

Dynamics 365 Business Central



Transforma tu empresa en un "smart business" con **Dynamics 365** **Business Central**



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- Transition to the Cloud
- Adaptive Business Operations
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- Next steps

How do you want to transform your business with Dynamics 365 Business Central?





Transform
products



Optimize
operations



Data & AI



Engage
customers



Empower
people

The world's connected AI business cloud



Dynamics 365 & Power Platform

CONCERNS AND CONSIDERATIONS

Supporting an Adaptive Business Operation



Need for an adaptive business



Strained business growth

Business is growing but systems can't keep up



Disconnected systems

54% of organizations struggle with process and system integration issues



Reporting limitations

50% of organizations think creation and configuration of reports is too complicated



Outdated and legacy systems

50% of organizations want to replace outdated hardware and software to improve business performance

Are you outgrowing your accounting system?



**Siloed
systems**



**Duplicate
data**



**Manual
processes**



**Insufficient
reporting**



**Security
issues**

The changing landscape



Leveraging Machine Learning
to understand payment
cycles and patterns



Integrating best-of-breed
financial planning, analysis,
and close capabilities into
the core financial
management suite

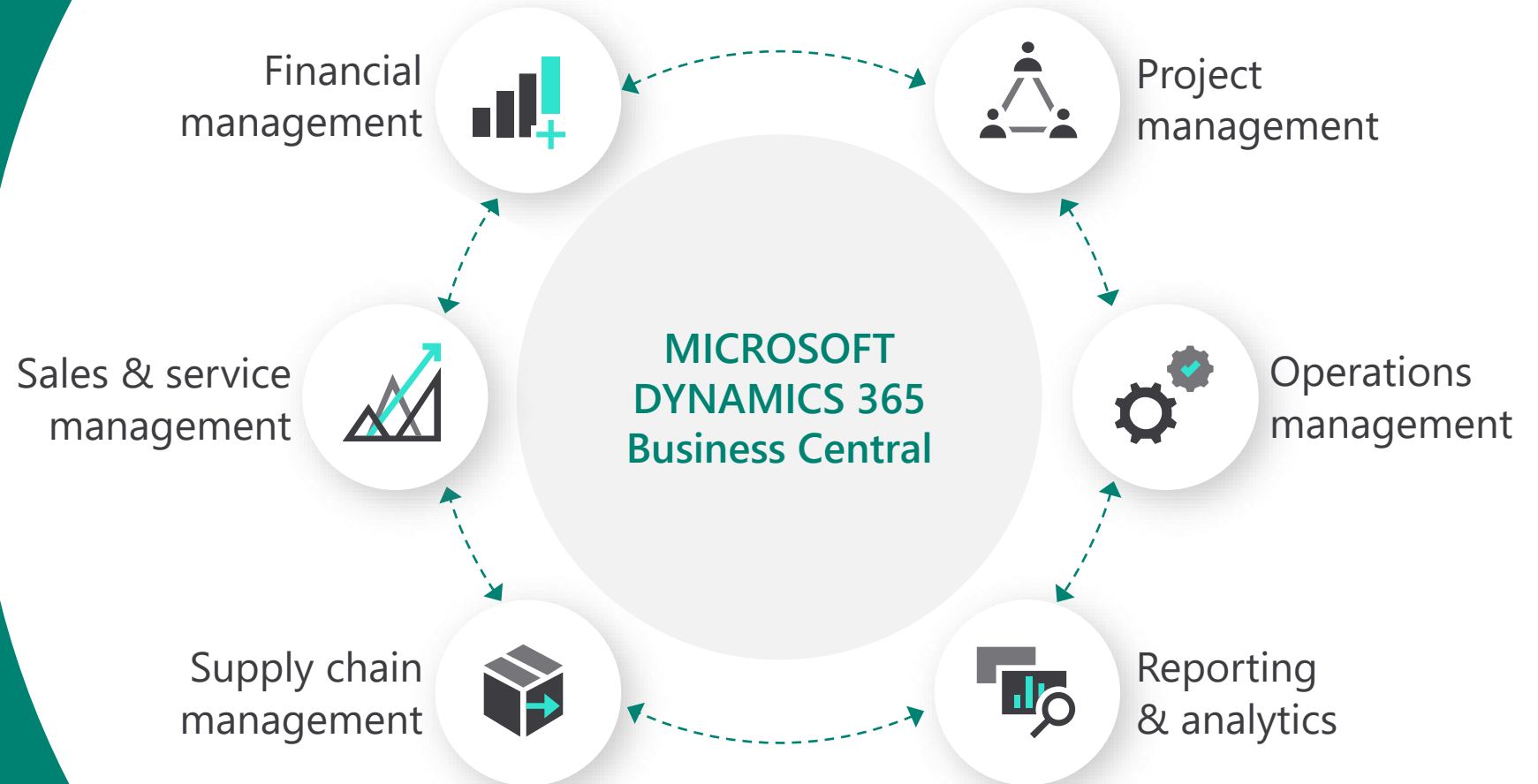


New demand for financial
management apps
deployed as
cloud services

A single, comprehensive solution to meet the needs of growing businesses







Automatically pull systems and processes together to manage financials, sales, service, and operations

Connect with 3rd party applications like payroll, banking, CRM, or industry-specific systems



Microsoft Dynamics 365 Business Central

Core capabilities

	Financial management	Account receivables/payables	Bank reconciliation	Fixed asset management	Month/year end closing
	Sales and service management	Quote generation	Contact management	Sales invoicing	Payment processing
	Project management	Capacity planning	Budgets and estimates	Job and process costing	Resource management
	Supply chain management	Inventory and purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
	Operations management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
	Reporting and analytics	Customer insights	Self-serve reports	Interactive dashboards	Built-in intelligence

A focused approach to Adaptive Business Operations



Business Operations

Transform finance with automated,
integrated global financial processes
Take advantage of predictive analytics for
intelligent recommendations



Technology modernization

Unify data and connected processes, apps,
and systems
Adapt your business requirements
and gain actionable insights in real time



Adaptive Business Operations

- Optimize your team's productivity with seamless, integrated processes and tasks
- Centralize or distribute financial management with embedded reporting and predictive financial analytics



Adaptive Business Operations

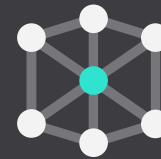
Optimize your team's productivity with seamless, integrated processes and tasks



Any Device at Any
Time



Role-based
workspaces



Integration with
Office 365 apps



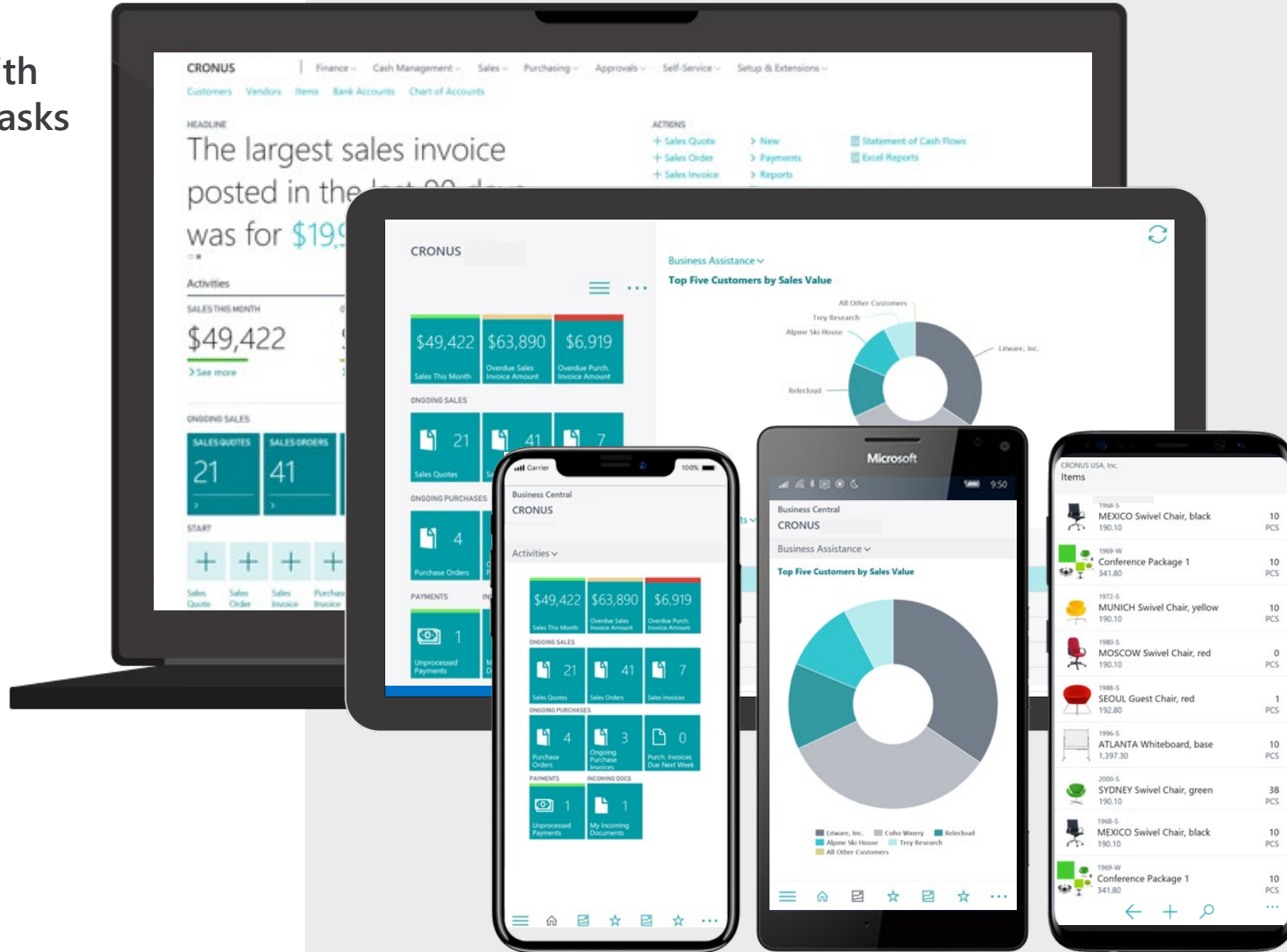
Adaptive Business Operations

Optimize your team's productivity with seamless, integrated processes and tasks



Run Your Business Anywhere

- Deploy in the Cloud or on-premises
- Flexible data residency, compliance and security
- Universal, mobile-enabled user experience across deployments and devices





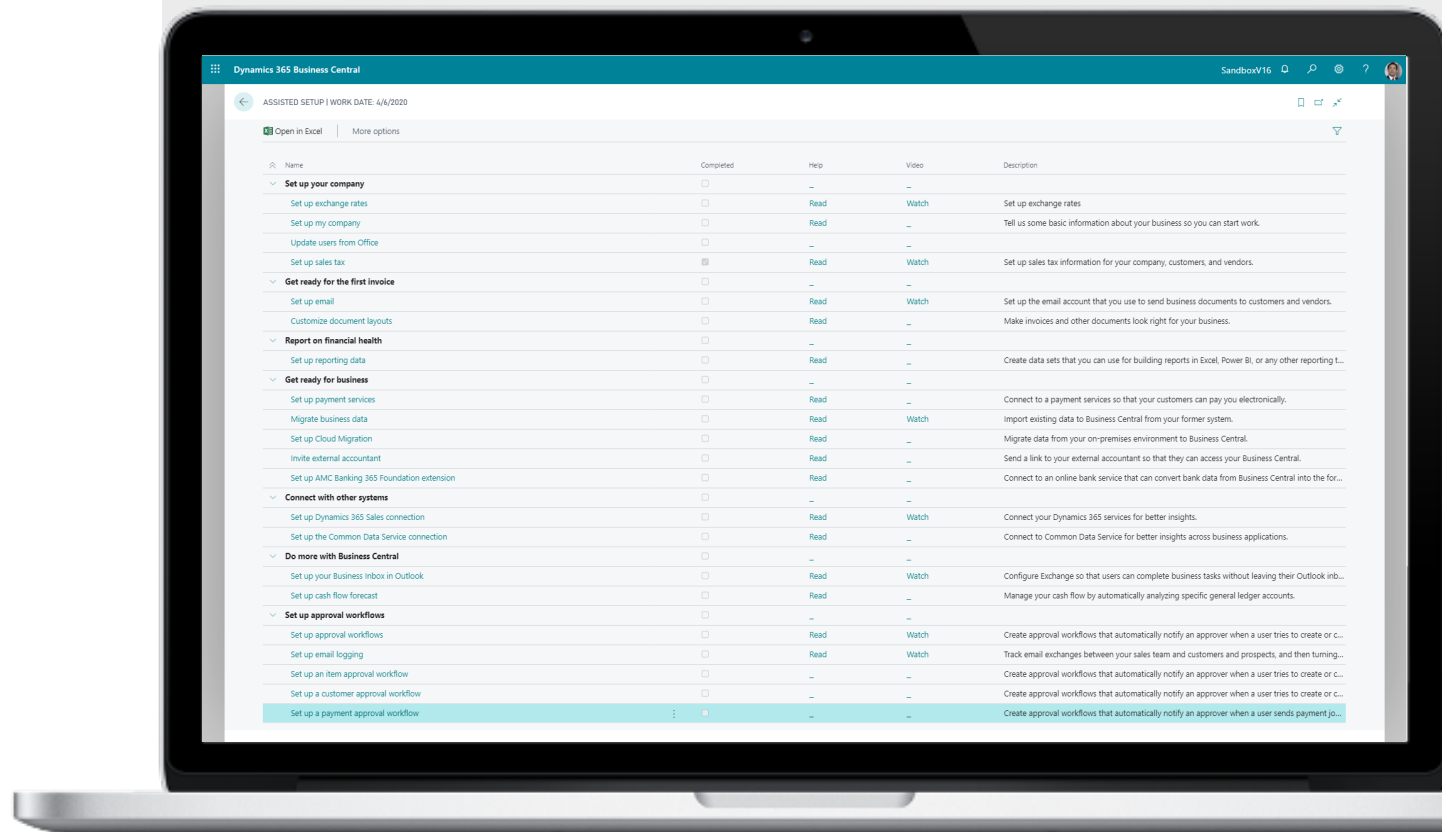
Adaptive Business Operations

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Guided Setup and Streamlined Search

- Intuitive Setup process guides users through initial setup with video learning assistance
- In Product Search, streamlines learning with quick access to the right windows while suggesting additional learning resources





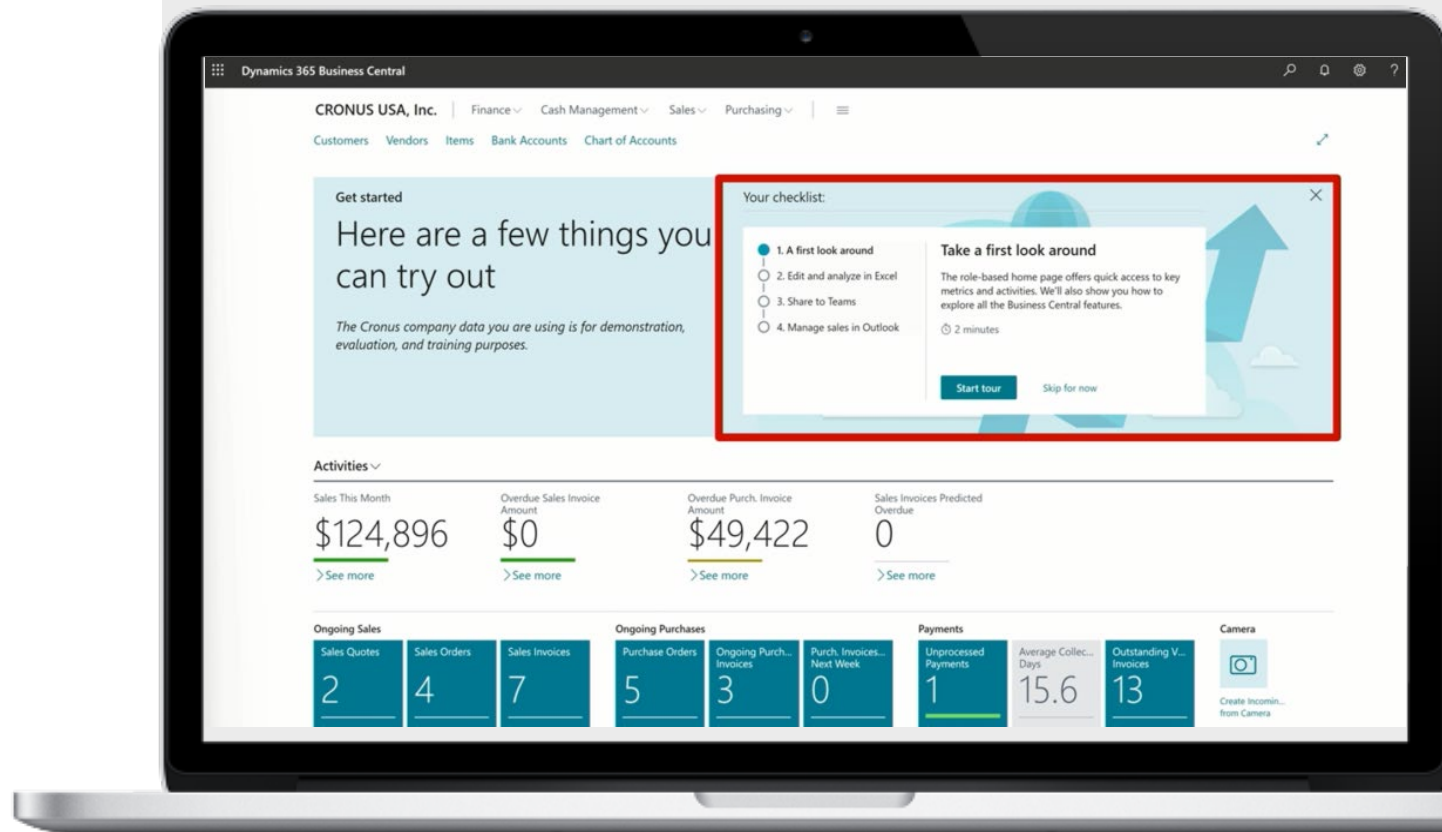
Adaptive Business Operations

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Outstanding Onboarding experiences

- Microsoft provides tools you can use to help speed up this process and enable the customer to more easily learn how to use the product and get to productive usage faster.
- The onboarding framework in Business Central presents all users with a consistent onboarding experience when it comes to an introduction to the product itself.





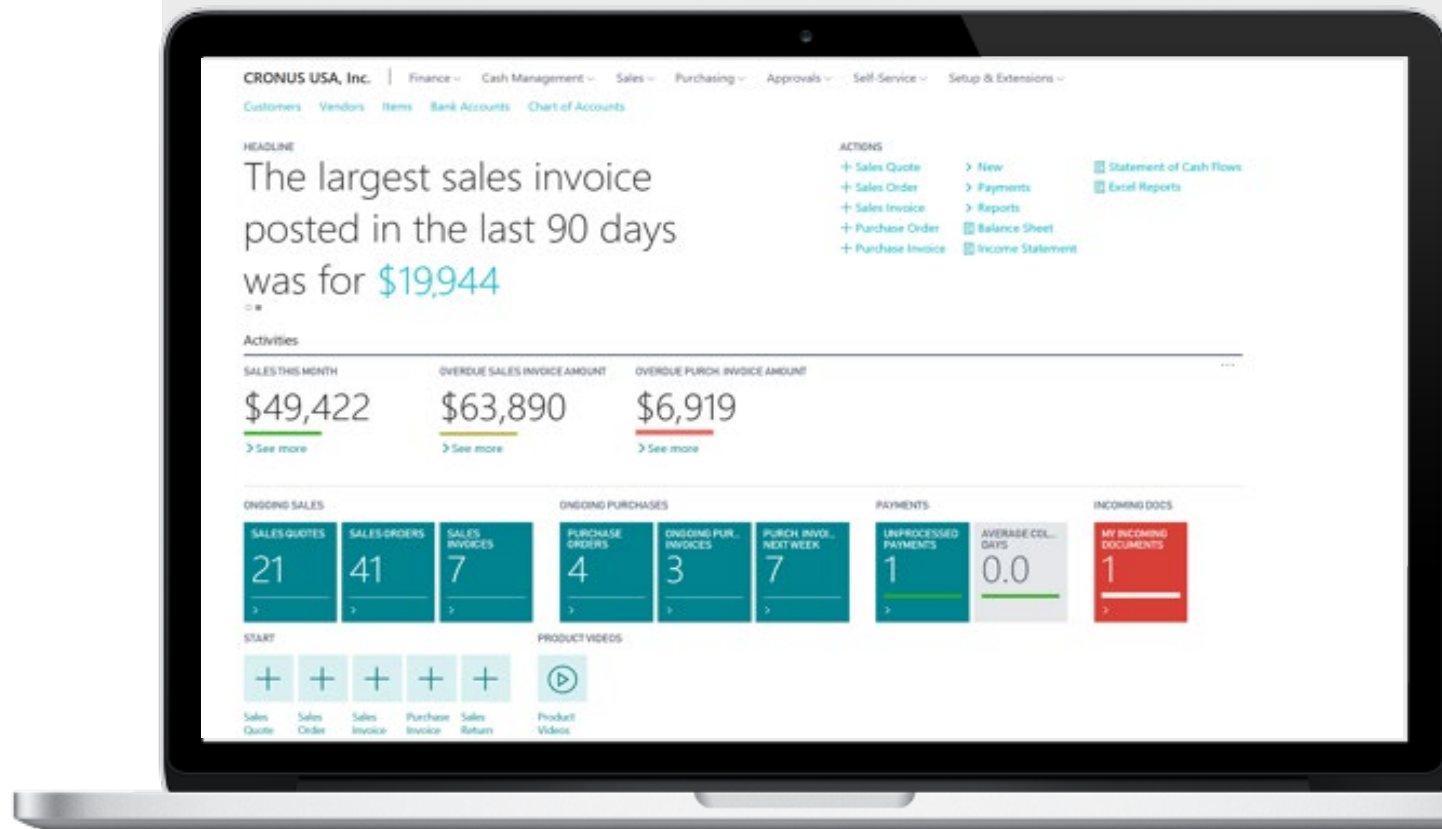
Adaptive Business Operations

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Role-based workspaces

- Enable fast user actions and decisions with role-based workspaces
- Gain global visibility into the financial health of your business
- Optimize workforce productivity





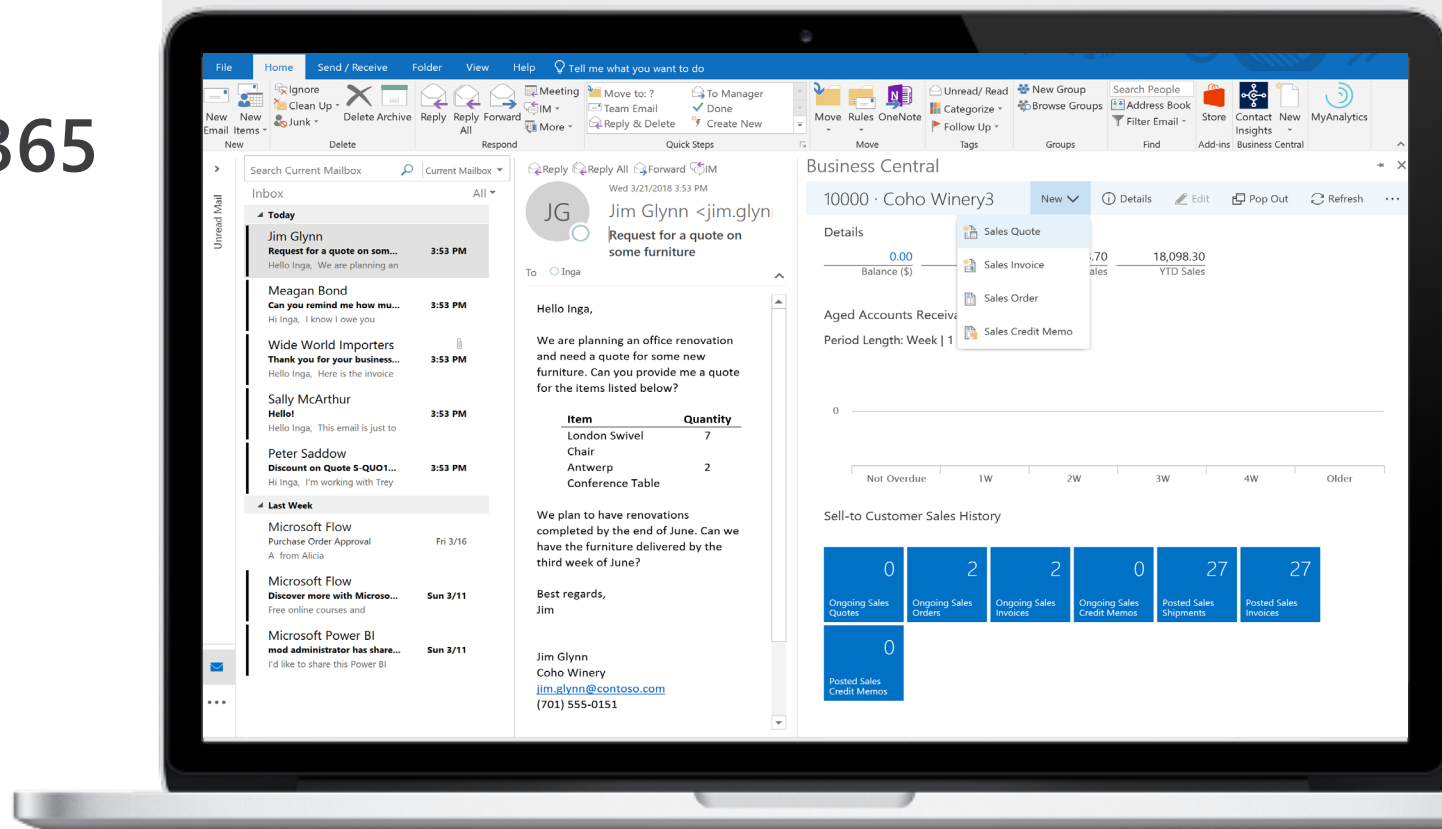
Adaptive Business Operations

Optimize your team's productivity with seamless, integrated processes and tasks



Embedded with Microsoft 365

- Quote to Cash all from within Outlook
- Process Orders and Submit Invoices without leaving Outlook
- Send your invoices as PDF attachments that include a PayPal link to expedite payments





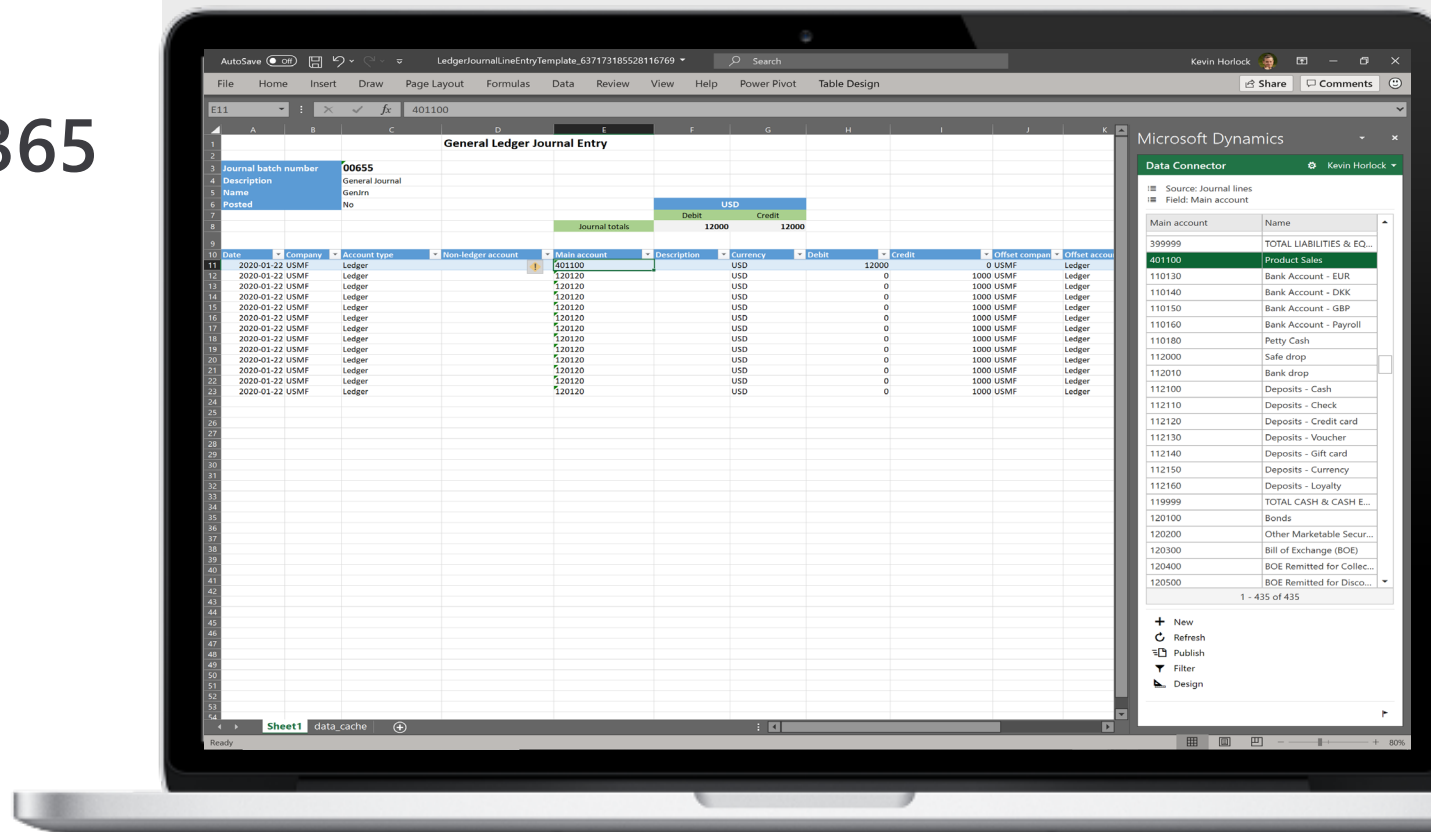
Adaptive Business Operations

Optimize your team's productivity with seamless, integrated processes and tasks



Embedded with Microsoft 365

- Easily export and update data in Microsoft Excel
- Mass change non-audit trail data like a salesperson code from Excel
- Want to create Journal Entries in Excel? No Problem





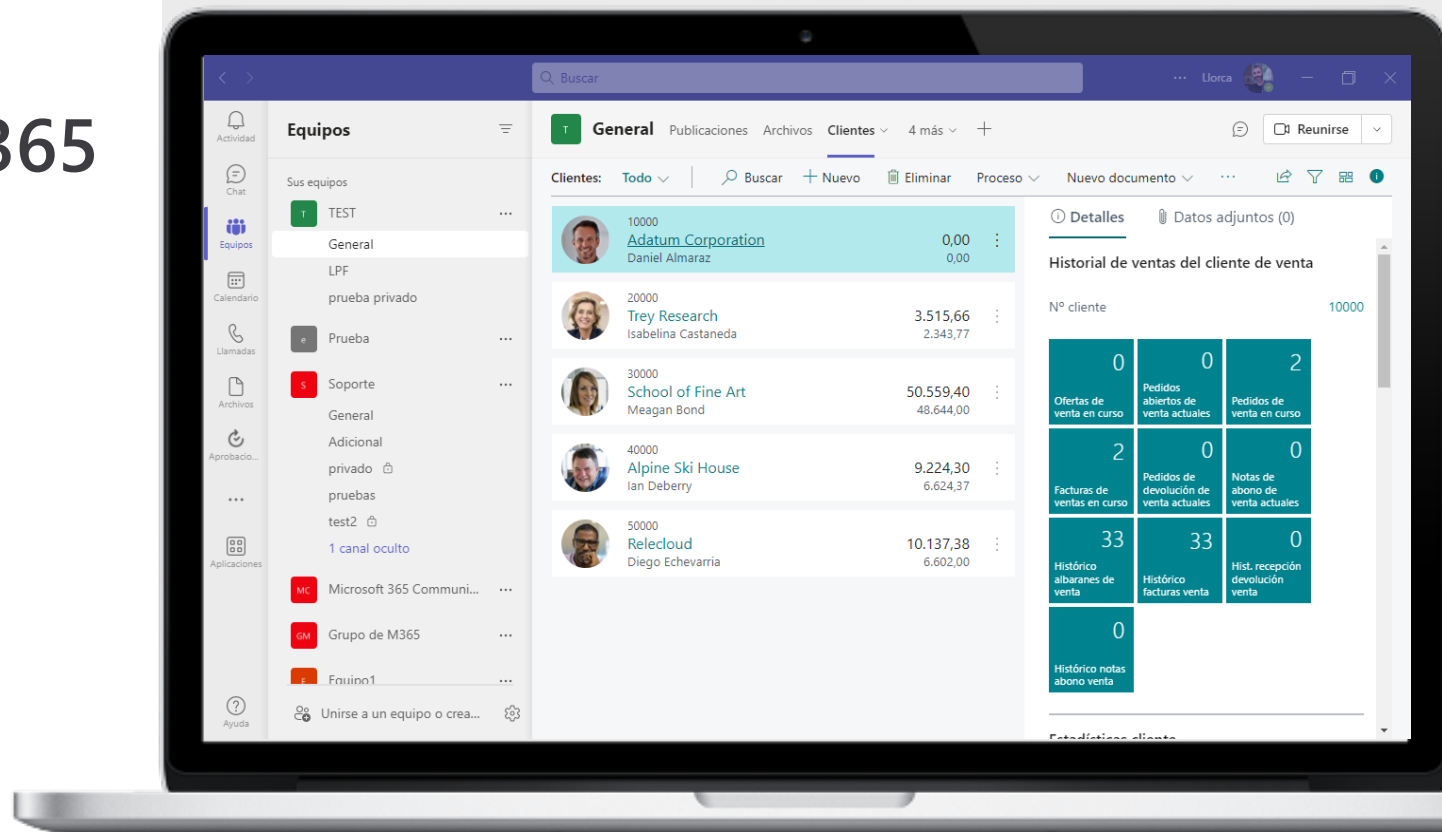
Adaptive Business Operations

Optimize your team's productivity with seamless, integrated processes and tasks



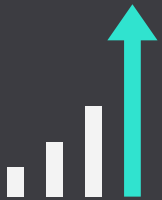
Embedded with Microsoft 365

- Add a Business Central tab to Teams channel or chat
- View your data with your Microsoft 365 license
- Look up details of customers, vendors, and other contacts
- Share records in conversations
- Share links from pages in Business Central to Teams





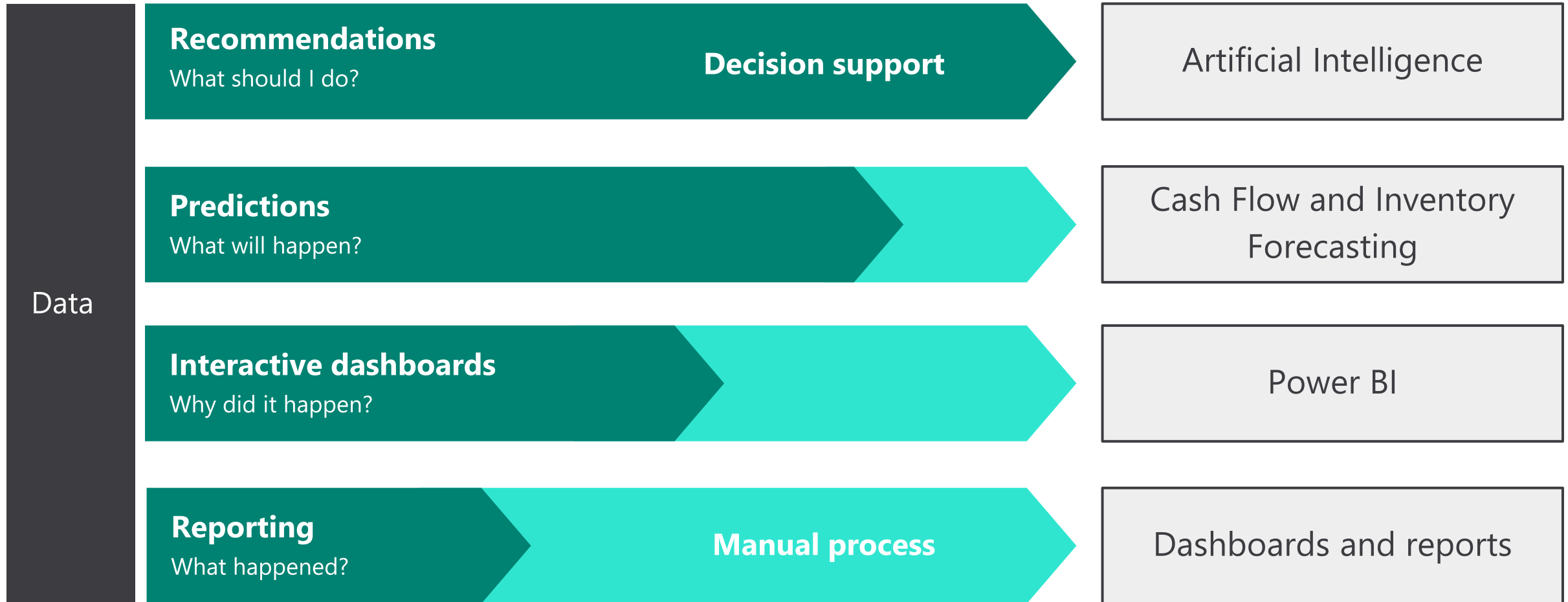
Centralize or distribute financial management with embedded reporting and financial analytics



Financial reporting

Journey from data to action...

Dynamics 365 Business Central — Intelligence built-in





Adaptive Business Operations

Recommendations



Machine Learning and AI

- Suggest Items and Quantities on transactions from the body of an email
- The Sales and Inventory Forecast extension predicts potential sales using historical data and gives a clear overview of expected stock-outs
- Suggest Inventory Attributes using Image Analyzer (Azure Computer Vision API)

The screenshot displays the Microsoft Dynamics 365 Business Central interface. The top navigation bar includes 'File', 'Home', 'Send / Receive', 'Folder', 'View', and 'Help'. Below this, a ribbon contains various actions like 'Ignore', 'Clean Up', 'Delete', 'Archive', 'Reply', 'Forward', 'Meeting', 'Conferences', 'To Manager', 'Move', 'Unread / Read', 'New Group', 'Browse Groups', 'Search People', 'Address Book', 'Filter Email', 'Store', 'Contact Insights', and 'MyAnalytics'. The main area shows a list of items, with the selected item being '106008 · Graphic Design Institute'. The right-hand pane displays 'Attachments' and 'Documents'. Below this, a section titled '1896' shows 'View All Attributes', 'Hide Low Confidence Attributes', and 'View Blacklisted Attributes'. The 'IMAGE ANALYZER ATTRIBUTES' section is expanded, showing a table of detected attributes.

DETECTED ATTRIBUTE NAME	CONFIDENCE SCORE (%)	ACTION TO PERFORM	DETAILS	ADD TO THE ITEM DESCRIPTION
Table	83.60	Use as category	Category: 'TABLE'	Add to the item...
Indoor	85.04	Ignore		Add to the item...
Furniture	88.32	Ignore		Add to the item...

Below the table, the 'ITEM DESCRIPTION' section shows 'ATHENS Desk'. At the bottom right, there are 'OK' and 'Cancel' buttons.

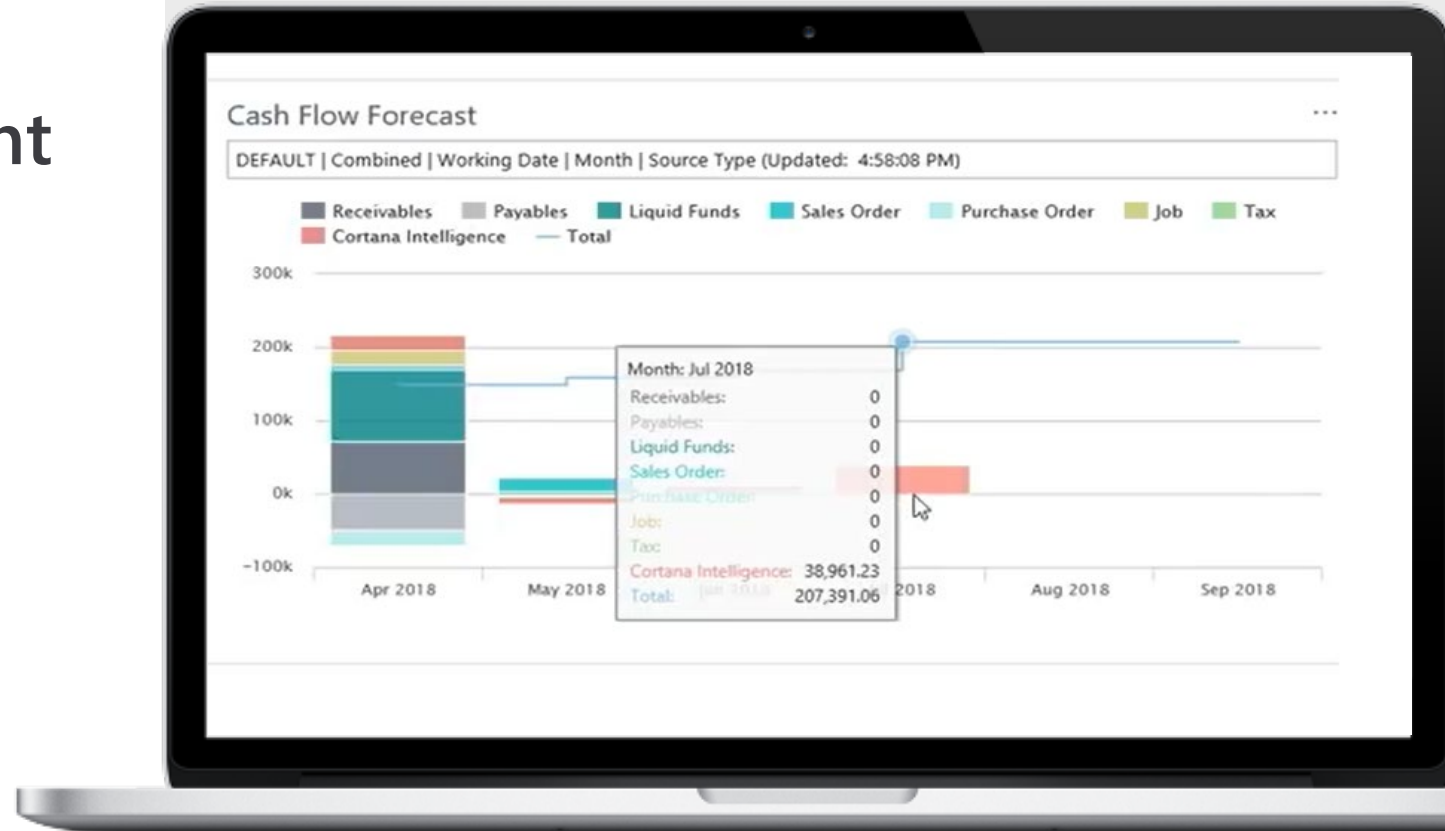


Predictions



Cash Flow and Late Payment

- Create your own predictive web service Cash Flow Forecasting
- Late Payment Prediction can help you reduce outstanding receivables and fine-tune your collections strategy by predicting whether sales invoices will be paid on time



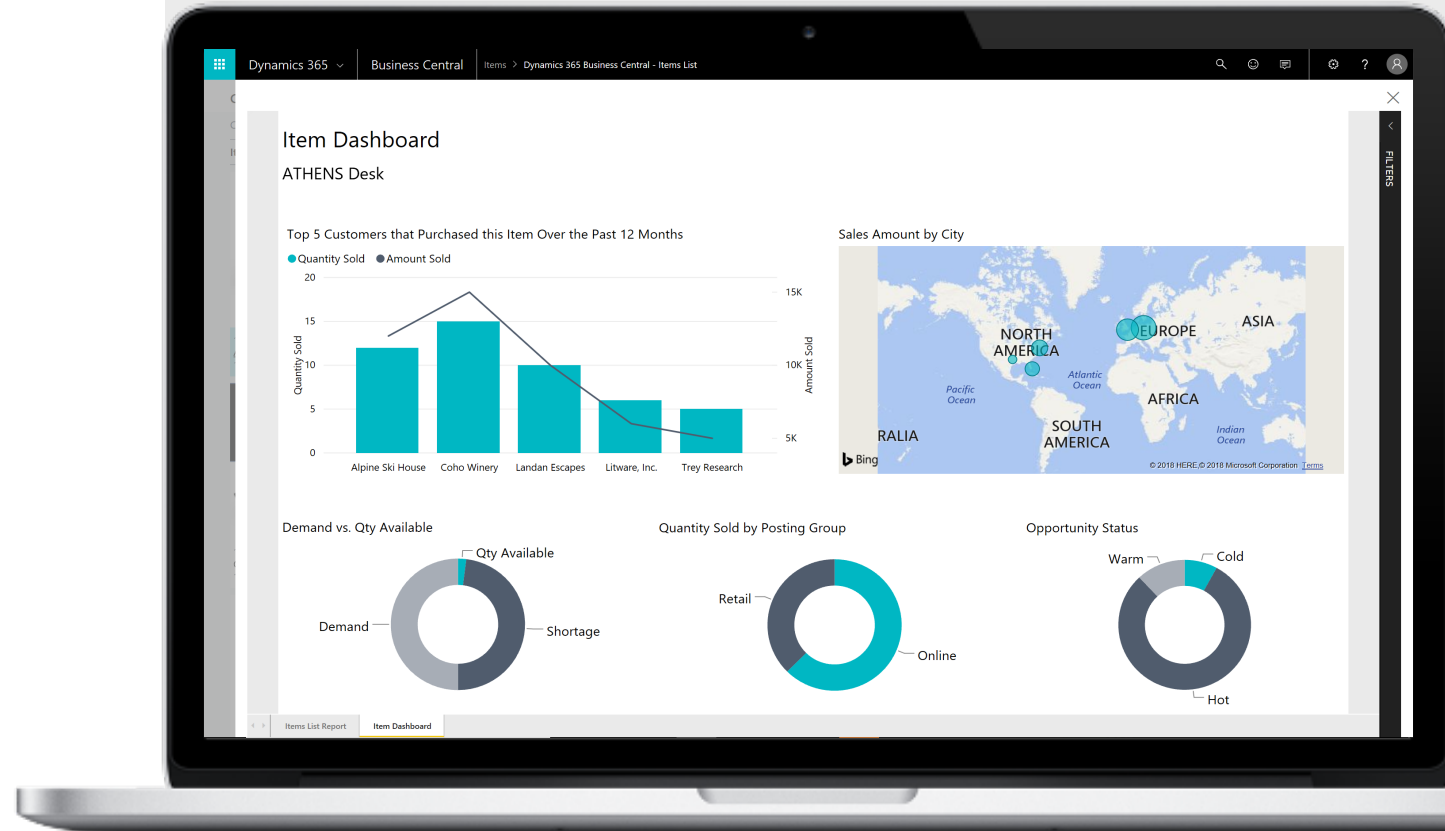


Interactive Dashboards



Business Intelligence with Microsoft Power BI

- Derive insights from transactional and observational data and then get those insights into the hands of every employee to support decision making
- Create a data culture where every employee can make decisions based on facts, not opinions
- Create composites of reports from various other Power BI content together with actuals and budget balances from general ledger





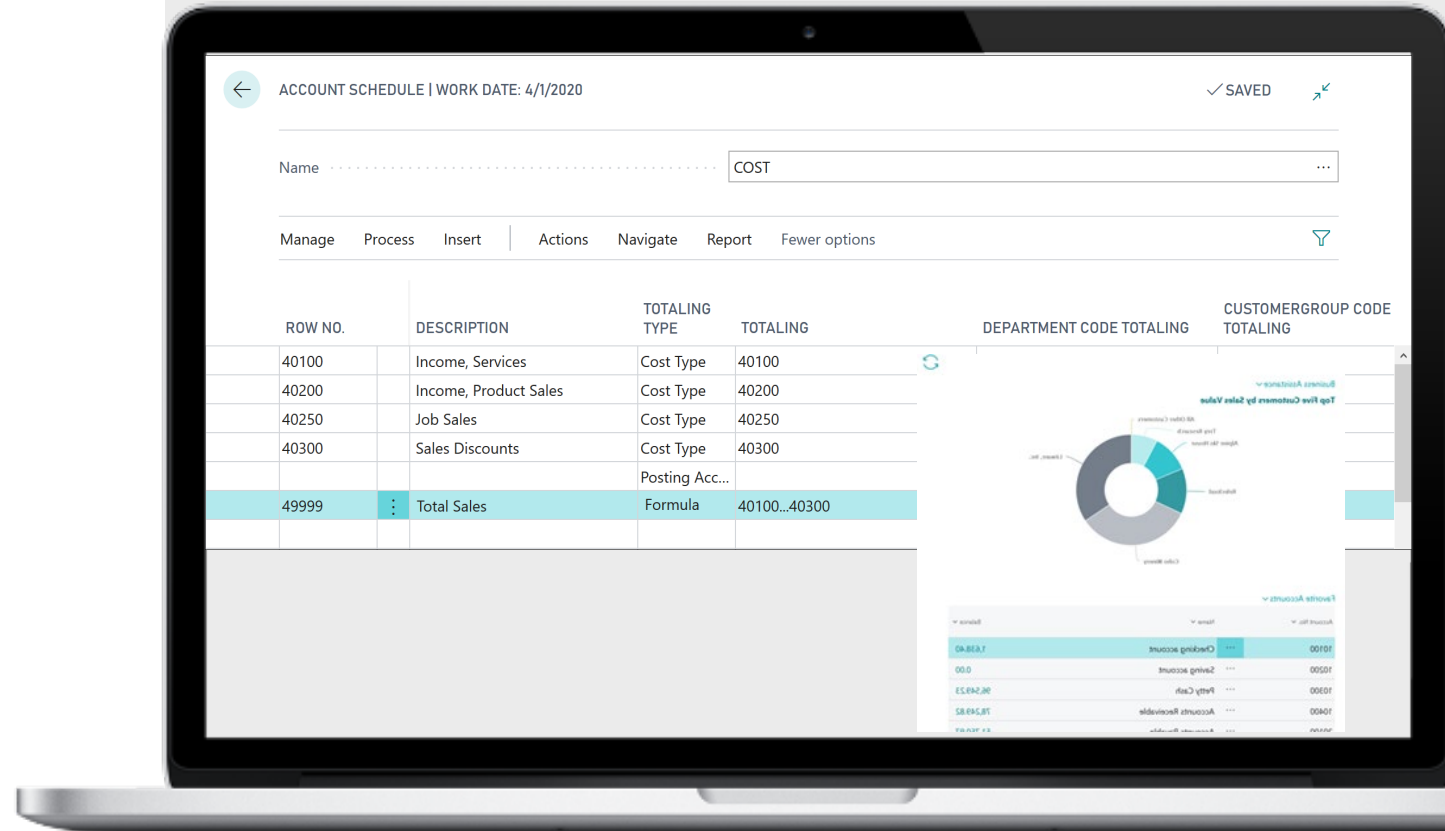
Adaptive Business Operations

Reporting



Dashboards and Reports

- Allow financial and business professionals to create, maintain, deploy, and view financial statements
- Design reports with more flexibility using out-of-the-box Report Designer
- Manage the generation and distribution of reports using financial report collaboration capabilities
- Use interactive report viewing to change different attributes and filters and find the report data you need



A focused approach to Adaptive Business Operations



Business Operations

Transform finance with automated,
integrated global financial processes
Take advantage of predictive analytics for
intelligent recommendations



Technology modernization

Unify data and connected processes, apps,
and systems
Adapt your business requirements
and gain actionable insights in real time



Technology modernization

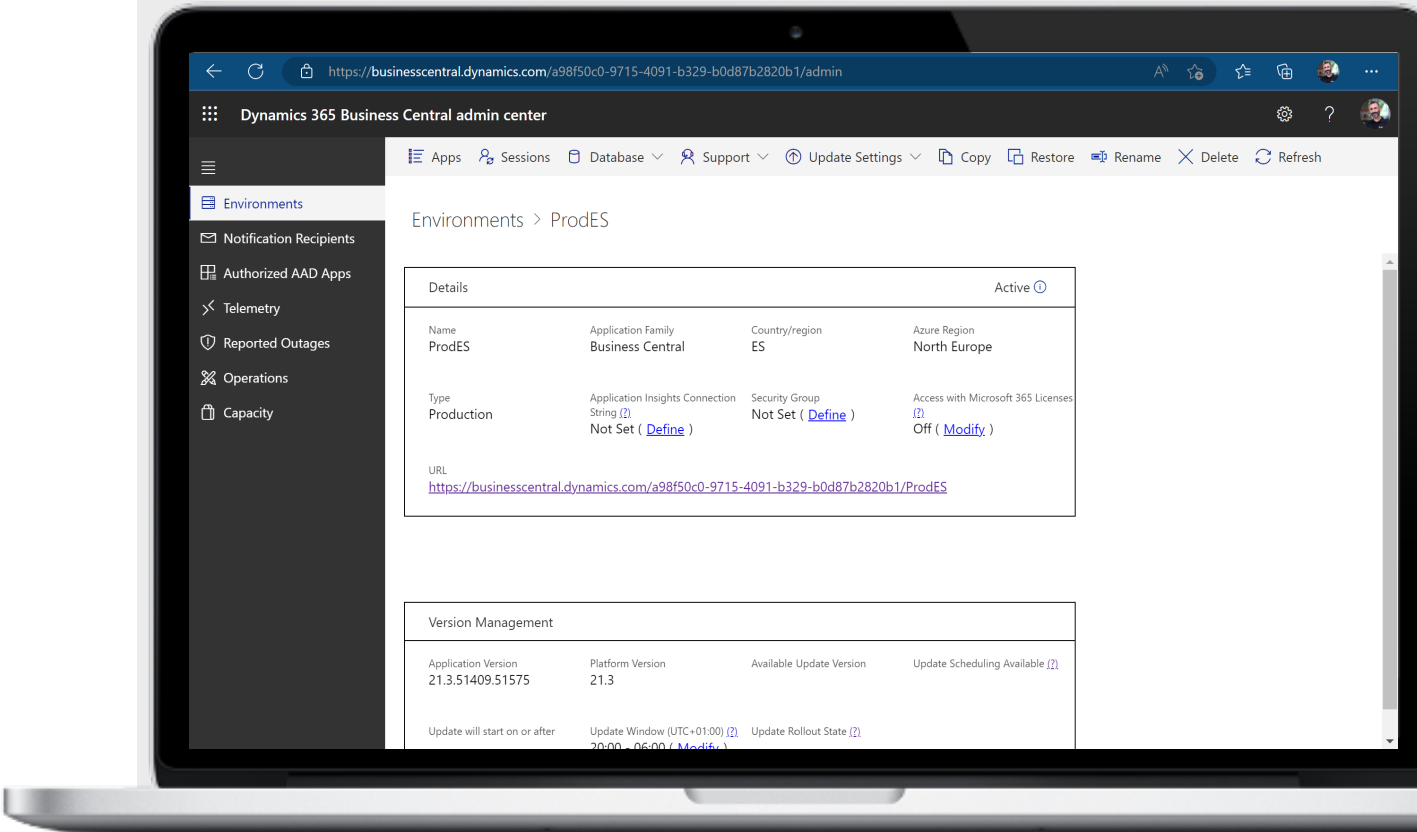
- Effectively manage and operate your Dynamics 365 Business Central Environment
- Personalize your solution using tools like Power BI, PowerApps, Power Automate, and Dataverse (formerly the Common Data Service)
- Extend your solution even further with a powerful development environment, API's and a comprehensive AppStore
- Security and Reliability



Effectively manage and operate your Dynamics 365 Business Central Environment

Tenant Admin Center

- Create and Manage new production and sandbox environments
- Set up administrative notifications
- View telemetry for the tenant environments to enable troubleshooting and support
- Manage Extension (ISV) Apps

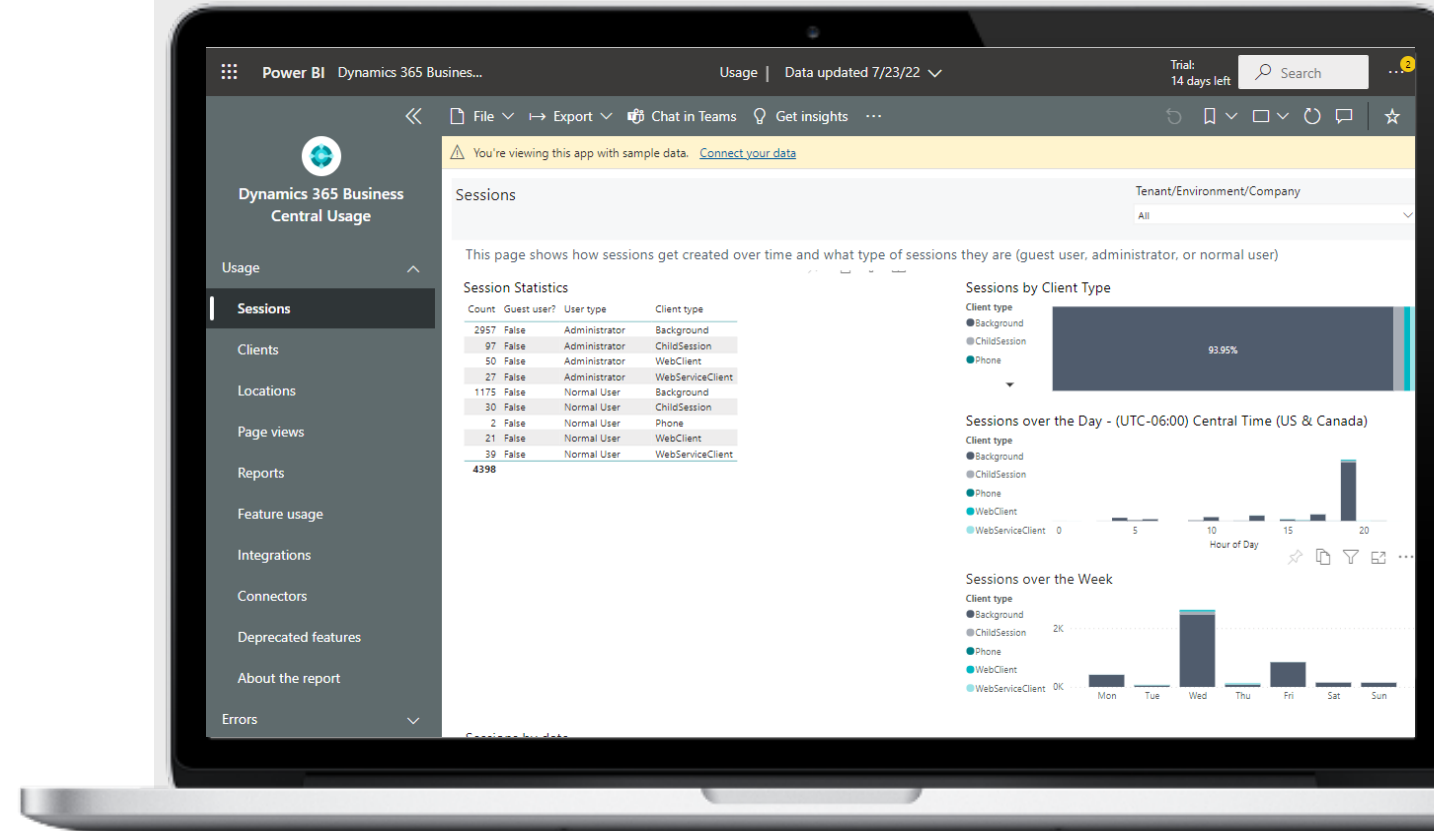




Effectively manage and operate your Dynamics 365 Business Central Environment

Telemetry

- To make it simple to analyze Business Central telemetry, we've developed two Power BI apps available from Microsoft AppSource.
- For environments and for apps/extensions.
- Usage, Reports, Performance, Administration.
- Extensible and customizable. Analyze with KQL from data telemetry data on Azure Application Insights.

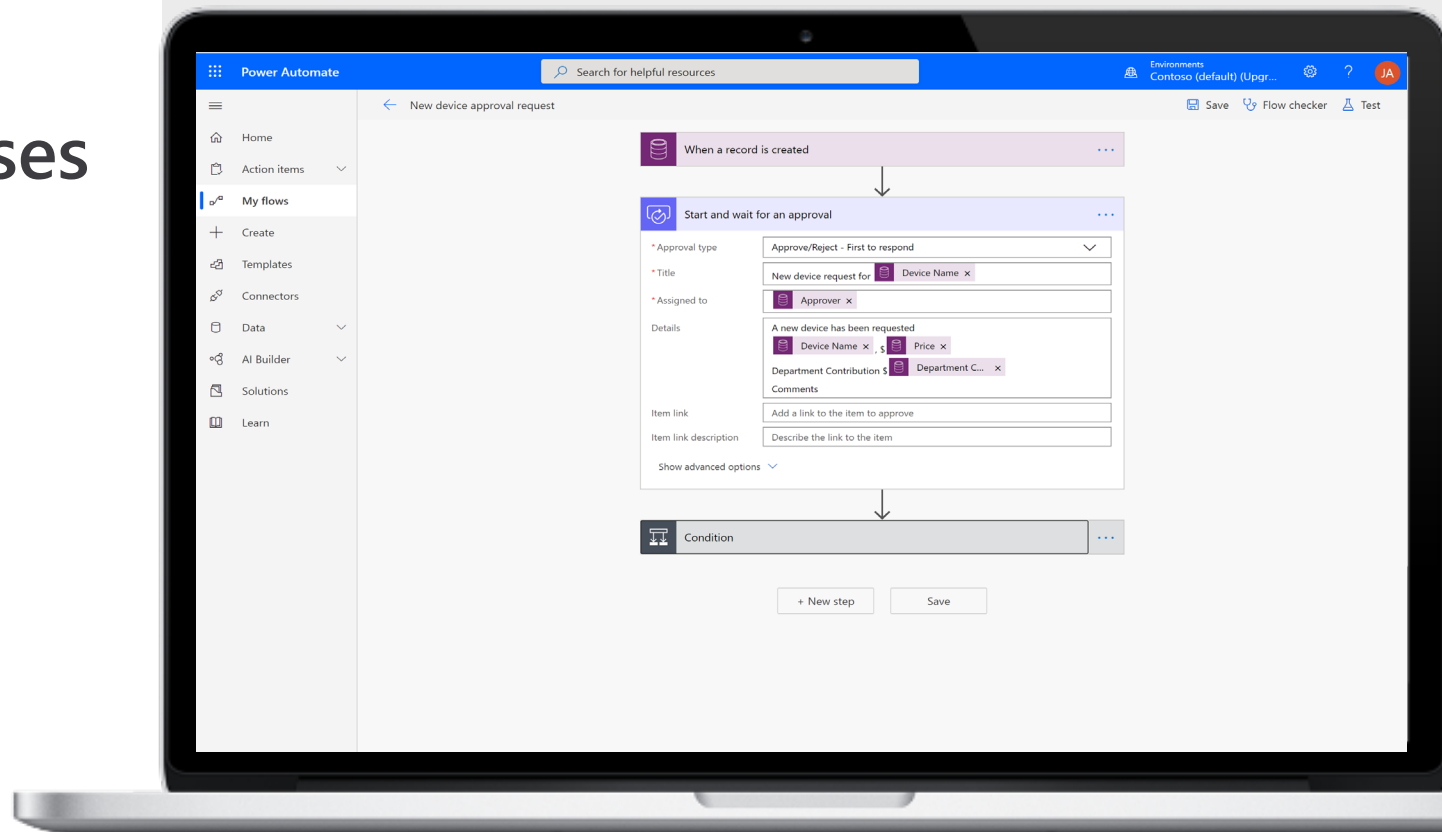




Personalize your Solution

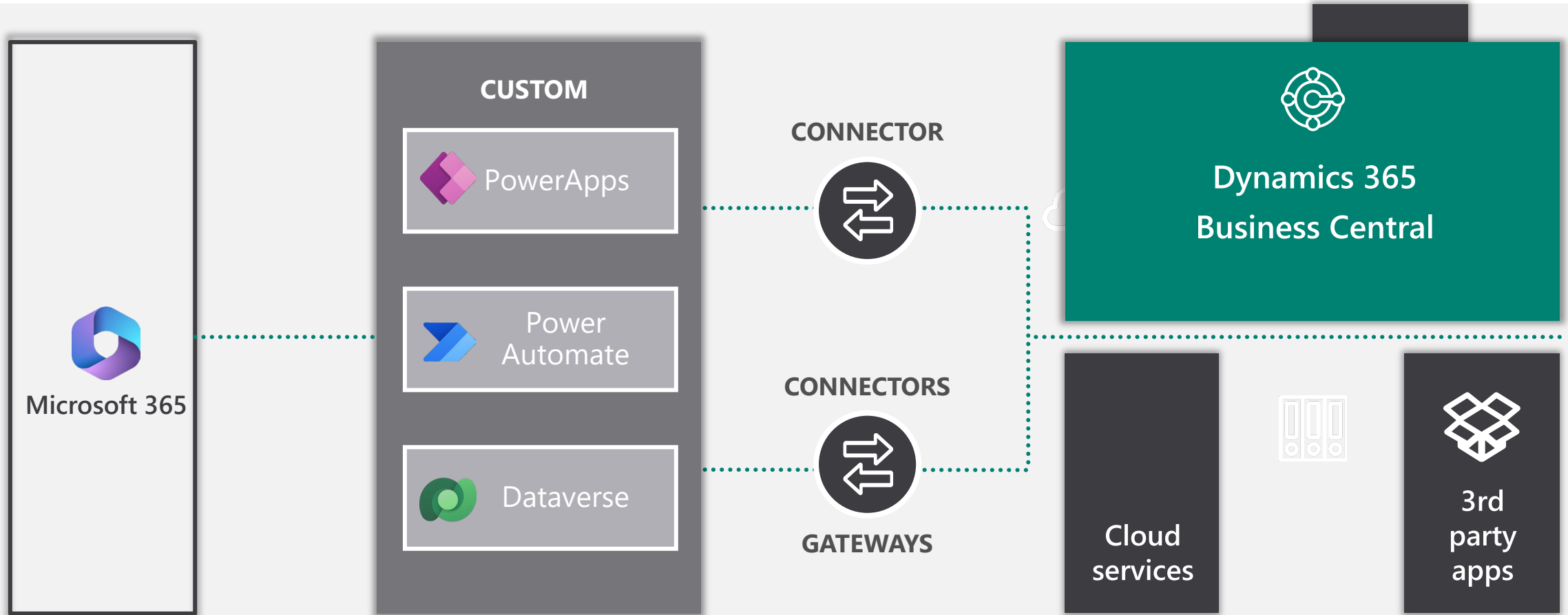
Unify your data and processes across sources using Microsoft Power Platform

- Easily connect and unify your data from popular data sources using prebuilt connectors
- Take advantage of prebuilt Power Automate templates to extend process workflows
- Create custom entities, populate them with business data using Power Query, and build rich applications with PowerApps
- The new dual-write integration service enables a seamless data exchange between Dynamics 365 Business Central and the Common Data Service, allowing customers to access their data in Dataverse in real-time



Extensibility

Build custom LOB apps & automation



Integrating and extending

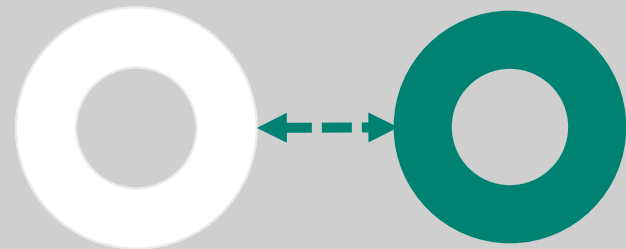
Add-On



*Add-on apps enrich the
Dynamics 365 Business Central
functionality*

Extensions

Connect



*Connected Apps connect another
service with Dynamics 365
Business Central*

API's



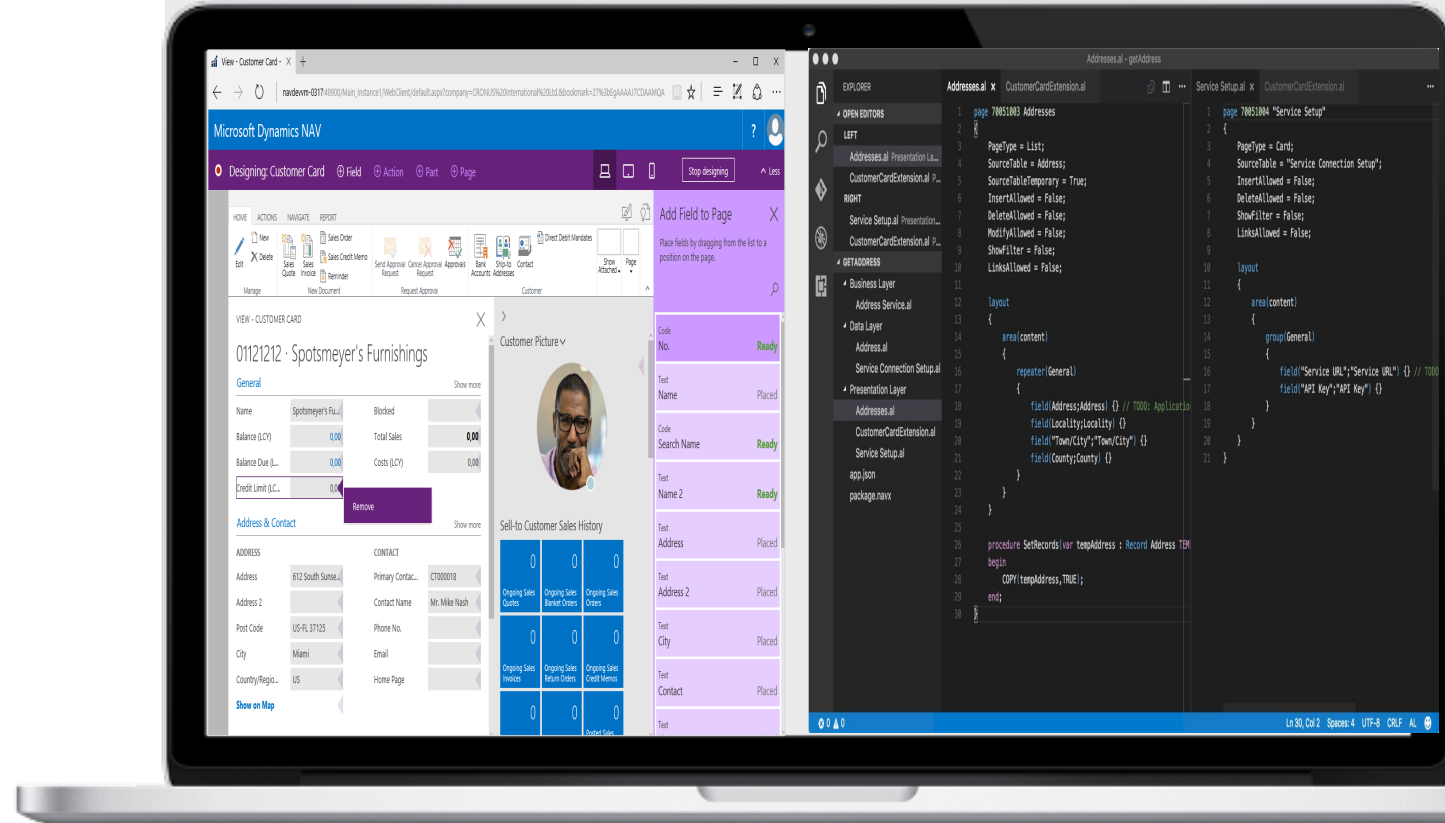
TECHNOLOGY
MODERNIZATION

Extend Your Solution



A powerful development environment

- In App Forms Designer
- Visual Studio Code for advanced modification capabilities



Microsoft AppSource

One destination for business users to discover, trial, and acquire line-of-business SaaS apps



Simplifies the discovery,
trial, and acquisition of
line-of-business apps






















An ecosystem to help
business users get started
using apps faster



An ecosystem to help
business users get started
using apps faster

Technology Modernization

ISV and Partner Ecosystem	 Microsoft AppSource					
Process and Productivity	 Dynamics 365 Business Central		 Office 365			
Power Platform	 Power BI	 Power Automate	 Power Apps	 Power Pages	 Power Virtual Agents	 AI Builder
Data and Intelligence Platform	 Dataverse	 Connectors + Gateways		 AI Platform		    
Azure Cloud Platform	 					

Security



Azure Active Directory
Authentication

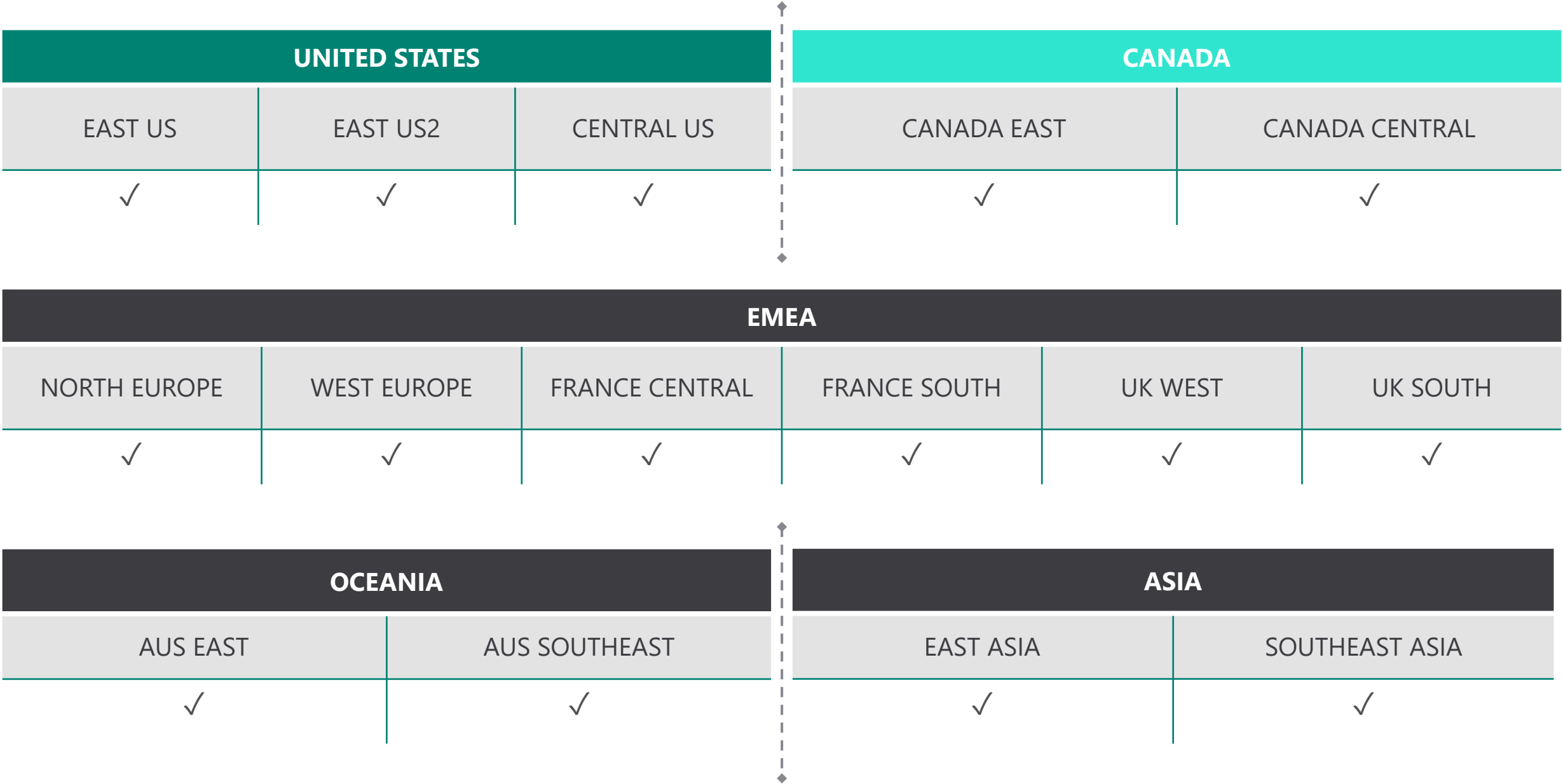


Data Isolation and
Encryption



Service Integration

Where is my data stored?



What service levels do the services have?

99.9%

**SERVICE
AVAILABILITY**
Monthly

<24 hours

**DISASTER
RECOVERY**
Failover/RPO

< 99.9%–25%
< 99%–50%
< 95%–100%

**MONTHLY SERVICE
CREDIT**

Next steps



Partner Opportunities



Projects with a holistic approach, not just an ERP but a Real Modern Work Solution (with Microsoft 365, Power Platform, Azure, other Dynamics 365 solutions and integrations)



There's still a lot of installed base to migrate to the cloud



Great opportunity to offer added value through government and security (implement CoE, best practices, telemetry, ...)



Take the next step

Get started with Dynamics 365 Business Central — empower your digital transformation by applying intelligence and connecting your data.

Lean on the next generation of business applications with trusted Microsoft cloud services.

[Dynamics 365 Business Central on Microsoft.com](#)

[Dynamics 365 Business Central Learning Paths](#)

[Dynamics 365 Business Central Documentation](#)



Microsoft Dynamics 365