

ERPure.AI Business Benefits in Small to Medium SAP Business One Organisations

The common business improvement thread for SMEs is **doing more with less** — ERPure.AI is directly connected to your ERP (SAP Business One) and acts as a force multiplier for small teams, giving you capabilities that were previously only accessible to large enterprises with dedicated specialists.

The SME – ERPure.AI Real Use Case Value, *Simplified*

These are suggested use cases and will vary according to your industry.

Use Case	Primary Benefit	Typical SME Pain Point Solved
Demand Forecasting	Reduce inventory waste	Cash tied up in slow stock
AP/AR Automation	Save finance admin time	1-2 person finance team overwhelmed
Cash Flow Forecasting	Avoid cash crunches	Reactive, spreadsheet-based planning
NL Reporting	Faster decisions	No BI analyst on staff
Procurement Automation	Reduce stockouts	No dedicated procurement team
Churn Prediction	Protect revenue	No CRM analytics capability
Job Costing	Improve margins	Projects regularly over budget
Order Management	Improve customer experience	One person doing everything

Here are the top 10 ERPure.AI + SAP Business One use cases tailored specifically for **small to mid-size enterprises (SMEs)**, where resources are lean and every efficiency gain counts:

1. Intelligent Demand Forecasting & Inventory Optimisation

SMEs often over-order to avoid stockouts or under-order to save cash — both are costly. ERPure.AI analyses your sales history, seasonality, and supplier lead times to right-size inventory automatically. For a business with limited warehouse space and tight working capital, this can free up significant cash flow without adding headcount.

A simple query like “show me sales history, seasonality, and supplier lead times to right-size inventory” can generate a meaningful report with insights like this

Top 20 items by 12-month sales with seasonal split, current stock position, and estimated supplier lead time. Export to Excel for full data.

Key Insights

- Sales are concentrated in Mar-Aug for all 20 items.
- P20002 has highest sales value at 68040000.
- LM4029MC has highest quantity sold at 64935.
- Several lead times are negative, so source links need review.

I can also easily check on my inventory whilst I am analysing my business sales.

Here is the inventory status for your top 10 selling items. Export to Excel for the full 86 items.

Key Insights

- P20002 has lowest stock: 14
- P10003 also low at 196
- B10000 has highest sold quantity: 16500
- A00004 has sales value 2370625

2. Automated Accounts Payable

SME finance teams are typically 1–3 people handling everything. ERPure.AI can automate invoice capture (even from PDFs and emails), and payment scheduling. On the receivable side, it can prioritise collections calls and predict which customers are likely to pay late — before they do.

Here's a sample of the flow for A/P

How ERPure.ai automates Accounts Payable

3. **Capture invoices automatically**
Ingest invoices from **emails, PDFs**, and supplier documents.
4. **Extract and validate data**
AI reads vendor, invoice number, PO, dates, amounts, tax, and line details.
5. **Route exceptions for approval**
Send mismatches, non-PO invoices, or high-value documents to the right approver.
6. **Post approved invoices to SAP Business One**
Reduce manual entry and improve processing speed.
7. **Schedule payments intelligently**
Prepare approved invoices for payment based on due dates, terms, and priorities.
8. **Maintain full audit trail**
Track every action, approval, and status change for control and compliance.

Capture → Extract → Validate → Approve → Post → Schedule Payment

9. Natural Language Reporting & Business Intelligence

Most SMEs can't afford a dedicated business analyst. ERPure.AI allows business owners and managers to ask plain-English questions of their ERP data — "Which product lines are dragging down our margin this quarter?" or "Who are our most profitable customers?" — and get instant, accurate answers without writing a single report. And here's the result of the query about product lines.

Report

These product lines have the lowest gross margin year to date, using A/R invoice sales from 2025-07-01 onward.

Results

ItmsGrpCod	ItmsGrpNam	Revenue	GrossProfit	Cost	MarginPct
106	Storage	495.00	206.04	288.96	41.62
102	Rainbow Printers	3,000.00	1,304.35	1,695.65	43.48
101	J.B. Printers	21,650.00	10,088.33	11,561.67	46.60
100	Items	62,055.25	29,224.67	32,830.58	47.09
103	Accessories	5,587.50	2,674.75	2,912.75	47.87
105	PC	5,220.00	2,643.34	2,576.66	50.64
104	Servers	144,000.00	79,667.29	64,332.71	55.32

Key Insights

- Storage is lowest at 41.62% margin.
- Rainbow Printers is next at 43.48%.
- Servers has highest margin at 55.32%.
- Items group has largest lower-margin revenue at 62055.25.

Recommendations

- Review pricing and cost drivers for Storage and Rainbow Printers first.
- Prioritize the Items group next because it combines lower margin with 62055.25 revenue.
- Export to Excel for deeper item-level review within these product lines.

10. Intelligent Supply Chain & Procurement Automation

ERPure.AI monitors supplier lead times, flags risks, and auto-generates purchase orders when stock hits reorder points. For SMEs juggling multiple suppliers without a dedicated procurement team, this reduces the risk of stockouts and removes a significant administrative burden from operations staff.

Here's an example of a query that identifies vendor profile - "analyse my vendors to identify my best opportunities and risks" - note this is a very generic question. A better question would be phrased as

Analyse my vendors over the last 12 months to identify:\n> - Top vendors by spend\n> - Vendors with increasing costs\n> -



YOUR TEAM, MULTIPLIED.

Vendors with late deliveries or supply issues
- Opportunities to consolidate spend
Return results as a summary with key insights and a supporting table

Remember the better your question the better the response.

Here are the top vendor opportunities and risks from the last 12 months of purchase orders.

Key Insights

- Anthony Smith has highest spend: 269774
- Far East Imports is second at 211976.25
- Ocean Computers has most orders: 15
- Anthony Smith has highest average price: 383.661764

Recommendations

- Review Anthony Smith and Far East Imports first for savings because they represent the largest purchase values.
- Check whether Ocean Computers' 15 orders can be consolidated to reduce ordering overhead.
- Benchmark Anthony Smith's average price of 383.661764 against lower-priced vendors in this list.

11. Customer Churn Prediction & Retention Alerts

By analysing order frequency, order size trends, and engagement patterns in your SAP BI, ERPure.AI can identify customers who are quietly drifting away — before they formally churn. Sales or account management staff get triggered alerts so they can reach out proactively, protecting revenue without needing a CRM data scientist.

For example “Identify the customers with the lowest activity with my company”

These are the customers with the lowest invoice activity based on invoice count, last invoice date, and total sales.

Key Insights

- Web Customer has 0 invoices
- One Time Customer has 5 invoices
- One Time Customer last billed on 2015-12-25
- Star Company is lowest among active regular customers

And a further quick query tells me who the lowest activity customers are and what I could consider doing with this information.

These are the lowest-activity customers, including customers with no invoice activity in the last 3 months.

Key Insights

- One Time Customer is inactive for 3747 days
- Web Customer has 0 invoices
- Microchips has 278 days since last invoice
- 12 customers meet the 3-month inactivity filter

Recommendations

- Review One Time Customer and Web Customer first for reactivation or cleanup.
- Target Microchips and Parameter Technology for re-engagement because both are beyond 8 months since last invoice.
- If you want, I can next rank these by lost revenue potential using TotalSales.

12. Smart Job Costing & Project Profitability Tracking

For SMEs in construction, manufacturing, professional services, or trades, job costing is notoriously difficult to keep accurate in real time. ERPure.AI can track actual vs. estimated costs as a job progresses, flag when a project is trending over budget, and identify which job types or clients are consistently most (and least) profitable.

A simple query through the ERPure.AI Master Agent phrased as “Which clients have been most profitable over the last 12 months”

produces the following report in 15 seconds and downloads to Word (or Excel if preferred)

Report

Most profitable customers over the last 12 months, ranked by gross profit from sales orders.

Results

CardCode	CardName	TotalSales	GrossProfit	GrossProfitPct	OrderCount	LastOrderDate
C20000	Maxi-Teq	408,284.18	212,545.10	52.06	6	2025-07-16
C99999	One Time Customer	268,975.00	158,104.62	58.78	6	2025-07-25
C25000	Star Company	244,663.50	129,622.07	52.98	10	2025-07-26
C99998	Web Customer	195,315.75	117,128.50	59.97	7	2025-08-13
C50000	ADA Technologies	232,349.38	90,911.06	39.13	14	2025-08-09
C26000	River Inc	150,822.03	76,666.50	50.83	6	2025-06-15
C70000	Aquent Systems	124,941.25	73,736.33	59.02	8	2025-07-08
C60000	SG Electronics	108,870.00	54,791.84	50.33	8	2025-08-06
C30000	Microchips	134,419.46	51,572.05	38.37	9	2025-07-11
C23900	Parameter Technology	80,869.79	41,757.39	51.64	8	2025-08-06
C42000	Mashina Corporation	65,913.47	27,385.85	41.55	9	2025-08-13
C40000	Earthshaker Corporation	50,051.48	19,324.14	38.61	9	2025-07-23

Key Insights

- Maxi-Teq leads gross profit at 212545.10.
- One Time Customer ranks second at 158104.62.
- Web Customer has highest margin at 59.97%.
- ADA Technologies has most orders at 14.

Recommendations

- Prioritize Maxi-Teq, One Time Customer, and Star Company for profit-retention planning.
- Review Web Customer and Aquent Systems for high-margin growth opportunities.
- Investigate lower-margin large accounts like ADA Technologies and Microchips for pricing improvement.

13. Intelligent Customer Order Management & Fulfilment

ERPure.AI can prioritise orders based on margin, customer tier, or stock availability — and proactively communicate delays to customers before they chase you. For SMEs where one person often handles sales, dispatch, and customer service, this kind of automated prioritisation and communication saves hours per week and improves customer experience significantly.

Show me open order numbers for my top 3 customers

Customer Code	Customer Name	Document #	Document Date	Due Date	Total	Status
C20000	Maxi-Teq	1159	2025-07-06T00:00:00	2025-08-05T00:00:00	13300.35	O
C20000	Maxi-Teq	1018	2025-01-31T00:00:00	2025-03-01T00:00:00	25500.42	O
C20000	Maxi-Teq	1026	2025-01-22T00:00:00	2025-02-21T00:00:00	13300.35	O
C20000	Maxi-Teq	995	2024-12-07T00:00:00	2025-01-06T00:00:00	37834.05	O
C20000	Maxi-Teq	971	2024-11-02T00:00:00	2024-12-02T00:00:00	39392.25	O
C23900	Parameter Technology	1178	2025-08-06T00:00:00	2025-09-05T00:00:00	19668.3	O
C23900	Parameter Technology	1171	2025-08-06T00:00:00	2025-09-05T00:00:00	20256.6	O
C23900	Parameter Technology	1177	2025-08-03T00:00:00	2025-09-02T00:00:00	11484.57	O
C23900	Parameter Technology	1156	2025-07-25T00:00:00	2025-08-24T00:00:00	12332.04	O
C40000	Earthshaker Corporation	1160	2025-07-23T00:00:00	2025-08-22T00:00:00	1090	O
C40000	Earthshaker Corporation	1151	2025-07-23T00:00:00	2025-08-22T00:00:00	17964.57	O
C40000	Earthshaker Corporation	1148	2025-07-22T00:00:00	2025-08-21T00:00:00	22800.08	O