

Get to know Microsoft Dynamics 365

# Dynamics 365 Business Central

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# Agenda



Dynamics 365 Business Central positioning and roadmap



Dynamics 365 Business Central Presentation

- Work without silos
- User-friendly integration
- Role-tailored experience
- There's an App for that



Pricing & Availability

# Dynamics 365 Business Central - Connect Your Business

Deploy a single,  
comprehensive solution

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

Connect with 3<sup>rd</sup> party applications like payroll,  
banking, CRM, or industry-specific systems.



Financial  
management



Project  
management



Operations  
management

**MICROSOFT DYNAMICS 365**  
**Business Central**



Sales & service  
management



Reporting  
& analytics



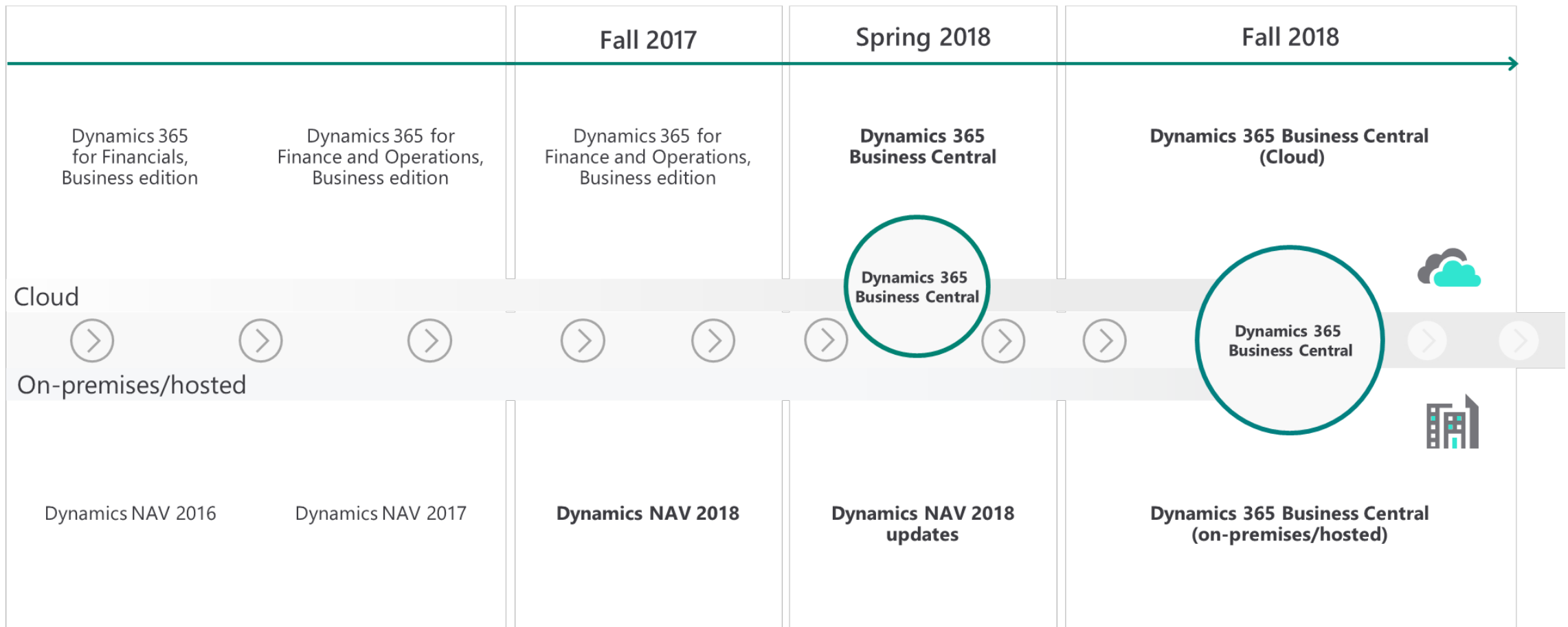
Supply chain  
management

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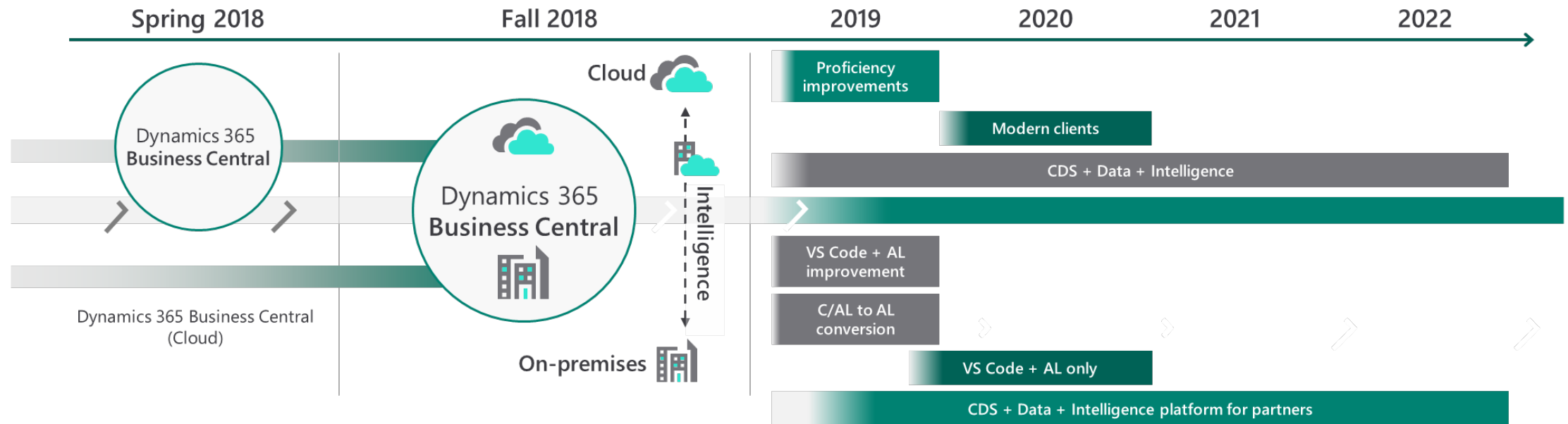
# Dynamics 365 Business Central – Core Capabilities

Financial management	Account receivables/ payables	Bank reconciliation	Fixed asset management	Month/Year end closing
Sales & 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 & analytics	Customer insights	Self-serve reports	Interactive dashboards	Built-in intelligence

# Built on the Dynamics NAV code base, serving over 160,000 customers in 195 countries around the world



# Microsoft Dynamics 365 Business Central Roadmap



## Our investment areas:

### Connect your business

Bring people, processes, and data together to manage your business end to end

### Make smarter decisions

Easy-to-create dashboards and built-in analytics give you a 360° view of your business so you can proactively inform and guide employees

### Start and grow easily

Quickly get up and running, then meet your unique business needs by easily integrating add-on applications and industry-specific solutions

### Always be ahead

Modern business management, powered by the Microsoft technology stack, deeply integrates with Office 365 and Power BI

# Dynamics 365 Business Central – April 2019 Release

Application enhancements	Productivity enhancements for business users	Powerful features for developers
Write longer names and descriptions	Save and personalize list views	Designer enhancements for developers
Use physical inventory orders to better structure your physical inventory counting	Notes and links	Visual Studio Code and AL
Select multiple items to add to a sales or purchase document	Focus mode on document pages	New list views API
Use a sales quote validity policy to control when sales quotes expire	Work date indicator	Application as an app
Control item creation from lookups on documents	Context or system indicator	Standard Web API
Copy customer dimensions to jobs created for the customer	Quick Entry	
Copy templates used to create customers, vendors, and items	New keyboard shortcuts	Performance improvements
Merge duplicate customers, vendors, or contacts	Autosave indicator	Support for SQL Server data compression
Dynamically set shortcut dimension columns in lists, documents, and journal lines	Improvements to scrolling in lists	Configuring query hints for optimizing SQL Server performance
Bulk import item pictures	Improved contextual search experience	OData performance improvements
View payment information on customer and vendor statistics FactBoxes	Improved all-product navigation	RDLC Report performance improvements on sandboxes
Look up SWIFT codes	Personalization enhancements	Event runtime optimization
Ensure that approval users are set up to run approval workflows		RapidStart optimization
Configure reports for warehouse documents	Productivity enhancements for administrators	Power BI report improvements
View vendor invoice number on purchase invoice and credit memo lists	Hardening the integration with Dynamics 365 for Sales	Application performance improvements
View time information on registers	Customize the theme for your organization	
Reference external document numbers on posted sales documents	Enhancements for application lifecycle management	Server improvements
View item description, customer name, and vendor name in ledger entries	Enhancements to the intelligent cloud	Multiple unique keys
Find G/L account setup fields in base, local, and custom features		Increased maximum length of text and code fields, variables, and text constants
View document attachments on customer and vendor ledger entries		
Set up default ship-to addresses		
Schedule background jobs with a date formula		
Check for total amount credited when creating a corrective credit memo		
Change descriptions on G/L entries		
Add ISO codes as attributes for countries and currencies		
Review and export errors in RapidStart configuration packages		
Review data imported from Excel to a configuration package		
Preview prepayment posting		
Email & resend remittance advice from the payment journal & vendor ledger entries		
Show all G/L accounts on posting setup pages and in G/L account lookups		
Use more Role Center activity groups		
Personalize the UI to skip over the Address field on documents		

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# Dynamics 365 Business Central - Presentation



# Dynamics 365 Business Central – Pricing & Availability

Team Member	Read and approve Run all reports Employee self-serve	\$8
Essentials	<div>Invoicing</div> <div>Purchasing</div> <div>Opportunity management</div> <div>Budgets</div> <div>Finance</div> <div>Fixed assets</div> <div>Purchasing order management</div> <div>Resource management</div> <div>Workflow</div> <div>Contact management</div> <div>Simple inventory</div> <div>Advanced sales</div> <div>Advanced inventory</div> <div>Distribution</div> <div>Warehouse management</div> <div>Project management</div>	\$70
Premium	Service management Manufacturing	\$100

Available in Cloud Solution Provider (CSP)  
Includes cloud platform, Microsoft PowerApps and Microsoft Flow

\*All pricing subject to change – please consult price list for actual pricing

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Thank you for joining us today!



# WIPFLI<sup>LLP</sup>

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