

PRODUCT ROADMAP

2019 | Q2



CRM FOR
OUTLOOK

Our vision is to **inspire companies** to achieve **sustainable growth** and a **competitive advantage**, now and in the future.



Disclaimer

The following information is being shared in order to outline some of our current product plans, but like everything else in life, even the best laid plans get put to rest.

We are hopeful that the following can shed some light on our roadmap, but it is important to understand that it is being shared for **informational reasons only**, and not as a binding commitment.

Please do not rely on this information in making purchasing decisions because ultimately, the development, release, and timing of any products, features or functionality remains at the sole discretion of Boyum IT Solutions, and is subject to change.

Product Summary

CRM for Outlook provides instant access to **essential information** and makes it easy to **perform SAP Business One tasks from within Outlook**, enabling employees from all departments to **respond swiftly and accurately** to leads, customers and suppliers.

HORIZONTAL PORTFOLIO

PROCESS
DRIVEN



CRM FOR
OUTLOOK



B1
iPAYMENT

GENERAL
PURPOSE



B1 USABILITY
PACKAGE

SAP BUSINESS ONE

MICROSOFT SQL

SAP HANA

ON PREMISE / CLOUD

PRODUCT VISION

Drive **sales growth** by providing useful information
and increasing productivity

About the Roadmap

The purpose of the **roadmap** is to communicate the direction and planned activities determined by Boyum IT Solutions to add more value to **CRM for Outlook**. This product roadmap describes the current and future solutions aligning against the business goals to progress over time:

Recent innovations

Where is CRM for Outlook today?



Planned innovations

New features planned for release



Future direction

A proposal for growth throughout the product lifecycle

Product Development **Mindset**

Quality First

Why? To keep partners and customers confident by using a reliable and robust solution.

How? Fixing product bugs, working for stability, increasing automated test coverage. Investing every day and every step on quality control.

User Experience

Why? To enable users to have a pleasant experience while completing their tasks easily and efficiently.

How? Improving languages and errors messages, review of usability reducing number of clicks and getting screens more intuitive.

Your Voice Matters

Why? To improve our solutions based on real-life needs from SAP Business One partners and customers worldwide.

How? Sharing ideas with our partners, collecting common needs from our partners and customers. Involving partners in the roadmap.

Recent **Innovations** (Last 6 months)

SAP Business One Lifecycle

64-bit Server Component

Microsoft Outlook Lifecycle

Microsoft Outlook 2019 support

Business Scenarios

Copy Sales Quotation to Sales Order

Support for Document Series ★

User Experience

New and improved windows

- Business Partner
- Opportunity
- Contact Person

Customizable Grids & UDFs ★

Enhanced navigation (Golden Arrows)

Create new records from CFLs ★

“Create new” buttons ★

Call, Mail & Website buttons

★ Popular community requests

Planned **Innovations**

Product Development Mindset

Quality First

User Experience

Your Voice Matters ★

★ Popular community requests

Recent innovations



Planned innovations



Future direction

Future **Direction**

SAP Business One Lifecycle

SAP Business One 10.0 Support

Recent innovations



Planned innovations



Future direction

Future Direction

 Feature / Idea	 Description	 Value Hypothesis
SAP Business One 10.0 Support	Support for the upcoming SBO release.	Make CRM for Outlook available for SAP Business One 10.0 early adopters.

Recent innovations



Planned innovations



Future direction

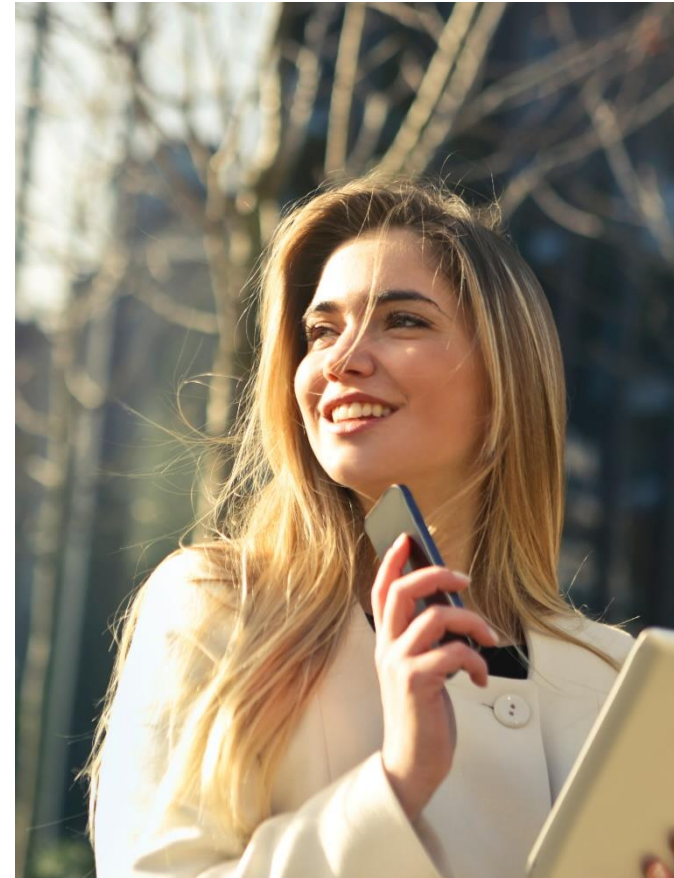
Your **voice** matters

We design solutions for people.

Join our community now!

Collaborate with product suggestions
and vote for the feature requests you
most like.

boyum-solutions.com/community



You deserve **the best** from us

We work hard to deliver the best software for you.

Our reward is the benefit you take from the innovations and enhancements we design to make your life better.

So, we only ask for one thing:

Keep your software up to date.

It's not every day, so enjoy the ride

1. Go to download.boyum-it.com
2. Select your preferred solution
3. Download and install the latest package available

Don't miss the chance! On top of new capabilities, updates contain essential changes to improve the performance, stability, and security of our solutions.

Know what we are **working on next**

- Beas Manufacturing
- Produmex WMS
- Produmex Scan

boyum-solutions.com/roadmap

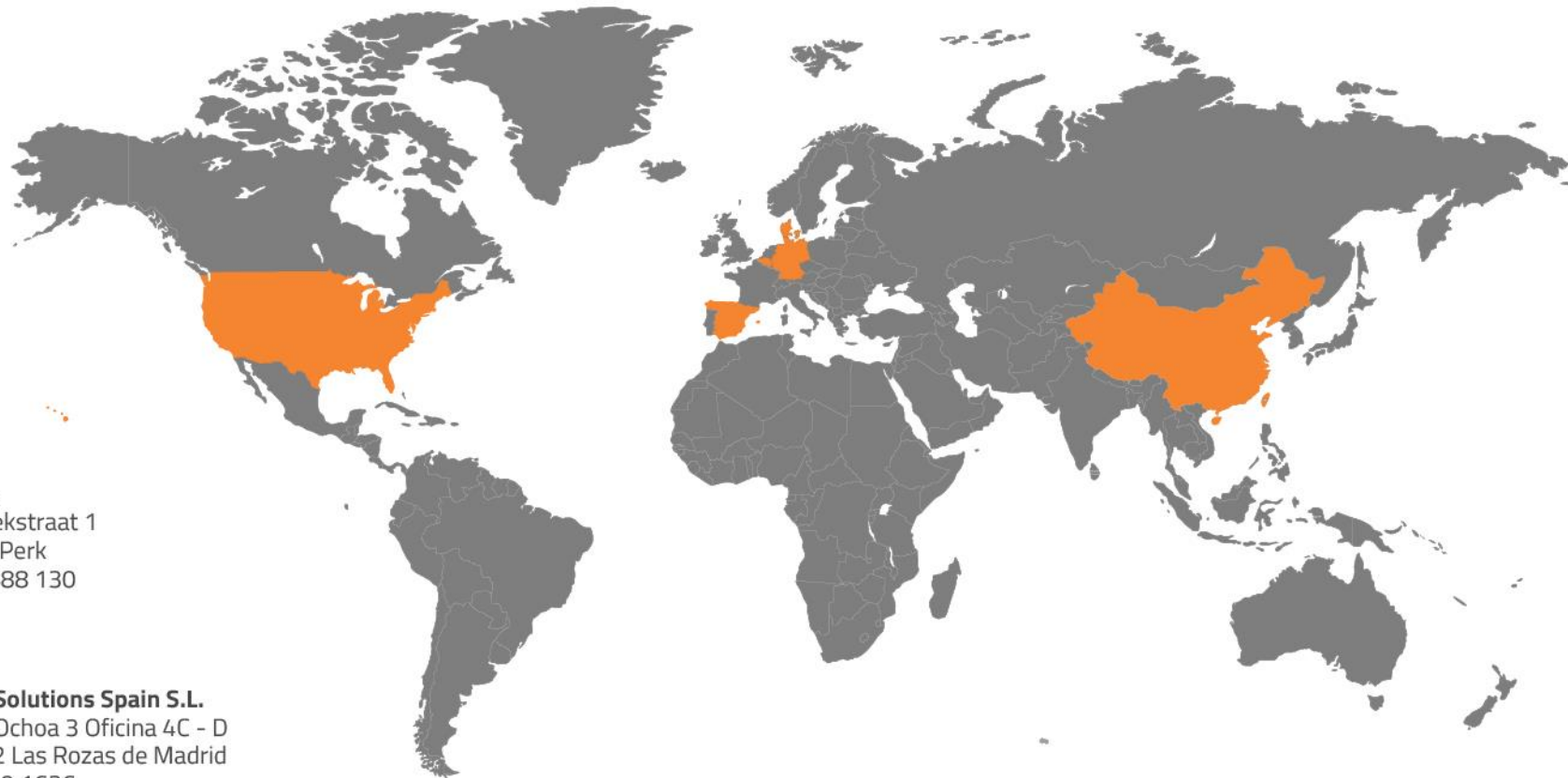


Boyum **World Tour** 2019

We offer implementation workshops for beas Manufacturing and Produmex WMS, beas presales training and Boyum Horizontal training.

Check out the locations and join us for this exciting knowledge transfer journey.



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