Velosio

Microsoft Dynamics 365 Business Central

CAPABILITIES GUIDE

Microsoft

Business Central enables your teams to connect data, automate processes, quickly take action, access your system anywhere, and make faster, smarter decisions through modern analytics.

Empower Your Organization in the Cloud

Microsoft Dynamics 365 Business Central is a comprehensive business management solution that fits the needs of small-to-midsize companies. As Microsoft's modern cloud-based ERP, it helps organizations connect their financials, sales, purchasing, inventory, projects, service, manufacturing, and operations. This tight integration empowers your teams to be more efficient, productive, and gives them better access to information for making critical business decisions.

Dynamics 365 Business Central is designed for organizations that are either stretching the limits of QuickBooks or are ready to replace an outdated system with a modern cloud-based solution.

Business Central eliminates data silos, automates processes, enables users to quickly view data and take action (even remotely), and helps management make faster, smarter decisions through easier reporting and insightful analytics and dashboards.

As a member of the Dynamics 365 family, Business Central is available in a true, multi-tenant cloud environment and has powerful integrations with other Microsoft software and tools including Office 365, Excel, Outlook, Power BI Dashboards, Microsoft Flow, and, PowerApps.
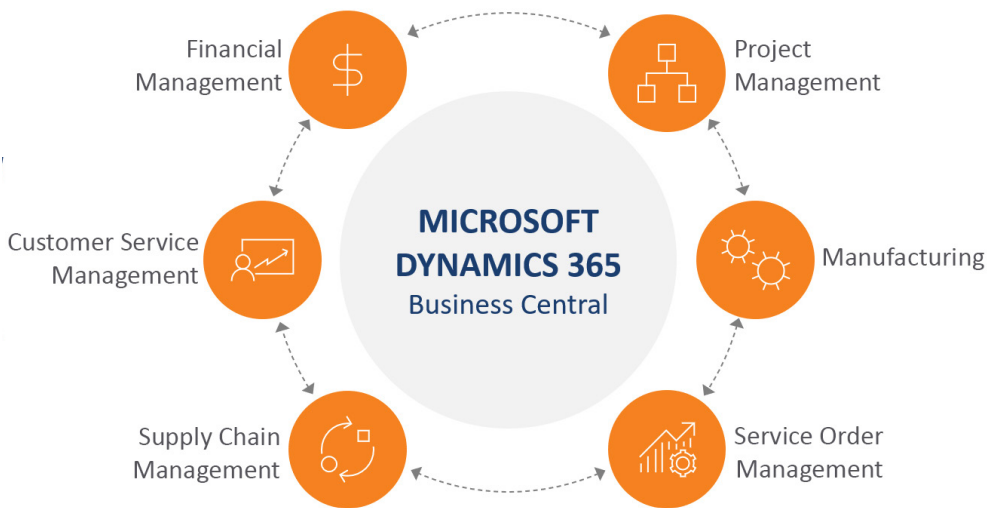
Capabilities

- Financial Management
- Customer Relationship Management
- Sales and Marketing
- Supply Chain Management
- Warehouse Management
- Project Management
- Service Order Management
- Manufacturing

Ideal Companies

- Distributors
- Discreet Manufacturers
- Wholesale Trade
- Finance Firms
- Insurance Companies
- Professional/Consulting Services*
- Software Development & Services*
- Research Organizations*
- Convention/Events Organizations*
- Nonprofits*

* With the Progressus Advanced Project Accounting extension

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A Single Comprehensive Solution with Two Licensing Options

Financial Management

Project Management

MICROSOFT DYNAMICS 365
Business Central

Manufacturing

Customer Service Management

Supply Chain Management

Service Order Management

Essential Licensing:

- *Financial Management*
- *Customer Relationship Management (CRM)*
- *Supply Chain Management*
- *Project Management*

Premium Licensing:

- *Everything in Essential*
- *Service Order Management*
- *Manufacturing*

Financial Management

Business Central streamlines accounts receivables and payables and automatically reconciles accounts to close and report on financials quickly and accurately, while maintaining compliance. You can refine financial forecasts by modeling and analyzing data across multiple dimensions. Using seamless Microsoft Excel integration, you can easily customize reports. Modules include but are not limited to the following (descriptions are summaries not inclusive of all functionality):

General Ledger - Set up a company and start posting to the general ledger, chart of accounts, general journals, VAT facilities, recurring journals, and source codes.

Accounts Receivable - Post sales transactions in journals and manage receivables; register customers and manage receivables using general journals.

Accounts Payable - Set up and maintain a vendor table, post purchase transactions in journals, and man-age payables. Includes the vendor table and enables you to generate vendor ledger entries using general journals.

Budgets - Work with budgets in general ledger accounts.

Deferrals - Set up deferral templates that automate the process of deferring revenues and expenses over a pre-defined schedule.

Fixed Assets - Keep track of fixed assets and related transactions such as acquisitions, depreciations, write-downs, appreciations, and disposals.

Advanced Dimensions - Add unlimited dimensions to any ledger for advanced transaction analyses.

Audit Trails - The system automatically assigns audit trails and posting descriptions to every transaction. In addition, users can define reason codes to create complementary audit trails.

Bank Account Management - Create, operate, and manage multiple bank accounts for catering to your diverse business needs and across different currencies.

Reconciliation - Reconcile your bank statement data automatically to open bank account ledger entries and keep track of all your bank statements.

Multiple Currencies - Manage multiple currencies throughout the system, including payables and receivables, general ledger reports, resource and inventory items, and bank accounts.

Customer Relationship Management (CRM)

You can prioritize sales leads based on revenue potential. Keep track of all customer interactions and get guidance on best upsell, cross-sell, and renewal opportunities throughout your sales cycle. The CRM series accelerates the quote to cash process. Act quickly on sales-related inquiries, manage service requests, and process payments—**all from within Outlook!** Moreover, you can gain a comprehensive overview of your service tasks, workloads, and employee skills to effectively assign resources and accelerate case resolution. Modules include but are not limited to the following (descriptions are summaries not inclusive of all functionality):

Contact Management - Maintain an overview of your contacts and record your contact information for all business relationships.

Campaign Management - Organize campaigns based on segments of your contacts that you define.

Opportunity Management - Keep track of sales opportunities, section your sales processes into different stages, and use this information to manage your sales opportunities.

Dynamics 365 for Sales - This integration synchronizes your data, including sales orders, item availability, units of measure, and currencies.

Interaction/Document Management - Record all the interactions that you have with your contacts— for example, telephone calls, meetings, or letters. Attach documents to interactions, such as sales orders or quotes.

Outlook Integration – Synchronize with Outlook to record email correspondence with contacts, customers, or leads. Manage business interactions with your customers and vendors, directly in Outlook. See financial data related to customers and vendors, as well as create and send financial documents, such as quotes and invoices.

Advanced CRM – Dynamics 365 Customer Engagement

Business Central can also integrate with this more robust CRM alternative from Microsoft. Dynamics 365 Customer Engagement

Project Management

You can create, manage, and track customer projects using timesheets along with advanced job costing and reporting capabilities. You develop, modify, and control budgets to ensure project profitability. You plan with precision when you manage resource levels by planning capacity and sales. Track invoicing for customers against planned costs on orders and quotes. How is your project performance? You can know and make effective decisions with real-time insight on project status, profitability, and resource-usage metrics. Project Management modules include but are not limited to the following (descriptions are summaries not inclusive of all functionality):

Resources - Register and sell resources, combine related resources into one resource group or track individual resources.

Jobs - Keep track of usage on jobs and data for invoicing the customer. Manage both fixed-price jobs and time-and-materials jobs.

Estimates - Monitor resource usage and get a complete overview of your capacity for each resource with information about availability and planned costs on orders and quotes.

Timesheets - Timesheets are a simple and flexible solution for time registration with manager approval and integrate with Service, Jobs, and Resources.

Advanced Project Accounting

Professional Services and project-based firms get advanced projects capability in Progressus Advanced Project Accounting

Supply Chain Management

With Business Central built-in intelligence, you can predict when and what to replenish in inventory. Purchase only what you need with dynamically updated inventory levels. This helps you reduce shortages and avoid lost sales. Automatically calculate stock levels, lead times, and reorder points. Suggest substitutes when requested items are out of stock. You maximize profitability when you get recommendations on when to pay vendors, use vendor discounts, or avoid overdue penalties. Moreover, you prevent unnecessary or fraudulent purchases through approval workflows. Modules include but are not limited to the following (descriptions are summaries not inclusive of all functionality):

Sales Order Management - Manage sales orders, blanket sales orders, and sales order processes, including sales returns.

Purchase Order Management - Manage purchases, blanket orders, and purchase order processes, including purchase returns.

Inventory - Set up items that you carry in your stock and specify their unit of measures, costing method, inventory posting group, unit cost, and price and other properties.

Item Transfers - Track inventory as it's moved from one location to another and account for the value of inventory in transit at various locations.

Locations - Manage inventory in multiple locations that may represent a production plant, distribution center, warehouse, showroom, etc.

Assembly Management - Supports companies that supply products to their customers by combining components in simple processes without the need of manufacturing functionality. Specify a list of sellable items, raw materials, or resources as an Assembly Bill of Materials. Use assembly orders to replenish assembly items, to stock, or capture the customer's special requirements.

Sales Invoicing - Set up, post, and print customer invoices and sales credit memos. This module is fully integrated with General Ledger and Inventory.

Purchase Invoicing - Set up, post, and print purchase invoices and purchase credit memos. This module is integrated with General Ledger and Inventory.

Shipping - Set up multiple shipping agents (for example, UPS, DHL, external carriers, or your own carrier) and relate their services (express, overnight, standard) with shipping time. Associate default shipping agents and their services with individual customers. Handle order shipments directly from the vendor to the customer without having to physically stock items in your inventory while still keeping track of order costs and profit.

Order Promising - Promise accurate order shipment and delivery dates to customers based on an item's current and future availability. When items are not available to meet a customer's requested delivery date, calculate the earliest shipment date.

Multiple Locations - Manage inventory in multiple locations that may represent a production plant, distribution centers, warehouses, show rooms, retail outlets and service cars. Also track inventory as it is moved from one location to another.

Item Management - Includes managing item budgets, item charges, item cross references, item substitutions, item tracking, item categories, and item attributes.

Warehouse Management

Part of Supply Chain Management, warehouse capability in Business Central can be implemented in different complexity levels depending on a company's processes and order volume. The main difference is that activities are performed order-by-order in basic warehousing, while they are consolidated for multiple orders in advanced warehousing. Warehouse modules include but are not limited to the following (descriptions are summaries not inclusive of all functionality):

Warehouse Management Systems - Manage items on a bin level. Pick and put away items in a bin and move items between bins using a report that optimizes space using picking processes.

Warehouse Receipt - Enable warehouse workers to create a put-away from the receipt.

Warehouse Shipment - Enable warehouse workers to create a pick from the shipment.

Bin Setup - Easily set up and maintain your bins by defining both the layout of your warehouse and dimensions of your racks, columns, and shelves.

Bin/Pick/SKUs - Organize your warehouse by assigning items to bins, the smallest unit in the warehouse logical structure. Enable warehouse workers to create a pick or put-away from the released order. Also, manage stock-keeping units (SKUs).

Automated Data Capture System - Capture data automatically. Keep data accurate, even in a hectic environment.

Service Order Management

Business Central Premium licensing delivers the set of modules that handle field service management. Here are the modules that make up this series (descriptions are summaries not inclusive of all functionality):

Service Orders - Register your after-sales issues including service requests, services due, service orders, and repair requests.

Service Price Management - Set up, maintain, and monitor your service prices.

Service Item Management - Record and keep track of all your service items, including contract information, component management, and BOM reference and warranty information.

Planning - Assign personnel to work orders and log details such as work order handling and work order status.

Dispatching - Manage service personnel and field technician information, and filter according to availability, skills, and stock items.

Service Contract Management - Record details on service levels, response times, and discount levels, as well as on the service history of each contract, including used service items and parts and labor hours.

Manufacturing

Dynamics 365 Business Central Premium version has robust and intuitive manufacturing functionality. Seemingly complex processes can be completed accurately and efficiently. Business Central helps you stay ahead of the competition by providing your customers with accurate information and on-time orders. The built-in business intelligence in the system enables manufacturers to get a clear picture of inventory levels, production efficiencies, and forecast the future demand of their products. Here are the modules that make up this series (descriptions are summaries not inclusive of all functionality):

Production Orders - Create and manage production orders and post-consumption and output to the production orders.

Production Bill of Materials - Create bills of materials and calculate standard costs.

Version Management - Create and manage different versions of the manufacturing bill of materials and routings.

Supply Planning - Plan material requirements based on demand with support for master production scheduling and materials requirements planning (MRP).

Demand Forecasting - Plan and create production and purchase orders, taking into consideration the demand forecast together with the level of available inventory and parameters of requirements planning.

Sales & Inventory Forecasting - Built-in intelligence leverages historical data and helps you manage your stock and respond to your customers. Based on the forecast, it helps create replenishment requests and saves you time.

Capacity Planning - Add capacities (work centers) to the manufacturing process. Set up routings and use these routings on production orders and in material requirements planning (MRP).

Finite Loading - Take capacity constraints into account so that no more work is assigned to a work center than what the capacities can be expected to execute during a given time period.

Machine Centers - Designed to help you manage capacity of a single machine/producing resource on several levels, including detailed machine centers and consolidated work centers.

Agile Manufacturing - Plan rush hours, make exceptions and handle last-minute changes to your processes with multiple planning options.

Additional Capabilities

In addition to the above modules in six major series, there are miscellaneous modules that round out Dynamics 365 Business Central, include **Power BI,** the **Outlook Integration** feature and **Artificial Intelligence** functions. Other modules include but are not limited to:

Multiple Languages - In addition to Multiple Currencies in the Finanicals series, this module enables you to switch languages in real time.

Embedded Power BI - With the Business Central Power BI Content Pack, you can transform data into stunning visuals and build an out-of-the-box dashboard with key financial data. With the added Power BI Desktop, you can create your own customized dashboards and interactive reports.

Extended Text - Set up an unlimited number of lines to describe inventory items, resources, and general ledger accounts.

Reason Codes - Define a set of reason codes that can be assigned to individual transactions throughout the system, providing user-defined audit trails.

Outlook Integration - While in Outlook, the system allows you to access Business Central in a companion window with one click, then check client or vendor accounts and build and email quotes and purchase orders without leaving Outlook. Also, you can synchronize your to-do items and your contacts with your meetings, tasks, and contacts in Outlook.

Cash Flow Forecast - The Cash Flow Forecast chart uses cash flow accounts, cash flow setups, and cash flow forecasts. Some are provided and you can set up your own by using an assisted setup guide.

Inventory Forecast - Inventory Forecast extension predicts potential item sales using historical data and gives a clear overview of expected stock-outs. Based on the forecast, the extension helps create replenishment requests to your vendors and saves you time. You can also use it to suggest when to stock up on inventory.

Sales Forecast - The extension uses Azure AI to predict future sales based on your sales history to help you avoid inventory shortage. For example, when you choose an item, the chart in the Item Forecast pane shows the estimated sales of this item in the coming period.

The Power Platform Advantage

In addition to the tight integration with Office 365, the business productivity software your company likely already uses, Dynamics 365 Business Central also connects to the Microsoft Power Platform, which includes Power BI, Power Automate, and PowerApps.

Power BI - Power BI allows you to connect to Business Central and hundreds of data sources and visualize all your data with live dashboards and reports. Data is transformed into stunning visuals that give you insights you can share across your organization on any device to fuel intelligent action.

Power Automate - Power Automate is a cloud-based software tool that allows employees to create and automate workflows across multiple applications and services without the need for developer help. It turns repetitive tasks into multi-step workflows. Power Automate integrates with Business Central, Office 365, and PowerApps.

Power Apps - PowerApps is Microsoft's way of enabling non-developers to build functional applications without writing any code. It comes with sample applications as a starting point for building your own apps. You can add Business Central as a data source, from which you can build your PowerApps.

Power Virtual Agents - Use adaptable AI chatbots (an app that simulates human conversation) to solve common customer and internal-facing issues automatically, without need for developers. This frees up staff to focus on complex requests and high-value interactions.
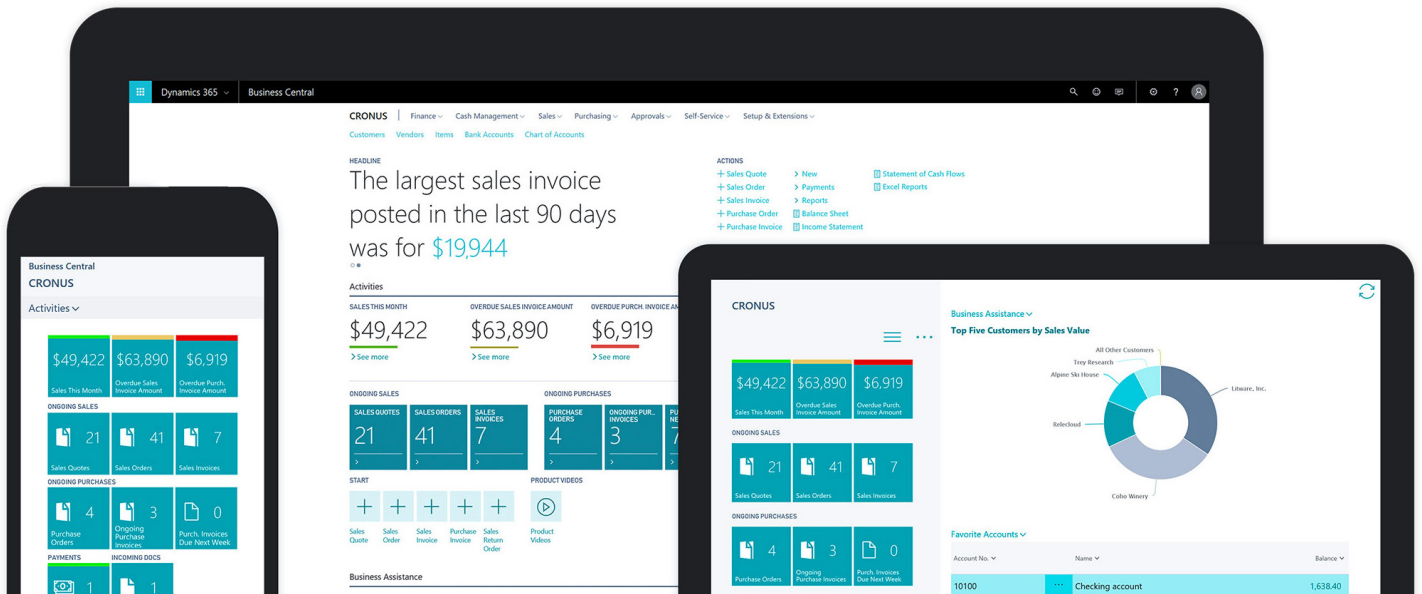
Industry Solutions in Microsoft AppSource

In Microsoft AppSource you can find industry solutions to meet any specific or niche requirements you may need to extend Business Central. There are reviews of the products and test drives. These solutions have been vetted by Microsoft and tightly integrate with Business Central so that in most cases, a user does not even know they are inside an extension and not Business Central out of the box.

What's your NEXT? Business Central can help you meet your business goals.

Benefit from an entire ecosystem of integrated products and technology platforms designed to support your NEXT every step of the way.

Dynamics 365 CRM

Microsoft Azure Cloud

Microsoft Dynamics 365 Business Central

Microsoft Office 365

Power Platform

Industry Solutions

Business Central empowers your teams to connect data, automate processes, quickly take action, access your system anywhere, and make faster, smarter decisions through modern analytics.

Velosio helps you drive innovation and improvement

Velosio helps your business stay relevant and modern by providing a clear path to the cloud for ERP, CRM and industry solutions.

We're Dynamics 365 Business Central and cloud technologies experts who enable you to adapt quickly to the platform and accelerate time to market; drive innovation in your organization to transform customer interactions; and invest with confidence in the reliability, flexibility, and affordability of the Microsoft cloud.

With more than 30 years of business systems experience, you can count on us to help you take advantage of all Business Central has to offer. Our approach instills confidence and understanding as you migrate to #YourNext.

Schedule a discovery session so we can learn your requirements.
Contact a Velosio solution specialist:

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