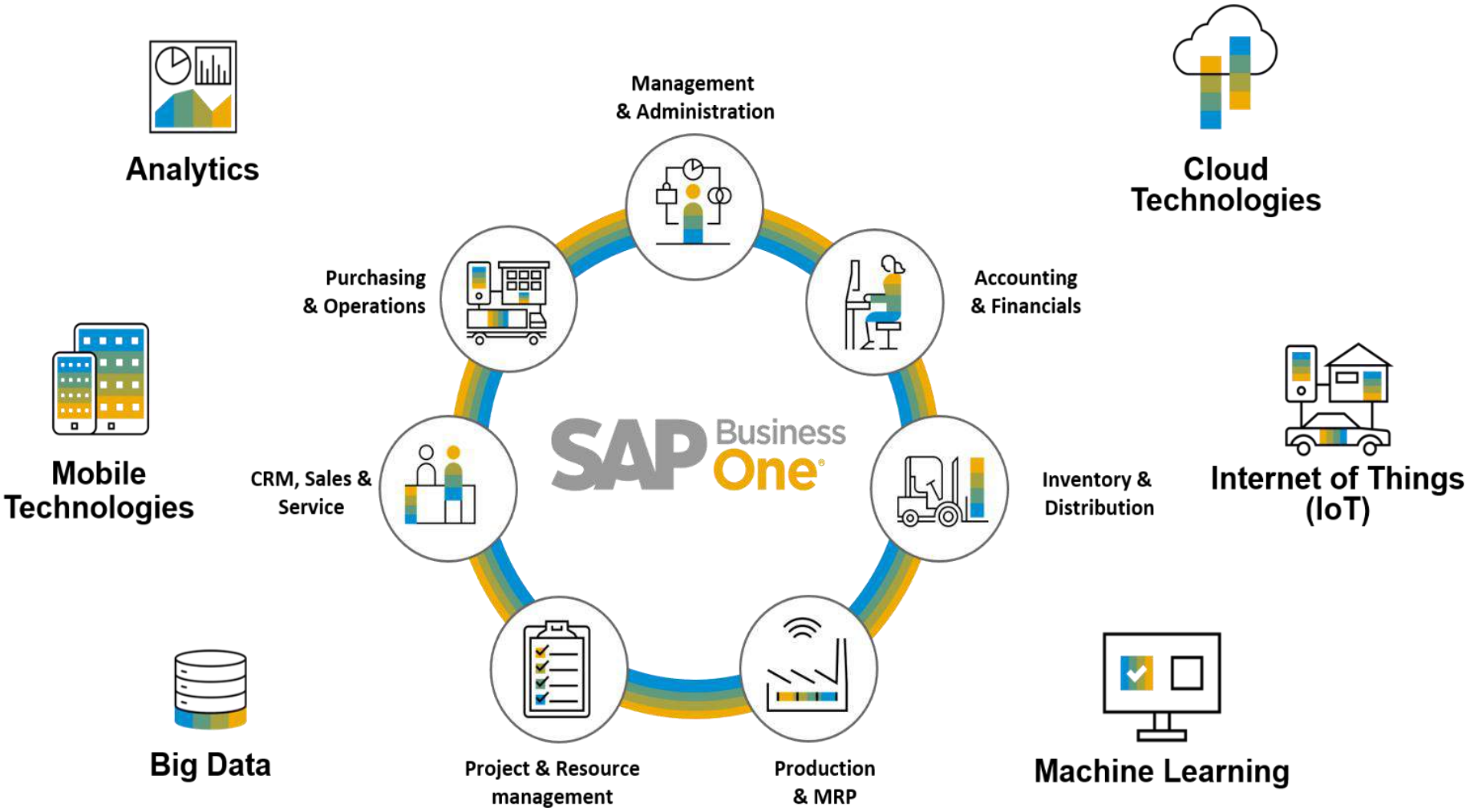
Control every source and category of spend throughout your business and beyond



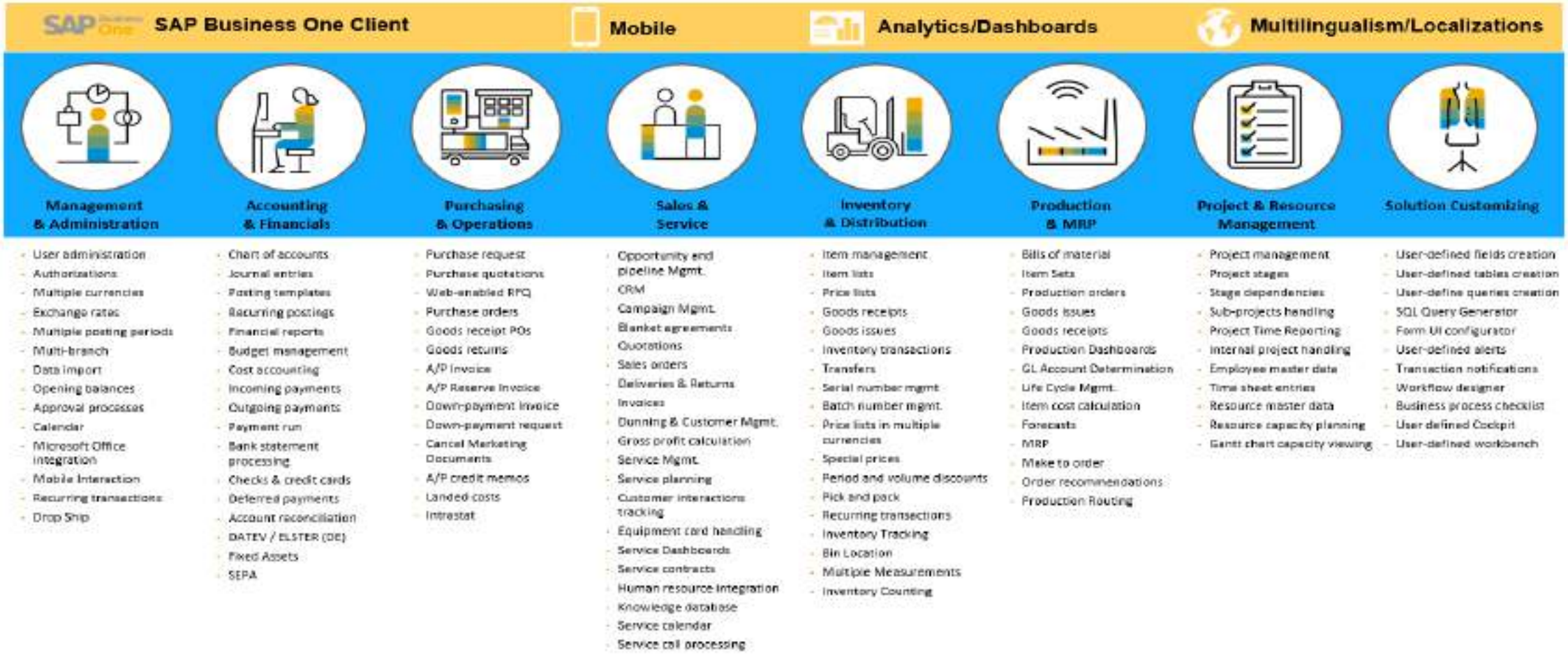
Gain insights and increase efficiency to guide your business

Drive continuous innovation with a unified business and technology platform

Digitalization by SAP Business One



Key Functionalities of SAP Business One



SAP Business One

SAP's best selling ERP solution by number of customers

Used by **70,000+** customers

Available as **50** country localizations and in **28** languages

~300 Software Solution Partners with **500+** solutions

Implemented by more than **850** Value Added Resellers worldwide

SAP Business One is used in **>170** countries

360+ large enterprises are running SAP Business One in **5,600+** subsidiaries

- SAP offers which ERP for Small & Medium size companies ?
- SAP Business One has how many customers across the Globe ?
- SAP Business One is being used in how many countries across the Globe ?

KEY FEATURES OF SAP BUSINESS ONE

SAP Business One provides companies with all the tools they need to help them manage any area of business.

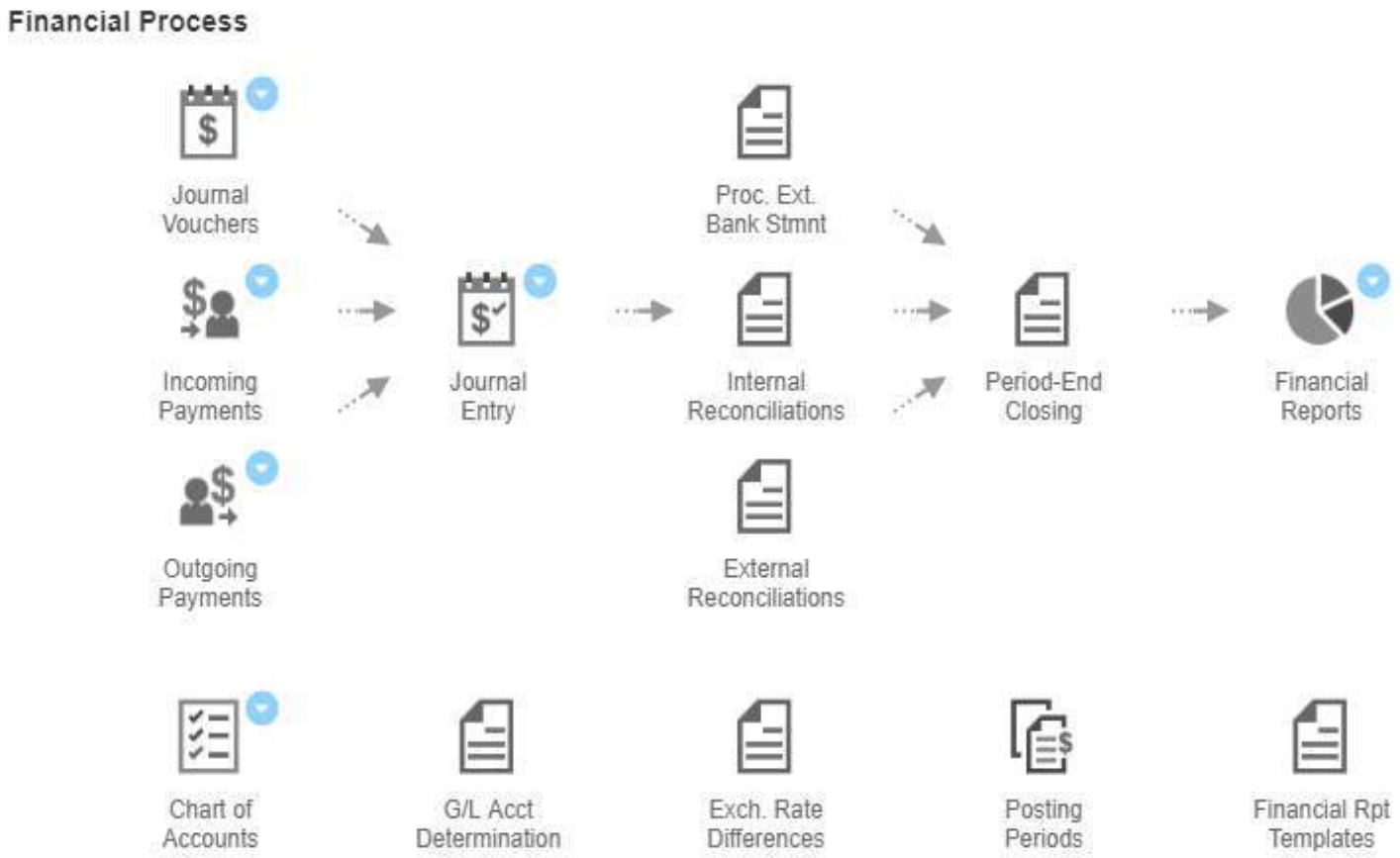
It has nine areas of functionality that help extend your capabilities beyond your core management function, enabling you to streamline business processes and deliver value.

- Finance in SAP Business One
  - Accounting and Finance
  - Analytical Accounting
  - Budgeting
  - Financial Reports

- CRM in SAP Business One
  - Sales Opportunity Management
- Sales in SAP Business One
- Purchasing in SAP Business One
  - Collection
  - Warehouse and Accounting Integration
  - Reports
- Stock Control in SAP Business One
  - Stock and Distribution
  - Item Master Data
  - Serial Numbers and Batches
  - Stock valuation
  - 5.5 Stock allocations
  - 5.6 Stock Counting
  - 5.7 Price List
  - 5.8 Pick and Pack

- 6 6. Manufacturing in SAP Business One
- 7 7. Service in SAP Business One
- 8 8. Reports in SAP Business One
- 9 9. Microsoft Office Integration in SAP Business One
  - 9.1 Connection to Microsoft Word and Microsoft Excel

ACCOUNTING & FINANCIAL MANAGEMENT IN SAP BUSINESS ONE



Functionality Overview

- Chart of accounts
- Journal entries
- Posting templates
- Recurring postings
- Exchange rates in multiple
- Currencies
- Financial reports
- Budget management
- Cost accounting
- Multiple posting periods
- Incoming payments
- Outgoing payments
- Payment run
- Bank statement processing
- Checks
- Credits
- Account reconciliation
- Fixed Assets
- Multi-branch
- GST Ready

SAP Business One provides a complete set of tools to help manage and optimize financial operations. Automates daily accounting tasks such as general ledger and daily entry maintenance, tax calculations and enabling transactions in different currencies.

Analytical Accounting - SAP Business One provides the ability to easily analyse financial information. Companies can easily manage their cost centre structure in hierarchies for clear and accurate reporting.

Budgeting - Users can configure budget allocation methods, define budget figures in any currency, and display a summary budget report that compares actual and planned figures.

Financial Reports - SAP Business One provides the ability to create business, accounting, warehouse, and financial reports, account statements, and custom reports. The reports can be exported in different formats, including Microsoft Excel, Word, and PDF.

CUSTOMER RELATIONSHIP MANAGEMENT IN SAP BUSINESS ONE

SAP Business One has Customer Relationship Management (CRM) functionality. This functionality, which runs across the entire ERP, enables complete control of customer acquisition, retention, loyalty, and profitability for the business. Tightly integrated features in marketing, sales, and services provide end-to-end visibility into the entire customer lifecycle.

Core Functionalities

- Campaign Management
- Pre & Post Sales Cycle
- Lead Management
- Activities Management
- Stage Wise Sales Opportunity Details
- User Sales Activity Tracking

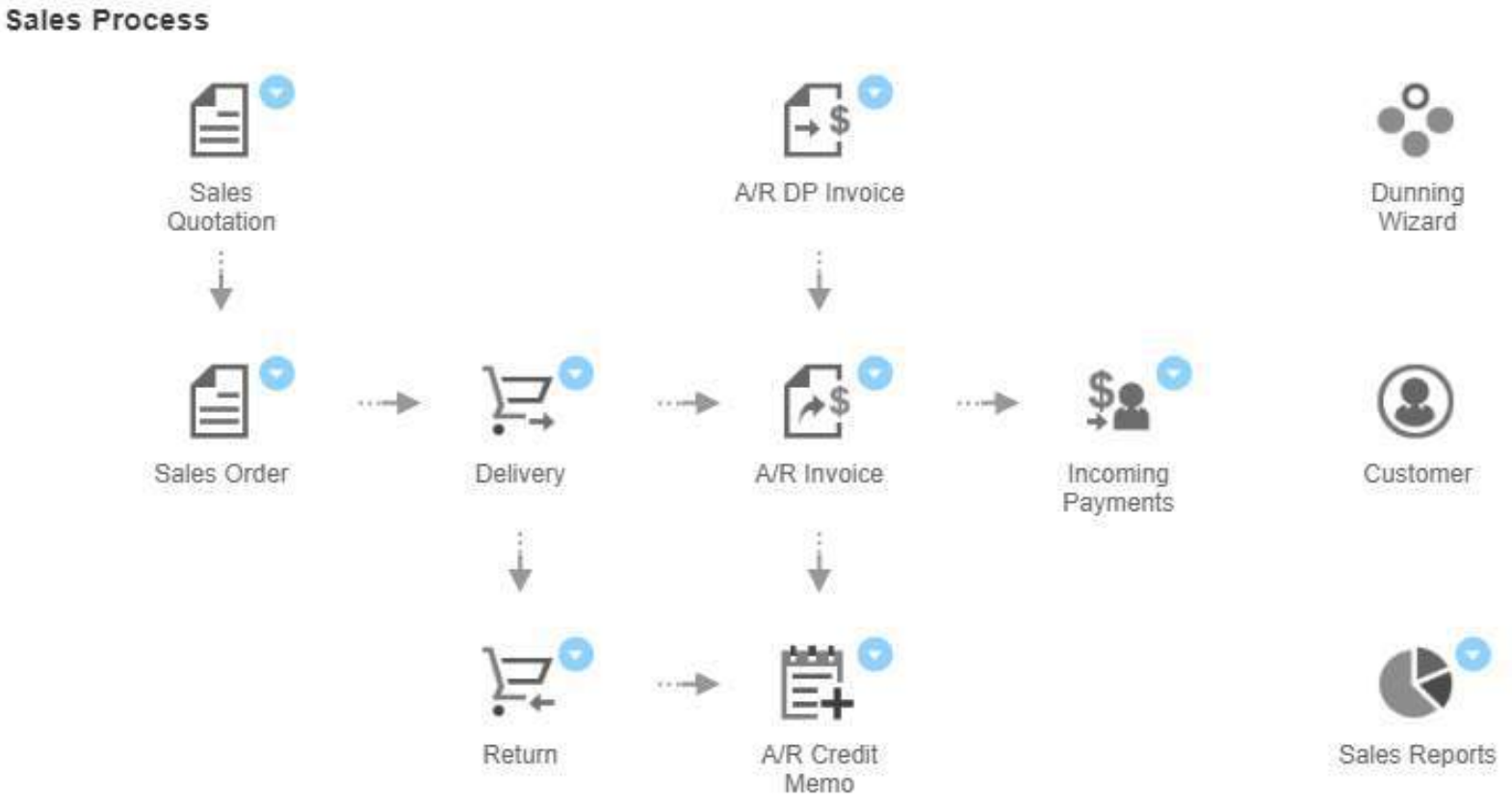
Sales Opportunity Management

The sales cycle management functions in SAP Business One CRM record all sales opportunities throughout the customer life cycle, from lead identification, through qualification, proposal, closing, and ultimately to service and after-sales support.

Key Features

- Sales: allows you to create quotes, enter customer orders, deliveries, manage invoices and accounts receivable, etc.
- Purchasing: manages vendor transactions, such as issuing quotes and purchase orders, updating stock numbers, calculating import costs, handling returns and credits, and processing payments.
- Business Partners: Manages all customer and supplier information, including email address, profiles, sales reports, business partner activity, account balances, and provides a searchable calendar to find the needed item.
- Marketing campaign management: create, manage and analyse marketing campaign activities and their impact.

SALES MANAGEMENT IN SAP BUSINESS ONE



Core Functionalities

- Sales Quotations
- Sales Orders
- Item Availability
- A/R Down Payments
- Delivery
- A/R Invoice
- A/R Reserve Invoice
- Returns
- A/R Credit Memo
- A/R Invoice Payments

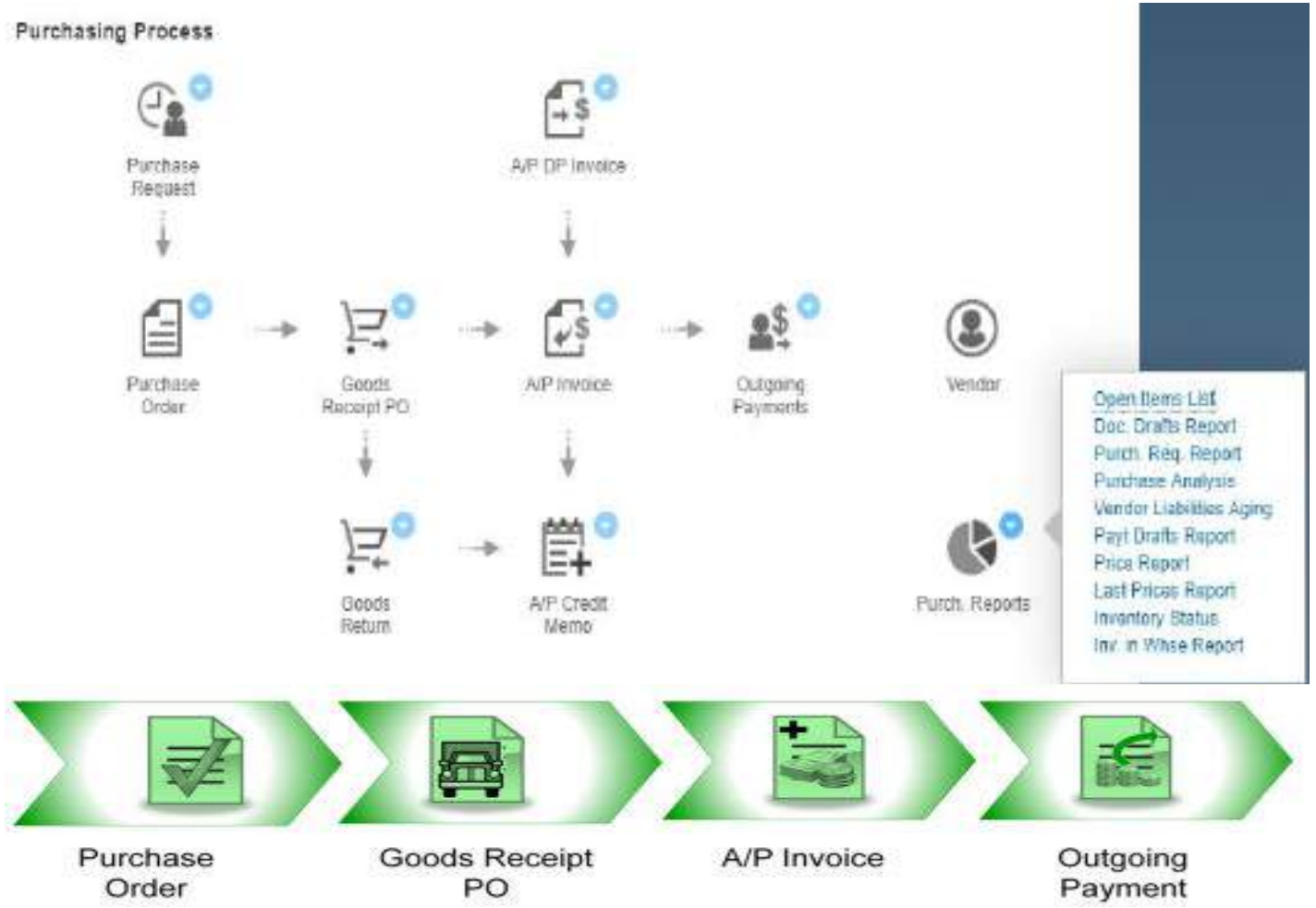
SAP Business One provides all the tools to help you efficiently manage the entire sales process and customer lifecycle. From quotations to orders, deliveries, and invoices, SAP Business One provides all the functions you need to easily manage the entire order-to-cash process.

Sales order entry provides a complete view of an item's stock position in various warehouses when a shortage arises. You can also specify multiple delivery dates and shipping addresses for each order line.

During the delivery process, the shipping department can generate the necessary packaging documentation. Tracking information and shipment status details are easily accessible, while warehouse quantities are also automatically updated when a delivery is made.

The sales invoice automatically creates a corresponding daily entry. As a result, users can create an automatic receipt if the customer pays part of the invoice immediately.

PURCHASING & OPERATIONS MANAGEMENT IN SAP BUSINESS ONE



Purchasing in SAP Business One

SAP Business One enables you to manage the entire purchasing process from purchase quotations, purchase orders through processing A/P invoices.

Core Functionalities

- Purchasing blanket agreement
- Purchase Quotations
- Quotation Comparison
- Purchase Orders
- Goods Receipt PO
- Goods Return
- A/P Down Payment Invoice
- A/P Invoice
- A/P Credit Memo
- A/P Reserve Invoice
- Landed Costs

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INVENTORY & DISTRIBUTION MANAGEMENT IN SAP BUSINESS ONE

Key Features of Inventory module

- Item Management
- Serial & Batch Management for each item.
- Managing Multiple Price List
- Discounting based on various factors like Volume, Period, Customer etc.
- Warehouse management .
- Location management.
- Bin location management.

Some important reports in Inventory

- Inventory Aging.
- Valuation simulation report.
- Inventory in warehouse report
- Inventory audit reports
- ABC & XYZ Analysis report

… And Many More

SAP Business One's inventory capabilities enable users to accurately manage inbound and outbound shipments, item master information, and price lists.

Stock and Distribution

Users can define alternative items, make up-and-down adjustments, revaluate inventory costs based on current market values, etc.

Item Master Data

This feature allows users to define production items (make), purchase items (buy), or items that are not in inventory, including labour, travel, or fixed assets.

Serial Numbers and Batches

Serial numbers can be generated automatically based on templates. Users can assign batches to products and sort them by shelf life or any other attribute.

Stock valuation

With the stock valuation method maintenance report, users can easily select items from a list and change the current valuation method to an alternative method.

Stock allocations

You can define multiple levels of stock bins within a warehouse that will allow you to store goods within individual bins. These storage bins can be configured with your own parameters, restrictions and requirements.

Stock Counting

In department stores, stock counting is usually a continuous process. This function speeds up the process by identifying when each article in stock should be counted.

Price List

Users can define any number of price lists and link them to customers or suppliers.

Pick and Pack

This feature allows users to manage the sorting and packing process within three queues. As sales orders are entered, they are displayed in an "open" queue that can be released for picking and then delivered.

PRODUCTION MANAGEMENT IN SAP BUSINESS ONE

SAP Business One provides a simple but powerful planning system that helps production planners or buyers to schedule and manage items for production or purchasing based on a variety of criteria.

Core Functions

- BOM
- Production order
- Issue for production
- Receipt from production

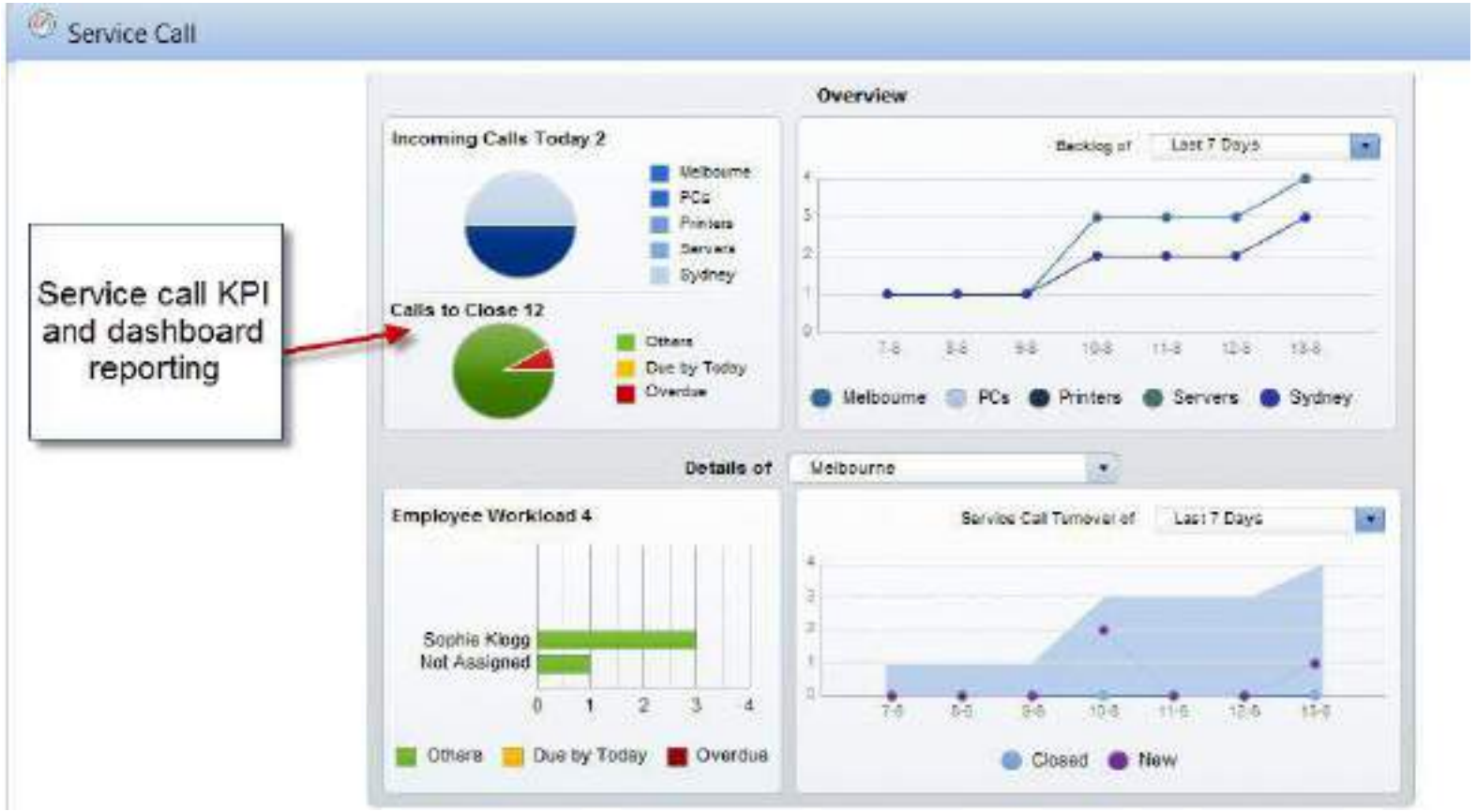
Forecasting and Planning

Forecasts allow users to predict demand based on potential future requirements, rather than relying solely on orders received. These demand forecasts can be used in the MRP wizard.

Order Recommendations

From the recommendation report, recommended production orders and purchase orders can be automatically selected for automatic creation. If an item needs to be outsourced, the system allows you to easily convert a production order into a purchase order.

SERVICE MANAGEMENT IN SAP BUSINESS ONE



Core Functions

- Opportunity & Pipeline Management
- Campaign Management
- Quotations
- Invoices
- Dunning & Customer Management
- Service Planning
- Customer Interactions Tracking
- Equipment Card Handling
- Service Dashboards
- Service Contracts
- Human Resource Integration
- Service Calendar
- Service Call Processing

Service management capabilities help service departments provide support for service contract management, service planning, customer interaction tracking, activities and customer support.

Key Features

- Service Contract: allows users to create a regular support or warranty contract for items or services sold to a customer.
- Customer Equipment Card - provides service technicians with detailed information about an item sold to a customer.
- Customer Equipment Report - Displays all equipment and corresponding serial numbers sold to a customer or range of customers
- Service Calls - Allows users to view all service calls entered into the system.

- Service Calls by Queue - Tracks all pending service calls in the queue. Multiple call statuses can be monitored, and calls can be assigned to individual technicians or kept in an equipment queue.
- Response Time: Allows users to follow the interaction between a customer and a service and record the time required to respond to a single service call.
- Knowledge base: the system can accumulate a knowledge base of typical faults and customer service suggestions

REPORTING IN SAP BUSINESS ONE

Dashboard Reports

Standard Reports

Reports on Mobile Devices

With the reporting functionality within SAP Business One, you can create powerful reports for almost every aspect of your business, including customer and supplier debts, sales, cash flow, and more. Integrated SAP Crystal Reports provides in-depth analysis and graphical reporting.

Reports can be generated with real-time data and displayed in a variety of formats.

INTEGRATION CAPABILITIES WITH THE HELP OF SERVICE LAYER

SAP Service Layer is a application programming interface (API) that allows organizations to connect different programs to Business One.

This feature is especially beneficial for businesses that utilize multiple applications to complete processes in the course of their daily operations.

Service Layer is highly scalable and can integrate an organization's most-used processes, it can seamlessly connect external applications to SAP Business One.

INDUSTRY SPECIFIC SOLUTION'S DEVELOPED BY LEAPING FROG

Procurement Add-on

Production Add-on

Subcontracting Add-on

Barcode Management

Production Planning

Quality Control

Event Management with Royalty Management

Auto Email Add-on

Weighbridge Add-on

Export Add-on

IT Management

Resources Management

Asset Management

Intercompany Transactions in SAP

Intercompany Integration Solution for SAP Business One

This SAP add-on streamlines processes such as financial consolidation and intercompany procurement between two or more organizations running SAP Business One. Used in over 65 countries, it supports subsidiaries running an instance of SAP Business One, including those using different currencies.

You can:

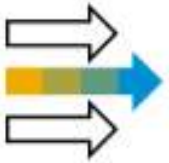
- Manage multiple subsidiaries, business units, legal entities and currencies
- Replicate and share master data
- Consolidate, coordinate, and view activities across all business units without manual reconciliation
- Reduce the cycle time to collate, consolidate and report financial data
- Apply standardized and transparent financial processes across business entities
- Easily and intuitively manage cross-subsidiary financial information
- Increase productivity as a result of time saved and simplified transactions

Automate your intercompany consolidation and collaboration processes to maximize productivity and minimize errors

Key Features of the Integration Solution

Sharing of Common Business Data

- Master Data Replication
- Service Contract and Customer Equipment Card Replication
- UDFs and UDTs Replication



Standardizing Business Processes

- Intercompany Trade
- G/L Allocation
- A/P Service Invoice Allocations
- Centralized Payments
- Multi-Level Financial Consolidation

Overview of Business Activities and Financial Results

- Reporting such as:
  - Warehouse reports by branch
  - Consolidated balances by business partner
  - Consolidated sales analysis
  - Branch balances reports
- Remote Query Execution
- Consolidated Credit Limit Check

Why choose the intercompany integration solution?

Automate your intercompany consolidation and collaboration processes

Consolidate, coordinate, and view activities across all business units that run SAP Business One without manually intensive reconciliation or duplicate data entry

Consolidate financials across operations for reporting, gain visibility into the sales performance of individual business entities, or streamline intercompany procurement transactions

Reduce the time and effort associated with intercompany transactions – while eliminating costly errors resulting from manual reconciliation and aggregation

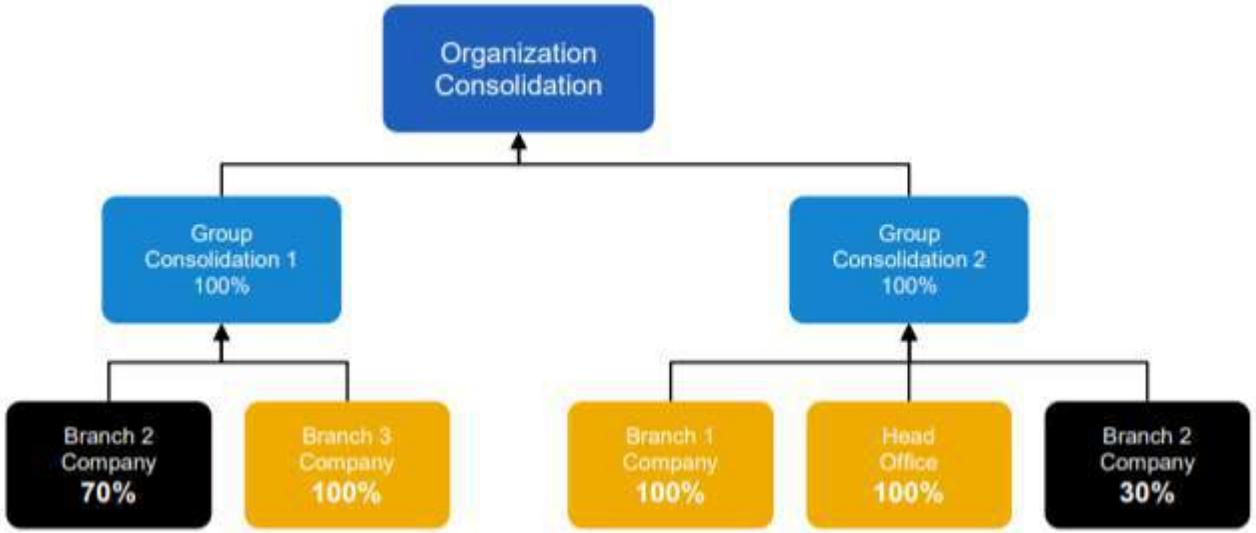
Need another reason to choose the solution?
You'll gain visibility across business entities to drive decisions and comply with regulatory requirements.

Multiple Companies Consolidation in SAP

Multilevel Financial Consolidation

Multi-level consolidation hierarchy can be setup based on the organizational structure. Intercompany Solution allows for reporting at any of the levels keeping in consideration the minority interests of the participating companies.

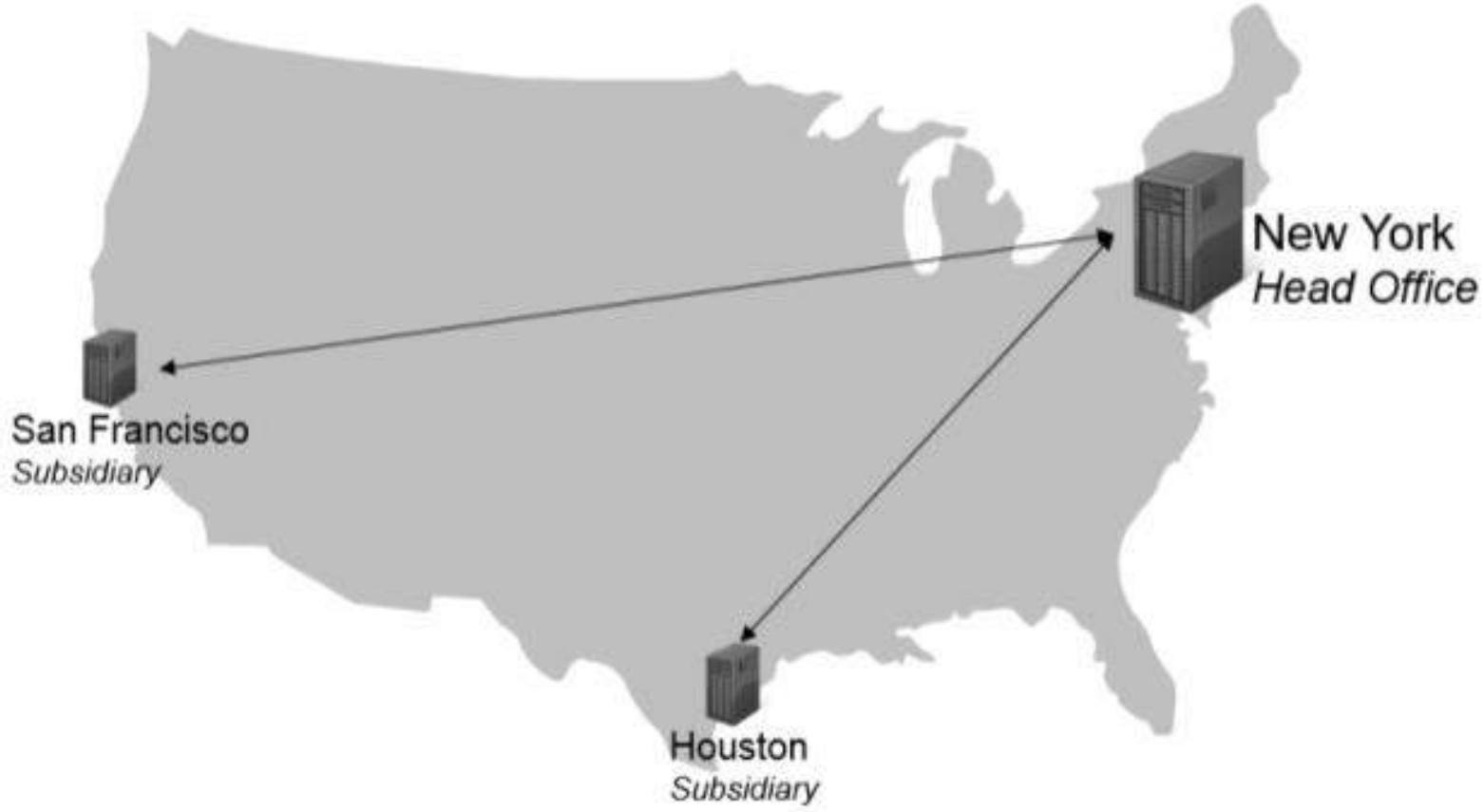
There is no limit to the number of companies you can consolidate. Account balances can be rolled up to a group level within the consolidation hierarchy.



Multiple Companies Consolidation in SAP

Multi-Instance Support

Intercompany Solution supports financial consolidation of SAP Business One companies located across multiple physical servers spread across geographies.



Multi Country Accounting System in Under one System

Support Entities with Different Chart-Of Account Structures
Intercompany solution allows financial consolidation of companies with different chart of account structures.

Supports manual and automatic financial consolidation process:

- **Manual Consolidation** : Manual Consolidation enables user to perform consolidation manually on demand.
- **Automatic Consolidation**: Automatic consolidation enables user to schedule the financial consolidation process. Consolidation process is executed without any manual intervention.

Support Minority Interest
Consolidated financial statements can be generated based on consolidation percentage to reflect minority interests for company within the group.

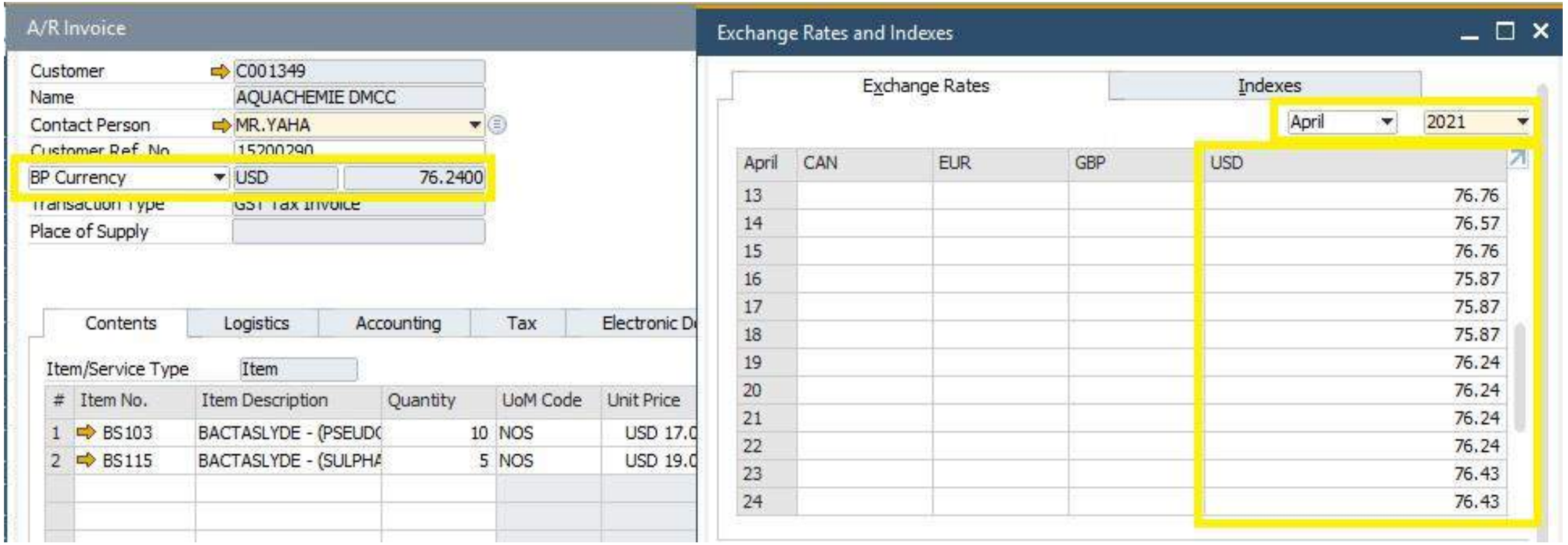
Support Journal Vouchers Consolidation
Journal vouchers are accounted for in the consolidation process, and can be included in the consolidated reports.

Standard SAP Business One Reports
All consolidated financial reports are viewed within SAP Business One, and in SAP Business One standard formats.

The Intercompany solution enables users to generate the following consolidated financial statements.

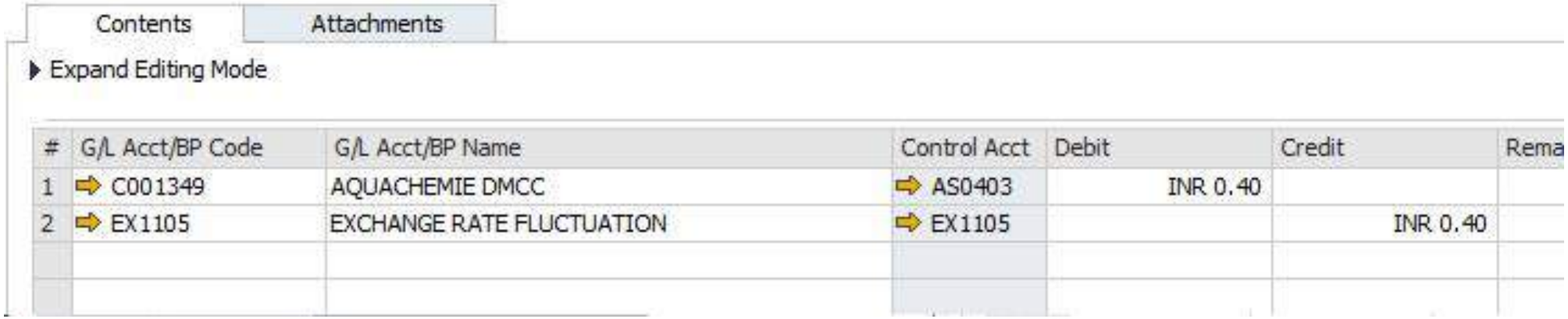
- Consolidated trial balance
- Consolidated profit and loss statement
- Consolidated balance sheet

Multi-Currency Functionality



SAP is a Multicurrency & Multi Location ERP. We can configure multiple currencies as per the statutory & Local requirements.

Auto Calculation of Forex Exchange Gain & Loss


Contents | Attachments

Expand Editing Mode

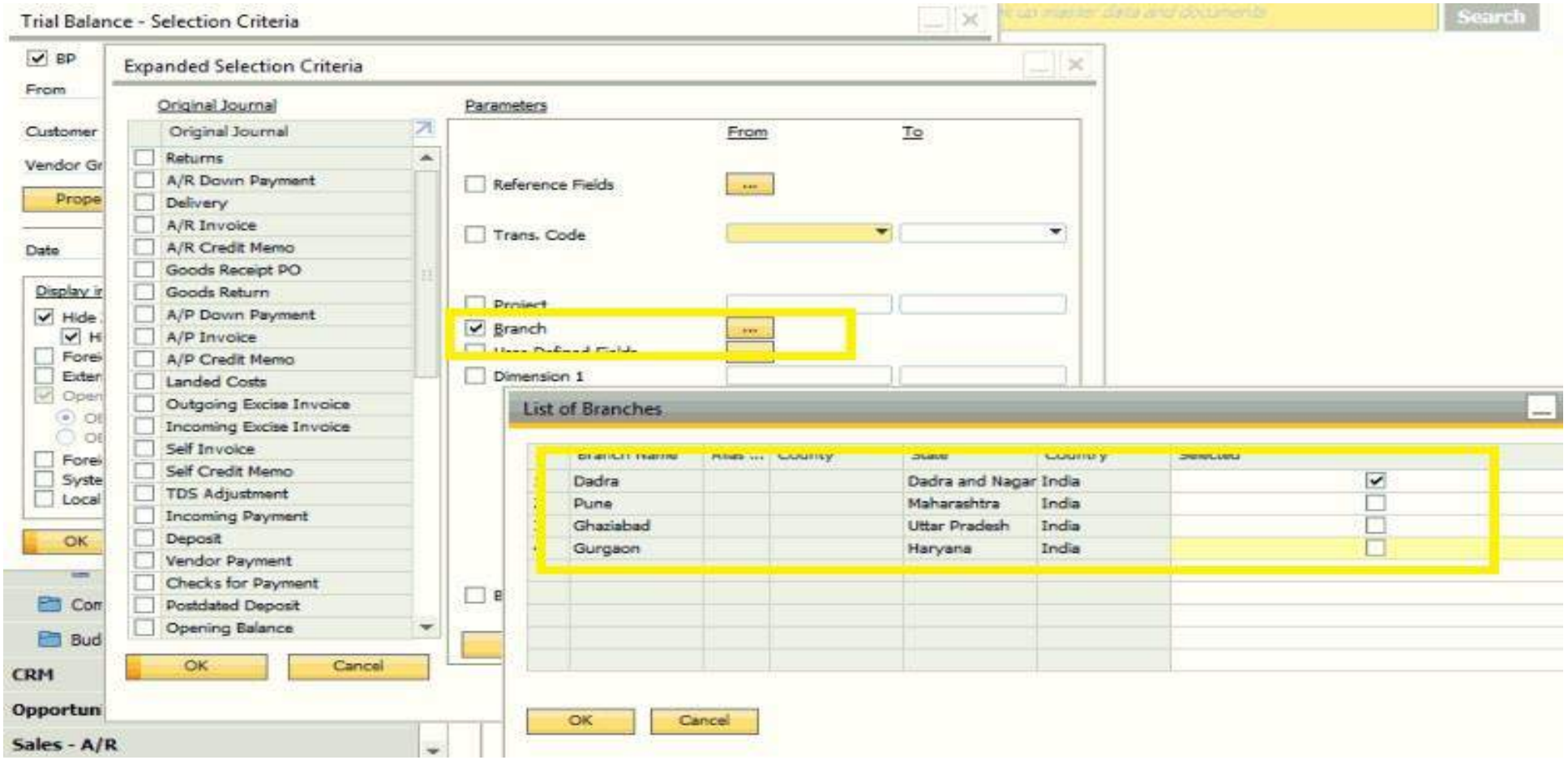
#	G/L Acct/BP Code	G/L Acct/BP Name	Control Acct	Debit	Credit	Rema
1	C001349	AQUACHEMIE DMCC	AS0403	INR 0.40		
2	EX1105	EXCHANGE RATE FLUCTUATION	EX1105		INR 0.40	

SAP automatically calculates Forex Exchange Gain & loss with no manual intervention and human mistakes are avoided.

GENERAL LEDGER SYSTEM

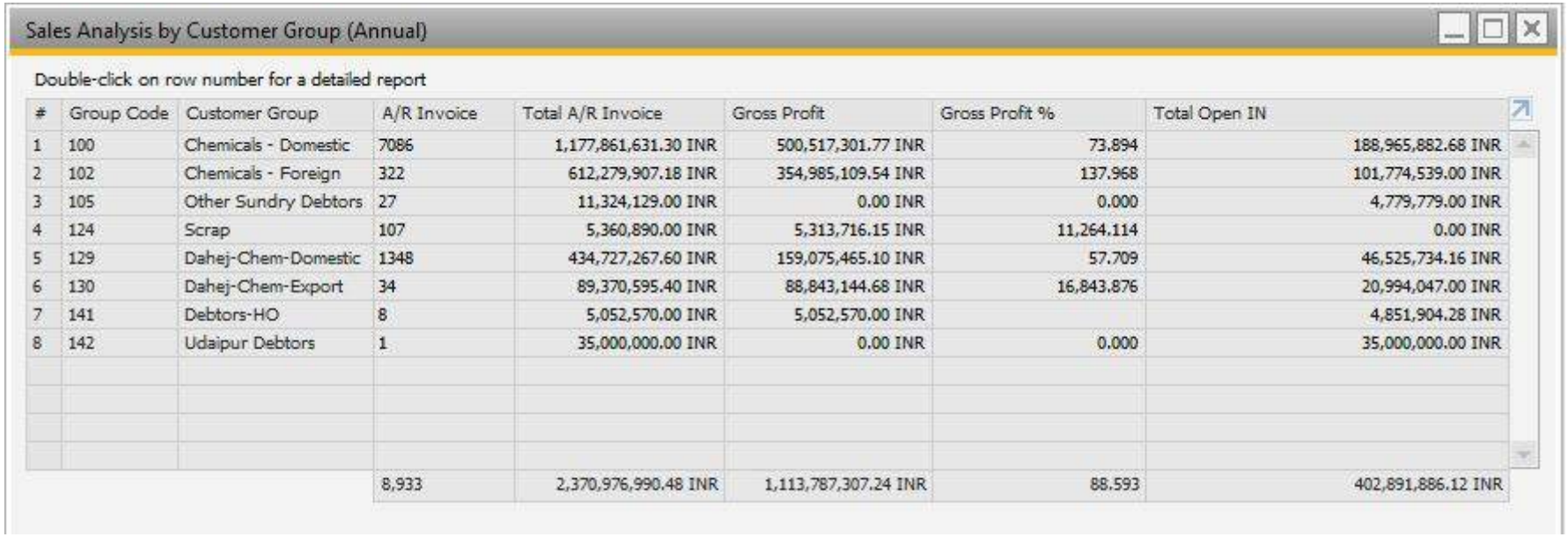
- Branch / Location wise Reporting
- Employee wise Reporting
- Business Segment wise Reporting
- Region wise Reporting
- Salesperson wise Reporting
- Customer Analysis Reporting
- Item Group wise Reporting

Branch Location Reporting



SAP allows user to maintain multiple branches in single organization & we can generate various accounting reports based on branch locations

Employee Wise Reporting



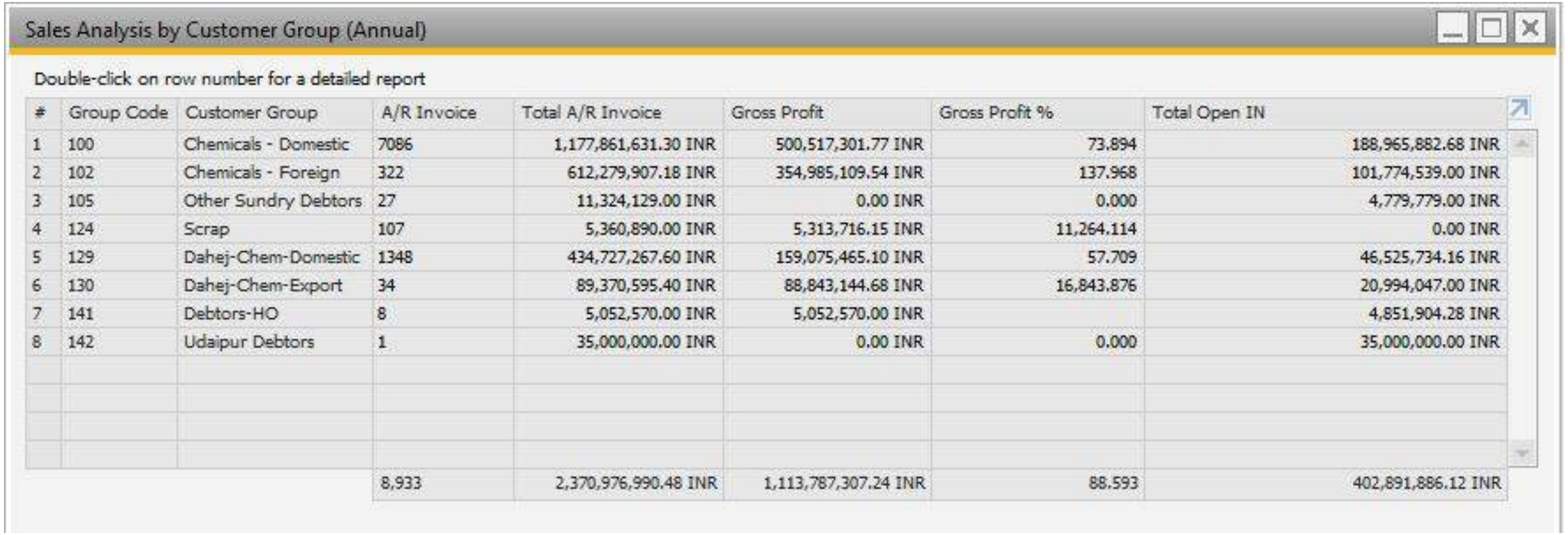
Sales Analysis by Customer Group (Annual)

Double-click on row number for a detailed report

#	Group Code	Customer Group	A/R Invoice	Total A/R Invoice	Gross Profit	Gross Profit %	Total Open IN
1	100	Chemicals - Domestic	7086	1,177,861,631.30 INR	500,517,301.77 INR	73.894	188,965,882.68 INR
2	102	Chemicals - Foreign	322	612,279,907.18 INR	354,985,109.54 INR	137.968	101,774,539.00 INR
3	105	Other Sundry Debtors	27	11,324,129.00 INR	0.00 INR	0.000	4,779,779.00 INR
4	124	Scrap	107	5,360,890.00 INR	5,313,716.15 INR	11,264.114	0.00 INR
5	129	Dahej-Chem-Domestic	1348	434,727,267.60 INR	159,075,465.10 INR	57.709	46,525,734.16 INR
6	130	Dahej-Chem-Export	34	89,370,595.40 INR	88,843,144.68 INR	16,843.876	20,994,047.00 INR
7	141	Debtors-HO	8	5,052,570.00 INR	5,052,570.00 INR		4,851,904.28 INR
8	142	Udaipur Debtors	1	35,000,000.00 INR	0.00 INR	0.000	35,000,000.00 INR
			8,933	2,370,976,990.48 INR	1,113,787,307.24 INR	88.593	402,891,886.12 INR

SAP provides multiple employee wise reports to track their efficiency

Business Segment Wise Reporting



Sales Analysis by Customer Group (Annual)

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6	130	Dahej-Chem-Export	34	89,370,595.40 INR	88,843,144.68 INR	16,843.876	20,994,047.00 INR
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8	142	Udaipur Debtors	1	35,000,000.00 INR	0.00 INR	0.000	35,000,000.00 INR
			8,933	2,370,976,990.48 INR	1,113,787,307.24 INR	88.593	402,891,886.12 INR

We can generate various reports based on business segments

Region Wise Reporting

Region Wise Collection Report

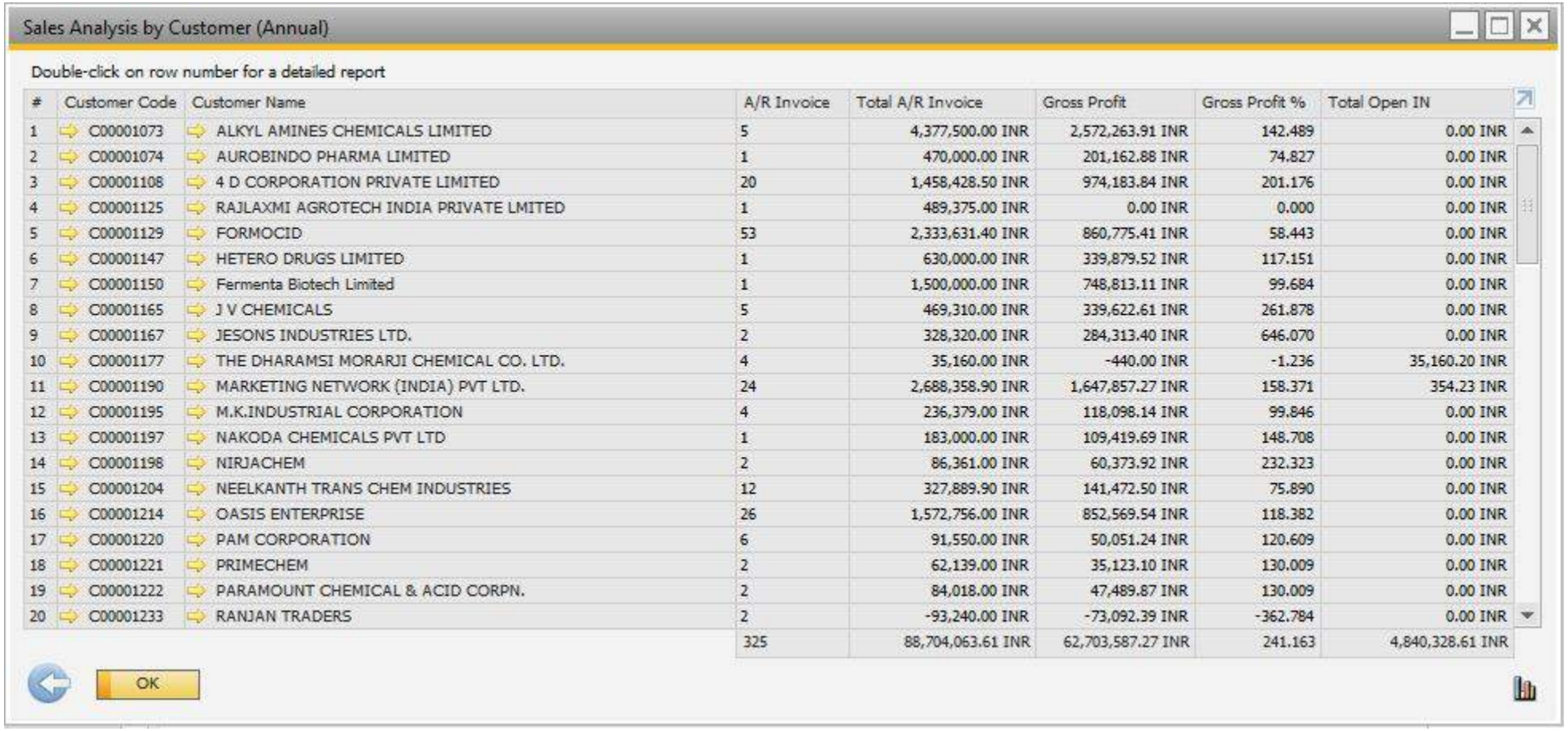
Display Query Structure

#	Group Name	Amount	Region
1	COMPUTER &PERIPHERAL	1,024,535.00	SOUTH
2	CONSUMER ELECTRONICS	1,605,993.00	WEST
3	DEFENCE ELECTRONICS	904,901.00	WEST
4	TELECOMMUNICATIONS	847,979.00	WEST
5	DEFENCE ELECTRONICS	80,246.00	SOUTH
6	EMS / SUB CONTRACTOR	32,429,149.44	NORTH
7	EMS / SUB CONTRACTOR	18,587,853.11	WEST
8	Customers	523,882.00	WEST
9	SERVICE	19,409.00	Other
10	Customers	54,547.00	SOUTH
11	INST. & INDS. ELECS	49,340,736.44	SOUTH
12	COMPUTER &PERIPHERAL	64,237.00	WEST
13	INST. & INDS. ELECS	40,120.00	Other
14	EMS / SUB CONTRACTOR	14,288,918.24	SOUTH
15	INST. & INDS. ELECS	65,028,906.37	WEST
16	TELECOMMUNICATIONS	1,874,340.00	NORTH
17	Customers	1,884,030.00	NORTH
18	DEALERS	6,374,745.80	NORTH
19	DEALERS	12,407,611.00	WEST
20	DEALERS	2,895,172.57	SOUTH
21	CONSUMER ELECTRONICS	18,663,804.00	SOUTH
22	TELECOMMUNICATIONS	574,583.00	SOUTH
23	COMPUTER &PERIPHERAL	12,661.00	NORTH
24	INST. & INDS. ELECS	115,705,016.20	NORTH

We can generate various reports based on geographies configures in SAP

- Does SAP offers Multi currency management feature ?
- Does SAP has Intercompany management & configuration ?

Customer Analysis



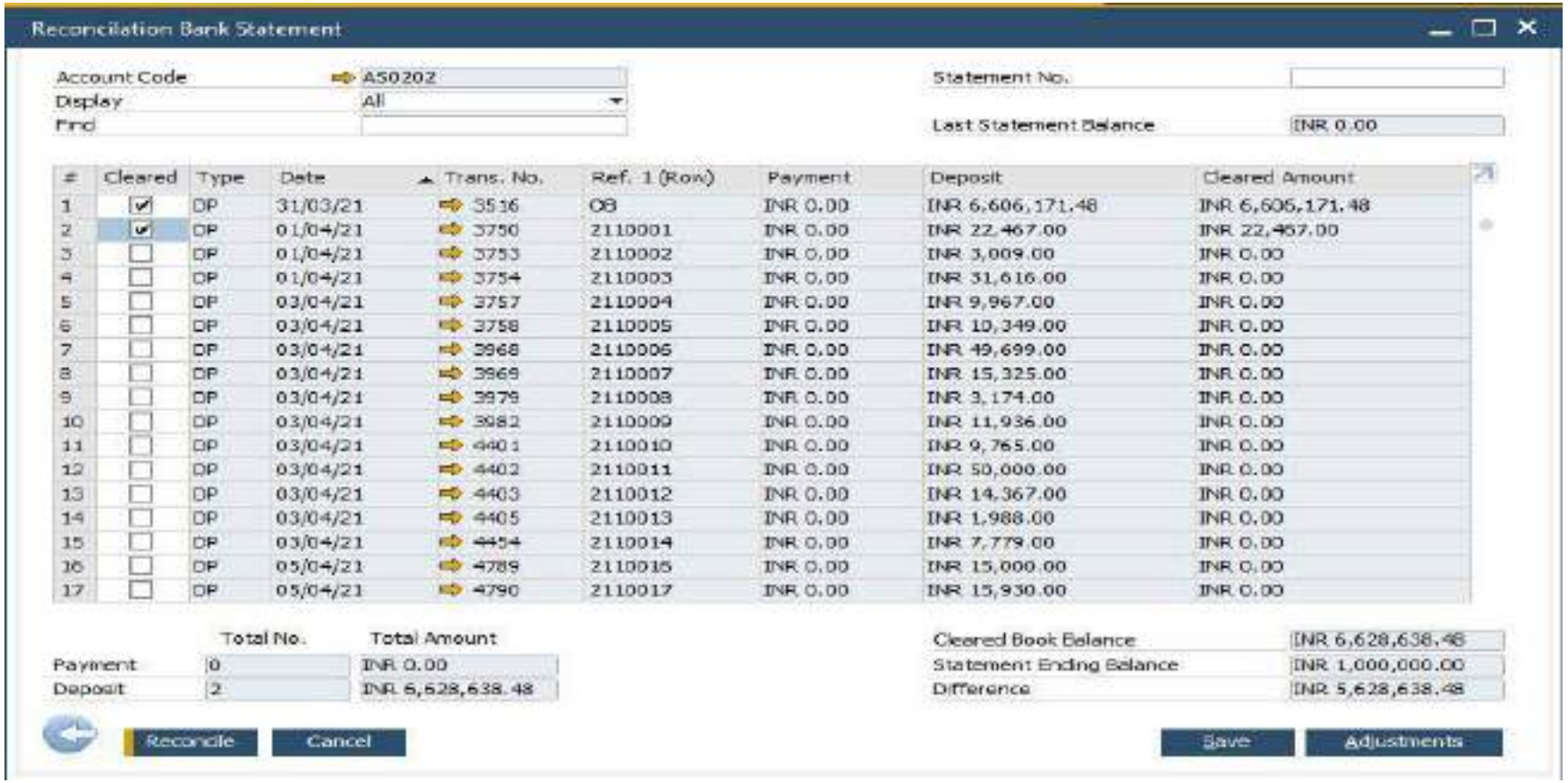
#	Customer Code	Customer Name	A/R Invoice	Total A/R Invoice	Gross Profit	Gross Profit %	Total Open IN
1	C00001073	ALKYL AMINES CHEMICALS LIMITED	5	4,377,500.00 INR	2,572,263.91 INR	142.489	0.00 INR
2	C00001074	AUROBINDO PHARMA LIMITED	1	470,000.00 INR	201,162.88 INR	74.827	0.00 INR
3	C00001108	4 D CORPORATION PRIVATE LIMITED	20	1,458,428.50 INR	974,183.84 INR	201.176	0.00 INR
4	C00001125	RAJLAXMI AGROTECH INDIA PRIVATE LMITED	1	489,375.00 INR	0.00 INR	0.000	0.00 INR
5	C00001129	FORMOCID	53	2,333,631.40 INR	860,775.41 INR	58.443	0.00 INR
6	C00001147	HETERO DRUGS LIMITED	1	630,000.00 INR	339,879.52 INR	117.151	0.00 INR
7	C00001150	Fermenta Biotech Limited	1	1,500,000.00 INR	748,813.11 INR	99.684	0.00 INR
8	C00001165	J V CHEMICALS	5	469,310.00 INR	339,622.61 INR	261.878	0.00 INR
9	C00001167	JESONS INDUSTRIES LTD.	2	328,320.00 INR	284,313.40 INR	646.070	0.00 INR
10	C00001177	THE DHARAMSI MORARJI CHEMICAL CO. LTD.	4	35,160.00 INR	-440.00 INR	-1.236	35,160.20 INR
11	C00001190	MARKETING NETWORK (INDIA) PVT LTD.	24	2,688,358.90 INR	1,647,857.27 INR	158.371	354.23 INR
12	C00001195	M.K.INDUSTRIAL CORPORATION	4	236,379.00 INR	118,098.14 INR	99.846	0.00 INR
13	C00001197	NAKODA CHEMICALS PVT LTD	1	183,000.00 INR	109,419.69 INR	148.708	0.00 INR
14	C00001198	NIRJACHEM	2	86,361.00 INR	60,373.92 INR	232.323	0.00 INR
15	C00001204	NEELKANTH TRANS CHEM INDUSTRIES	12	327,889.90 INR	141,472.50 INR	75.890	0.00 INR
16	C00001214	OASIS ENTERPRISE	26	1,572,756.00 INR	852,569.54 INR	118.382	0.00 INR
17	C00001220	PAM CORPORATION	6	91,550.00 INR	50,051.24 INR	120.609	0.00 INR
18	C00001221	PRIMECHEM	2	62,139.00 INR	35,123.10 INR	130.009	0.00 INR
19	C00001222	PARAMOUNT CHEMICAL & ACID CORPN.	2	84,018.00 INR	47,489.87 INR	130.009	0.00 INR
20	C00001233	RANJAN TRADERS	2	-93,240.00 INR	-73,092.39 INR	-362.784	0.00 INR
			325	88,704,063.61 INR	62,703,587.27 INR	241.163	4,840,328.61 INR

We can generate various reports based on business segments

BANK MANAGEMENT

- Bank Reconciliation

Bank Reconciliation

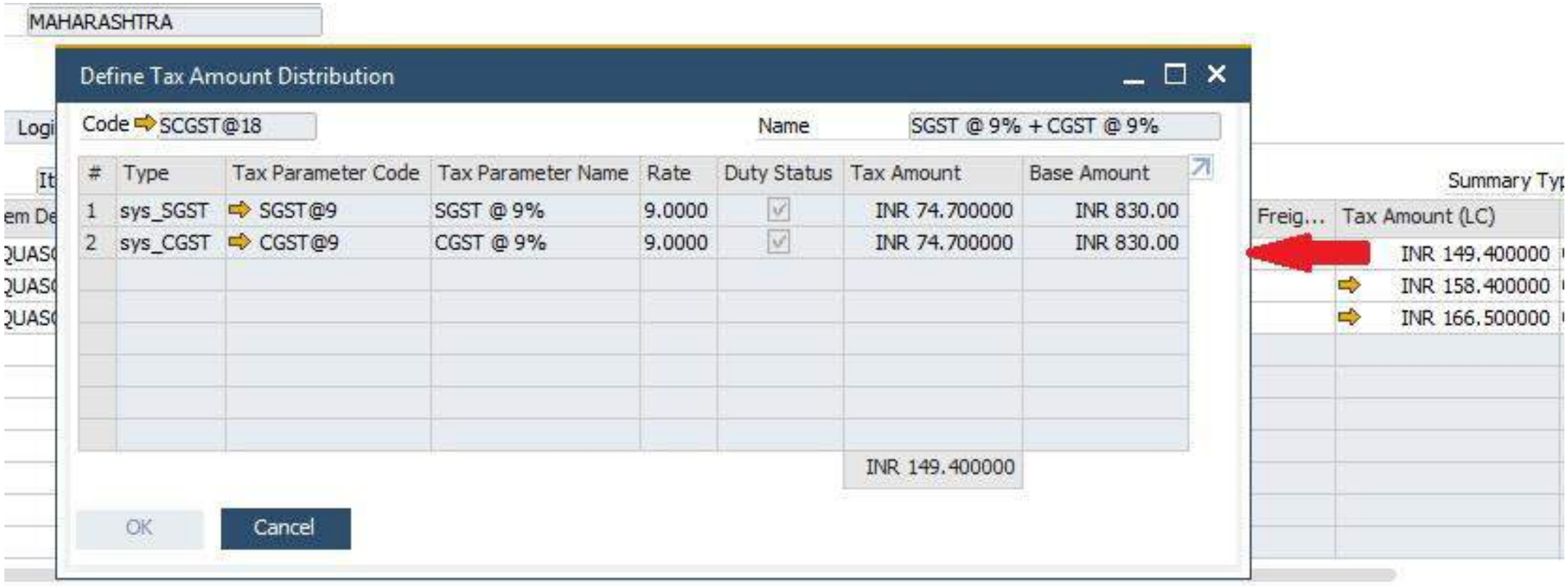


SAP provides functionality to reconcile Bank Transactions

STATUTORY COMPLIANCE

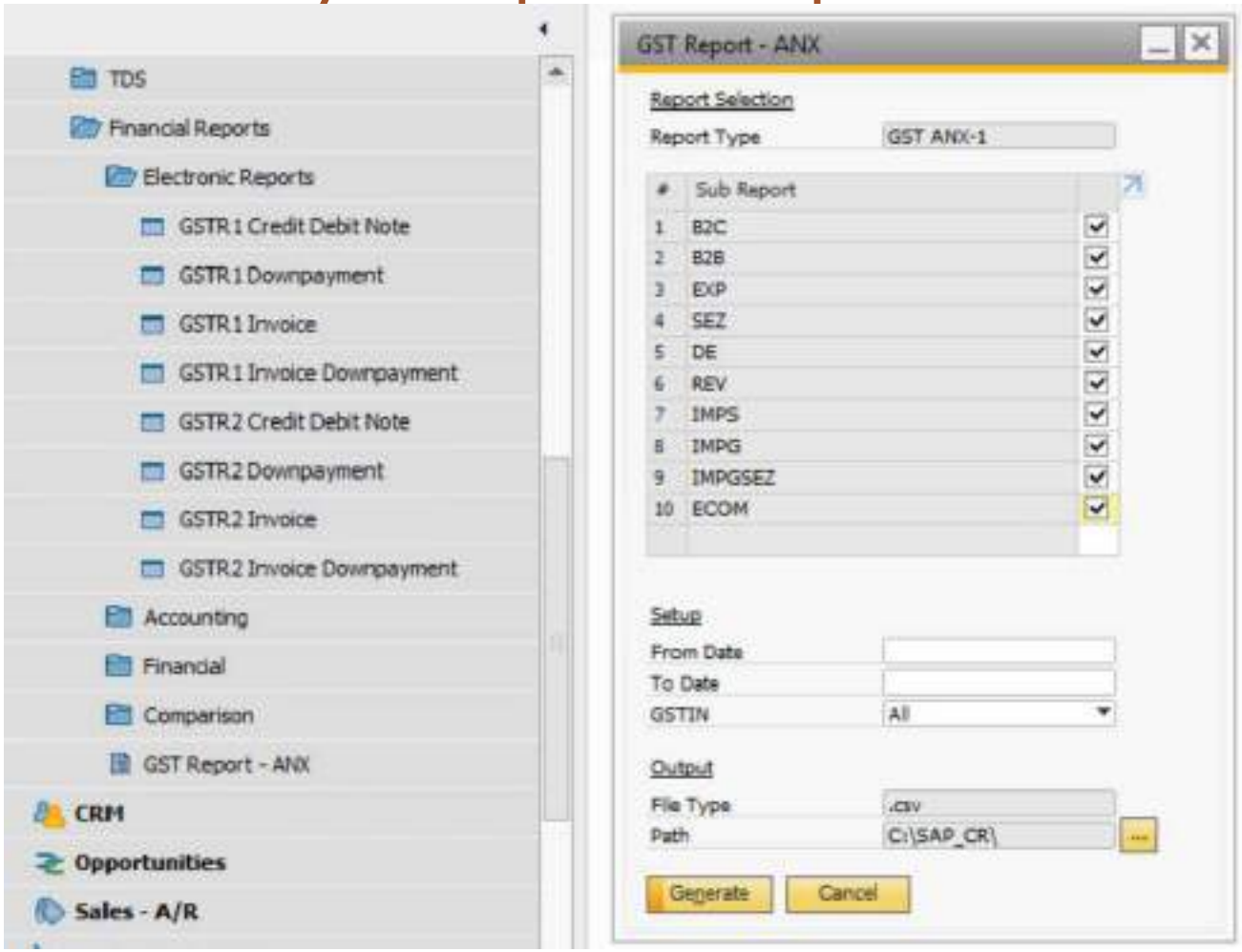
- Statutory Compliance and auto calculation of tax values
- Statutory Reports such as;
- GSTR 1
- GSTR 3 B
- Auto E Invoice Generation
- Auto E Way Bill Generation
- GSTR2 Matching with Purchase Data

Auto Calculation of Tax Values



SAP has inbuilt functionality to auto calculate Taxes based on local compliances

Statutory Compliance Reports in SAP

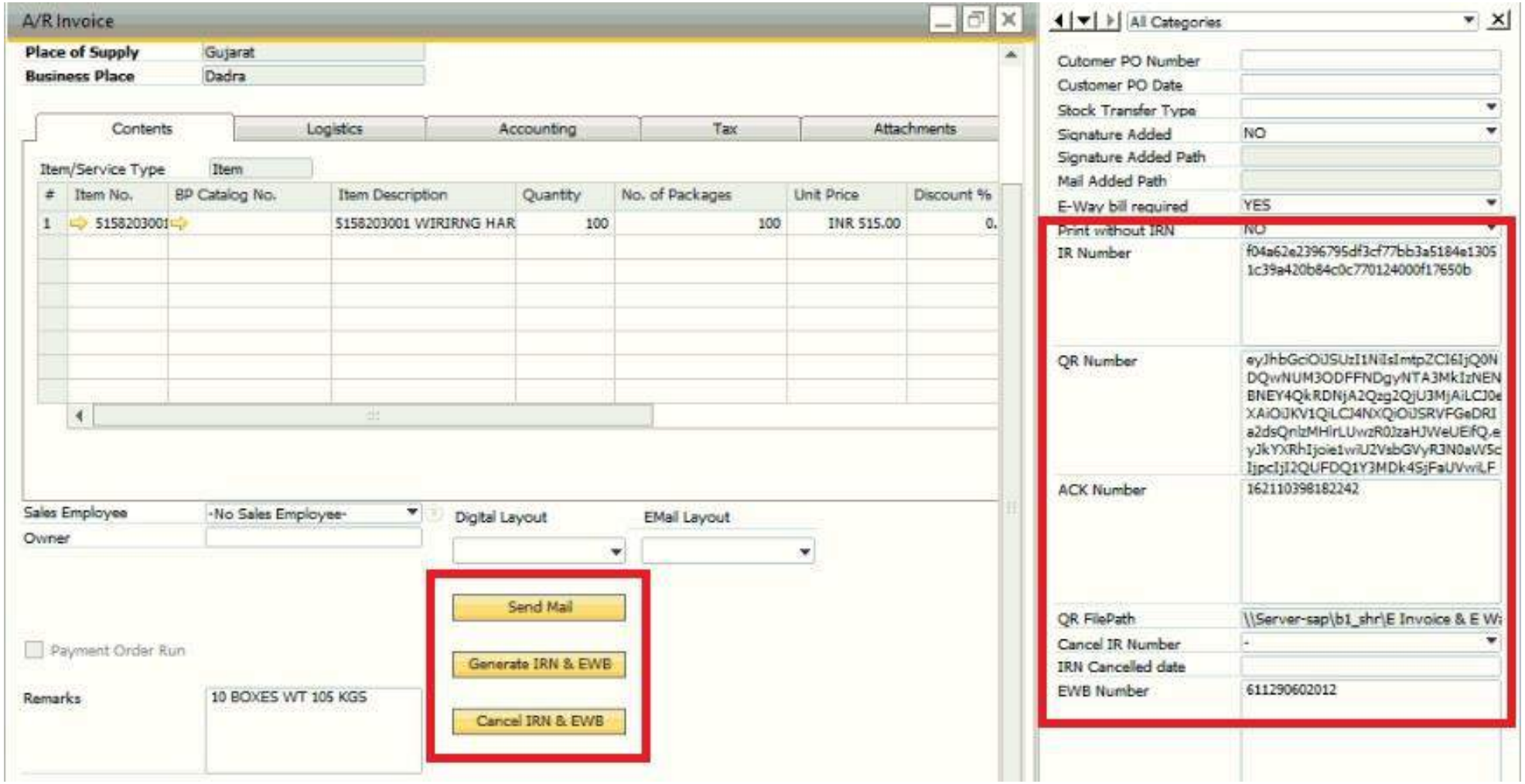


SAP offer multiple standard Statutory Reports out of the Box

GSTR Reports in SAP

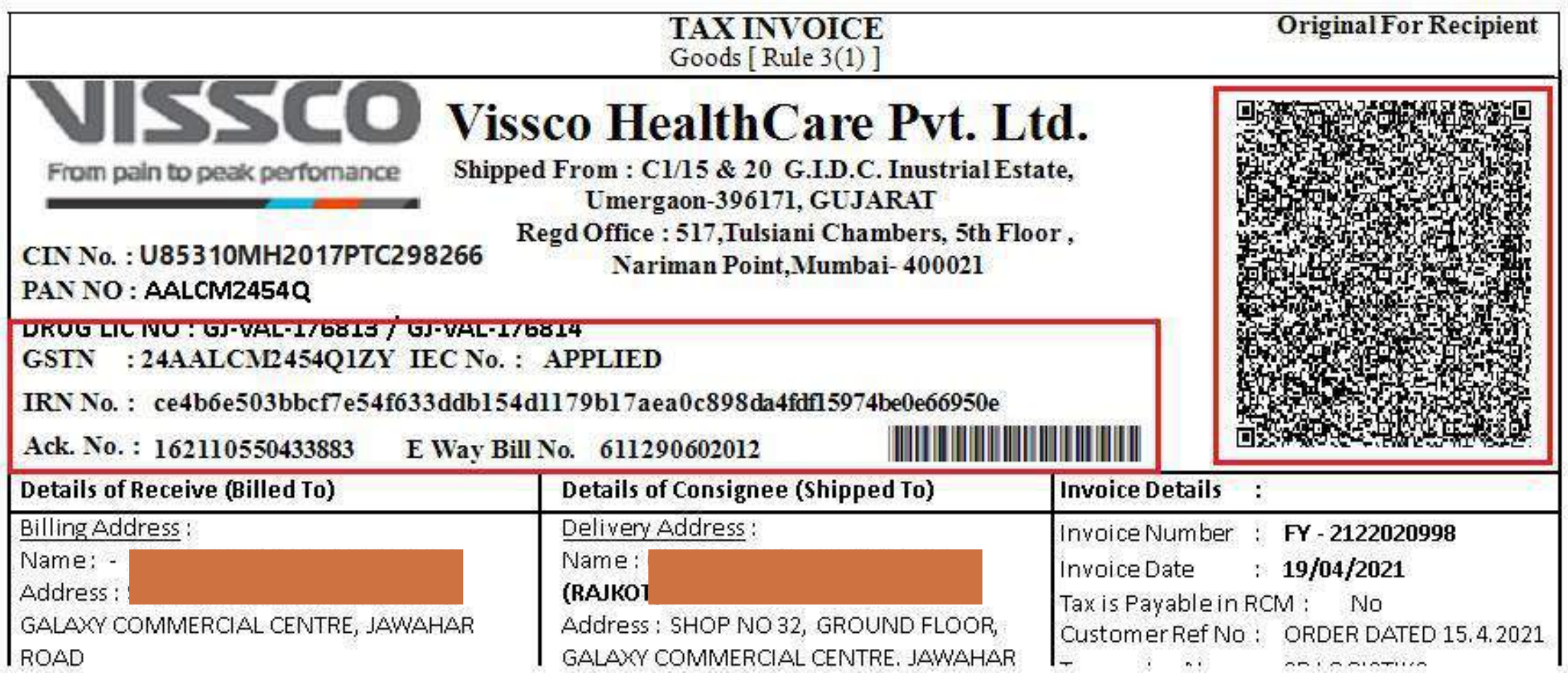
SAP provides all statutory reports out of the box like GSTR1, II & 3B

Auto E-Invoice & E-Waybill Generation



As per the latest GOI mandate Businesses need to generate IRN number & Ewaybill numbers on Government portals so Leaping Frog has made ready to use plug in for auto generation of same

Auto E-Invoice Generation Print



TAX INVOICE
Goods [Rule 3(1)]

Original For Recipient

VISSCO
From pain to peak performance

Vissco HealthCare Pvt. Ltd.

Shipped From : C1/15 & 20 G.I.D.C. Inustrial Estate,
Umergaon-396171, GUJARAT
Regd Office : 517,Tulsiani Chambers, 5th Floor ,
Nariman Point,Mumbai- 400021

CIN No. : U85310MH2017PTC298266
PAN NO : AALCM2454Q

DRUG LIC NO : GJ-VAL-176813 / GJ-VAL-176814
GSTN : 24AALCM2454Q1ZY IEC No. : APPLIED
IRN No. : ce4b6e503bbcf7e54f633ddb154d1179b17aea0c898da4fdf15974be0e66950e
Ack. No. : 162110550433883 E Way Bill No. 611290602012

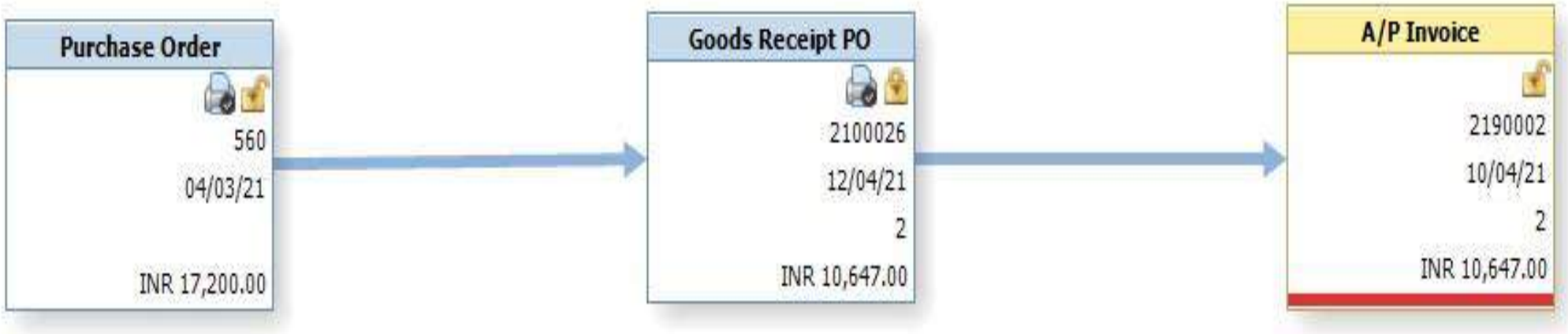
Details of Receive (Billed To)	Details of Consignee (Shipped To)	Invoice Details :
Billing Address : Name : - Address : [redacted] GALAXY COMMERCIAL CENTRE, JAWAHAR ROAD	Delivery Address : Name : [redacted] (RAJKOT Address : SHOP NO 32, GROUND FLOOR, GALAXY COMMERCIAL CENTRE. JAWAHAR	Invoice Number : FY - 2122020998 Invoice Date : 19/04/2021 Tax is Payable in RCM : No Customer Ref No : ORDER DATED 15.4.2021

Leaping Frog's Ready to use SAP Plug in for E-Invoice also provides QR code on print layouts

AUDITING

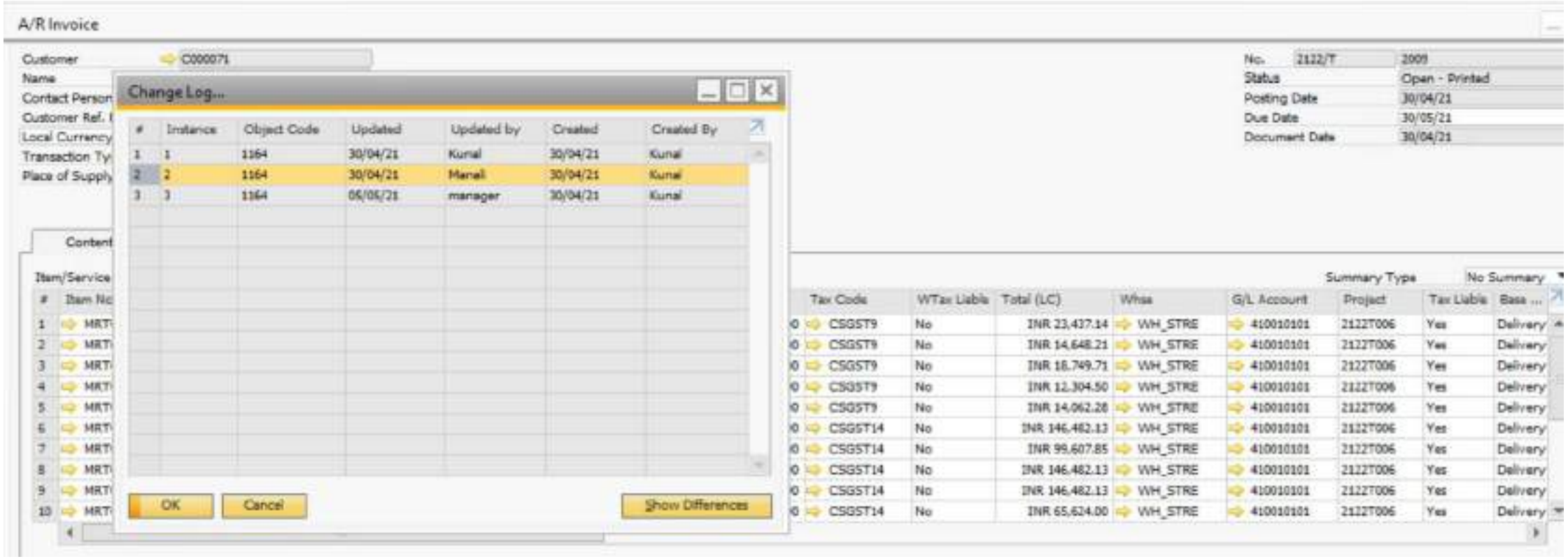
- 3-Way Matching Concept in Accounts Payable (PO to GRN to Invoice)
- Audit Trail
- Approval Workflows
- User Roles & Permission / Access Rights
- Ledger Report for audit purpose
- Various other reports such as Trial Balance, P&L, Balance Sheet, Cash Flow Report, Ageing Report, Inventory Reports, etc available
- Auditor can access the system to check Authenticity of the transaction and check Workflow Approvals as per Companies SOP

3_Way Matching Concept in Accounts Payable



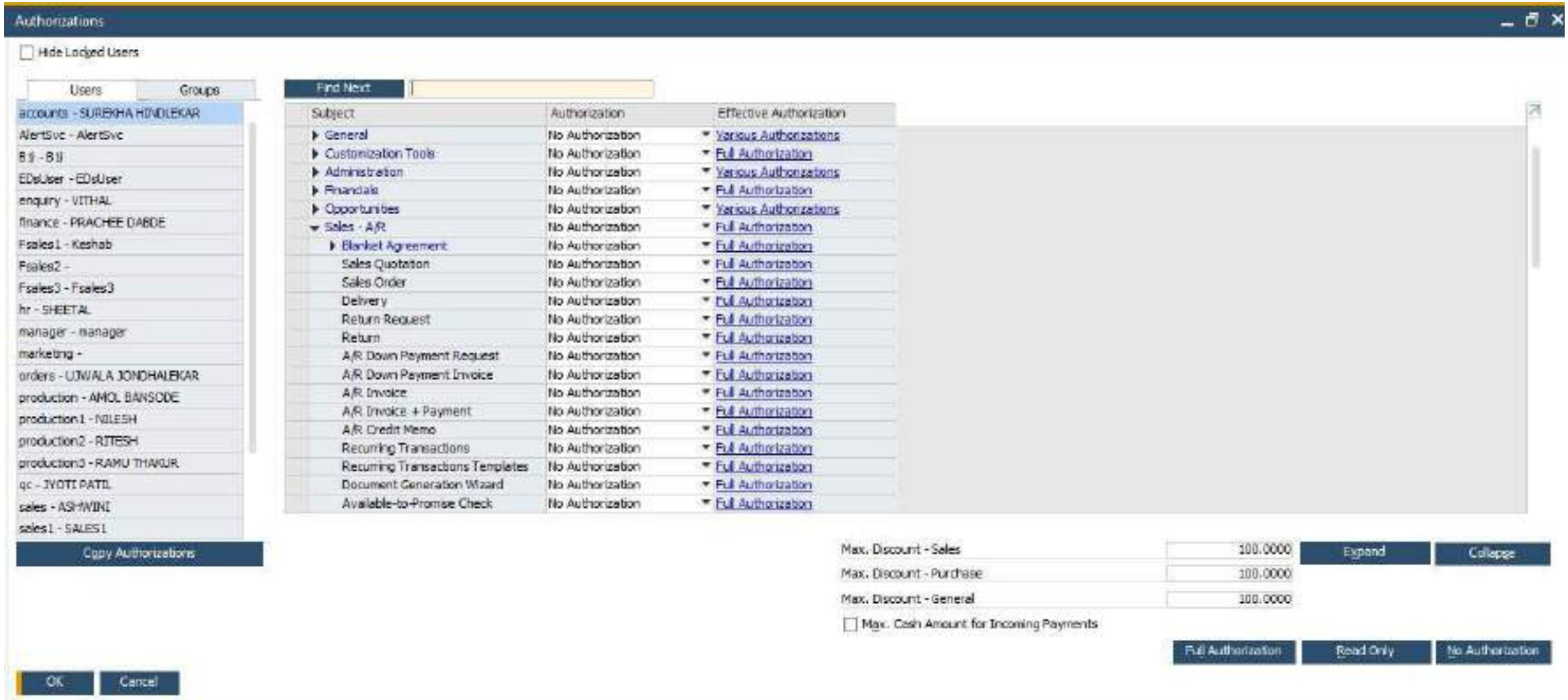
SAP provides multi level Matching concept in which user can match previous documents. Entire Document Trail is maintained in SAP

Audit Trail



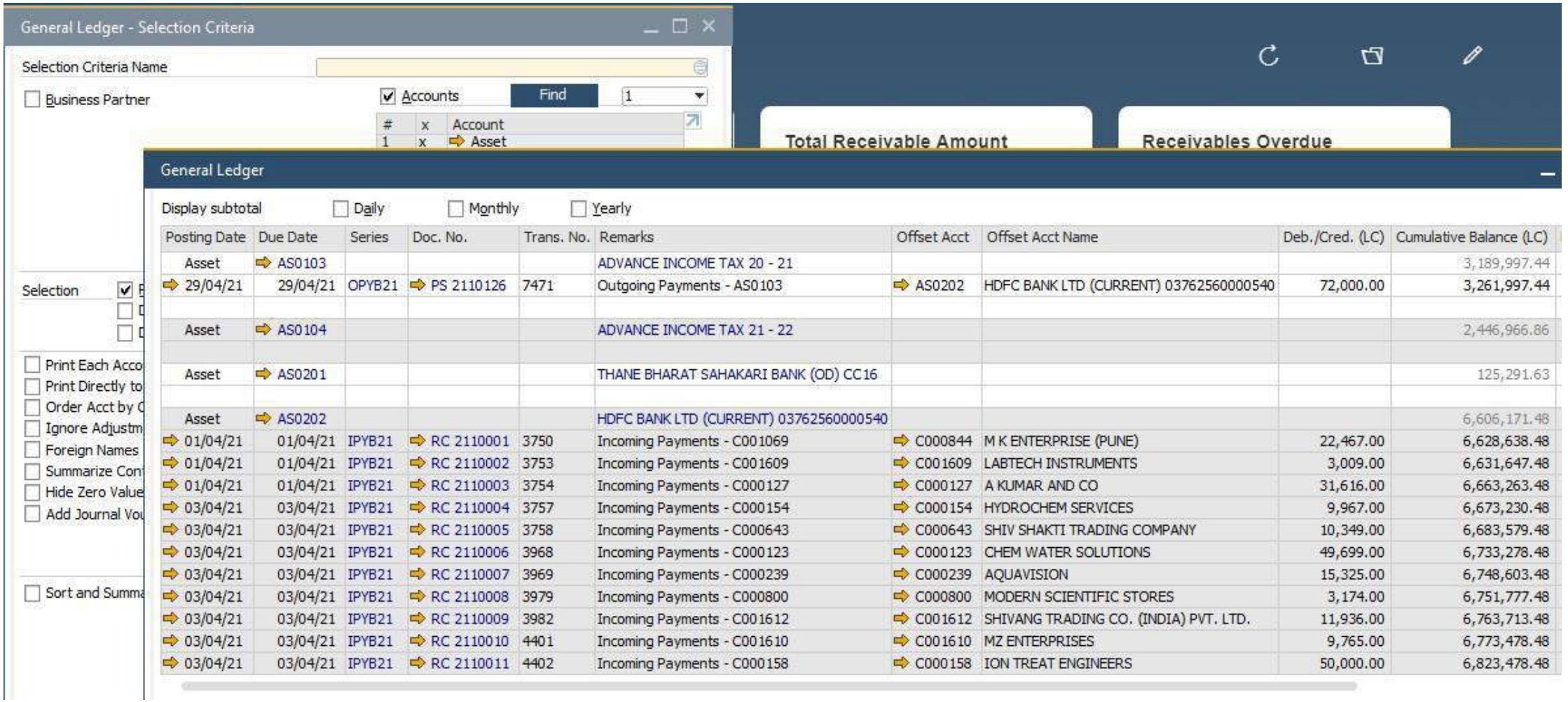
SAP provides complete Audit Trail for all transactions with differences suggested by GOI

User Roles & Permission – Access Rights



SAP has extensive user authorization management features.

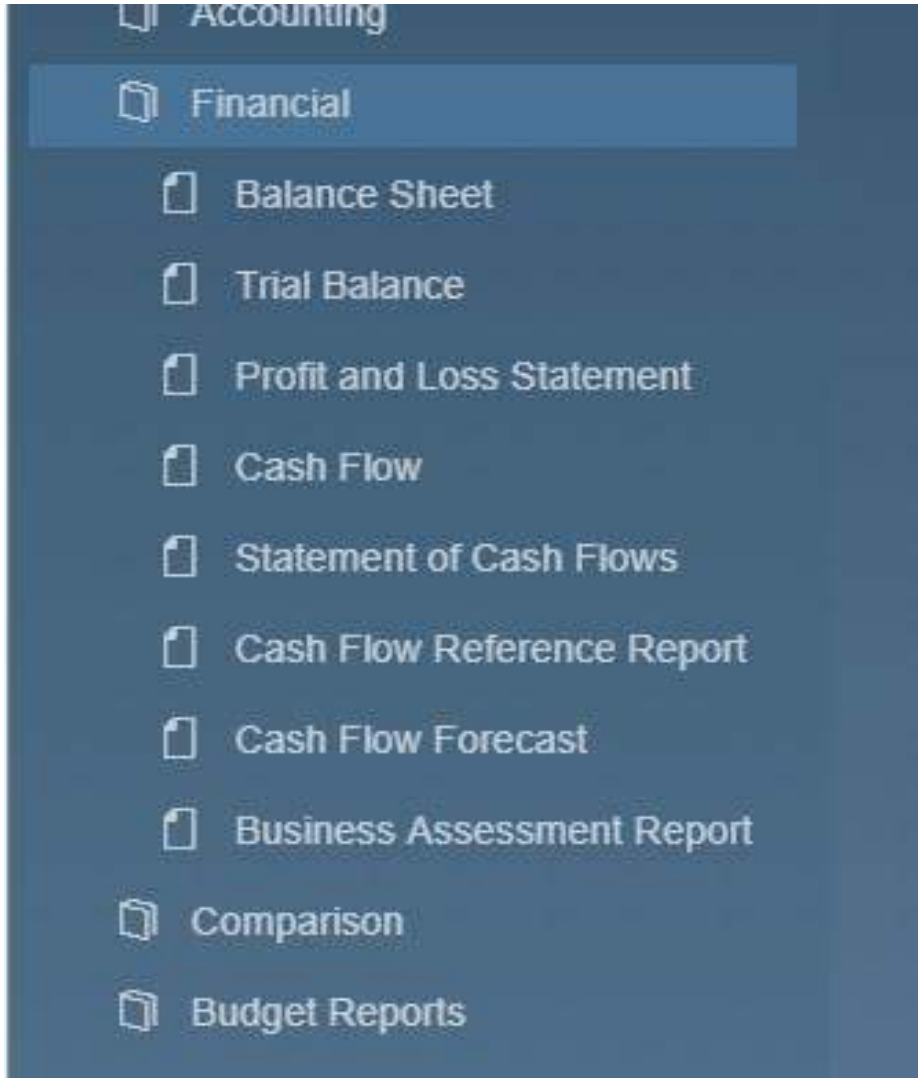
Ledger Report for Audit Purpose



Posting Date	Due Date	Series	Doc. No.	Trans. No.	Remarks	Offset Acct	Offset Acct Name	Deb./Cred. (LC)	Cumulative Balance (LC)
Asset	AS0103				ADVANCE INCOME TAX 20 - 21				3,189,997.44
29/04/21	29/04/21	OPYB21	PS 2110126	7471	Outgoing Payments - AS0103	AS0202	HDFC BANK LTD (CURRENT) 03762560000540	72,000.00	3,261,997.44
Asset	AS0104				ADVANCE INCOME TAX 21 - 22				2,446,966.86
Asset	AS0201				THANE BHARAT SAHAKARI BANK (OD) CC16				125,291.63
Asset	AS0202				HDFC BANK LTD (CURRENT) 03762560000540				6,606,171.48
01/04/21	01/04/21	IPYB21	RC 2110001	3750	Incoming Payments - C001069	C000844	M K ENTERPRISE (PUNE)	22,467.00	6,628,638.48
01/04/21	01/04/21	IPYB21	RC 2110002	3753	Incoming Payments - C001609	C001609	LABTECH INSTRUMENTS	3,009.00	6,631,647.48
01/04/21	01/04/21	IPYB21	RC 2110003	3754	Incoming Payments - C000127	C000127	A KUMAR AND CO	31,616.00	6,663,263.48
03/04/21	03/04/21	IPYB21	RC 2110004	3757	Incoming Payments - C000154	C000154	HYDROCHEM SERVICES	9,967.00	6,673,230.48
03/04/21	03/04/21	IPYB21	RC 2110005	3758	Incoming Payments - C000643	C000643	SHIV SHAKTI TRADING COMPANY	10,349.00	6,683,579.48
03/04/21	03/04/21	IPYB21	RC 2110006	3968	Incoming Payments - C000123	C000123	CHEM WATER SOLUTIONS	49,699.00	6,733,278.48
03/04/21	03/04/21	IPYB21	RC 2110007	3969	Incoming Payments - C000239	C000239	AQUAVISION	15,325.00	6,748,603.48
03/04/21	03/04/21	IPYB21	RC 2110008	3979	Incoming Payments - C000800	C000800	MODERN SCIENTIFIC STORES	3,174.00	6,751,777.48
03/04/21	03/04/21	IPYB21	RC 2110009	3982	Incoming Payments - C001612	C001612	SHIVANG TRADING CO. (INDIA) PVT. LTD.	11,936.00	6,763,713.48
03/04/21	03/04/21	IPYB21	RC 2110010	4401	Incoming Payments - C001610	C001610	MZ ENTERPRISES	9,765.00	6,773,478.48
03/04/21	03/04/21	IPYB21	RC 2110011	4402	Incoming Payments - C000158	C000158	ION TREAT ENGINEERS	50,000.00	6,823,478.48

Users can generate Ledger report which gives you details about ledger wise transactions details

Various other reports such as Trial Balance, P&L, Balance Sheet, Cash Flow Report etc



Inventory Analysis / Audit Report

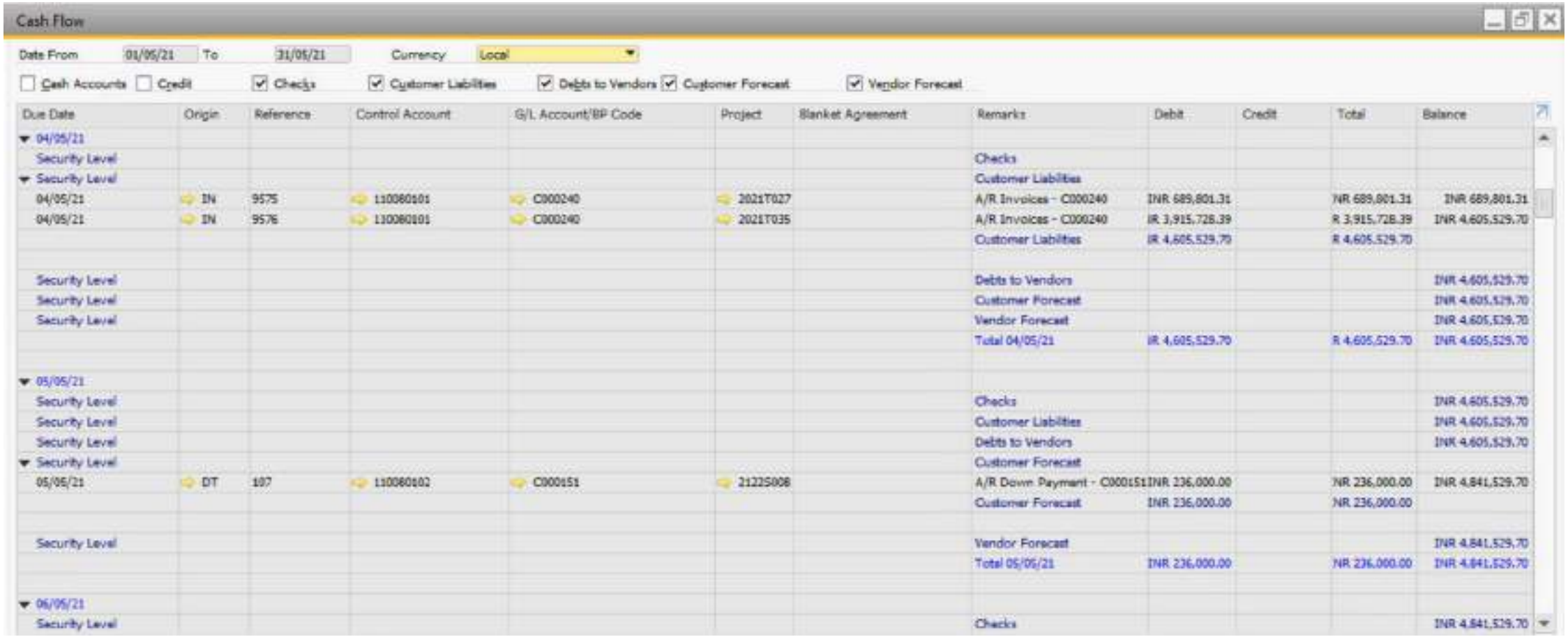
Inventory Audit Report

Date From | Date To | Items: All | Currency: Indian Rupee | Warehouses: All

#	Item No.	Description	System Date	Posting Date	Document	Whse	Quantity	Cost	Trans. Value	Cumulative Qty	Cumulative Value
1	ABTPCT	AQUASOL DIGITAL - TABLE TOP METER TDS/COND/PH/ORP/TEMP								0.000	0.00
2					Opening Balance					0.000	0.00
3			12/04/21	12/04/21	SI 2100245	STO	1.000	10,605.600	10,605.60	1.000	10,605.60
4			12/04/21	12/04/21	DN 2100245	STO	-1.000	10,605.600	-10,605.60	0.000	0.00
5			14/04/21	14/04/21	SI 2100296	STO	1.000	10,605.600	10,605.60	1.000	10,605.60
6			14/04/21	14/04/21	DN 2100282	STO	-1.000	10,605.600	-10,605.60	0.000	0.00
7			22/04/21	22/04/21	SI 2100504	STO	1.000	10,605.600	10,605.60	1.000	10,605.60
8			22/04/21	22/04/21	DN 2100489	STO	-1.000	10,605.600	-10,605.60	0.000	0.00
9			27/04/21	27/04/21	RE 2100026	REPAIR	1.000	1.000	1.00	1.000	1.00
10			28/04/21	28/04/21	DN 2100593	REPAIR	-1.000	1.000	-1.00	0.000	0.00
11	ABTPH	AQUASOL DIGITAL - TABLE TOP METER PH/ORP/TEMP								2.000	13,972.39
12					Opening Balance					0.000	0.00
13			02/04/21	31/03/21	OB 550	STO	2.000	7,378.900	14,757.80	2.000	14,757.80
14			14/04/21	14/04/21	DN 2100282	STO	-2.000	7,378.900	-14,757.80	0.000	0.00
15			17/04/21	17/04/21	SI 2100341	STO	2.000	6,986.195	13,972.39	2.000	13,972.39
16	ABTTDS	AQUASOL DIGITAL - TABLE TOP METER TDS/CONDUCTIVITY								2.000	15,182.84
17					Opening Balance					0.000	0.00
18			02/04/21	31/03/21	OB 550	STO	2.000	7,591.420	15,182.84	2.000	15,182.84
19	ADEL001	AQD - EG DO LABORATORY ELECTRODE FOR ABDO01								2.000	8,639.40
20					Opening Balance					0.000	0.00
21			02/04/21	31/03/21	OB 549	AQD	2.000	4,319.700	8,639.40	2.000	8,639.40
22	ADEL002	AQD - EG PH ELECTRODE HOLDER								10.000	1,570.80
23					Opening Balance					0.000	0.00
24			02/04/21	31/03/21	OB 549	AQD	10.000	157.080	1,570.80	10.000	1,570.80
25	ADEL005	AQD - EH CONDUCTIVITY EPOXY LABORATORY ELECTRODE								43.000	24,832.50
											9,356,890.28

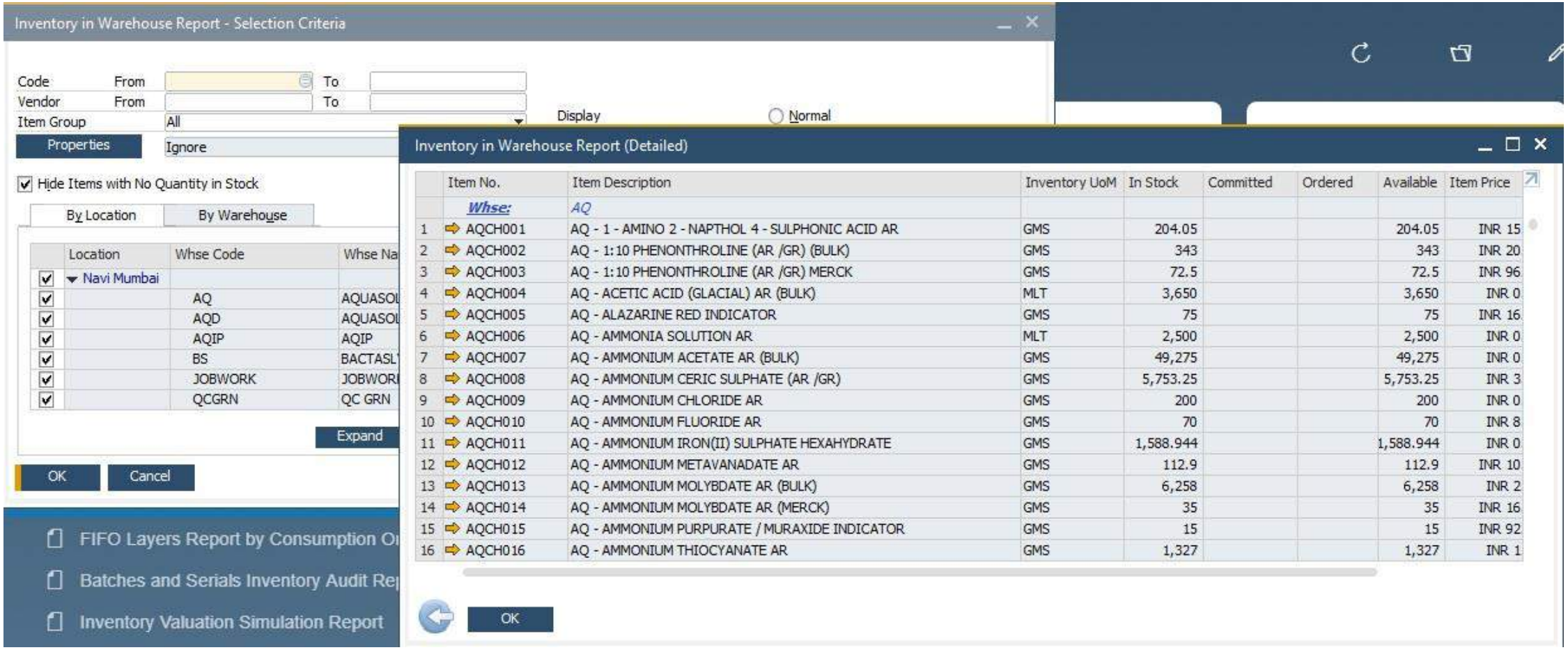
Inventory analysis or Inventory audit report .

Cash Flow Report



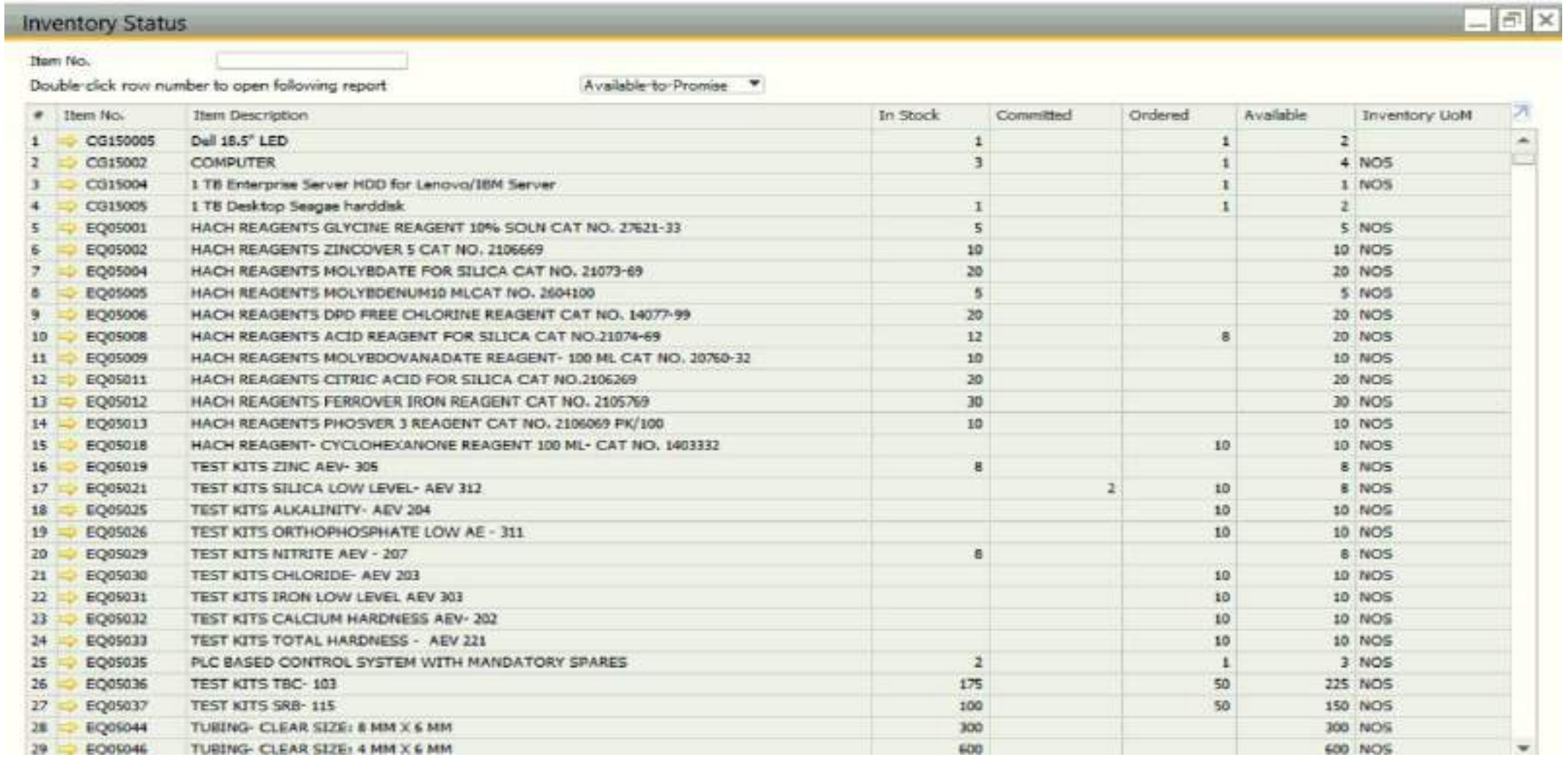
SAP Cash Flow Report allows you to analyze cash flow based on revenues and expenses with the ability for the user to define the level of detail for individual results.

Inventory in Warehouse Report



This report displays details of inventory in the warehouse. It also displays the details of committed, ordered & available stock.

Real Time Inventory Report



Inventory Status

Item No.

Double-click row number to open following report

Available-to-Promise

#	Item No.	Item Description	In Stock	Committed	Ordered	Available	Inventory UoM
1	CG150005	Dell 18.5" LED	1		1	2	
2	CG15002	COMPUTER	3		1	4	NOS
3	CG15004	1 TB Enterprise Server HDD for Lenovo/IBM Server			1	1	NOS
4	CG15005	1 TB Desktop Seagae harddisk	1		1	2	
5	EQ05001	HACH REAGENTS GLYCINE REAGENT 10% SOLN CAT NO. 27621-33	5			5	NOS
6	EQ05002	HACH REAGENTS ZINCOVER 5 CAT NO. 2106669	10			10	NOS
7	EQ05004	HACH REAGENTS MOLYBDATE FOR SILICA CAT NO. 21073-69	20			20	NOS
8	EQ05005	HACH REAGENTS MOLYBDENUM10 MLCAT NO. 2604100	5			5	NOS
9	EQ05006	HACH REAGENTS DPD FREE CHLORINE REAGENT CAT NO. 14077-99	20			20	NOS
10	EQ05008	HACH REAGENTS ACID REAGENT FOR SILICA CAT NO.21074-69	12		8	20	NOS
11	EQ05009	HACH REAGENTS MOLYBDOVANADATE REAGENT- 100 ML CAT NO. 20760-32	10			10	NOS
12	EQ05011	HACH REAGENTS CITRIC ACID FOR SILICA CAT NO.2106269	20			20	NOS
13	EQ05012	HACH REAGENTS FERROVER IRON REAGENT CAT NO. 2105769	30			30	NOS
14	EQ05013	HACH REAGENTS PHOSVER 3 REAGENT CAT NO. 2106069 PK/100	10			10	NOS
15	EQ05018	HACH REAGENT- CYCLOHEXANONE REAGENT 100 ML- CAT NO. 1403332			10	10	NOS
16	EQ05019	TEST KITS ZINC AEV- 305	8			8	NOS
17	EQ05021	TEST KITS SILICA LOW LEVEL- AEV 312		2	10	8	NOS
18	EQ05025	TEST KITS ALKALINITY- AEV 204			10	10	NOS
19	EQ05026	TEST KITS ORTHOPHOSPHATE LOW AE - 311			10	10	NOS
20	EQ05029	TEST KITS NITRITE AEV - 207	8			8	NOS
21	EQ05030	TEST KITS CHLORIDE- AEV 203			10	10	NOS
22	EQ05031	TEST KITS IRON LOW LEVEL AEV 303			10	10	NOS
23	EQ05032	TEST KITS CALCIUM HARDNESS AEV- 202			10	10	NOS
24	EQ05033	TEST KITS TOTAL HARDNESS - AEV 221			10	10	NOS
25	EQ05035	PLC BASED CONTROL SYSTEM WITH MANDATORY SPARES	2		1	3	NOS
26	EQ05036	TEST KITS TBC- 103	175		50	225	NOS
27	EQ05037	TEST KITS SRB- 115	100		50	150	NOS
28	EQ05044	TUBING- CLEAR SIZE: 8 MM X 6 MM	300			300	NOS
29	EQ05046	TUBING- CLEAR SIZE: 4 MM X 6 MM	600			600	NOS

Workflow Approval Status Report

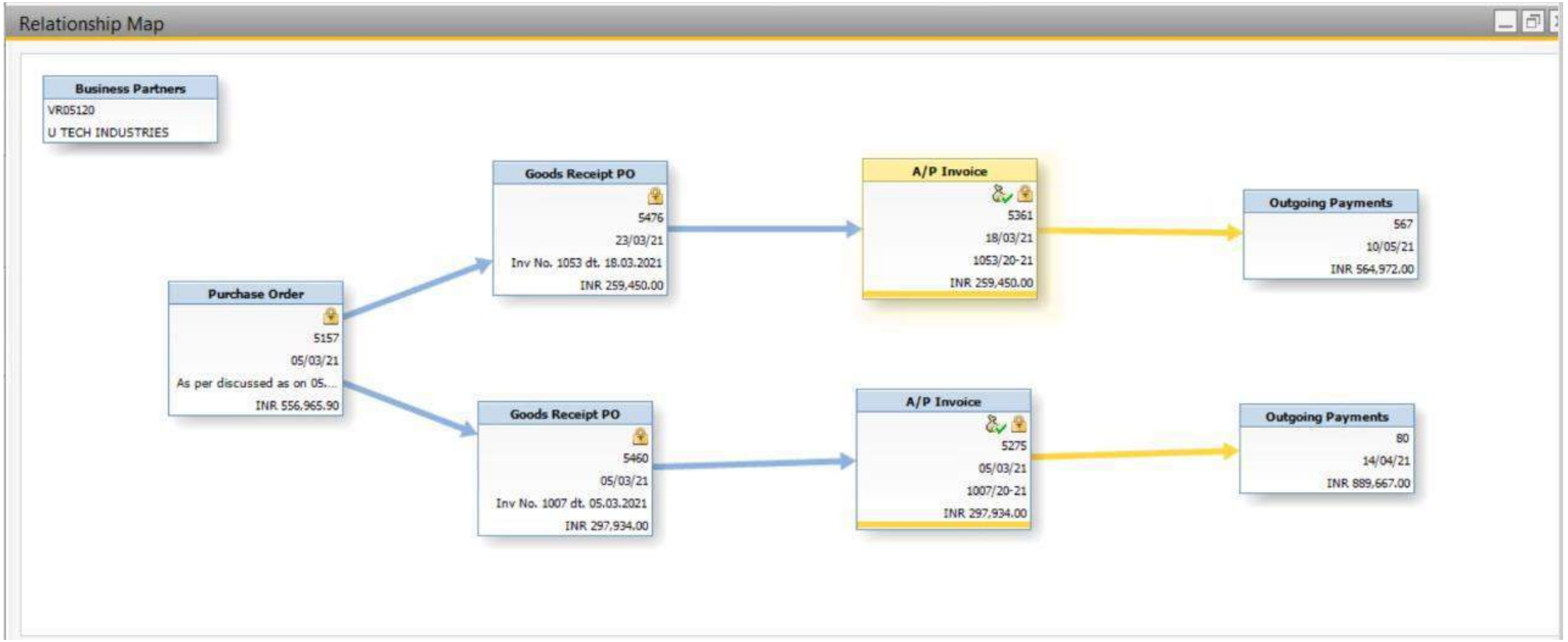
Approval Status Report

Document Type	Document ...	Document...	Originator	Template	Status	R...	Draft Key	Draft Updated By	Draft Update Da
Return	2100015		SIDDHESH RAUT		Generated by Authorizer		15	SIDDHESH RAUT	14/04/21
Return	2100015		SIDDHESH RAUT	DC to Direct Return	Approved		15		
Return	2100020		SIDDHESH RAUT		Generated by Authorizer		28	SIDDHESH RAUT	19/04/21
Return	2100019		SIDDHESH RAUT		Generated by Authorizer		33	SIDDHESH RAUT	20/04/21
Return	2100023		PRASHANT GODKE		Generated		44	SUREKHA HINDLEKAR	26/04/21
Return	2100028		PRASHANT GODKE		Generated		49	PRASHANT GODKE	30/04/21
Return		2100015	SIDDHESH RAUT		Approved		16	SIDDHESH RAUT	14/04/21
Return		2100018	SIDDHESH RAUT		Rejected		29	SIDDHESH RAUT	20/04/21

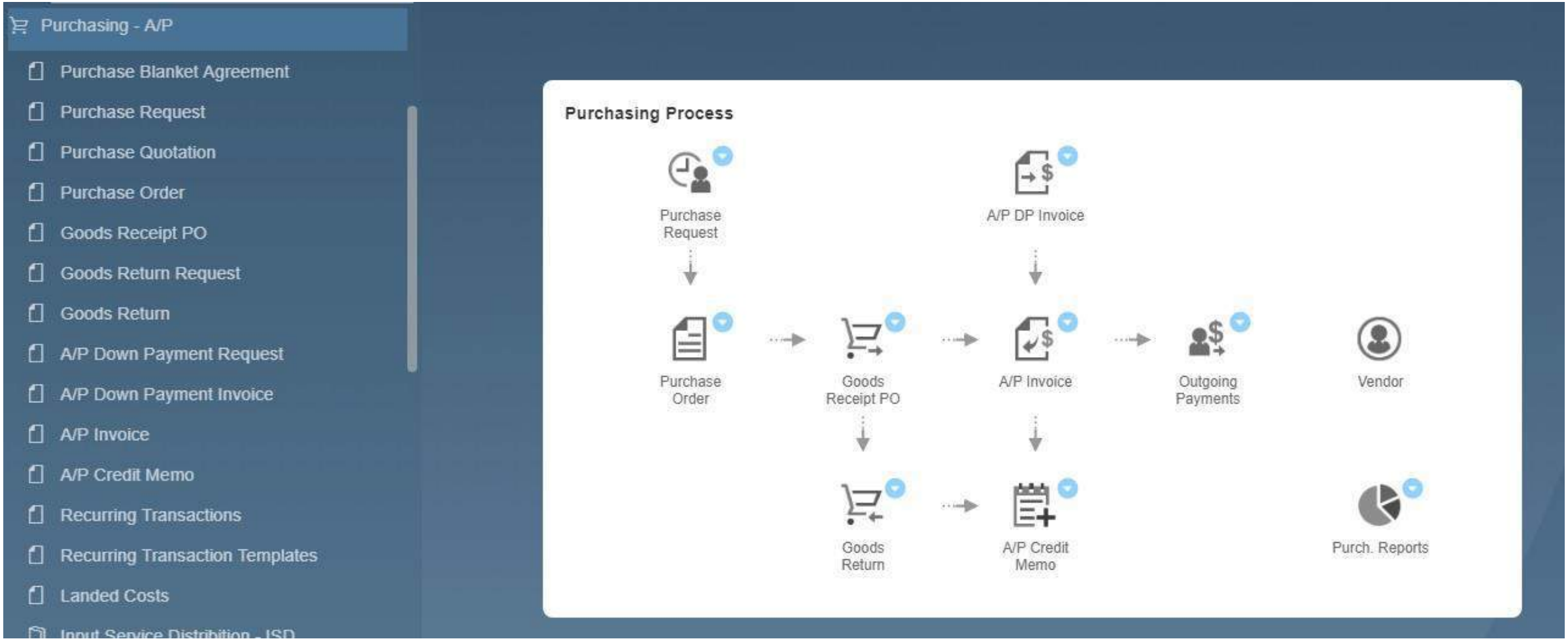
ACCOUNTS PAYABLE

- Visibility of entire Purchase Cycle – PO to Gate Entry to GRN to Invoice to Payment
- Auto Generation Vendor Suggested Payments based on Due Date
- Loading of other charges on to the Inventory
- Vendor Ageing Reports
- Vendor Web Portal for ease in Supply Chain Management

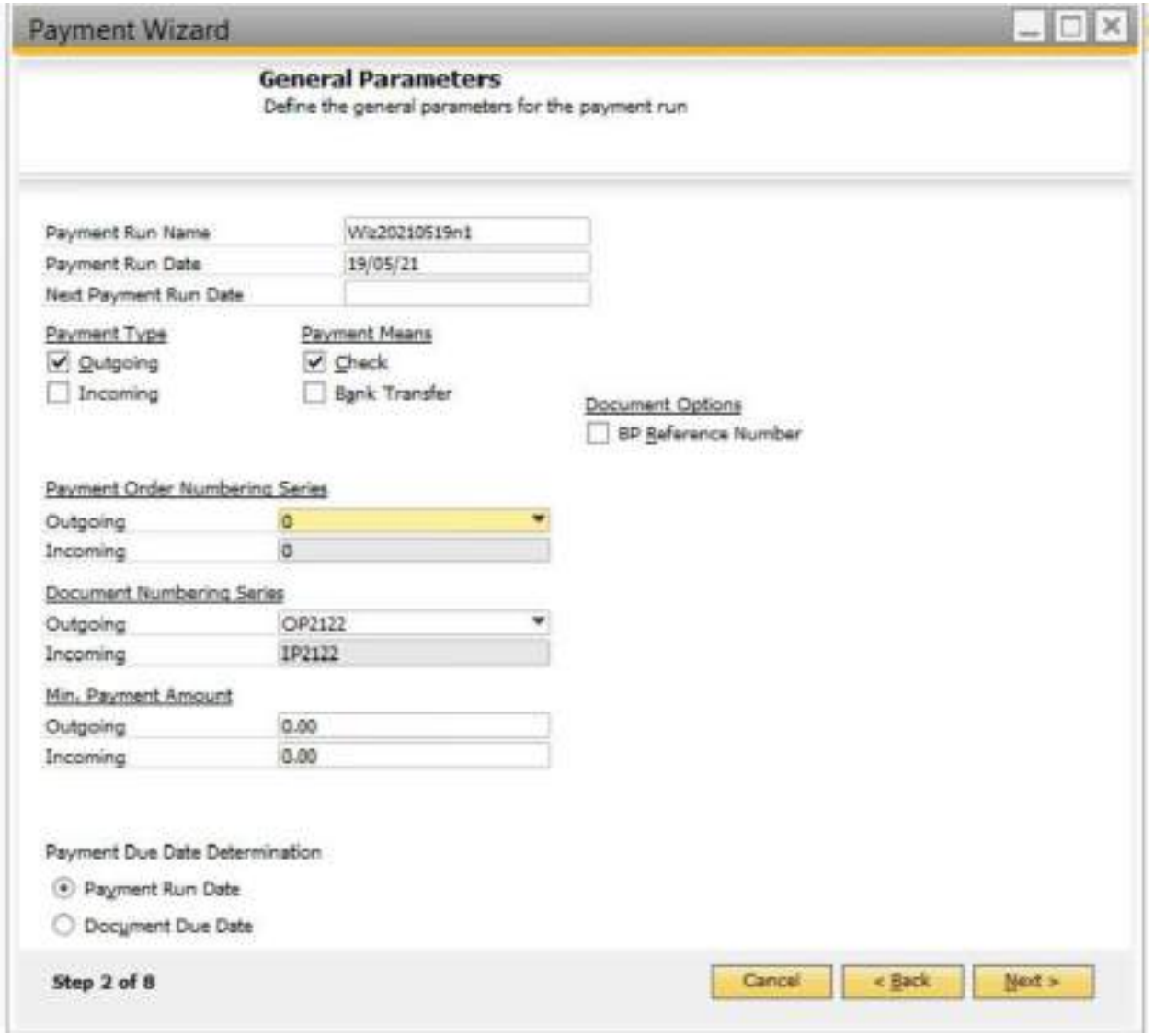
Visibility of entire Purchase Cycle – PO to Gate Entry to GRN to Invoice to Payment



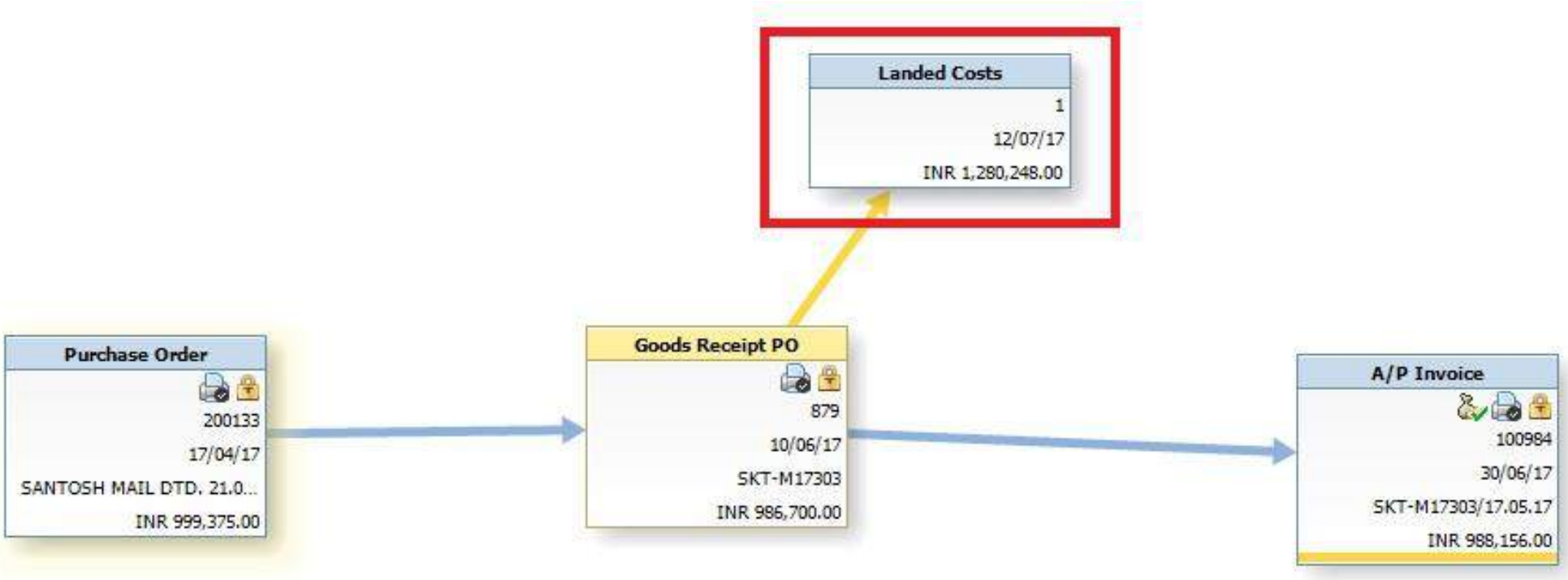
Visibility of Entire Purchase Cycle



Auto Generation Vendor Suggested Payments based on Due Date

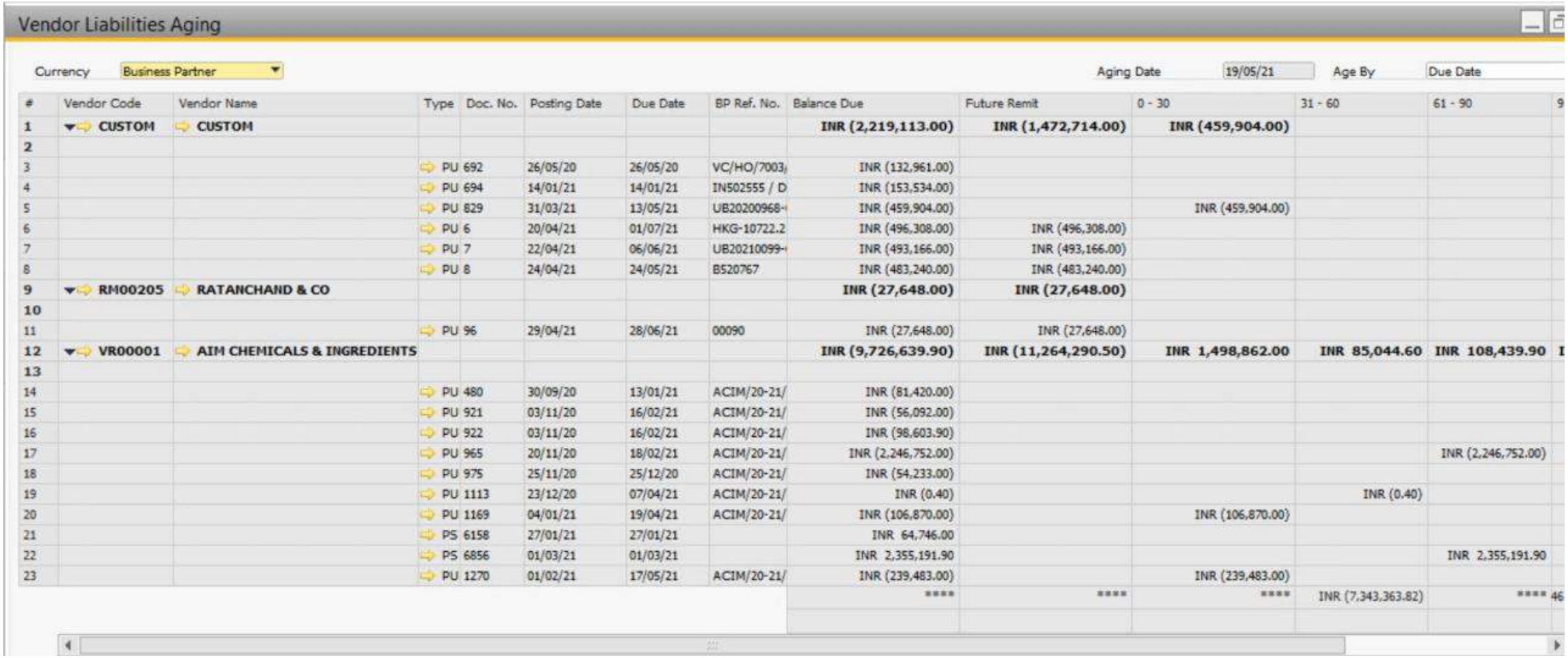


Inventory Costing



SAP offers extensive costing functionality where we can apply multiple costing parameters like Landed cost, machine cost, human resources cost

Vendor Aging



Vendor Liabilities Aging

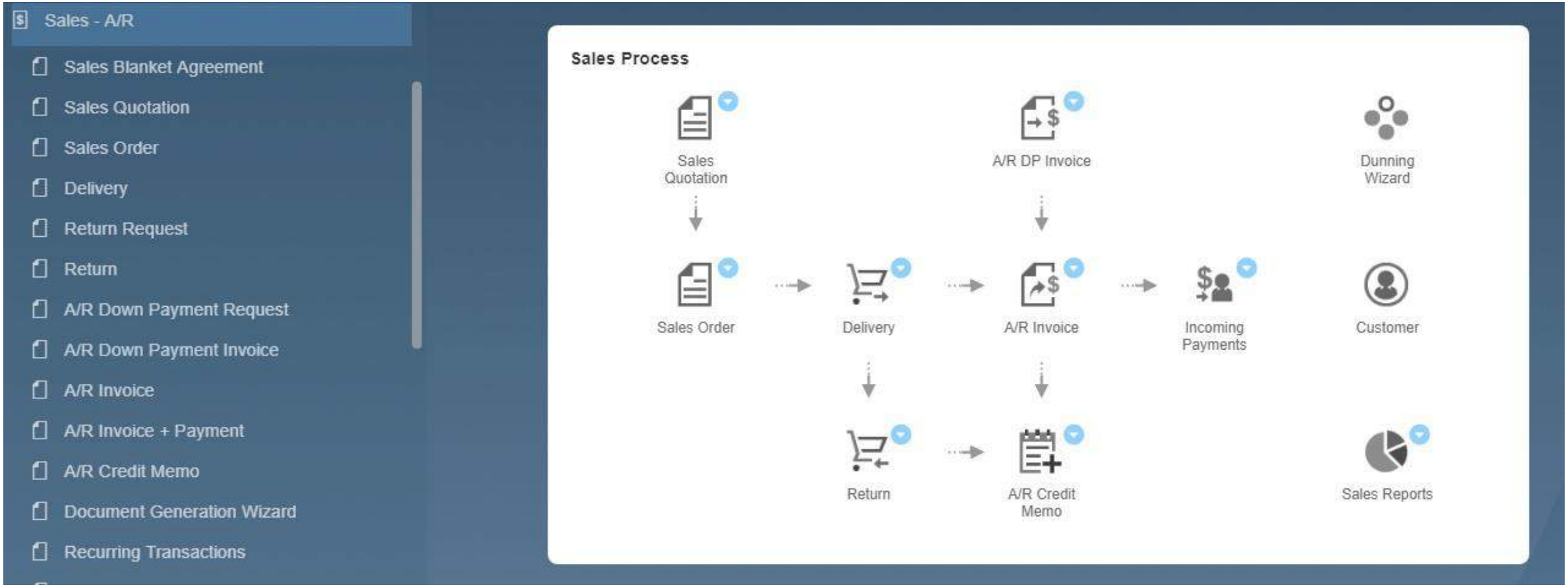
Currency: Business Partner | Aging Date: 19/05/21 | Age By: Due Date

#	Vendor Code	Vendor Name	Type	Doc. No.	Posting Date	Due Date	BP Ref. No.	Balance Due	Future Remit	0 - 30	31 - 60	61 - 90	9
1	CUSTOM	CUSTOM						INR (2,219,113.00)	INR (1,472,714.00)	INR (459,904.00)			
2													
3			PU	692	26/05/20	26/05/20	VC/HO/7003/	INR (132,961.00)					
4			PU	694	14/01/21	14/01/21	IN502555 / D	INR (153,534.00)					
5			PU	829	31/03/21	13/05/21	UB20200968-(	INR (459,904.00)		INR (459,904.00)			
6			PU	6	20/04/21	01/07/21	HKG-10722.2	INR (496,308.00)	INR (496,308.00)				
7			PU	7	22/04/21	06/06/21	UB20210099-(	INR (493,166.00)	INR (493,166.00)				
8			PU	8	24/04/21	24/05/21	B520767	INR (483,240.00)	INR (483,240.00)				
9	RM00205	RATANCHAND & CO						INR (27,648.00)	INR (27,648.00)				
10													
11			PU	96	29/04/21	28/06/21	00090	INR (27,648.00)	INR (27,648.00)				
12	VR00001	AIM CHEMICALS & INGREDIENTS						INR (9,726,639.90)	INR (11,264,290.50)	INR 1,498,862.00	INR 85,044.60	INR 108,439.90	I
13													
14			PU	480	30/09/20	13/01/21	ACIM/20-21/	INR (81,420.00)					
15			PU	921	03/11/20	16/02/21	ACIM/20-21/	INR (56,092.00)					
16			PU	922	03/11/20	16/02/21	ACIM/20-21/	INR (98,603.90)					
17			PU	965	20/11/20	18/02/21	ACIM/20-21/	INR (2,246,752.00)				INR (2,246,752.00)	
18			PU	975	25/11/20	25/12/20	ACIM/20-21/	INR (54,233.00)					
19			PU	1113	23/12/20	07/04/21	ACIM/20-21/	INR (0.40)			INR (0.40)		
20			PU	1169	04/01/21	19/04/21	ACIM/20-21/	INR (106,870.00)		INR (106,870.00)			
21			PS	6158	27/01/21	27/01/21		INR 64,746.00					
22			PS	6856	01/03/21	01/03/21		INR 2,355,191.90				INR 2,355,191.90	
23			PU	1270	01/02/21	17/05/21	ACIM/20-21/	INR (239,483.00)		INR (239,483.00)			
								****	****	****	INR (7,343,363.82)	****	46

ACCOUNTS RECEIVABLE

- Visibility of entire Sales Cycle - Lead Generation to Quote to Order to Invoice to Receipts
- Customer Payment Reminder
- Customer Ageing Reports

Visibility of Entire Sales Cycle



Customer Payment Reminder

Outstanding And Overdue Details as on Date 13/03/2021

Customer Code : **S830**

Customer Name : [redacted]

Sr. No.	Invoice Number	Invoice Date	Due Date	Invoice Amount	Balance Amt	Overdue Amt
VHPL	**Vissco Healthcare Pvt Ltd**		**Bank A/c No. 50200027493729**			
1	20034532	10/03/2021	10/03/2021	25016.00	25016.00	25016.00
2	20034531	10/03/2021	10/03/2021	10500.00	10500.00	10500.00
				35516.00	**35516.00**	**35516.00**

Kindly deposit the cheque in Respective Company Name Only
Thank you

Customer Receivables Ageing

Customer Receivables Aging

Currency: Local | Aging Date: 10/04/21 | Age By: Posting Date

#	Customer Code	Customer Name	Type	Doc. No.	Posting Date	Due Date	BP Ref. No.	Original Amount	Balance Due	Future Remit	0 - 30	31 - 60	61 - 90	91 - 120
1	C000001	A T ENTERPRISES						INR 22,777.00	INR 22,777.00			INR 18,653.00	INR 4,124.00	
2														
3			IN	1	06/02/21	06/02/21	05364	INR 4,124.00	INR 4,124.00				INR 4,124.00	
4			IN	2	04/03/21	04/03/21	06034	INR 18,653.00	INR 18,653.00			INR 18,653.00		
5	C000003	AVION ENVIRONMENT PVT LTD						INR 156,170.00	INR 156,170.00		INR 156,170.00			
6														
7			IN	3	22/03/21	22/03/21	06466	INR 156,170.00	INR 156,170.00		INR 156,170.00			
8	C000006	G KUNTAL AND CO						INR 4,953.00	INR 4,953.00		INR 4,953.00			
9														
10			IN	2100168	09/04/21	09/05/21	EMAIL	INR 4,953.00	INR 4,953.00		INR 4,953.00			
11	C000007	GLASCHEM TRADING						INR 25,714.00	INR 25,714.00		INR 25,714.00			
12														
13			IN	2100041	05/04/21	05/05/21	001	INR 8,543.00	INR 8,543.00		INR 8,543.00			
14			IN	4	11/03/21	11/03/21	06193	INR 3,994.00	INR 3,994.00		INR 3,994.00			
15			IN	5	17/03/21	17/03/21	06320	INR 10,888.00	INR 10,888.00		INR 10,888.00			
16			IN	6	23/03/21	23/03/21	06504	INR 2,289.00	INR 2,289.00		INR 2,289.00			
17	C000008	HITEN BROTHERS						INR 63,100.00	INR 63,100.00		INR 27,950.00	INR 35,150.00		
18														
19			IN	7	16/02/21	16/02/21	05605	INR 985.00	INR 985.00			INR 985.00		
20			IN	8	18/02/21	18/02/21	05678	INR 11,287.00	INR 11,287.00			INR 11,287.00		
21			IN	9	03/03/21	03/03/21	05999	INR 18,790.00	INR 18,790.00			INR 18,790.00		
22			IN	10	08/03/21	08/03/21	06112	INR 985.00	INR 985.00			INR 985.00		
23			IN	11	09/03/21	09/03/21	06134	INR 3,103.00	INR 3,103.00			INR 3,103.00		
24			IN	12	15/03/21	15/03/21	06265	INR 24,965.00	INR 24,965.00		INR 24,965.00			
								INR 7,910,088.00	INR 7,930,644.99		INR 4,845,913.99	INR 2,535,558.00	INR 310,288.00	INR 102,808.00
									% 100.0000		% 61.1037	% 31.9716	% 3.9125	% 1.2963

INVENTORY MANAGEMENT

- Inventory based accounting system
- Real Time Inventory
- Inventory Ageing
- Inventory Valuation & Revaluation Process
- Inventory Costing i.e. Purchase Cost + Other Landing Cost + Manufacturing Cost
- Manufacturing Cost
- Material Movement Tracking

Inventory based Accounting System

Goods Receipt PO

Vendor	V000033
Name	AMAR ENTERPRISES
Contact Person	MR AMAR BROKER
Vendor Ref. No.	000220
Local Currency	
Place of Supply	MAHARASHTRA
Ship From	AMAR ENTERPRISES

Contents | Logistics | Accounting | Tax | Electronic Documents | Attachments

Item/Service Type: Item

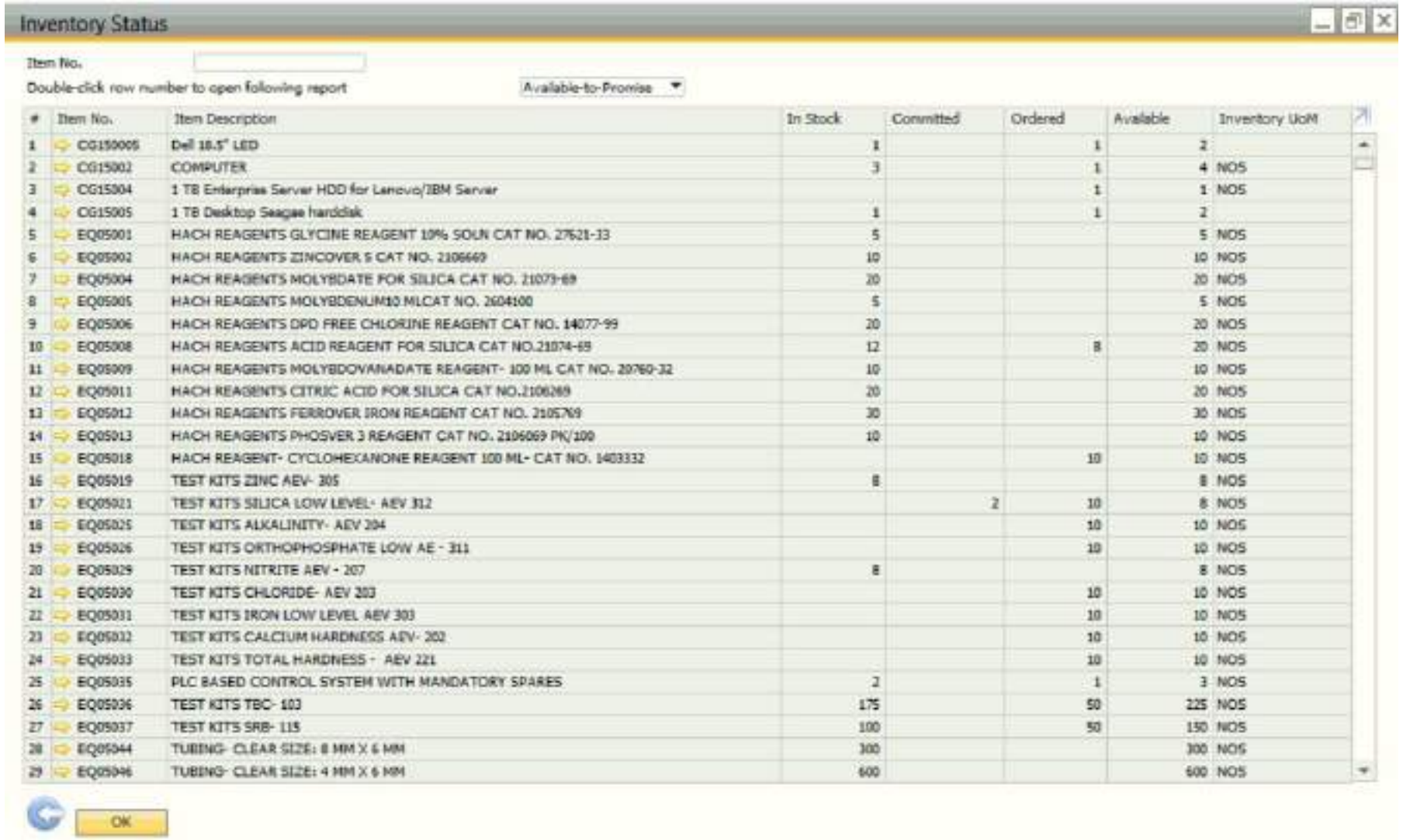
#	Item No.	Item Description	Quantity	UoM Code	Unit Price	Discount %	Price after Discount	Tax Code	Total (LC)	Whse
1	WTCH023	WT - PBTC - CODEX-551	325	KGS	INR 185.000	0.0000	INR 185.000	SCGST@18	INR 60,125.00	QCGRI

Contents | Attachments

Expand Editing Mode

#	G/L Acct/BP Code	G/L Acct/BP Name	Control Acct	Debit	Credit	Remarks Tem
1	LA0901	Goods Received Not Invoiced (GRNI) Clearing	LA0901		INR 60,125.00	
2	AS1102	STOCK VALUE FOR RAW MATERIAL	AS1102	INR 60,125.00		

Real Time Inventory Report



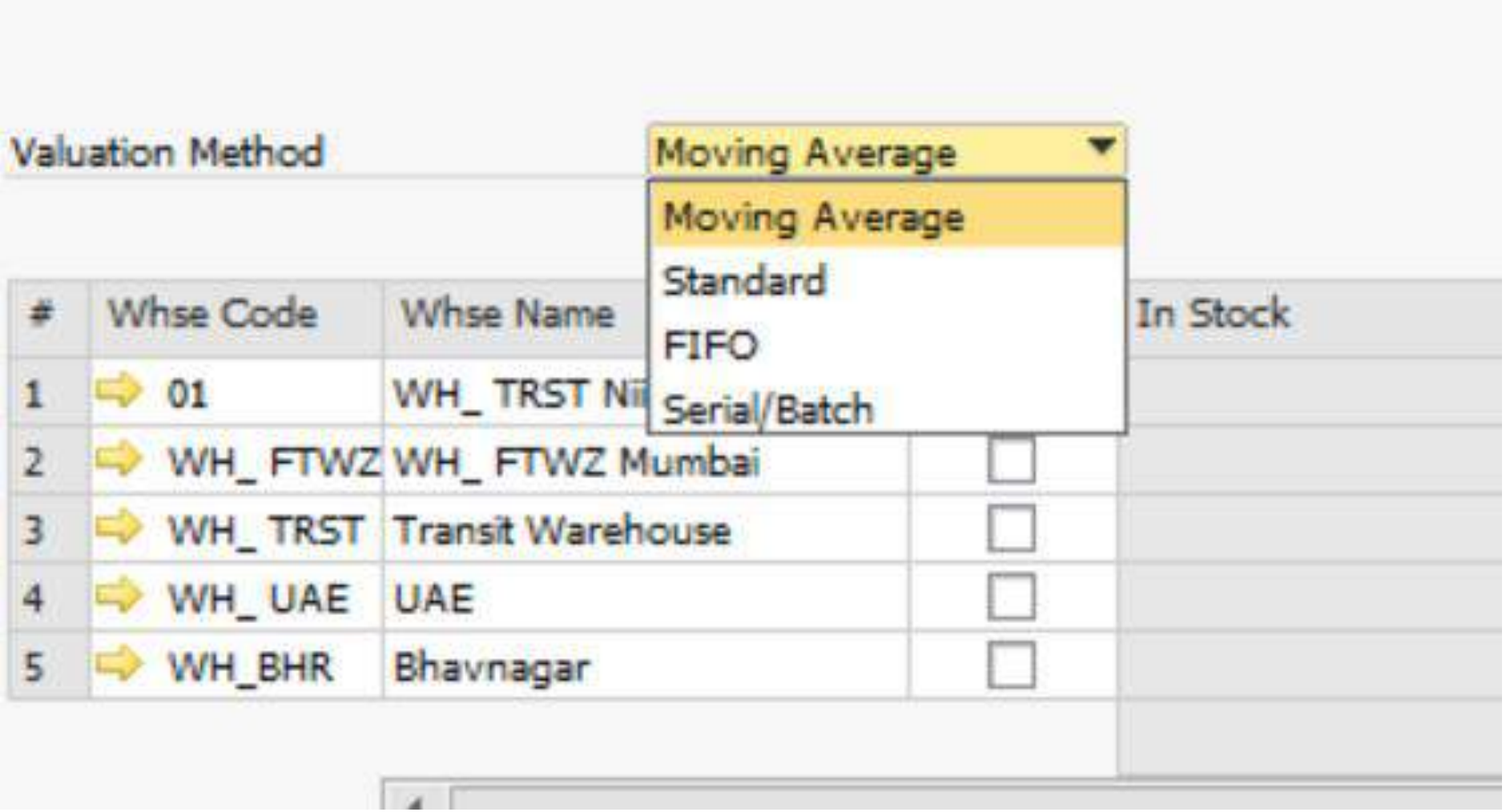
#	Item No.	Item Description	In Stock	Committed	Ordered	Available	Inventory UoM
1	CG150005	Dell 18.5" LED	1		1	2	
2	CG15002	COMPUTER	3		1	4	NOS
3	CG15004	1 TB Enterprise Server HDD for Lenovo/IBM Server			1	1	NOS
4	CG15005	1 TB Desktop Seagae harddisk	1		1	2	
5	EQ05001	HACH REAGENTS GLYCINE REAGENT 10% SOLN CAT NO. 27621-33	5			5	NOS
6	EQ05002	HACH REAGENTS ZINCOVER 5 CAT NO. 2106669	10			10	NOS
7	EQ05004	HACH REAGENTS MOLYBDATE FOR SILICA CAT NO. 21073-69	20			20	NOS
8	EQ05005	HACH REAGENTS MOLYBDENUM10 MLCAT NO. 2604100	5			5	NOS
9	EQ05006	HACH REAGENTS DPD FREE CHLORINE REAGENT CAT NO. 14077-99	20			20	NOS
10	EQ05008	HACH REAGENTS ACID REAGENT FOR SILICA CAT NO.21074-69	12		8	20	NOS
11	EQ05009	HACH REAGENTS MOLYBDOVANADATE REAGENT- 100 ML CAT NO. 20760-32	10			10	NOS
12	EQ05011	HACH REAGENTS CITRIC ACID FOR SILICA CAT NO.2106269	20			20	NOS
13	EQ05012	HACH REAGENTS FERROVER IRON REAGENT CAT NO. 2105769	30			30	NOS
14	EQ05013	HACH REAGENTS PHOSVER 3 REAGENT CAT NO. 2106069 PK/100	10			10	NOS
15	EQ05018	HACH REAGENT- CYCLOHEXANONE REAGENT 100 ML- CAT NO. 1403332			10	10	NOS
16	EQ05019	TEST KITS ZINC AEV- 305	8			8	NOS
17	EQ05021	TEST KITS SILICA LOW LEVEL- AEV 312		2	10	8	NOS
18	EQ05025	TEST KITS ALKALINITY- AEV 204			10	10	NOS
19	EQ05026	TEST KITS ORTHOPHOSPHATE LOW AE - 311			10	10	NOS
20	EQ05029	TEST KITS NITRITE AEV - 207	8			8	NOS
21	EQ05030	TEST KITS CHLORIDE- AEV 203			10	10	NOS
22	EQ05031	TEST KITS IRON LOW LEVEL AEV 303			10	10	NOS
23	EQ05032	TEST KITS CALCIUM HARDNESS AEV- 202			10	10	NOS
24	EQ05033	TEST KITS TOTAL HARDNESS - AEV 221			10	10	NOS
25	EQ05035	PLC BASED CONTROL SYSTEM WITH MANDATORY SPARES	2		1	3	NOS
26	EQ05036	TEST KITS TBC- 103	175		50	225	NOS
27	EQ05037	TEST KITS SRB- 115	100		50	150	NOS
28	EQ05044	TUBING- CLEAR SIZE: 8 MM X 6 MM	300			300	NOS
29	EQ05046	TUBING- CLEAR SIZE: 4 MM X 6 MM	600			600	NOS

Inventory Ageing Report

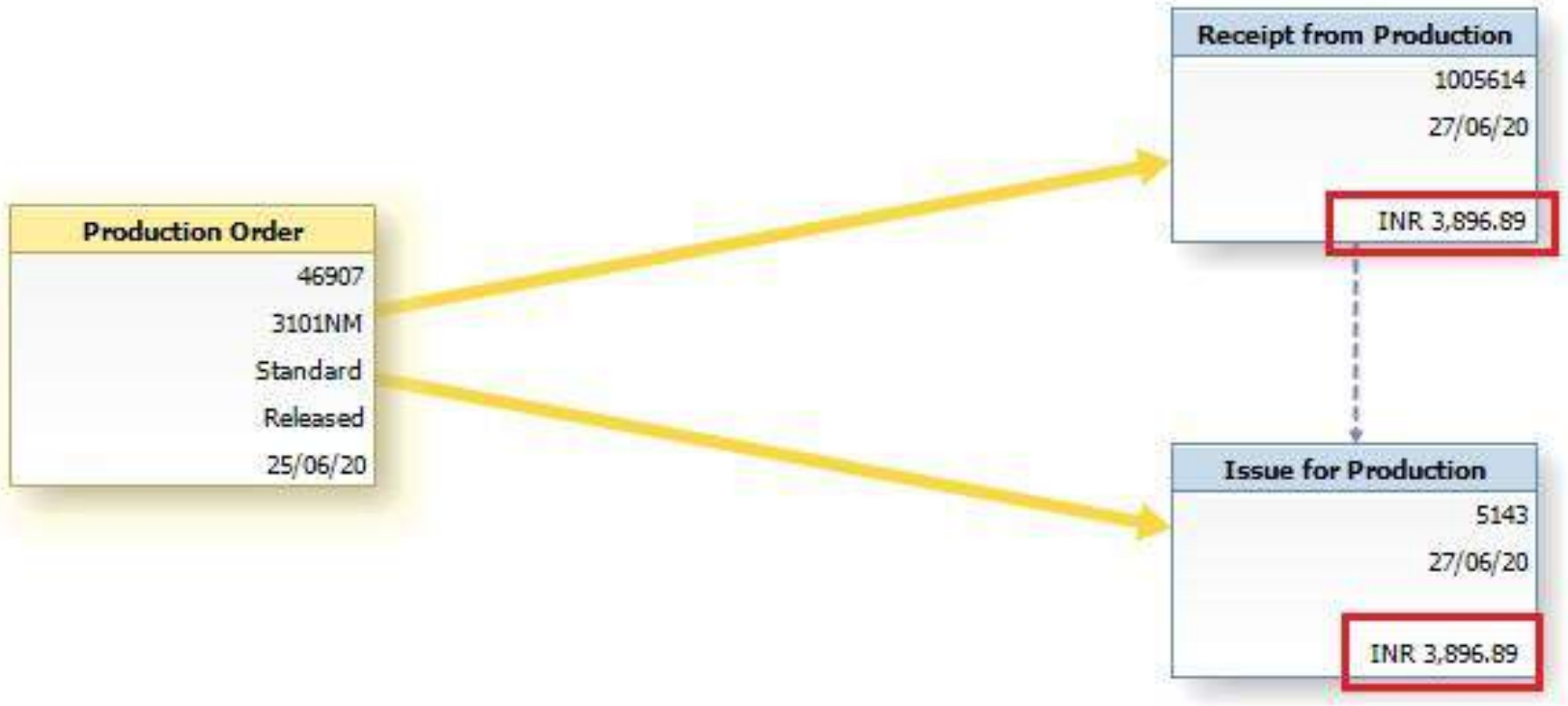
Inventory Aging Report

Item No.	Item Description	Whse	Serial No.	Batch No.	Base Unit	Total		0-7 Days		8-22 Days		23-52 Days		53-172 Days		Older than 172 d...	
						Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Warehouse STO Total					2.000	INR 290.18					2.000	INR 290.18				
Item AE318 Total						2.000	INR 290.18					2.000	INR 290.18				
AE322	AQUASOL - SILICA TEST KIT (322)	STO		AE2115293	NOS	40.000	INR 9,318.07					40.000	INR 9,318.07				
	Warehouse STO Total					40.000	INR 9,318.07					40.000	INR 9,318.07				
Item AE322 Total						40.000	INR 9,318.07					40.000	INR 9,318.07				
AE332	AQUASOL - SILICA TEST KIT (332)	STO		AE2117101	NOS	15.000	INR 1,618.66					15.000	INR 1,618.66				
	Warehouse STO Total					15.000	INR 1,618.66					15.000	INR 1,618.66				
Item AE332 Total						15.000	INR 1,618.66					15.000	INR 1,618.66				
AE337	AQUASOL - AMMONIUM TEST KIT (327)	STO		AE2117091	NOS	1.000	INR 187.34					1.000	INR 187.34				
	Warehouse STO Total					1.000	INR 187.34					1.000	INR 187.34				
Item AE337 Total						1.000	INR 187.34					1.000	INR 187.34				
AE357	AQUASOL- AMMONIA TEST KIT (357)	STO		AE2115071	NOS	3.000	INR 581.46					3.000	INR 581.46				
	Warehouse STO Total					3.000	INR 581.46					3.000	INR 581.46				
Item AE357 Total						3.000	INR 581.46					3.000	INR 581.46				
AE401	AQUASOL - PHOSPHONATE / HEDP TEST KIT (401)	STO		AE2111031	NOS	1.000	INR 293.36					1.000	INR 293.36				
	Warehouse STO Total					1.000	INR 293.36					1.000	INR 293.36				
Item AE401 Total						1.000	INR 293.36					1.000	INR 293.36				
AE402	AQUASOL - AMINE (BOILER) TEST KIT (402)	STO		203920	NOS	1.000	INR 51.41					1.000	INR 51.41				
AE402	AQUASOL - AMINE (BOILER) TEST KIT (402)	STO		204130	NOS	2.000	INR 102.82					2.000	INR 102.82				
AE402	AQUASOL - AMINE (BOILER) TEST KIT (402)	STO		204708	NOS	2.000	INR 102.82					2.000	INR 102.82				
	Warehouse STO Total					5.000	INR 257.05					5.000	INR 257.05				
Item AE402 Total						5.000	INR 257.05					5.000	INR 257.05				
AE403	AQUASOL - CARBON DIOXIDE TEST KIT (403)	STO		AE2117151	NOS	8.000	INR 395.54			8.000	INR 395.54						
	Warehouse STO Total					8.000	INR 395.54			8.000	INR 395.54						
Item AE403 Total						8.000	INR 395.54			8.000	INR 395.54						
AE405	AQUASOL - CHLORINE DIOXIDE TEST KIT (405)	STO		AE2109292	NOS	14.000	INR 1,241.03					14.000	INR 1,241.03				
AE405	AQUASOL - CHLORINE DIOXIDE TEST KIT (405)	STO		AE2109293	NOS	16.000	INR 1,418.32					16.000	INR 1,418.32				
	Warehouse STO Total					30.000	INR 2,659.35					30.000	INR 2,659.35				

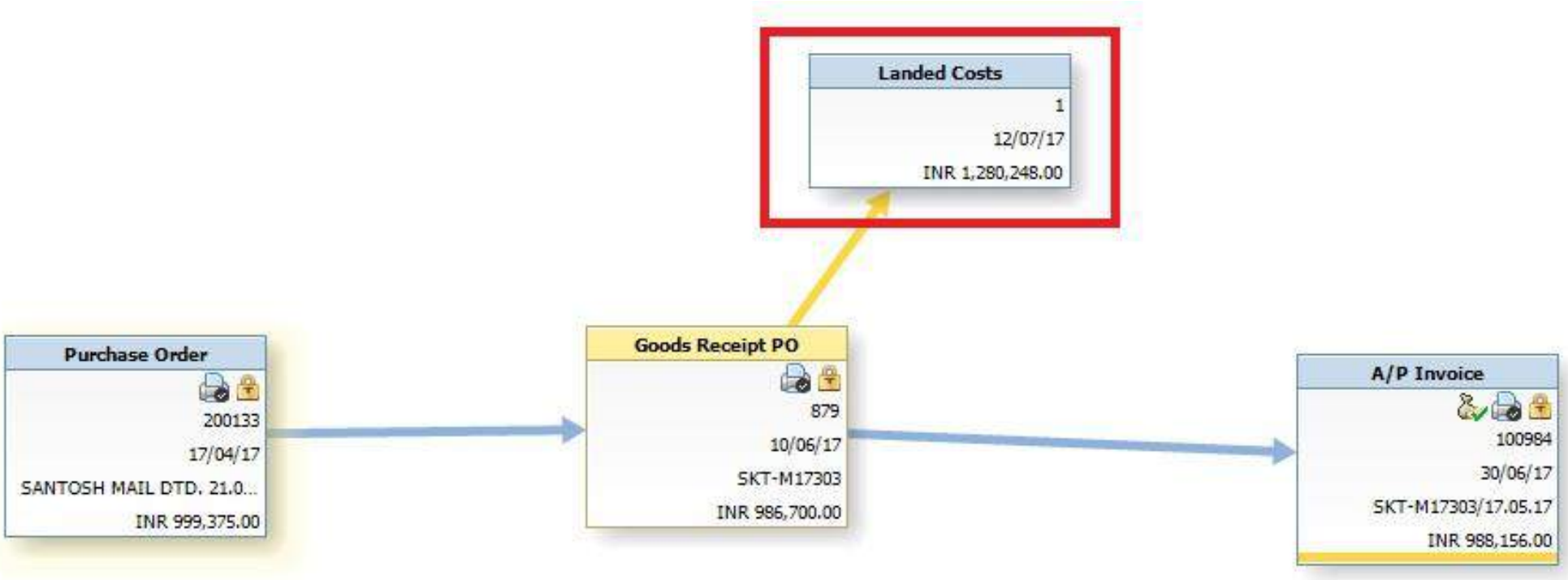
Inventory Valuation



Manufacturing Cost



Inventory Costing



SAP offers extensive costing functionality where we can multiple costing parameters like Landed cost, machine cost, human resources cost

Material Movement Tracking

Inventory Posting List

Display Subtotal: ☐ Daily ☐ Monthly ☐ Yearly

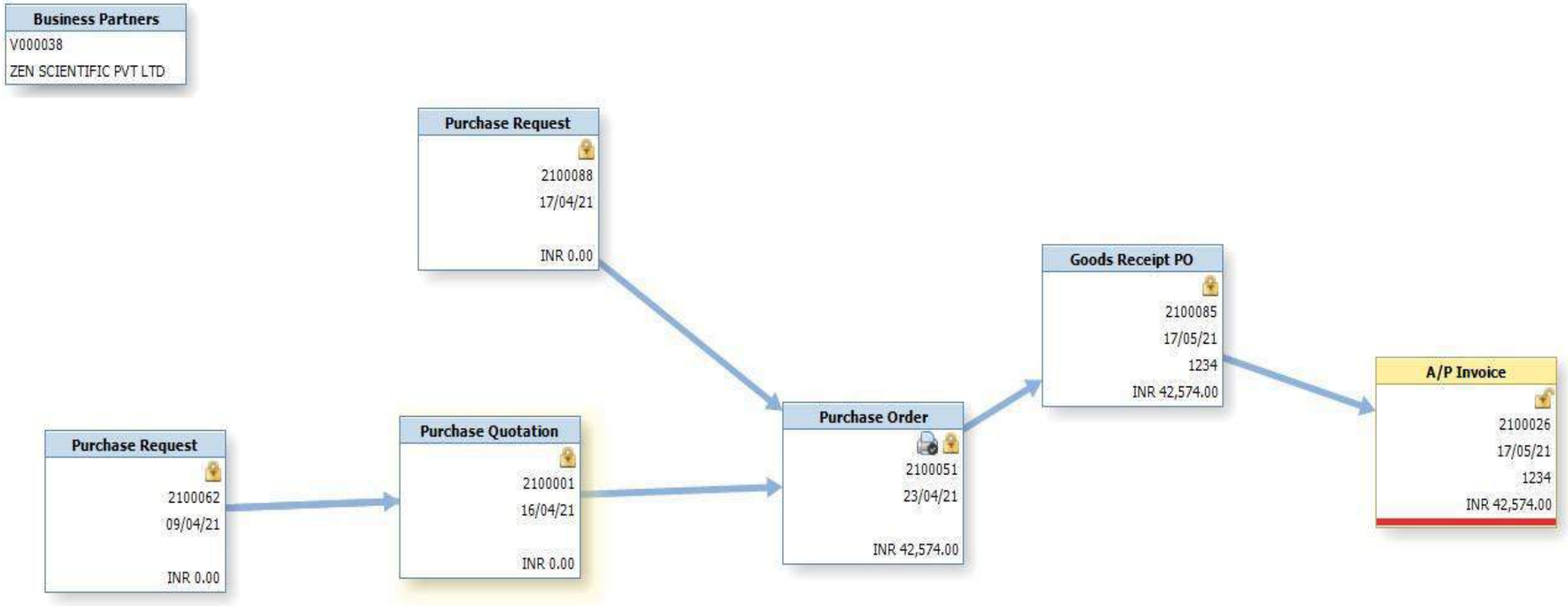
Posting Date	Document	Doc. Row	Whse	G/L Acct/BP Code	G/L Acct/BP Name	Rec. Qty	Iss. Qty	Inventory UoM	Price after Disc.	Balance
AE302					AQUASOL - SILICA TEST KIT (302)					9
05/04/21	DN 2100031	1	STO	C000753	AHURA AQUA TREAT		2	NOS	INR 830.000	7
05/04/21	DN 2100048	1	STO	C000061	ADVANCE AQUATECH SYSTEMS		6	NOS	INR 788.500	1
06/04/21	DN 2100081	3	STO	C001030	SREE BHARATI LIFE SCIENCE (NEW)		1	NOS	INR 830.000	
06/04/21	RE 2100006	3	STO	C001030	SREE BHARATI LIFE SCIENCE (NEW)	1		NOS	INR 0.000	1
06/04/21	ST 2100011	3	STO	AS1101	STOCK VALUE FOR FINISH GOODS		1	NOS	INR 115.440	
07/04/21	SI 2100109	1	STO	AS1101	STOCK VALUE FOR FINISH GOODS	25		NOS	INR 138.270	25
07/04/21	DN 2100119	1	STO	C000183	PRIYA ENTERPRISES		1	NOS	INR 830.000	24
08/04/21	DN 2100159	1	STO	C000153	HYDRO CHEMTECH PVT LTD		1	NOS	INR 830.000	23
09/04/21	DN 2100163	12	STO	C000470	C PRACHI ENTERPRISE		1	NOS	INR 830.000	22
09/04/21	DN 2100174	4	STO	C001369	UK REFCHEM		1	NOS	INR 830.000	21
10/04/21	DN 2100210	3	STO	C001030	SREE BHARATI LIFE SCIENCE (NEW)		1	NOS	INR 830.000	20
10/04/21	DN 2100211	2	STO	C000110	N M JALMATREYA LLP		2	NOS	INR 747.000	18
15/04/21	DN 2100327	7	STO	C000453	SHREEJI ENTERPRISE (BARODA)		1	NOS	INR 830.000	17
17/04/21	DN 2100378	2	STO	C000166	KATS SERVICES CORPORATION		1	NOS	INR 830.000	16
19/04/21	DN 2100399	1	STO	C000495	S P CHEMICALS		10	NOS	INR 830.000	6
19/04/21	DN 2100400	2	STO	C000443	VICTOR SALES CORPORATION		1	NOS	INR 830.000	5
19/04/21	RE 2100020	1	STO	C000495	S P CHEMICALS	10		NOS	INR 138.270	15
21/04/21	DN 2100438	1	STO	C000017	MY LAB TRADERS		1	NOS	INR 830.000	14
21/04/21	DN 2100443	1	STO	C000495	S P CHEMICALS		5	NOS	INR 830.000	9
22/04/21	DN 2100479	5	STO	C001628	ANJ CHEMICAL CORPORATION		2	NOS	INR 1,496.000	7
22/04/21	SI 2100490	1	STO	AS1101	STOCK VALUE FOR FINISH GOODS	25		NOS	INR 120.744	32
24/04/21	DN 2100531	1	STO	C000402	J J ENTERPRISES (INDORE)		1	NOS	INR 830.000	31
27/04/21	DN 2100550	2	STO	C000158	ION TREAT ENGINEERS		1	NOS	INR 622.500	30
28/04/21	DN 2100579	3	STO	C001452	LABMATE		1	NOS	INR 830.000	29
03/05/21	DN 2100642	2	STO	C000152	HOLY SCIENTIFIC		2	NOS	INR 830.000	27

SAP keeps track of all the Inventory related transactions which can be tracked by Inventory Posting or Inventory Movement Tracking

PURCHASE MANAGEMENT

- Indent to Quote to QS to Order to GRN
- JIT Purchases
- Approval Workflow Management
- Inventory Planning by various using Reordering Policies

Indent to Quote to Quotation to Order to GRN

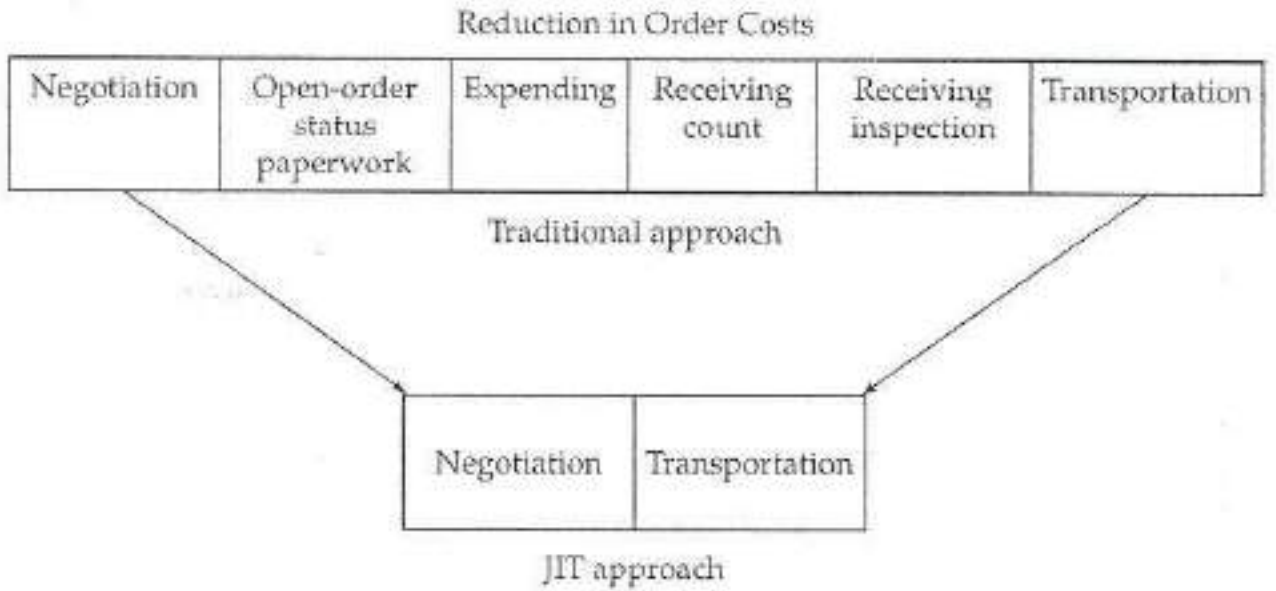


JUST IN TIME PURCHASING / LEAN PURCHASING

- The cost of raw materials has traditionally, been a serious concern of top management.
- Over the years, material cost as a proportion of total cost of the end product has risen sharply and is as high as 80 percent in some instances.
- Consequently, the role of the purchasing function in a manufacturing organization has become increasingly important.
- The just-in-time production control system focuses on reducing both raw materials and work-in-process inventories Specifically, JIT requires that the right materials are provided to work stations at the right time

JUST IN TIME PURCHASING

- The function of purchasing is to provide a firm with component parts and raw materials
- Purchasing also must ensure that high-quality products are provided on time, at a reasonable price.
- A comparison of critical elements associated with JIT purchasing and traditional purchasing approaches follows:

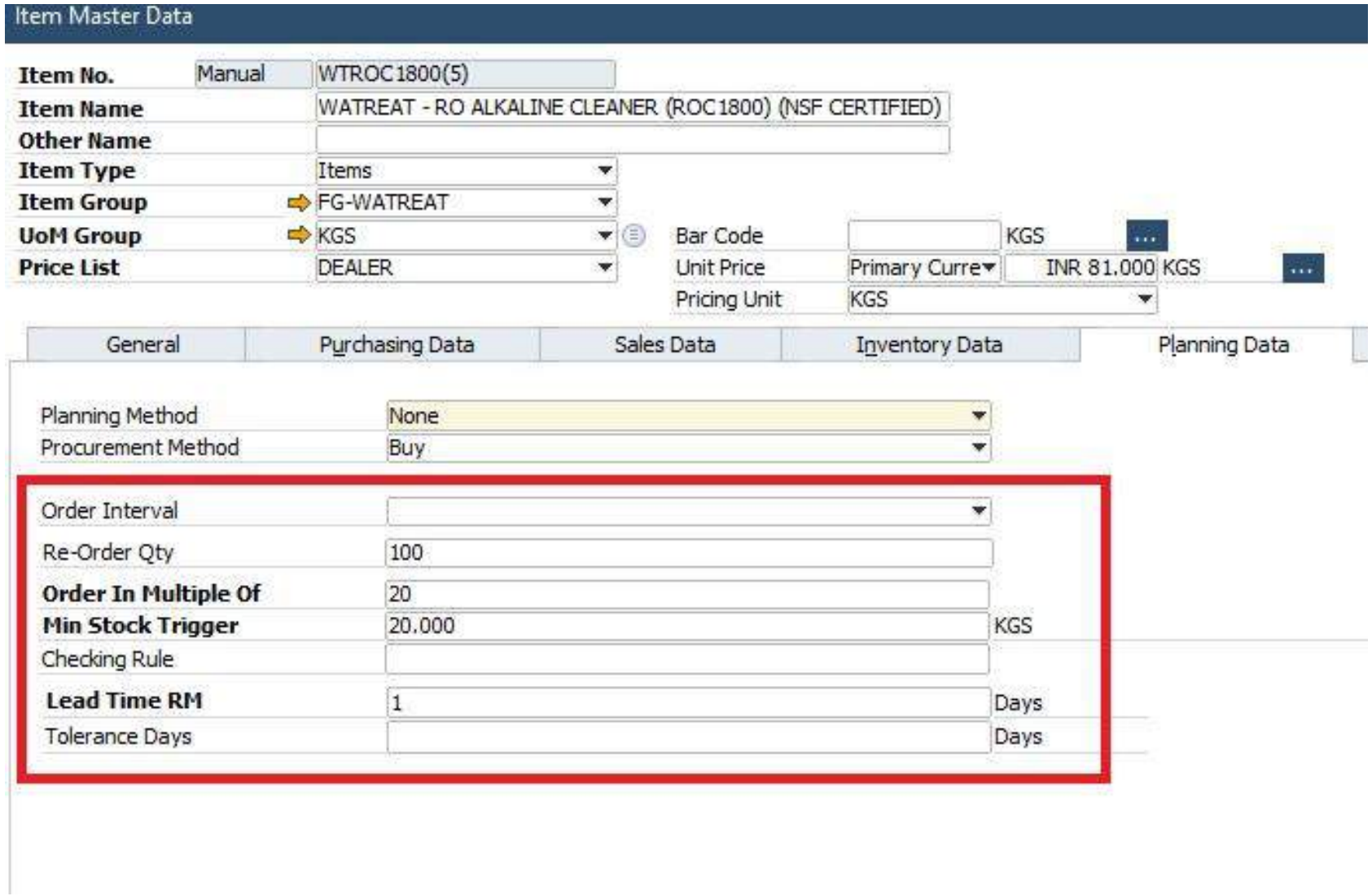


Workflow Approval Status Report

Approval Status Report

Document Type	Document ...	Document...	Originator	Template	Status	R...	Draft Key	Draft Updated By	Draft Update Da
▼ Return	2100015		SIDDHESH RAUT		Generated by Authorizer		15	SIDDHESH RAUT	14/04/21
Return	2100015		SIDDHESH RAUT	DC to Direct Return	Approved		15		
▶ Return	2100020		SIDDHESH RAUT		Generated by Authorizer		28	SIDDHESH RAUT	19/04/21
▶ Return	2100019		SIDDHESH RAUT		Generated by Authorizer		33	SIDDHESH RAUT	20/04/21
▶ Return	2100023		PRASHANT GODKE		Generated		44	SUREKHA HINDLEKAR	26/04/21
▶ Return	2100028		PRASHANT GODKE		Generated		49	PRASHANT GODKE	30/04/21
▶ Return		2100015	SIDDHESH RAUT		Approved		16	SIDDHESH RAUT	14/04/21
▶ Return		2100018	SIDDHESH RAUT		Rejected		29	SIDDHESH RAUT	20/04/21

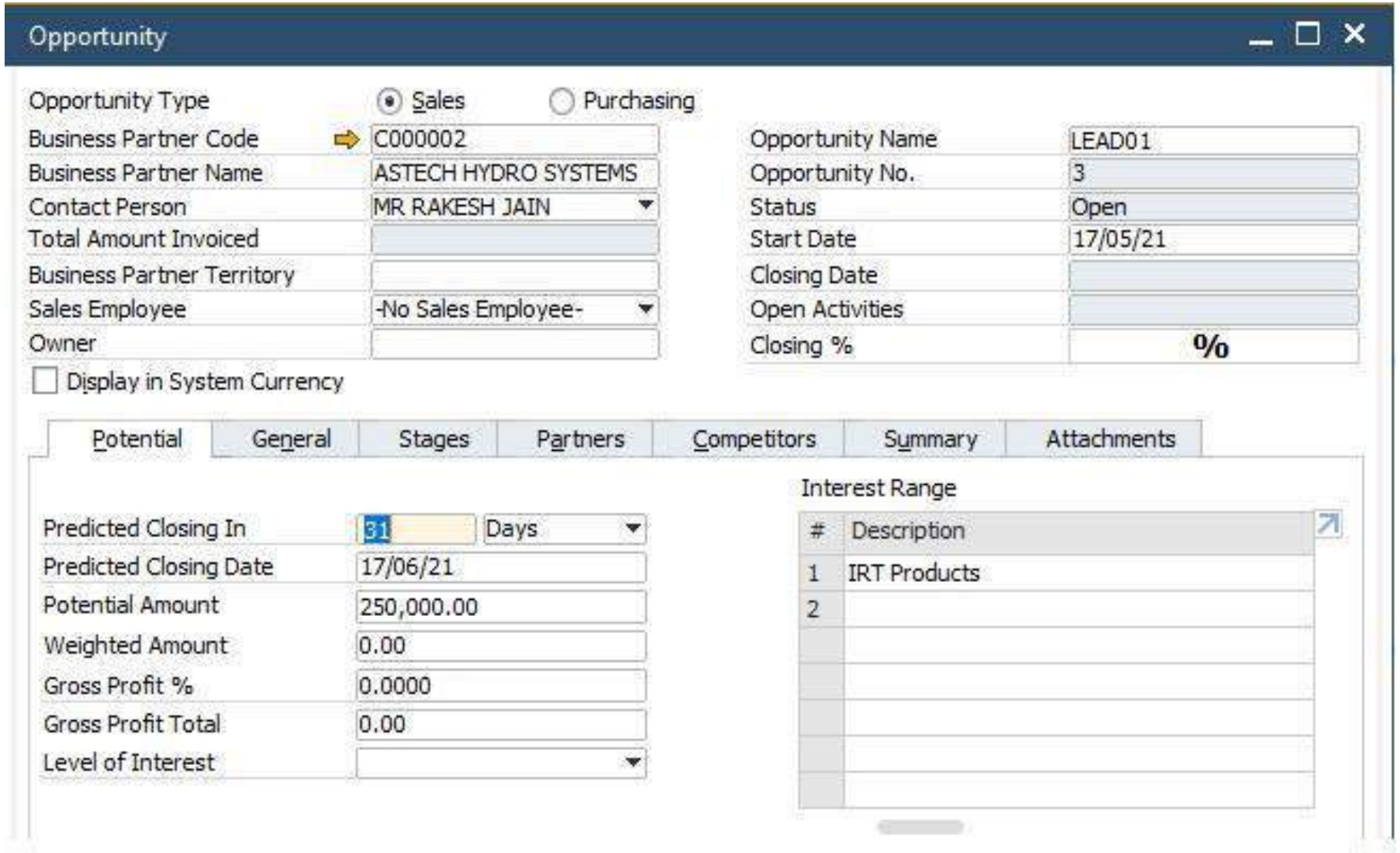
Inventory planning by various Reordering Policies



SALES MANAGEMENT

- Lead Generation & Tracking
- Sales Target vs Actuals
- Lead Status
- Lead to Quote to Order to Invoice Process
- Demand vs Supply Management
- Auto Generation of Requirement Plan based on Sales Order
- Material Requirement Plan based on Sales Order. This will help better Inventory Planning and Cost Control

Lead Generation & Tracking



Target vs Actual

Date From 01/04/20 To 31/03/21 ☑ Display Subtotals

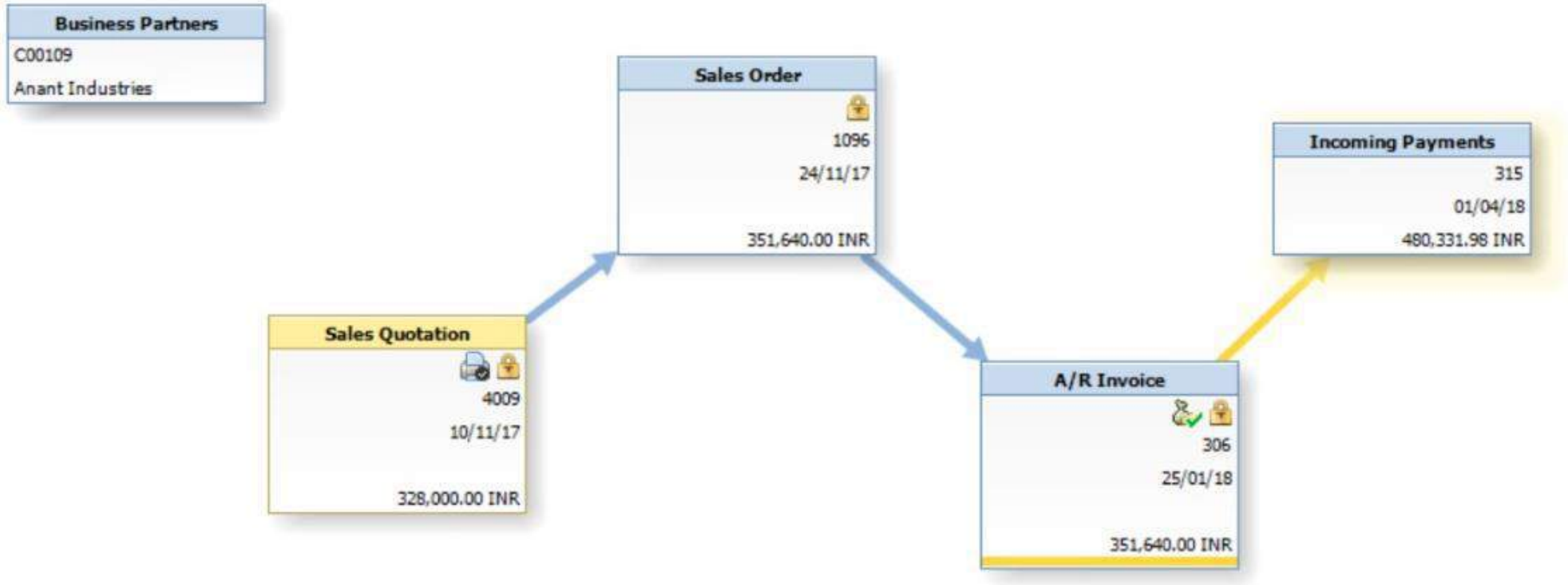
Account Name	Annual Report			
		Actual	Difference	Difference in %
Revenue	INR -1,094,543,187.00	INR -549,264,756.63	INR -545,278,430.37	49.82
410000000 - Revenue	INR -1,094,543,187.00	INR -549,264,756.63	INR -545,278,430.37	49.82
410010000 - Domestic Sales	INR -428,277,600.00	INR -212,132,023.41	INR -216,145,476.59	50.47
410010100 - Sales Goods	INR -329,963,275.00	INR -159,397,850.42	INR -170,565,424.58	51.69
410010101 - Sale - Machine Reliability	INR -36,760,637.00	INR -117,725,091.32	INR 80,964,454.32	-220.25
410010102 - Sale - Metals Recycling	INR -61,765,539.00	INR -41,672,759.10	INR -20,092,779.90	32.53
410010103 - Sales Revenue	INR -55,733,443.00		INR -55,733,443.00	100.00
410010104 - Sale - Machine Reliability - Intercompany	INR -73,148,944.00		INR -73,148,944.00	100.00
410010105 - Sale - Metals Recycling - Intercompany	INR -102,554,712.00		INR -102,554,712.00	100.00
410010200 - Sales Service	INR -98,314,225.00	INR -52,734,172.99	INR -45,580,052.01	46.36
410010201 - Sale of Services	INR -98,314,225.00	INR -52,734,172.99	INR -45,580,052.01	46.36
410020000 - Exports Sales	INR -666,265,687.00	INR -337,132,733.22	INR -329,132,953.78	49.40
410020100 - Sales Goods	INR -556,538,401.00	INR -290,157,737.69	INR -266,380,663.31	47.86
410020101 - Metals Recycling	INR -139,671,708.00	INR -289,790,122.19	INR 150,118,414.19	-107.48
410020102 - Machine Reliability	INR -136,500,793.00	INR -367,615.50	INR -136,133,177.50	99.73
410020103 - Sale - Machine Reliability - Intercompany	INR -148,300,101.00		INR -148,300,101.00	100.00
410020104 - Sale - Metals Recycling - Intercompany	INR -132,065,799.00		INR -132,065,799.00	100.00
410030000 - Exports Sales (Out to Out)	INR -109,727,286.00	INR -46,974,995.53	INR -62,752,290.47	57.19
410030100 - Sales Machine Reliability (Out to Out)	INR -109,727,286.00	INR -46,974,995.53	INR -62,752,290.47	57.19

Lead Status Report

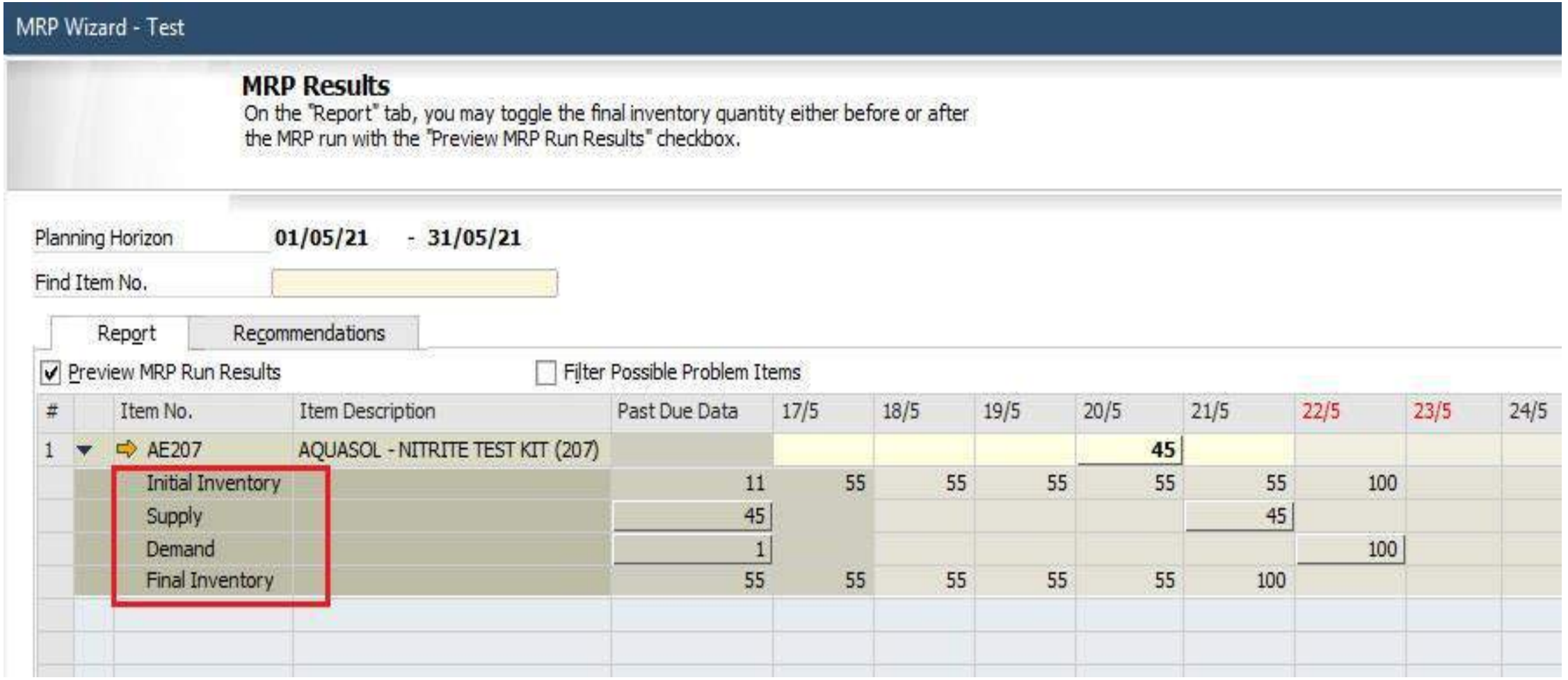
Opportunities Statistics Report

#	BP Code	BP Name	Total	Total Open	Total Won	Total Lost	Total Closed	Success %	Pot. Open Amount	Weighted Open Amt	Won Amount	Lost Amount
1	C000002	ASTECH HYDRO SYSTEMS	1	1					250,000.00	125,000.00	0.00	0.00
2	C000016	LABORT FINE CHEM PVT LTD	1		1		1	100	0.00	0.00	30,000.00	0.00
3	C000023	SHIVA AQUA ENTERPRISES	1	1					25,600.00	7,680.00	0.00	0.00

Lead to Quote to Order to Invoice Process

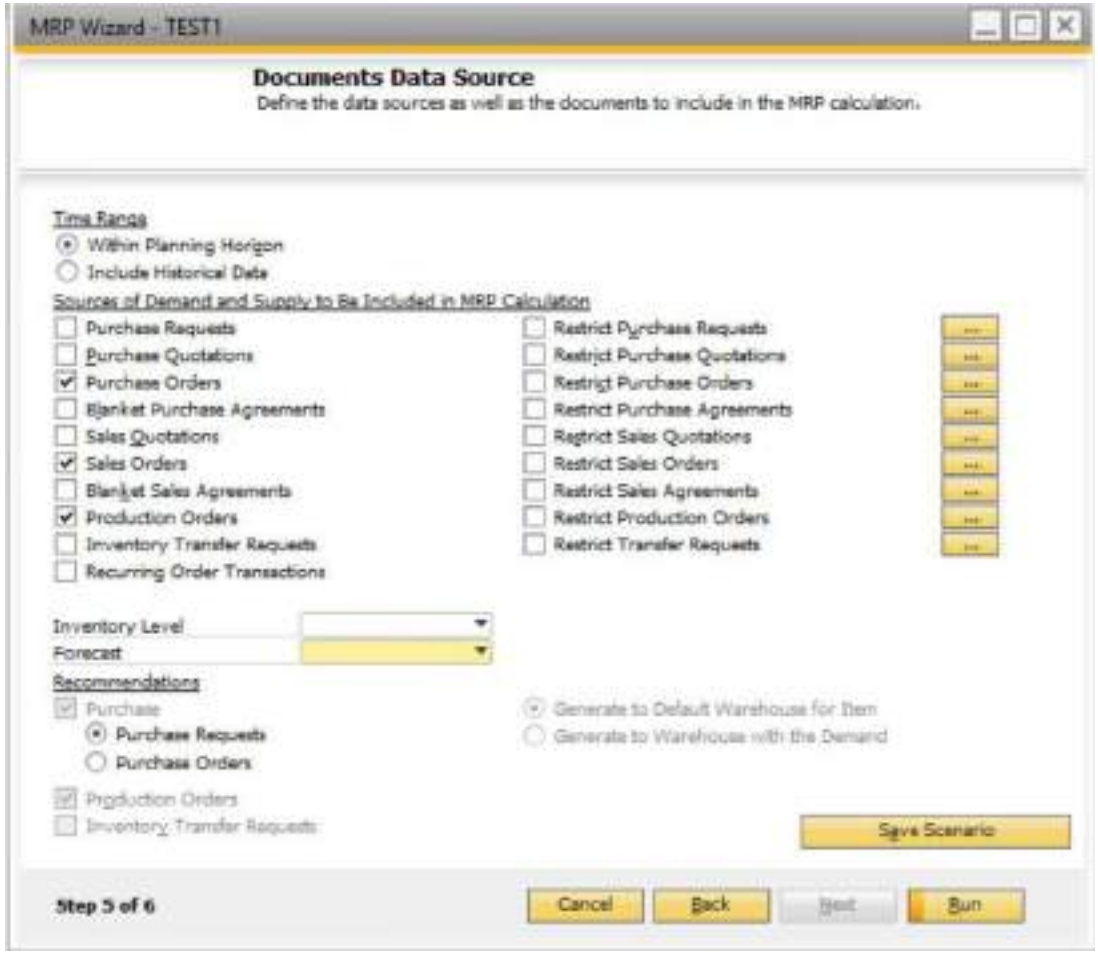


Auto Generation of Requirement Plan based on Sales Order



#	Item No.	Item Description	Past Due Data	17/5	18/5	19/5	20/5	21/5	22/5	23/5	24/5
1	AE207	AQUASOL - NITRITE TEST KIT (207)					45				
	Initial Inventory		11	55	55	55	55	55	100		
	Supply		45					45			
	Demand		1						100		
	Final Inventory		55	55	55	55	55	100			

Material Requirement Plan based on Sales Order



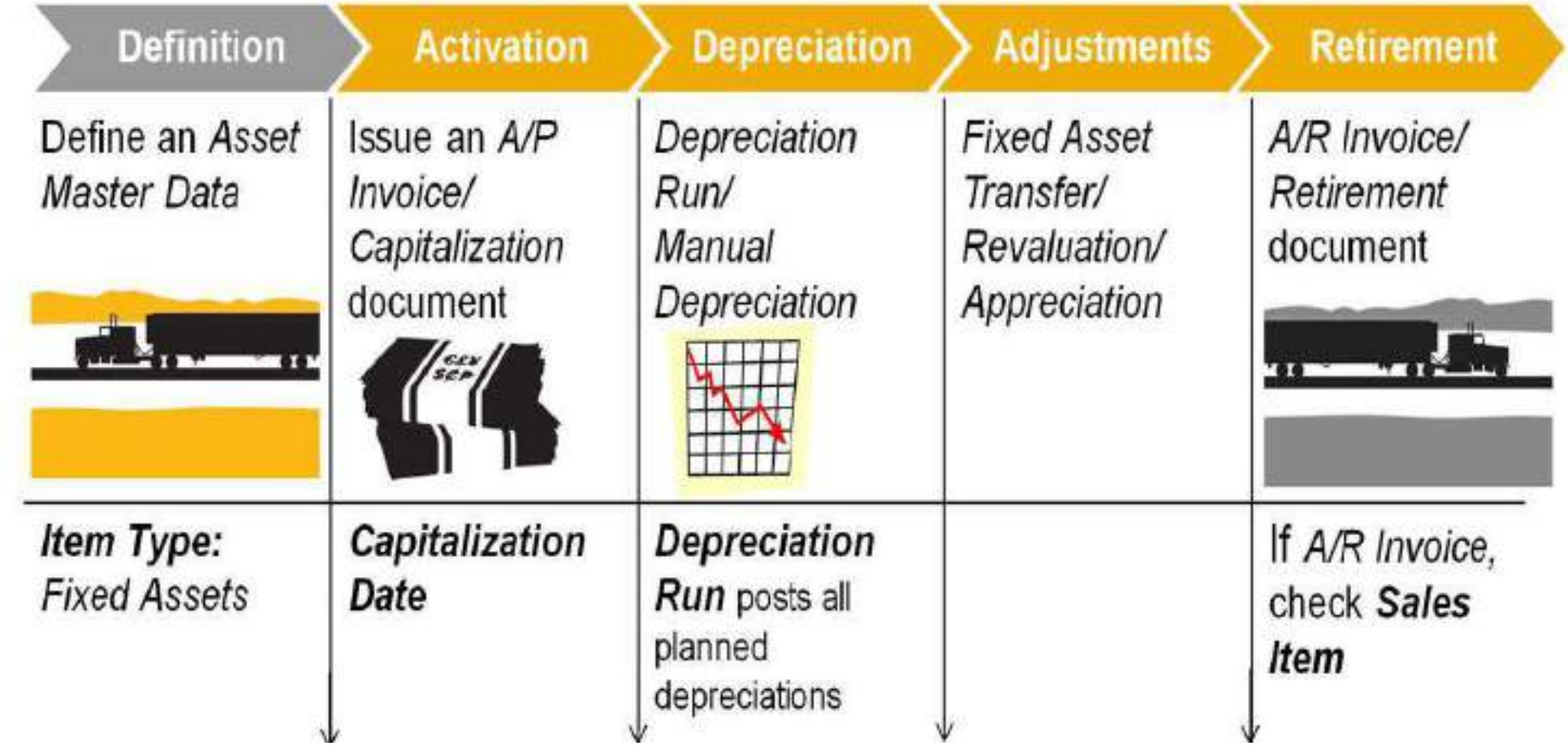
FIXED ASSET MANAGEMENT

- Fixed Asset Management
- Fixed Asset Cycle
- Fixed Asset Tracker
- Fixed Asset Capitalization Posting
- Fixed Asset Deprecation
- Fixed Asset Depreciation Run
- Fixed Asset Profit & Loss Statement

Fixed Asset

- **Activation**
  - Activate the *Asset Master Data* using an *A/P Invoice* or by the *Capitalization* document.
- **Depreciation**
  - Use depreciation to write off the cost of an asset over its useful lifetime.
- **Adjustments**
  - Utilize additional fixed assets documents: *Transfer, Manual Depreciation, Asset Revaluation*.
- **Retirement**
  - Retire a fixed asset: by an *A/R invoice* or by the *Retirement* document if there is no customer involved.
- **Monitor**
  - Use reports and the Asset Master Data form to monitor a fixed asset's value.

Fixed Asset Cycle



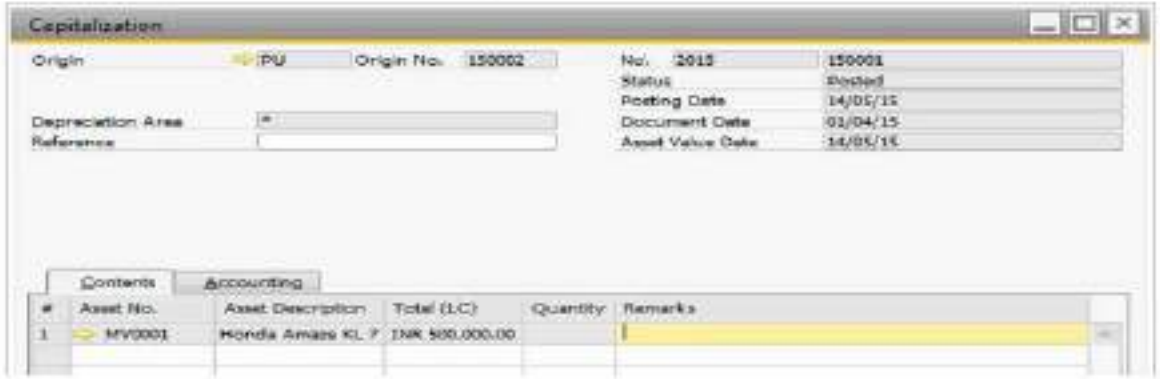
Fixed Asset Tracker

Asset Transaction Report

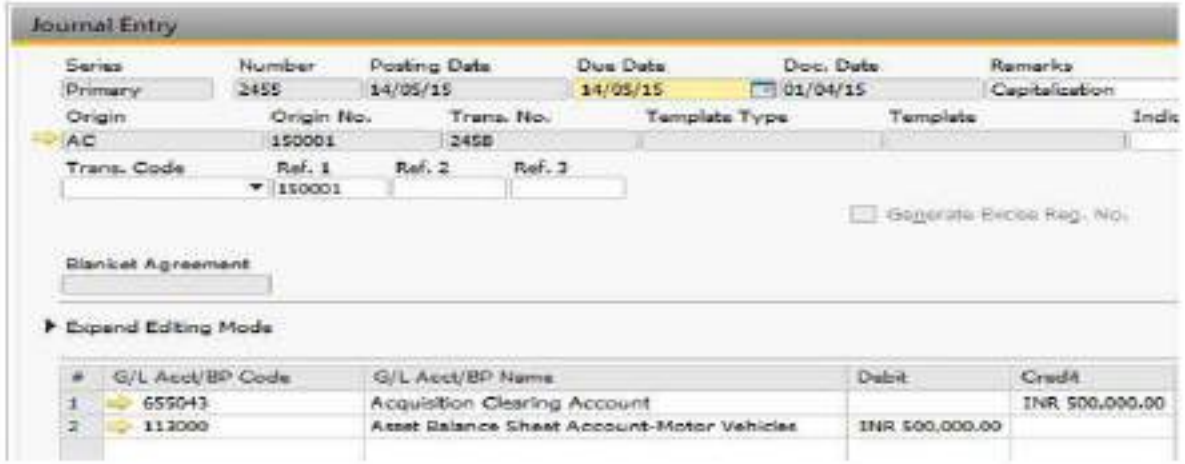
#	Doc. No.	Posting Date	Document Date	Asset Value Date	Transaction Type	Depreciation Area	Amount	APC	Quantity	Canceled	Remarks
1	AC 1	01/10/19	01/10/19	01/10/19	Acquisition						
2						Main Books	INR 12,640.49	INR 12,640.49	1		
3		19/03/20	19/03/20	01/10/19	Change of Useful Life						
4						Main Books		INR 0.00			150 -> 37
5	AR 5	31/03/20	31/03/20	31/03/20	Revaluation						
6						Main Books	INR -76.41	INR 0.00			

Fixed Asset Capitalization Posting

*Automatic Capitalization Entry with respect to AP Invoice

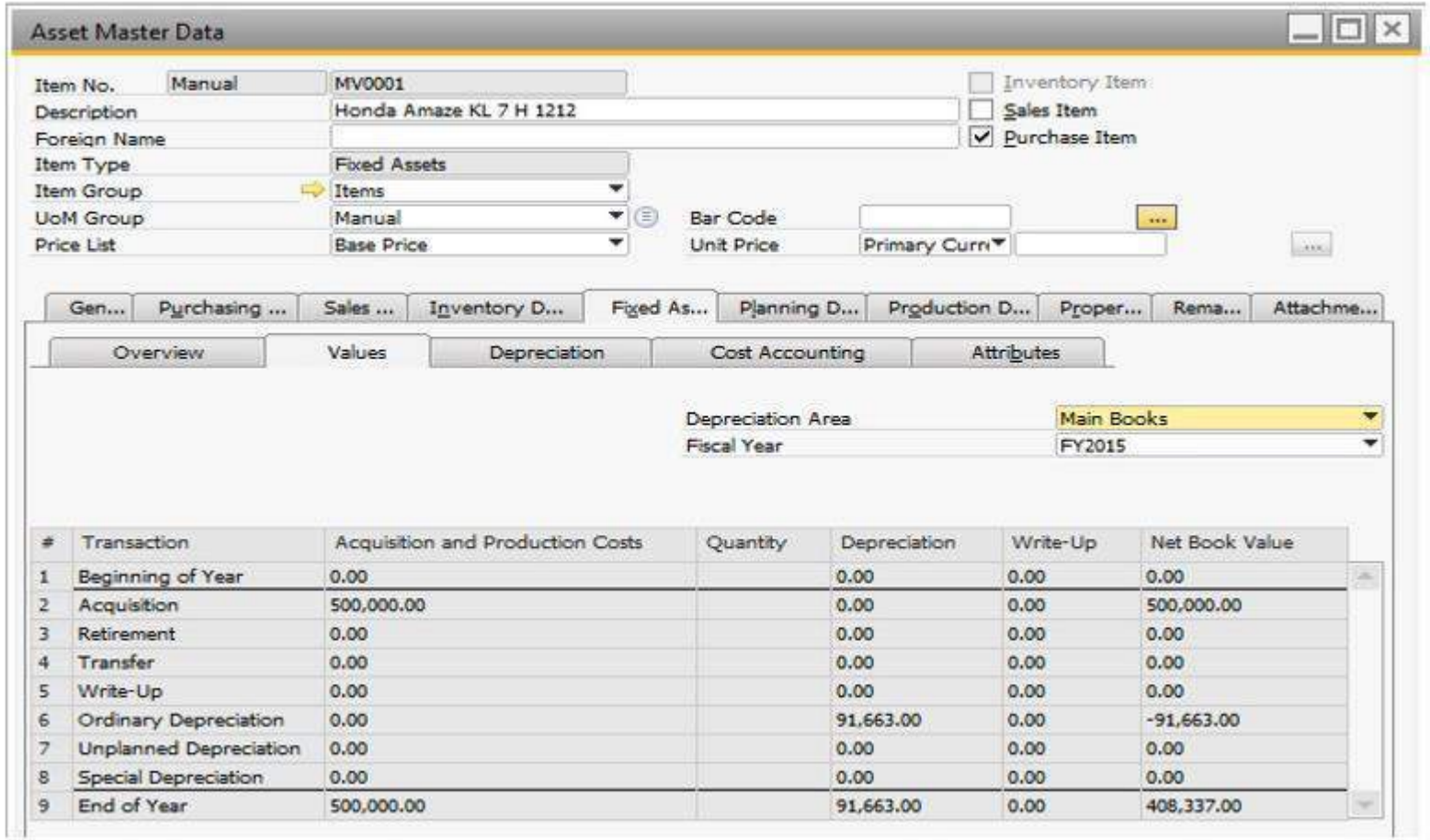


*JE of Automatic Capitalization Entry with respect to AP Invoice



Fixed Asset After Posting Capitalization Entry in SAP

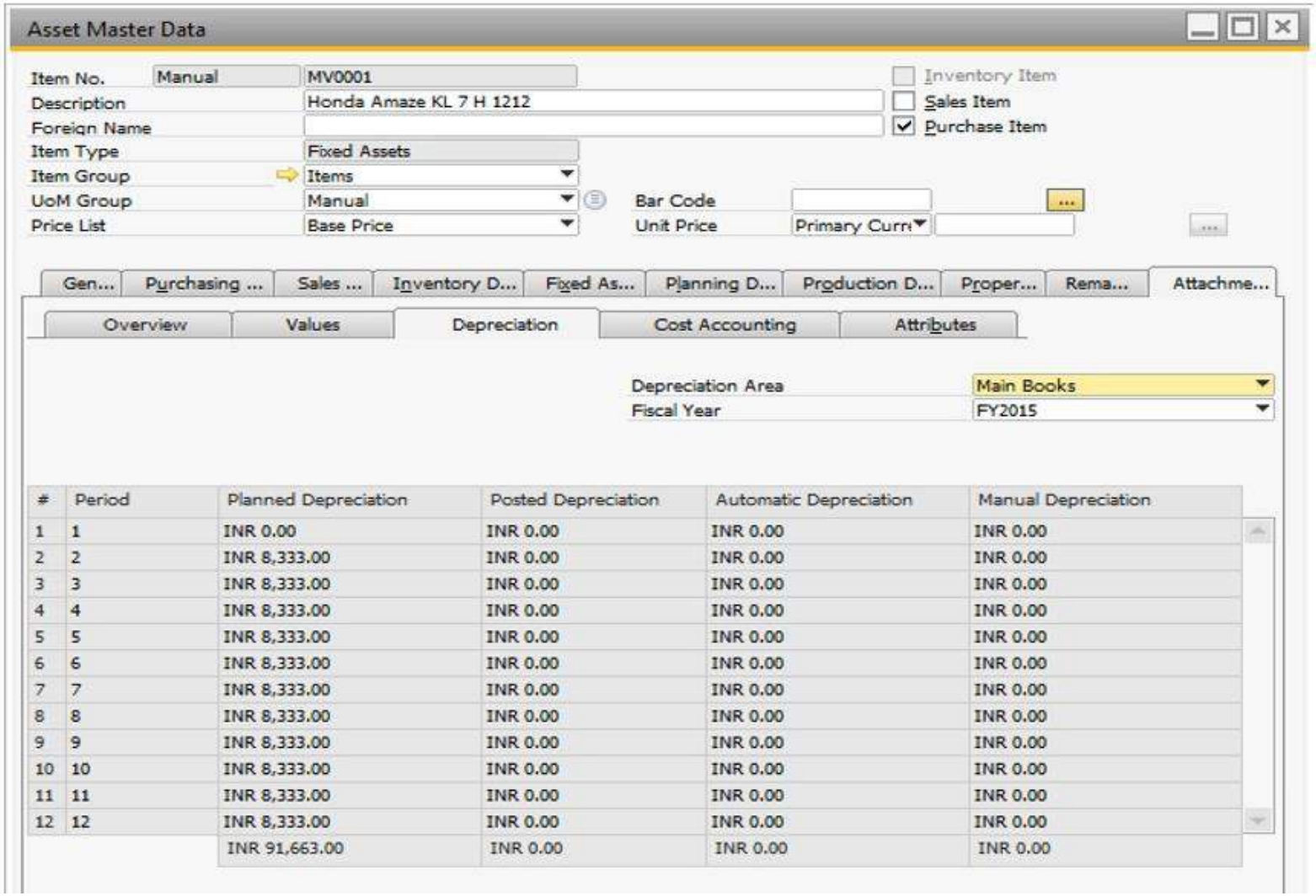
- FA Master After adding Capitalization Values Tab



#	Transaction	Acquisition and Production Costs	Quantity	Depreciation	Write-Up	Net Book Value
1	Beginning of Year	0.00		0.00	0.00	0.00
2	Acquisition	500,000.00		0.00	0.00	500,000.00
3	Retirement	0.00		0.00	0.00	0.00
4	Transfer	0.00		0.00	0.00	0.00
5	Write-Up	0.00		0.00	0.00	0.00
6	Ordinary Depreciation	0.00		91,663.00	0.00	-91,663.00
7	Unplanned Depreciation	0.00		0.00	0.00	0.00
8	Special Depreciation	0.00		0.00	0.00	0.00
9	End of Year	500,000.00		91,663.00	0.00	408,337.00

Fixed Depreciation Tab After Capitalization

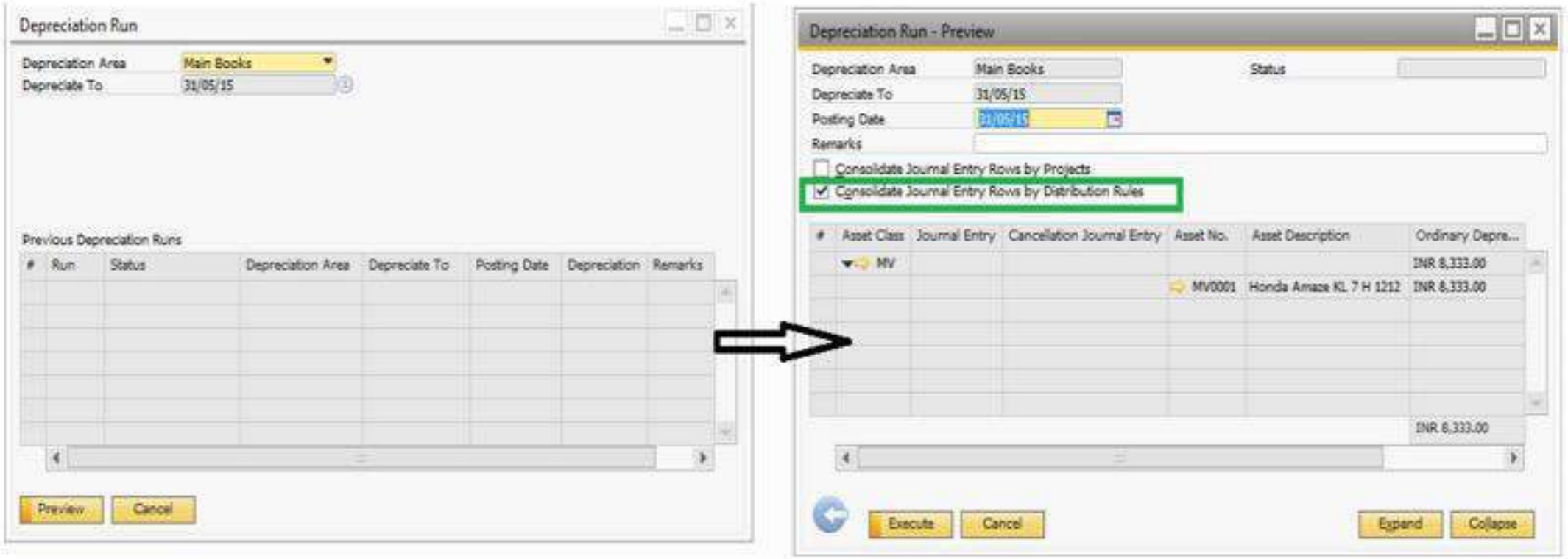
- FA Master After adding Capitalization Depreciation Tab



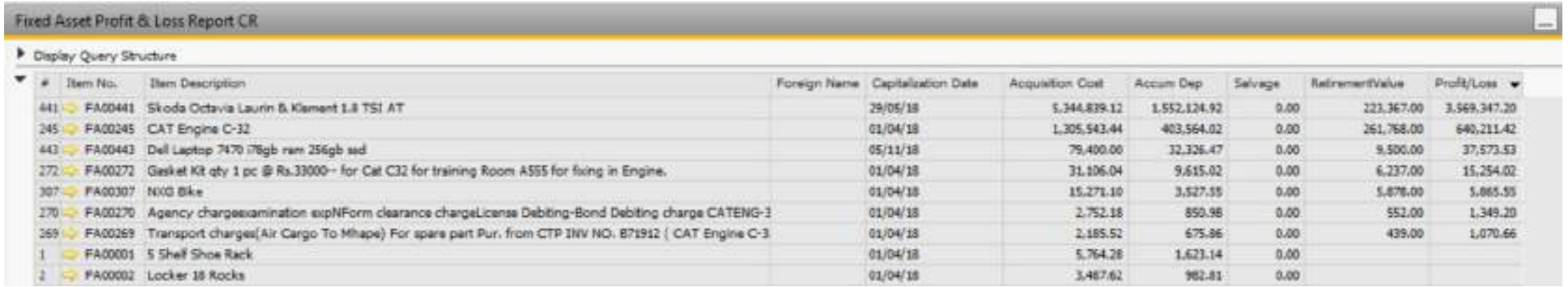
#	Period	Planned Depreciation	Posted Depreciation	Automatic Depreciation	Manual Depreciation
1	1	INR 0.00	INR 0.00	INR 0.00	INR 0.00
2	2	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
3	3	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
4	4	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
5	5	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
6	6	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
7	7	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
8	8	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
9	9	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
10	10	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
11	11	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
12	12	INR 8,333.00	INR 0.00	INR 0.00	INR 0.00
		INR 91,663.00	INR 0.00	INR 0.00	INR 0.00

Fixed Asset Depreciation Run

- Depreciation Run for Month End



Fixed Asset Profit & Loss Report



Fixed Asset Profit & Loss Report CR

Display Query Structure

#	Item No.	Item Description	Foreign Name	Capitalization Date	Acquisition Cost	Accum Dep	Salvage	RetirementValue	Profit/Loss
441	FA00441	Skoda Octavia Laurin & Klament 1.8 TSI AT		29/05/18	5,344,839.12	1,552,124.92	0.00	223,367.00	3,569,347.20
245	FA00245	CAT Engine C-32		01/04/18	1,305,543.44	403,564.02	0.00	261,768.00	640,211.42
443	FA00443	Dell Laptop 7470 i78gb ram 256gb ssd		05/11/18	79,400.00	32,326.47	0.00	9,500.00	37,573.53
272	FA00272	Gasket Kit qty 1 pc @ Rs.33000-- for Cat C32 for training Room A555 for fixing in Engine.		01/04/18	31,106.04	9,615.02	0.00	6,237.00	15,254.02
307	FA00307	NXG Bike		01/04/18	15,271.10	3,527.55	0.00	5,878.00	5,865.55
270	FA00270	Agency chargesexamination expNForm clearance chargeLicense Debiting-Bond Debiting charge CATENG-3		01/04/18	2,752.18	850.98	0.00	552.00	1,349.20
269	FA00269	Transport charges(Air Cargo To Mhape) For spare part Pur. from CTP INV NO. 871912 (CAT Engine C-3		01/04/18	2,185.52	675.86	0.00	439.00	1,070.66
1	FA00001	5 Shelf Shoe Rack		01/04/18	5,764.28	1,623.14	0.00		
2	FA00002	Locker 18 Rocks		01/04/18	3,467.62	982.81	0.00		

IT INFRASTRUCTURE FOR SAP

- Deployment Options
- Cloud Options

DEPLOYMENT MODELS

SAP Business One Deployment Options

On premise and Cloud

On premise

Key Benefits

- Compliance with internal Data Security Policies
- Direct control and access to your data, allowing flexibility in local reporting accesses
- Better ability to customize and extend your business process
- Leverage internal hardware and existing IT infrastructure and resources
- Perpetual licensing, with higher upfront cost but better long-term TCO
- Less dependence on always-connected internet

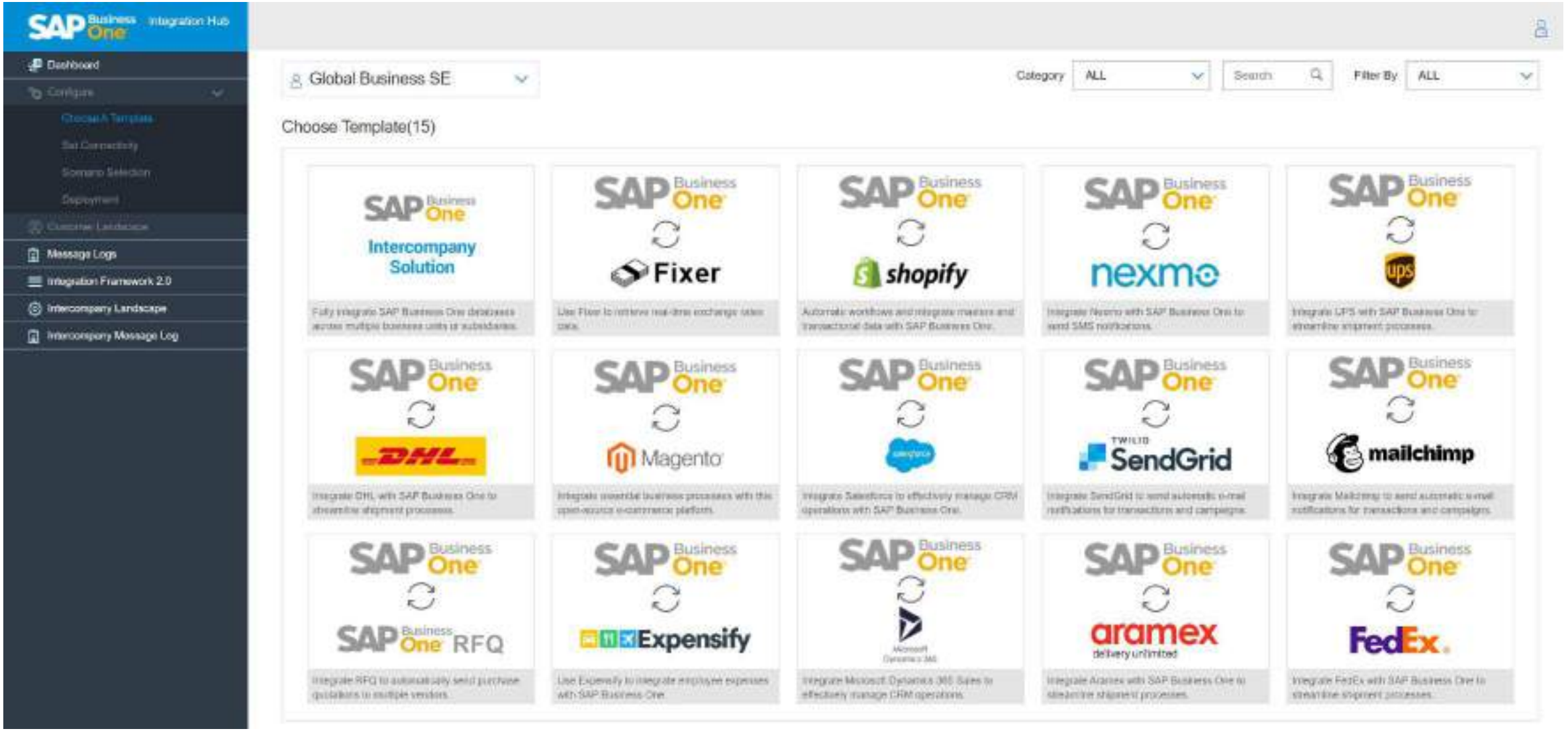
Cloud

Key Benefits

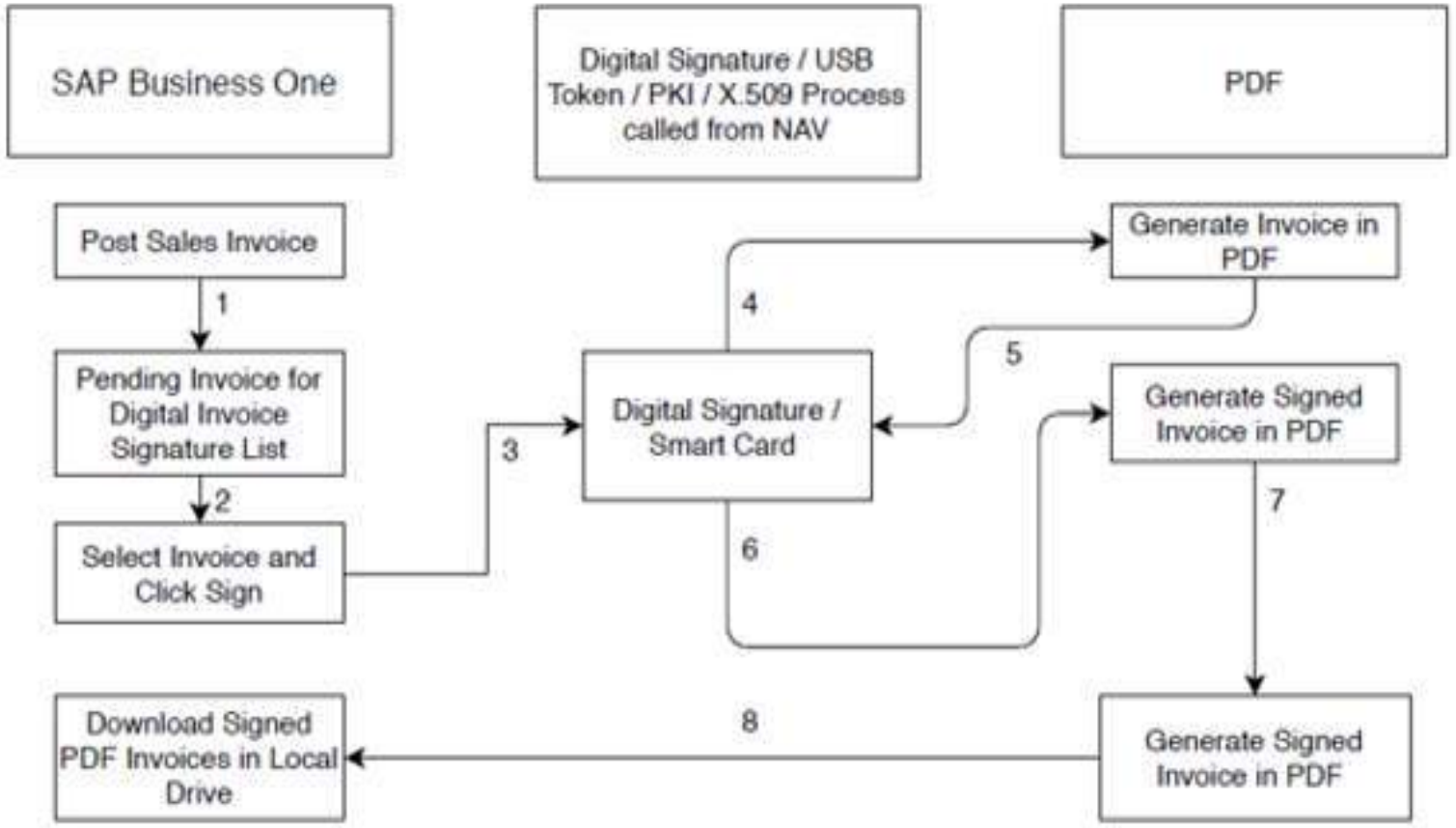
- Easy and affordable deployment
- Secure browser-based access from anywhere, at any time
- Access to the most up-to-date functionality without having to use rely on in-house IT resources to maintain the solution
- Subscription licensing avoiding capital expenditure and allowing for operational expenditure flexibility
- Manage your most critical business functions in your Web browser.

INTEGRATION POSSIBILITIES WITH SAP

- Any 3rd party Software Integration possible with Service Layer in SAP
- What's app Integration with SAP
- Auto Email/SMS from SAP
- GST Integration
- Bank Integration
- PLC Machine Integration
- 3rd Party CRM Integration


SAP Business One Integration Hub
Dashboard
Configure
Choose A Template
Set Connectivity
Scenario Selection
Deployment
Customer Landscape
Message Logs
Integration Framework 2.0
Intercompany Landscape
Intercompany Message Log
Global Business SE
Category
ALL
Search
Filter By
ALL
Choose Template(15)
SAP Business One
Intercompany Solution
Fully integrate SAP Business One databases across multiple business units or subsidiaries.
SAP Business One
Fixer
Use Fixer to retrieve real-time exchange rates data.
SAP Business One
shopify
Automate workflows and integrate invoices and transactional data with SAP Business One.
SAP Business One
nexmo
Integrate Nexmo with SAP Business One to send SMS notifications.
SAP Business One
ups
Integrate UPS with SAP Business One to streamline shipment processes.
SAP Business One
DHL
Integrate DHL with SAP Business One to streamline shipment processes.
SAP Business One
Magento
Integrate essential business processes with this open-source e-commerce platform.
SAP Business One
Integrate Salesforce to effectively manage CRM operations with SAP Business One.
SAP Business One
TWILIO SendGrid
Integrate SendGrid to send automatic e-mail notifications for transactions and campaigns.
SAP Business One
mailchimp
Integrate Mailchimp to send automatic e-mail notifications for transactions and campaigns.
SAP Business One
SAP Business One RFQ
Integrate RFQ to automatically send purchase quotations to multiple vendors.
SAP Business One
Expensify
Use Expensify to integrate employee expenses with SAP Business One.
SAP Business One
Integrate Microsoft Dynamics 365 Sales to effectively manage CRM operations.
SAP Business One
aramex
delivery unlimited
Integrate Aramex with SAP Business One to streamline shipment processes.
SAP Business One
FedEx
Integrate FedEx with SAP Business One to streamline shipment processes.

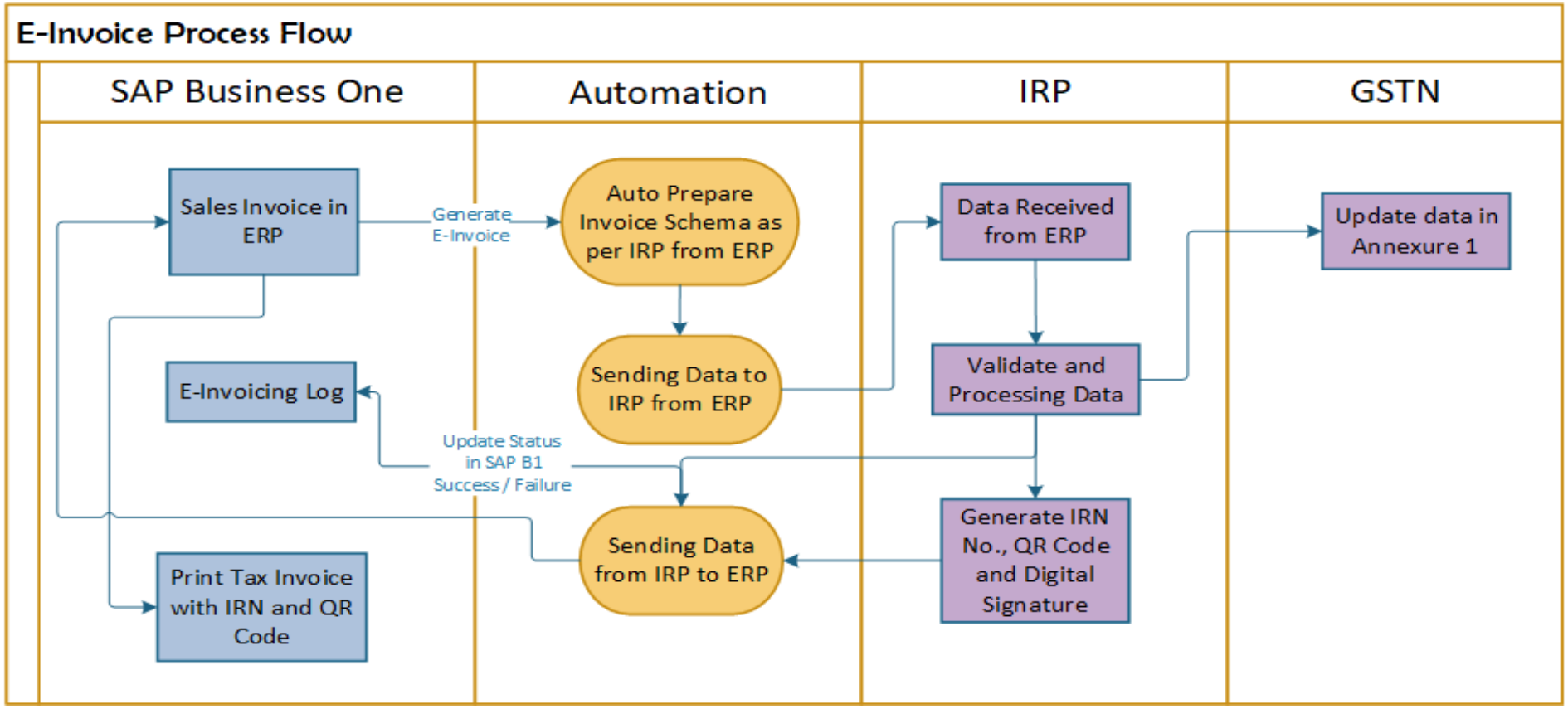
Digital Signature Plug-In



At Leaping Frog Consulting we have ready to use solution for Digital Signature on Invoices

- Saves Time & Cost
- Workflow Efficiency with Better Customer Satisfaction
- Advanced Document Security
- Legal Validity
- Environmental Benefits

E-Invoicing Plug-In

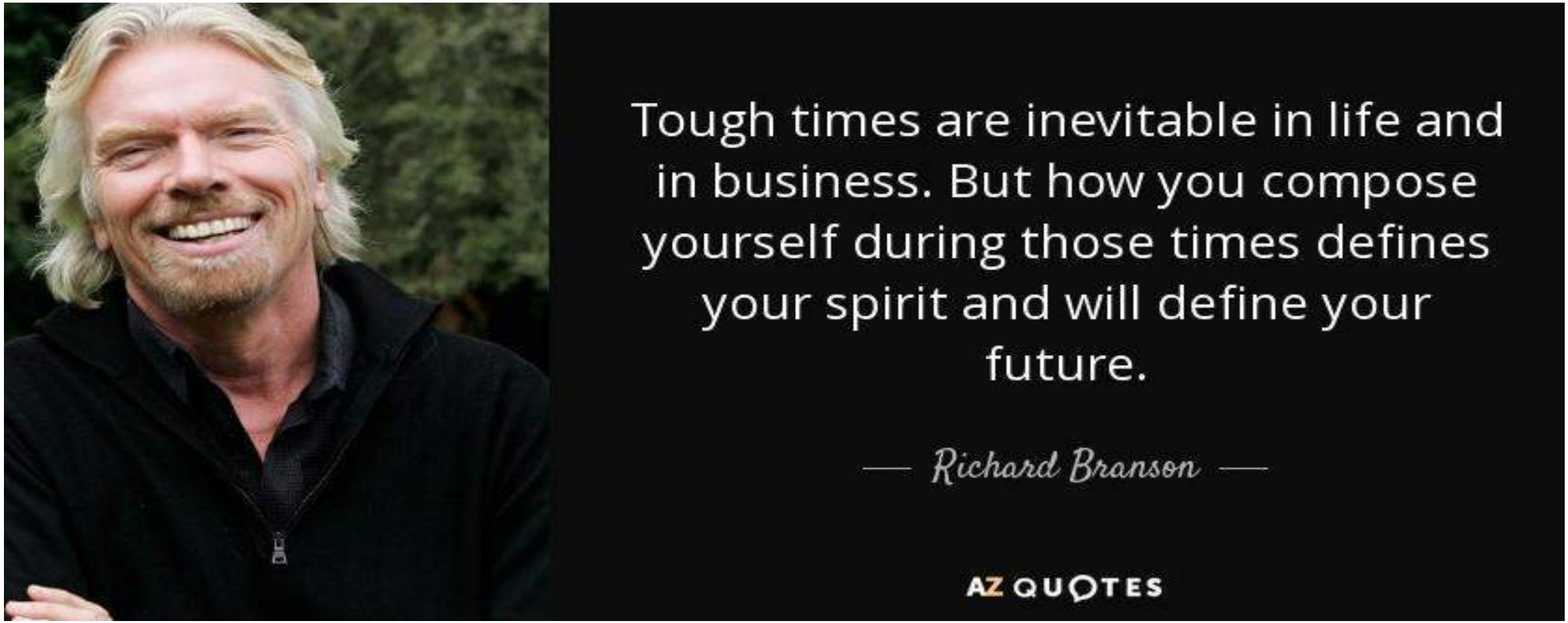


FEATURES OF E-INVOICING PLUG-IN

- Automate generation of E-Invoicing through SAP Business One
- Generate IRN
- Bulk Generation of IRN
- Cancel IRN
- Get E-Invoice Details
- Capture Error Logs in SAP
- Save IRN, QR Code and Digital Signature Data in SAP
- Generate Tax Invoice with IRN & QR Code from SAP

- SAP provides how many levels of document matching in sales?
- SAP has how many how many levels of document matching in purchase?

We are together and We will together rise to the occasion



Leaping
Frog
Consulting
THANK
YOU