What's New and Highlights in Business Applications



On today's call



GONÇALO MIGUÉIS



PEDRO CUSTÓDIO

Session Objectives

- Keep you up-do-date about the Microsoft Business Applications
- Save you time
- Provide you the links to additional information

Agenda

- Technical Presales & Deployment Services
- Distribution and Partner news
- Events
- Technical News
- Documentation & Trainings
- Questions and Answers

Technical Presales & Deployment Services

Plan, build and grow your technical capabilities and accelerate sales

Partner organizations receive technical & business enabler guidance from a Microsoft Partner Technical Consultant (PTC) through personalized, one-to-one consultations to plan, build and publish Microsoft Al & cloud services or applications and accelerate the closure of sales opportunities.



Plan your business with Microsoft

Get help assessing your organization's technical capabilities to uncover key opportunities that can help you grow your business.



Build a service or application

From envisioning to publishing, our consultants will advise and support you.



Technical assistance for sellers

Help to create demos and proofs of concepts and remove sales blockers to help close more sales opportunities.



Grow and support your business

Consultants are here to support you in growing and enhancing your solution, even after you've built and sold your service or application.

Get started today at https://aka.ms/tpd. Available to partner organizations with a Microsoft AI Cloud Partner Program user account and benefits associated with a Solutions Partner designation, legacy competency or Microsoft Action Pack.

Learn more about our supported solutions

Our consultants are ready to support partners across Microsoft's suite of cloud and cloud-hybrid products.



Infrastructure (Azure)

Learn how to migrate an existing application, accelerate the development of a new one, or get to market faster. Stretch the boundaries of your technical solutions with innovative approaches to Al and Internet of Things (IoT) technologies. Dive into our server migration, data migration, SAP on Azure, application innovation, Al, analytics, and IoT options.



Modern Work

Examine real-world scenarios you may encounter when closing deals and implementing Microsoft Modern Work solutions. Work with our consultants to enhance your organization's capabilities for provisioning, configuring and managing Microsoft 365 and to accelerate productivity with Al.



Data & AI (Azure)

Address real-world scenarios encountered when closing deals and implementing Microsoft Data & Al solutions. Get assistance for closing sales, improving sales pitches, and creating technical capabilities in the scenarios of Data Platform Modernization, Advanced Analytics, and Al. Work with our consultants to eliminate technical blockers and address the main challenges when deploying your solutions.



Security

Ready your team to address real-word scenarios you encounter when closing deals and implementing Microsoft Security solutions. Work with our consultants to enhance your organization's capabilities with AI and for securing Microsoft 365. Get assistance closing sales for Security solutions.



Digital & App Innovation (Azure)

Get ready to address the main challenges when building a cloud application on Azure. Get assistance to speed up envisioning and deploying your cloud application and successfully publish it to the Microsoft commercial marketplace. Work with our consultants to receive technical guidance and best practices to build and modernize Al applications.

Business Applications

Boost your customers' engagement capabilities by using intelligent solutions like Microsoft Dynamics 365 and Power Platform, and Microsoft Sales Copilot which can empower businesses to make better-informed, more customer-driven decisions.

Technical consultations (TC) defined

What a TC is

- Delivered remotely.
- Consultation service to help plan, build and grow partner technical capabilities.
- Provides technical resources, recommendations and deliverables.
- Focuses on common partner questions and technical scenarios.
- Packaged as a Microsoft AI Cloud Partner Program advisory benefit.

What a TC is not

- Microsoft sign-off or certification / approval of a proposed partner solution.
- Hands-on support or in-production deployment assistance.
- Break-fix alternative for in-production or technical issues.
- Training or workshop.

Microsoft Partner Program benefits used to engage

Technical presales and deployment services to help you deliver services and applications faster.

	Advisory hours	Technical sales preparation & deal enablement
Partner Launch Benefits	Not available	Not available
Partner Success Core Benefits	5	Deducts advisory hours
Partner Success Expanded Benefits	10	Unlimited
Solutions Partner	50	Unlimited
Specialization / Expert*	50	Unlimited

^{*}Specialization and Expert MSP designation and TPD benefits shown are the same as, and not incremental to, Solutions Partner designation benefits.

Get the details: Learn how to qualify for Microsoft AI Cloud Partner Program technical presales and deployment benefits.

Distribution and Partner news

Business Central 2025 release wave 1

General Availability of Business Central 2025 release wave 1 (version 26)

What's new in Business Central 2025 release (Videos)

What's new or changed in Business Central 2025 release wave 1 update 26.0 - Business Central

Watch Business Central 2025 release wave 1 sessions at aka.ms/BCYouTube

Copilot and Al What's new: Copilot for Sustainability What's new: Enhanced Purchase Order matching with Copilot Introducing: Sales Order Agent Introducing: Payables Agent Introducing: Al consumption billing for Business Central What's new: Summarize with Copilot What's new: Autofill fields with Copilot

What's new: Chat with Copilot in 2025 What's new: Business Central Al resources

What's new: Prepare your Copilot extension - practical considerations

Sustainability Management

What's new: Default sustainability information What's new: Post emissions with the General Journal What's new: Water and Waste Management

What's new: Value Chain Automation with Transfer Orders What's new: Value Chain Automation with Production Orders

What's new: Value Chain Automation with Assembly Orders What's new: Power BI reports for Sustainability

Application

What's new: Document Preview in E-Documents

What's new: E-Documents connectors

What's new: Enhancements in E-Documents

What's new: Extending E-Documents with new interface

What's new: Enhancements in Intrastat

What's new: Integration with Dynamics 365 Field Service

What's new Contoso Demo Tool

upply Chain Management

What's new: Cost Adjustment

What's new in project management: Receive project items with receipts or nutraways

What's new in manufacturing: Streamline product design

What's new in manufacturing: Reverse production order transactions

What's new in manufacturing: Integration to warehouse

What's new in manufacturing: Order processing

What's new in manufacturing: Costing

What's new: Concurrent Inventory Posting

Ecommerce

What's new in Shopify Connector: Metafields

What's new in Shopify Connector: Troubleshoot export issues on Shopify Skipped Records page

What's new: Shopify Connector: Shopify B2B companies and company locations

What's new in Shopify Connector: Activate sales channels

Governance and administration

Introducing: Tenant Discovery Endpoint

Introducing: PTEs in Admin Center

What's new: Flexible Update Management

What's new: Customer-Managed Encryption Key

What's new: Telemetry

Country and Regional

What's new: E-Documents localizations

Development

What's new: Power BI embedding (for developers)

What's new: AL-Go for GitHub on Security

What's new: AL-Go for GitHub on Build and Performance

What's new: AL-Go for GitHub on Quality and Testability
What's new: AL-Go for GitHub on Delivery and Deployment

What's next: AL-Go for GitHub

What's new: Server and database

What's new: Moving tables and fields between AppSource extensions

What's new: Opening Visual Studio Code from the web client

What's new: Al, language

Introducing: How to mock outbound http calls for easier testing

Reporting and data analysis

What's new: Reporting (for developers)

What's new: Manufacturing analytics (new and updated reports)

What's new: Manufacturing analytics (updated PBI app)

What's new in Financial Reporting (for report users)

What's new in Financial Reporting (for report authors)

What's new in Financial Reporting (for administrators)

What's new: Excel reporting (for finance, sales, purchasing,

manufacturing, and sustainability)

Introducing: Discover and explore reports

What's new: Power BI (for sales)

What's new: Power BI (for subscription billing)

What's new: Data analysis

User Experience

What's new: Business Central user experience and productivity

Business Central Launch Event – Live Opening on April 01, 2025



BusinessCentral.com

New Sales Agents

Microsoft Dynamics 365 New Sales Agents

★ Say hello to the Sales research agent!

Accelerate your journey to Al-first selling with Microsoft Al Accelerator for Sales and new sales agents

Accelerate your journey to Al-first selling with Microsoft Al Accelerator for Sales and new sales agents



Sales Chat

Accessed in Microsoft 365 Copilot Chat, Sales Chat enables sales teams to ask questions and query data across web, Microsoft 365 Graph, and CRM datasets using natural language.

Paid public preview: May 2025



Sales Agent

Accessed in Microsoft 365, this Alpowered assistant works autonomously 24/7 to monitor, research, and prioritize inbound leads within CRM systems like Salesforce and can develop personalized outreach emails based on research and insights.

Paid public preview: May 2025



Sales Research Agent

Available within Dynamics 365 Sales, this deep-reasoning agent delivers actionable recommendations to sales teams by analyzing cross-domain enterprise data from multiple sources.

Paid public preview: April 2025

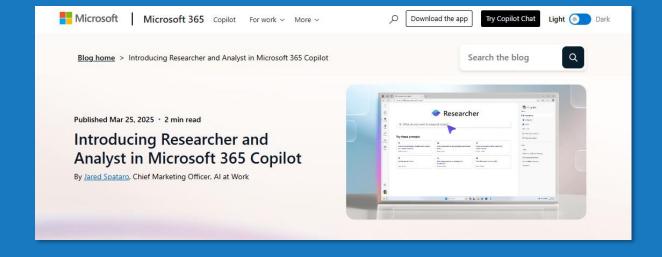
New Agents

- Announcing Deep Reasoning in Copilot Studio Agents
- Introducing Agent Flows in Copilot Studio
- Available in Copilot Studio *



■ Microsoft 365 Copilot Introduces
Researcher Agent *





Introducing Researcher and Analyst in Microsoft 365 Copilot

Microsoft at 50

The journey and future of the partner ecosystem



Microsoft 50th anniversary customer & partner gratitude



Analyst Reports

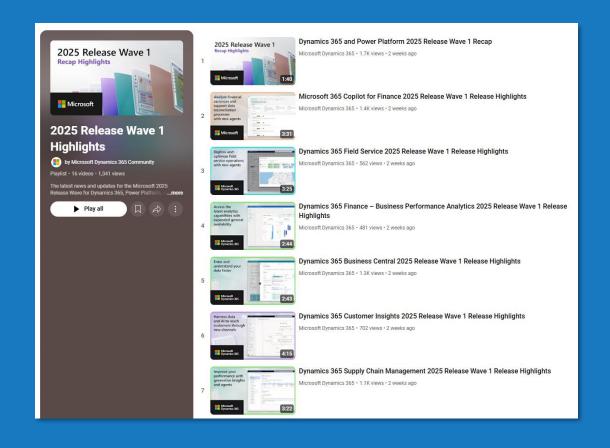
Microsoft named a Leader in The Forrester Wave™: Customer Relationship Management, Q1 2025



Business Applications 2025 Release Wave 1

2025 Release Wave 1 Highlights Videos

New demos for everyone covering the 2025 Release Wave 1



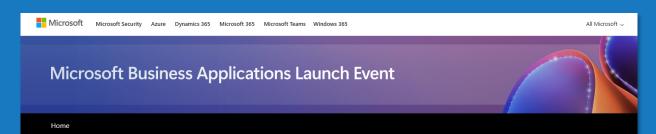
Events

Business Applications Launch Event

Microsoft Business Applications Launch Event

Business Applications Launch Event is coming

April 30, 2025 | 10:00 AM - 11:15 AM CET (UTC+1) April 30, 2025 | 9:00 AM - 10:15 AM PT (UTC-7) May 2, 2025 | 12:00 PM - 1:15 PM SGT (UTC+8)



Featured speakers



Charles Lamanna
Corporate Vice President
Business & Industry Copilot
Microsoft



Lili ChengCorporate Vice President
Microsoft Copilot Studio
Microsoft



Jeff Comstock
Corporate Vice President
Dynamics 365 Customer Experience Apps



Satish Thomas

Corporate Vice President

Business & Industry Solutions

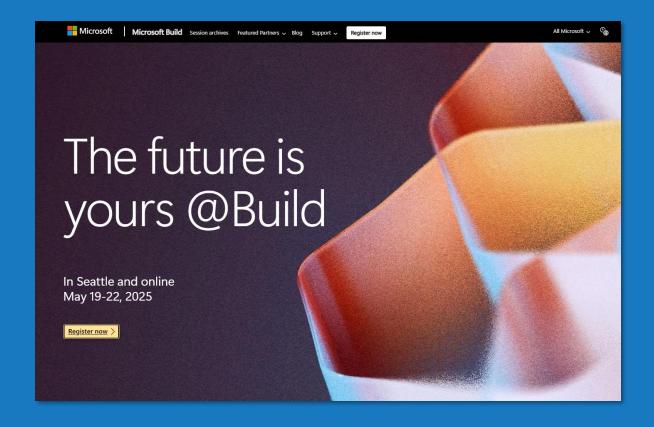
Microsoft



Sangya Singh Vice President Power Platform Intelligent Automations Microsoft

Microsoft Build 2025

Microsoft Build 2025



May 19-22, 2025 Seattle and online



Microsoft Partner FY26 GTM Kickoff Event!

Microsoft Partner FY26 GTM Kickoff Event

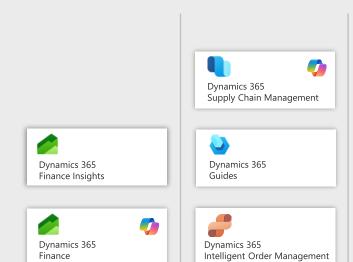


Technical news

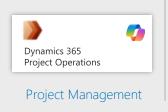
Microsoft Business Applications

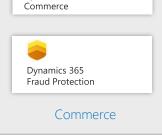






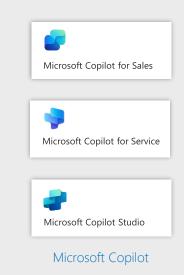


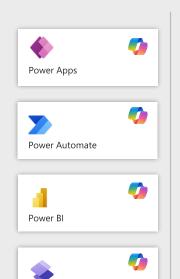




Dynamics 365



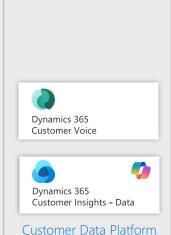




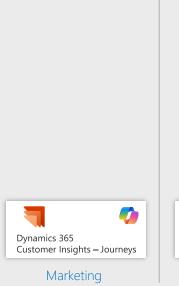
Microsoft Power Platform

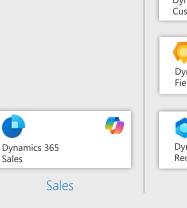
Power Pages

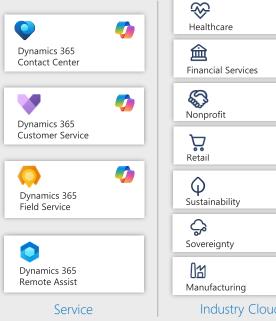
Finance

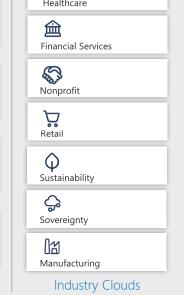


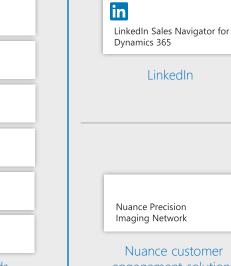
Supply Chain











Nuance customer engagement solutions

Dynamics 365 Sales

Al-powered sales journeys: Personalization for exceptional customer experiences

With Dynamics 365 and Copilot, organizations are experiencing the following benefits: ¹

- 15% increase in revenue per customer journey.
- 75% time savings on customer journey development.
- 50% reduction in physical marketing spend.

Release Planner: Dynamics 365 Sales Features coming soon

Dynamics 365 Customer Service

Naming updates to Copilot Service workspace and service representatives

New naming for Microsoft Dynamics 365
Customer Service product

Renaming

Customer Service workspace

Contact Center workspace

Copilot Service workspace

Customer Service admin center

Contact Center admin center

Copilot Service admin center

"Al agent" = autonomous agents
"Customer service representative" = human consultants

Release Planner: Dynamics 365 Customer Service Features coming soon

Dynamics 365 Contact Center

<u>Dynamics 365 Contact Center strengthens</u> <u>patient trust with HIPAA compliance</u>

Teams Phone extensibility for Dynamics 365 Contact Center

Teams Phone extensibility for Dynamics 365
Contact Center and certified ISV solutions

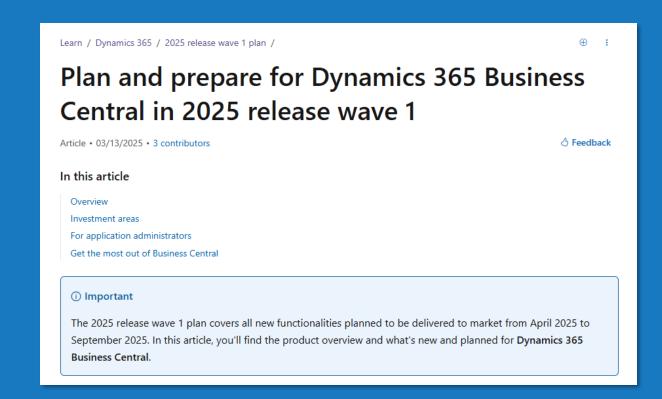
We're excited to share that as of March 5, 2025, Microsoft Dynamics 365 Contact Center has officially become **Health Insurance Portability and Accountability Act** (HIPAA) compliant. This significant achievement highlights our dedication to security, privacy, and regulatory standards, particularly benefiting customers in healthcare.

Release Planner: Dynamics 365 Contact Center Features coming soon

Dynamics 365 Business Central

<u>Plan and prepare for Dynamics 365 Business</u> <u>Central in 2025 release wave 1</u>

Ready for part 2 of 'What's Cooking in Business Central: Sneak Peek into New Financial Reporting Enhancements: Telemetry'



Release Planner: Dynamics 365 Business Central Features coming soon

Dynamics 365 Finance

Simplifying License Management for Dynamics 365 Finance and Operations: Improved User License Validation

Creating a Al-Driven Chatbot to Inquire Insights into business data

Latest enhancements in dual-write pricing for Dynamics 365 Sales and Finance & Operations

Release Planner: Dynamics 365 Finance coming soon

Dynamics 365 Supply Chain Management

Al-powered retail: 3 reasons to start digitalizing your warehouse in 2025

<u>Creating a sales order agent for Dynamics 365</u> <u>Supply Chain Management</u>

<u>Unlock insights with Business performance</u> <u>analytics in Microsoft Dynamics 365</u>

Agents: From insight to autonomous action

Many analytics solutions connect data to provide insight, but few connect directly to your ERP system to suggest or even execute next steps. By harnessing Al capabilities within Dynamics 365, you can move from reactive reporting to proactive, autonomous processes.

- Autonomous monitoring and alerts. Agents can be created to continuously
 watch financial performance, supply chain metrics, and workforce signals.
 Once an anomaly is detected—like unexpected spending spikes or inventory
 shortfalls—they can alert the right managers in Microsoft Teams or email.
- Proactive decision assistance. Instead of diving into massive spreadsheets, managers receive scenario-based recommendations built on historical and real-time data. Agents might suggest renegotiating a vendor contract or reprioritizing marketing spend to optimize ROI.
- Automated execution. Imagine your system adjusting procurement orders based on forecasted demand or automatically recommending reallocation of budgets across cost centers. When data reveals that immediate action is needed, Agents can trigger or schedule tasks in Dynamics 365.

Release Planner: Dynamics 365 Supply Chain Management coming soon

Power Platform

Code View is now Generally Available

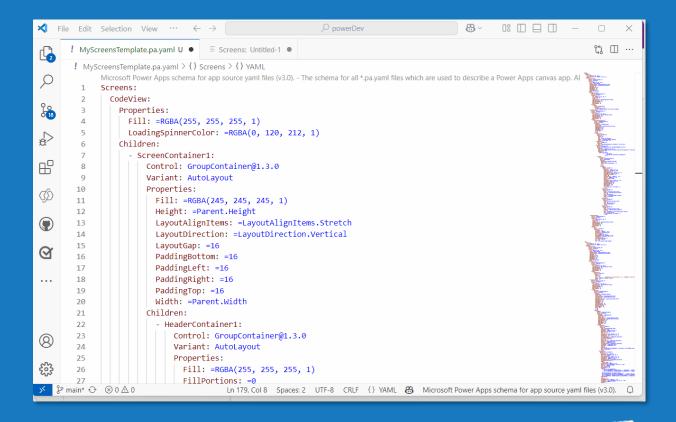
Power Platform for Admins V2 connector is now generally available in all clouds!

<u>Announcing Dynamics 365 / Power Platform</u> <u>Managed Availability</u>

<u>Use the new and improved Power Platform</u> <u>admin center (preview</u>

<u>Elevate your Microsoft Power Platform</u> <u>development experience with Power CAT Tools</u>

Reusable Power Fx Functions in Power Apps & Power Automate



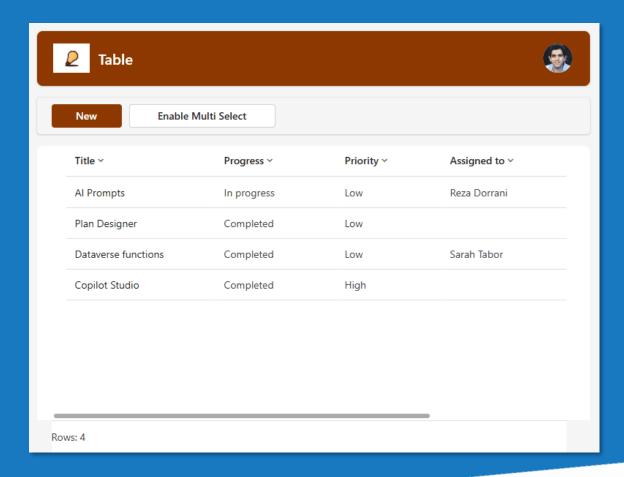
Power Platform Center of Excellence - Office Hours

Power Apps

★ Power Apps TABLE & FORM Control - Beginner's Tutorial

<u>Unified Theming for Modern Controls & Creator Kit in PowerApps</u>

Learn how to create an Excel-like Editable
GRID experience using the Power Apps
Gallery with Modern Controls.



Release Planner: Power Apps Features coming soon

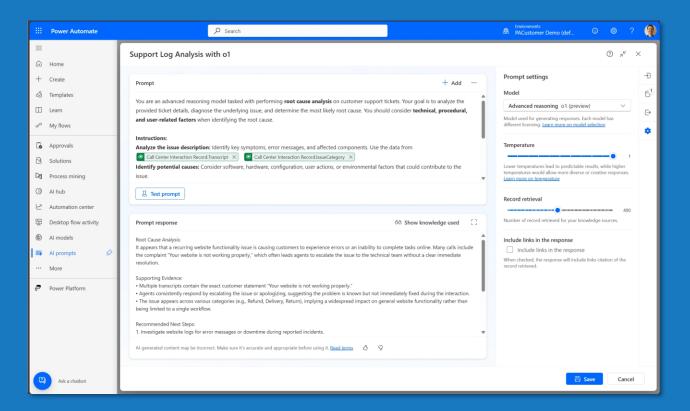
Power Automate

Enhanced enterprise automation observability

Value of Reusable Power Fx
Functions in Power Apps & Power Automate!

<u>Supercharge your Agents and Flows with Al Prompts</u>

March 2025 update of Power Automate for desktop



Release Planner: Power Automate
Features coming soon

Power Bl

Grace period for transitioning from Power BI Premium to Microsoft Fabric

<u>Upcoming Changes to Power BI Mobile App</u> <u>Support for ADFS 2016</u>

Power BI DataViz World Championships | 2 Weeks Left to Compete!



Frequently asked questions

When do I have to transition to Microsoft Fabric?

Depending on your existing agreement, the retirement will impact you differently:

- New customers can no longer purchase Power BI Premium per capacity.
- Existing customers without an Enterprise Agreement (EA) will need to replace their
 Power BI Premium capacity subscription purchase with the purchase of Fabric capacity
 at the end of their agreement.
- Customers with an existing EA agreement can continue to renew their Power BI
 Premium capacity purchase annually until the end of their EA agreement. However, at
 the end of their agreement, they will have to transition to Fabric capacity once the
 agreement has ended to continue using Microsoft Fabric.
- Customers on a sovereign cloud will not be impacted by this retirement as they do not currently have access to Microsoft Fabric. We will provide additional information as soon as it's available.

Power Pages

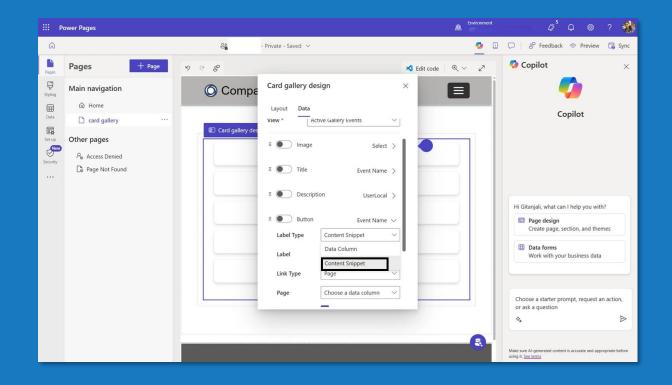
Announcing General Availability of Card Gallery in Power Pages

Governance Control in Power Pages:

Restrict External Authentication Providers –

Now Generally Available!

Streamlining ALM in Power Pages with Environment Variables for Site Settings



Release Planner: Power Pages
Features coming soon

Microsoft Copilot Studio

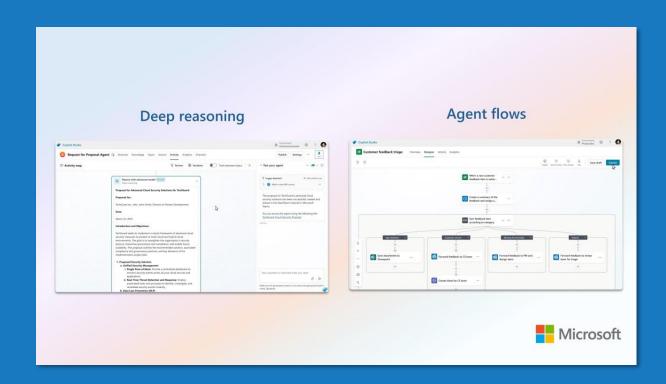
<u>Unlocking autonomous agent capabilities with</u> <u>Microsoft Copilot Studio</u>

Introducing deep reasoning and agent flows in Copilot Studio: two new features to help you build smarter agents

Announcing Model Context Protocol in Copilot Studio **

How to Export an Agent Developed in Copilot Studio

Publishing, Managing and Securing: Building with Microsoft Copilot Studio



Release Planner: Microsoft Copilot Studio Features coming soon

Microsoft Copilot Studio ... continued

Connect and configure an agent for Teams and Microsoft 365

■ Updated pricing for CopilotStudio

Copilot Studio Licensing Model

Billing rates and management

Copilot Studio feature	Billing rate	Use in Microsoft 365 Copilot scenarios ¹	Autonomous use
Classic answer	1 message	No charge	N/A
Generative answer	2 messages	No charge	2 messages
Agent action	5 messages	No charge	5 messages
Tenant graph grounding for messages	10 messages	No charge	10 messages
Agent flow actions per 100 actions	13 messages	13 messages	13 messages
Al tools			
- Text and generative AI tools (basic) per 10 response	1 message	1 message	1 message
- Text and generative AI tools (standard) per <i>10 response</i>	15 messages	15 messages	15 messages
- Text and generative AI tools (premium) per 10 response	100 messages	100 messages	100 messages

¹ Interactive use of classic answers, generative answers, tenant graph grounding and agent actions by authenticated Microsoft 365 Copilot users, in Microsoft 365 apps and services, are included at no extra cost.

Release Planner: Microsoft Copilot Studio Features coming soon

Documentation & Trainings

Licensing Guides

Microsoft Dynamics 365 Licensing Guide

Power Platform Licensing Guide

Appendix J: Change Log

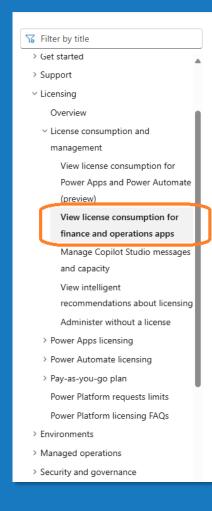
Page	Topic	Change	Action	Date
15	Customer Insights	Update	Eligibility updated/simplified by removing edition specifics from Customer	April
	Attach		Service and Sales.	
12	Customer Insights	Update	Customer Insights capacities	March
			-Interactions can be sent through out-of-box channels available in	
			Journeys (e.g., emails, SMS, push notifications) or custom channels.	

Appendix C: Change Log

Page(s)	Topic	Change	Action	Date
19-20	Copilot Studio	New	Agent actions	April 2025
19-20	Copilot Studio and Al Builder	New	Text and Generative Al Tools	April 2025
27	Al Builder	New	Al prompts, Create text with GPT o1	April 2025
19-20	Copilot Studio and Power Automate	New	Agent flow actions for agent flows	April 2025
19	Copilot Studio	Update	Tenant graph grounding for messages billing rate updated from 30 messages to 10 messages	April 2025
19, 21	Copilot Studio	Update	Zero rating: for Microsoft 365 Copilot Users	April 2025
7, 17, 21	Copilot Studio	Update	Power Automate entitlements included with Copilot Studio message pack licenses	April 2025
7, 21, 30	Managed Environments	New	Copilot Studio for M365 Copilot now features Managed Environments	March 2025

Licensing Update

F&O User license level summary



User license level summary

The **User license level summary** section provides a summary count of user licenses available, assigned, and required for the tenant for finance and operations environments.

(i) Important

Device license aren't included in the count of licenses available, assigned, or required for the tenant for finance and operations environments.

Expand table

Information	Description
User license level	Type of finance and operations license available, or required by the tenant.
Available seats	Number of seats for a user license level available for the tenant.
Assigned seats	Number of users who are assigned licenses.
Required seats	Number of users who need licenses based on role assignment in finance and operations environments.
License utilization status	This status is calculated by comparing the number of roles assigned versus the number of licenses available

You can view the individual licenses mapped to a license level, and the number of seats available for the individual license by selecting the number in the **Available seats** for a specific user license level.

Finance Agents

Finance agents documentation

What's new or changed in Finance agents (preview)

Learn / Microsoft Copilot / Finance agents documentation Discover how to make the most of Finance agents with online training courses, docs, and videos covering product capabilities and howto articles. Learn how to use Finance agents to surface insights that support strategic decision-making and reduce the time spent on manual, repetitive work. **About Finance agents** Architecture Get started OVERVIEW @ GET STARTED M OVERVIEW What are Finance agents? Install Finance agents (admin-Data handling in Finance agents deployed) Install Finance agents (business userdeployed) **Use Finance agents** HOW-TO GUIDE Al capabilities In Excel In Outlook HOW-TO GUIDE Financial Reconciliation agent Collections in Outlook

Copilot Studio

Copilot Studio Partner Demo Resource Guide



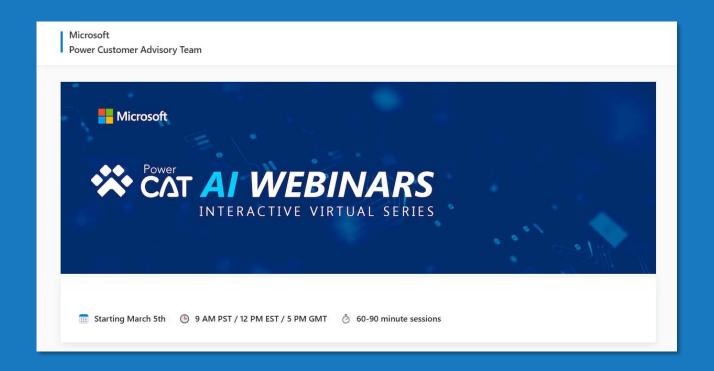
Trainings: Agents

The Agent Lab is back – and we're going bigger



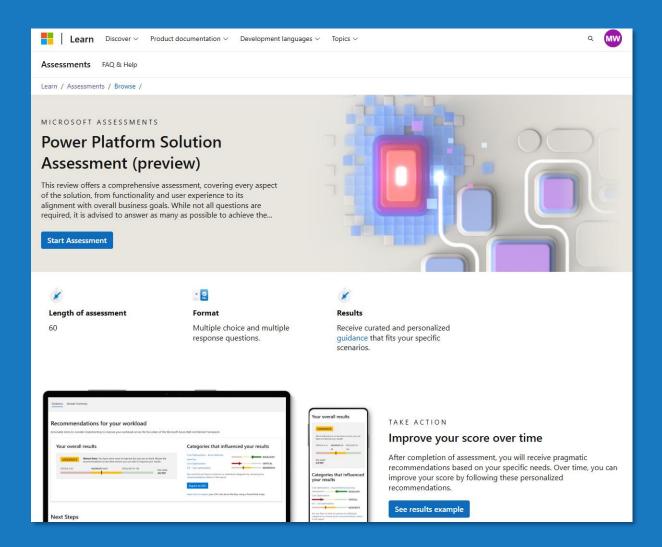
Microsoft Copilot Studio Webinars

Microsoft Power CAT Al Webinars



Power Platform Solution Assessment (preview)

Power Platform Solution Assessment (preview)



Want to know more?

Technical Consultations

Explore Technical Presales and Deployment services (TPD)

