



**Adapt faster,
work smarter, and
perform better**

- Microsoft Dynamics 365 Business Central



Disruption is the new normal



Accelerated pace
of change



New digital
business models

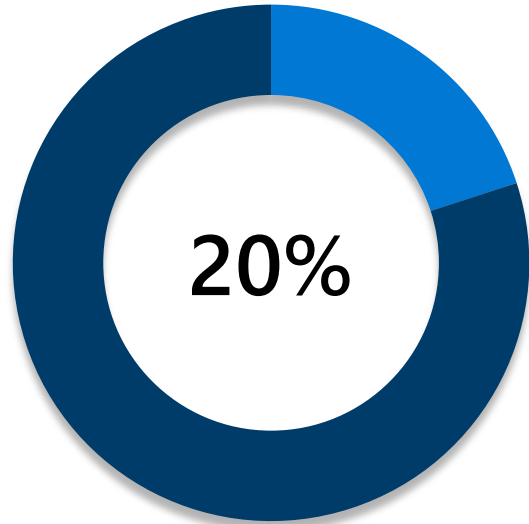


Global market
volatility

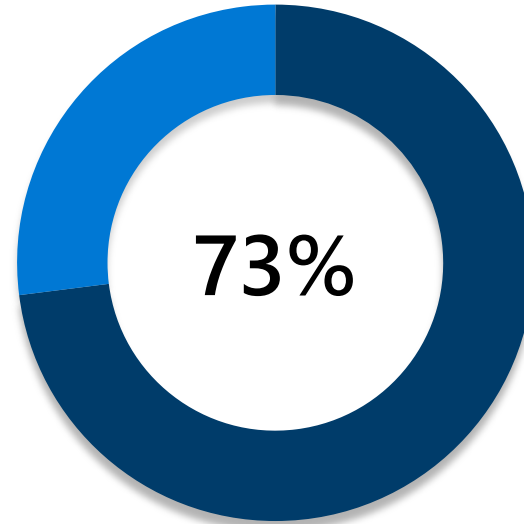


Hybrid work and the
gig economy

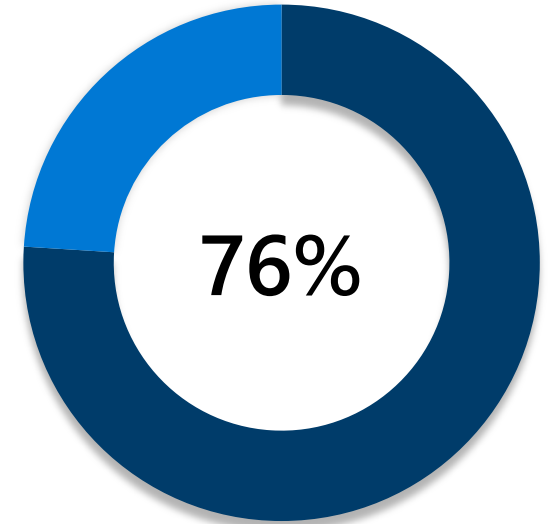
Is your business prepared for rapid change?



20% of SMBs will cease operations by 2025 because they **cannot pivot fast enough** to digitize their operations to meet customer demands.¹



73% of employees want flexible hybrid work options to stay post-pandemic.²



76% of CFOs are dissatisfied with cross-functional collaboration to bridge the gap between operational and financial planning.³



Traditional small business accounting systems inhibit growth and make it **difficult to adapt to disruptions and rapid change.**

- Manual, inefficient and error-prone
- Bog down employees, hindering their operational effectiveness
- Prevents employees from focusing on strategic work
- Leads to frustrated employees, low profit margins, higher employee turnover, and increased costs

Challenges some of our customers have faced



Needed a finance and customer engagement platform for its sales and accounting departments to accommodate rapid and anticipated business growth.

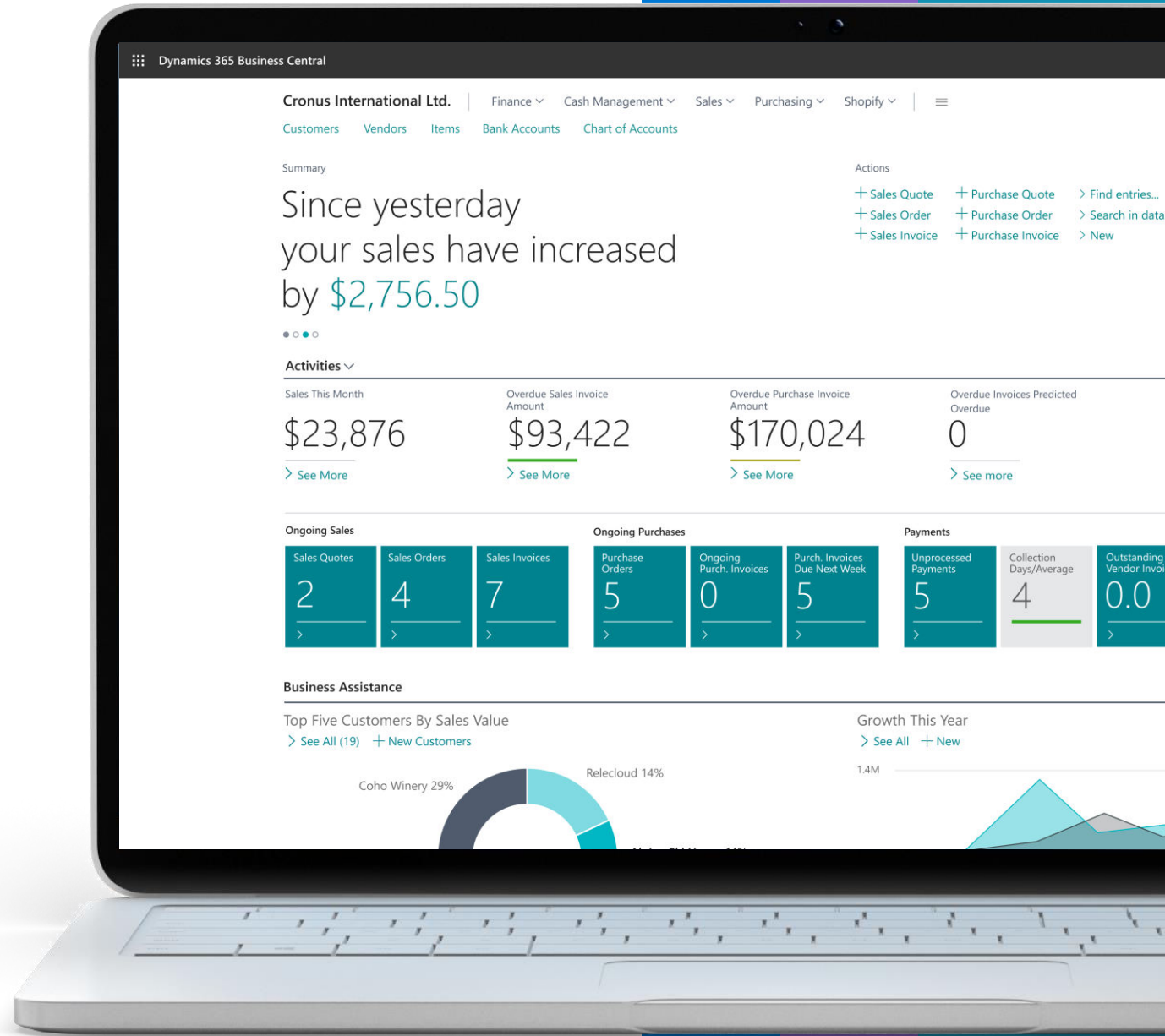


Wanted to run its business from anywhere and have all the advantages a cloud solution could bring.



Needed to find a unified ERP and CRM tool to tightly manage and track all aspects of its operations.

Microsoft Dynamics 365 Business Central



Dynamics 365 Business Central

Connects sales, service, finance, and operations teams in a single solution to help them adapt faster, work smarter, and deliver results.



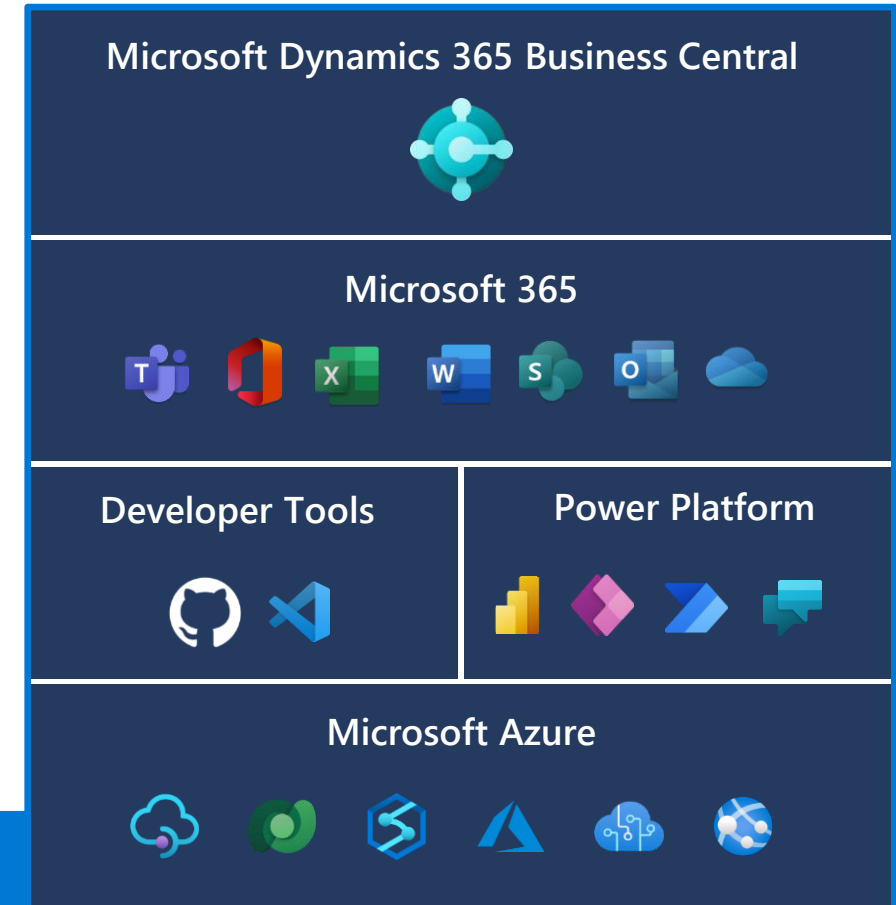
Named **"the Best ERP System"** in 2023 by Forbes Advisor

Dynamics 365 Business Central Capabilities

 <p>Finance and Accounting</p> <ul style="list-style-type: none"> • General Ledger • Unlimited Dimensions • Multiple currencies • Multiple companies 	<ul style="list-style-type: none"> • Budgets • Financial reporting • Consolidation • Intercompany postings • Statistical accounts 	<ul style="list-style-type: none"> • Cash flow forecast (AI) • Fixed assets • Cost accounting • Deferrals • Electronic payments/direct debits 	<ul style="list-style-type: none"> • Customer payment process • Late payment prediction (AI) • Bank account reconciliation • Bank account management • Check writing
 <p>Sales and marketing</p> <ul style="list-style-type: none"> • Contact management • Campaign management • Interaction and email logging • Opportunity management • Dynamics 365 Sales integration 	 <p>Sales and delivery</p> <ul style="list-style-type: none"> • Sales invoicing • Sales order management • Sales line pricing and discounting • Campaign pricing • Sales invoice discounts 	 <p>Purchasing and payables</p> <ul style="list-style-type: none"> • Purchase invoicing • Purchase order management • Purchase return order management • Alternative order addresses • Purchase invoice discounts 	
 <p>Inventory</p> <ul style="list-style-type: none"> • Inventory control • Item categories and attributes • Item tracking • Multiple locations • Location transfers 	 <p>Supply planning and availability</p> <ul style="list-style-type: none"> • Supply planning • Demand forecasting • Sales and inventory forecasting (AI) • Order promising • Calendars 	 <p>Project management</p> <ul style="list-style-type: none"> • Basic resources • Capacity management • Multiple costs • Jobs • Time sheets 	
 <p>Service management*</p> <ul style="list-style-type: none"> • Planning and dispatching • Service contract management • Service item management • Service order management • Service price management 	 <p>Warehouse management</p> <ul style="list-style-type: none"> • Bin Tracking • Inventory picks and put-aways • Warehouse receipt • Warehouse shipment 	 <p>Manufacturing*</p> <ul style="list-style-type: none"> • Assembly management • Standard cost worksheet • Production bill of materials • Basic capacity planning • Machine centers • Version management 	

Dynamics 365 Business Central outcompetes with the only fully integrated stack, on the world's most trusted and comprehensive cloud

- Works seamlessly with the Microsoft applications you already use and know – Outlook, Teams, Excel and Power Platform
- AI infused throughout the solution brings you continuous insights to speed decision making
- A single system that works across international locations
- Scalable and extensible to grow and adapt with your growing business



Identity, security, management, and compliance

Business Central Differentiation: reliability, performance, and scale

The best cloud platform for ERP



Performance and Scale



Security



Business Continuity
and Disaster Recovery



Compliance

Application Security in Business Central



Authentication



Authorization



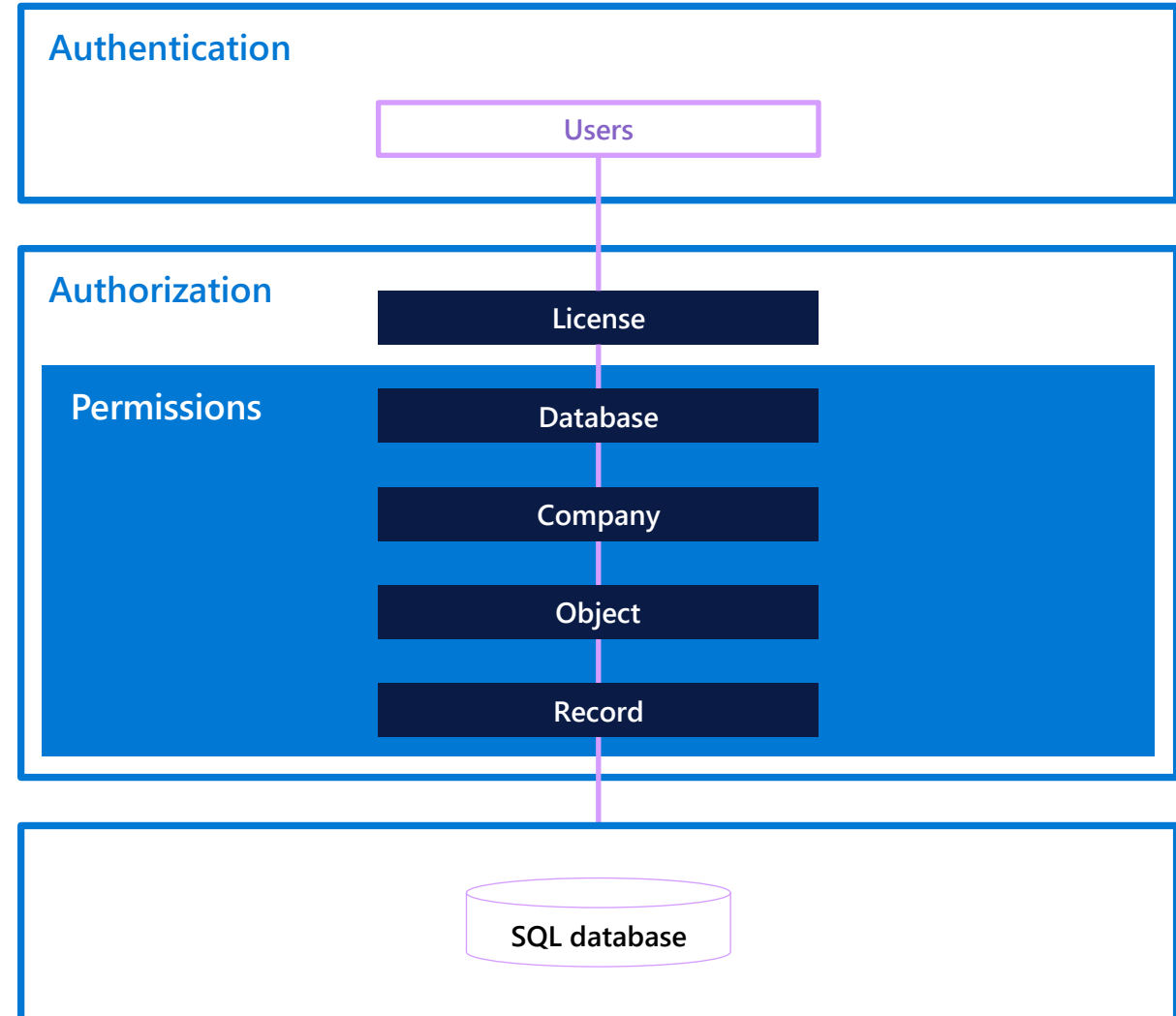
Auditing



Data Encryption



Security Development Lifecycle



Work in the cloud

- Always be on the latest version of the solution without costly upgrades
- No more infrastructure management
- Work seamlessly with other Microsoft products
- Enhanced Microsoft cloud security
- Improve privacy, reliability, and scalability
- Work from anywhere, on any device
- Access predictive analytics, AI, and data visualizations
- Be ready for the future with the latest AI and product innovations



Do more with less: Business Central



Customer results

[Call2Recycle](#) saves \$25K annually by reducing costs of previous system

[CURRAX](#) realized year-over-year growth of 12% in project handling

[Payzone](#) increased staff productivity by 40%

Dynamics 365 Business Central customers can enjoy [new customer](#) and [migration](#) offers



Business Central country availability

78%

Of the world Gross Domestic Product (GDP)

131

Countries

30

More countries planned for next release

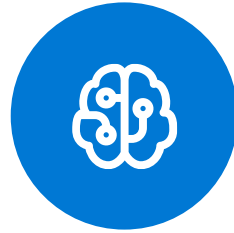
Fenwick and Dynamics 365 Business Central

Make your vision a reality with a connected business management solution that enables you to **adapt faster, work smarter, and perform better**



Adapt faster

Be prepared for disruption with the insights needed to pivot quickly, shift business models, and cultivate strategic plans.



Work smarter

Empower your people to confidently take action and get more done with AI-infused processes, automated workflows, and interoperability with Microsoft 365 + Teams.



Perform better

Enable better business performance with continuous process improvements responsiveness across your entire business—not just financials.

Dynamics 365 Business Central – Video

Dynamics 365 Business Central

Cronus International Ltd. | Finance | Cash Management | Sales | Purchasing | Shopify

Customers | Vendors | Items | Bank Accounts | Chart of Accounts

Summary

Since yesterday your sales have increased by **\$2,756.50**

Actions

- + Sales Quote
- + Purchase Quote
- > Find entries...
- > Payments
- + Sales Order
- + Purchase Order
- > Search in data...
- > Reports
- + Sales Invoice
- + Purchase Invoice
- > New
- Excel Reports

Activities

Sales This Month	Overdue Sales Invoice Amount	Overdue Purchase Invoice Amount	Overdue Invoices Predicted Overdue
\$23,876	\$93,422	\$170,024	0
See More	See More	See More	See more

Ongoing Sales

Sales Quotes	Sales Orders	Sales Invoices
2	4	7

Ongoing Purchases

Purchase Orders	Ongoing Purch. Invoices	Purch. Invoices Due Next Week
5	0	5

Payments

Unprocessed Payments	Collection Days/Average	Outstanding Vendor Invoices
5	4	0.0

Scan documents

Business Assistance

Top Five Customers By Sales Value

- Coho Winery 29%
- Relecloud 14%

Growth This Year

1.4M

Dynamics 365 Business Central – Video



Adapt faster

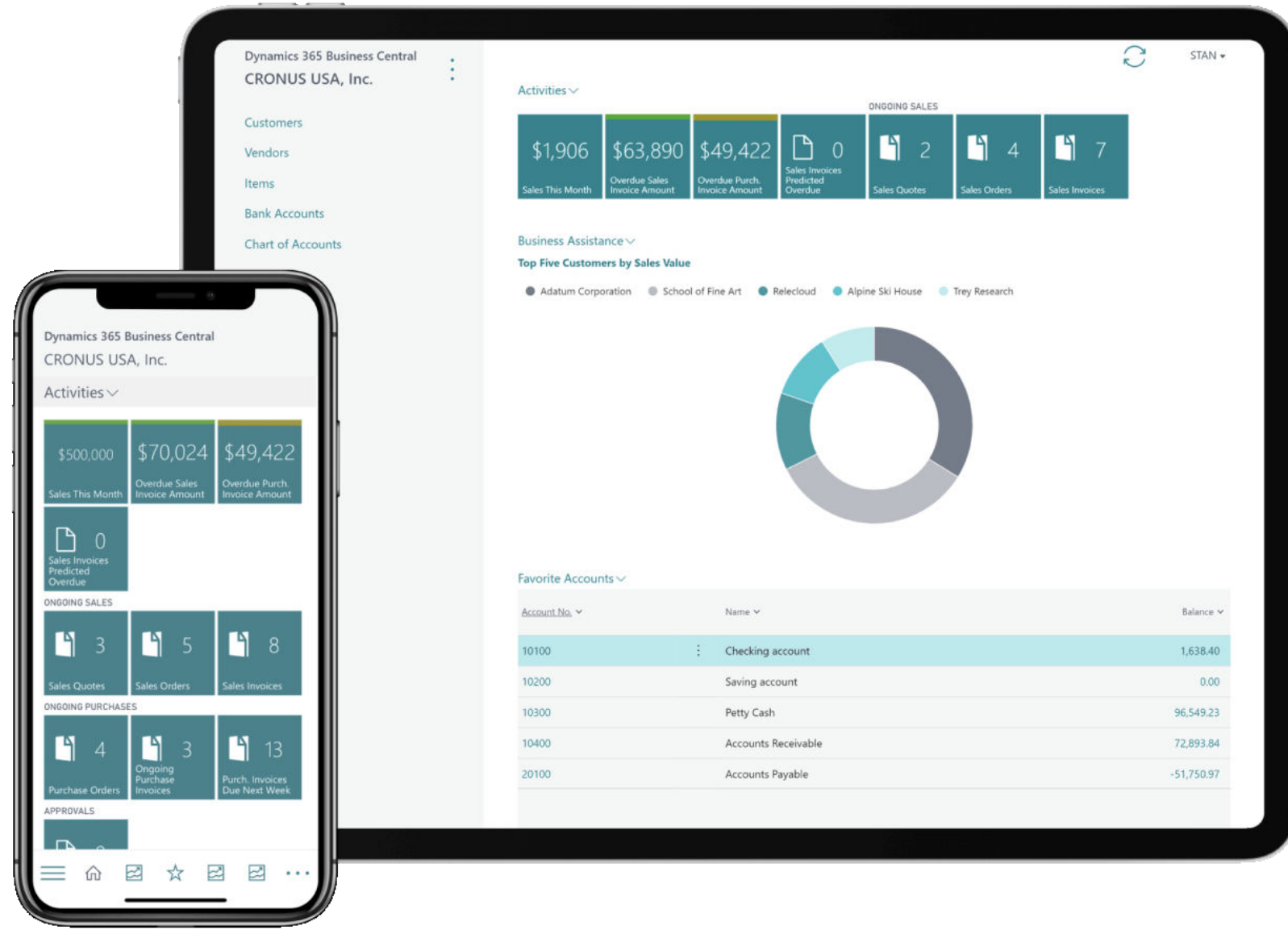
Be prepared for disruption with the insights needed to pivot quickly, shift business models, and cultivate strategic plans.



Take your business on the go

Work wherever your business takes you with full capabilities on desktop, tablet, or mobile, on premises or in the cloud, across Windows, Android and iOS devices.

Get a consistent experience across all your devices.



Industry-specific apps

Microsoft | AppSource Apps Consulting Services Industry Clouds Partners

Search AppSource apps United States | EN Sign in

Apps results

Showing 2391 results in apps. View 543 related results in consulting services or 11 related results in industry clouds.

Filters Clear all

Search filters

Products (1)

Dynamics 365 (1)

- Business Central
- Commerce
- Customer Service
- Customer Voice
- Field Service
- Finance
- Human Resources
- Marketing
- Mixed Reality
- Project Operations
- Project Service Automation
- Sales
- Supply Chain Management

Microsoft 365

Power Platform

SaaS

Categories

Industries

Trials

Pricing Model

Dynamics 365 Business Central

Connect your financials, sales, service, and operations with an all-in-one business management solution. Easily tailor and extend the application to meet your business or industry-specific needs.

Get Dynamics 365 Business Central >

Business Central x Dynamics 365 x

All results

Continia Document Capture 365

Continia Software

Business Central

An end-to-end solution for document recognition, invoice approval and digital archiving documents

★ 4.7 (19 ratings)

Free trial

Continia Payment Management 365 (DK)

Continia Software

Business Central

Seamless integration between Microsoft Dynamics 365 Business Central and banks for smooth...

★ 5.0 (3 ratings)

Free trial

Continia Expense Management 365

Continia Software

Business Central

Easier-than-ever registration of business-related expenses and travel activities using a smartphone.

★ 4.6 (7 ratings)

Free trial

Continia Document Output 365

Continia Software

Business Central

Streamlined customer communication covering print, PDF, and email workflows and distribution.

Free trial

Continia Collection Management 365 (DK)

Continia Software

Business Central

Optimized agreement and collection management, integrating directly to various collection services.

Free trial

Jet Reports

Jet Global Data Technologies

B2B Ecommerce - Webshop & PIM in one

Abakion

Serenic Navigator

Serenic Software Inc.

Simple Object Designer

Hougaard

Graphical Inventory Profile

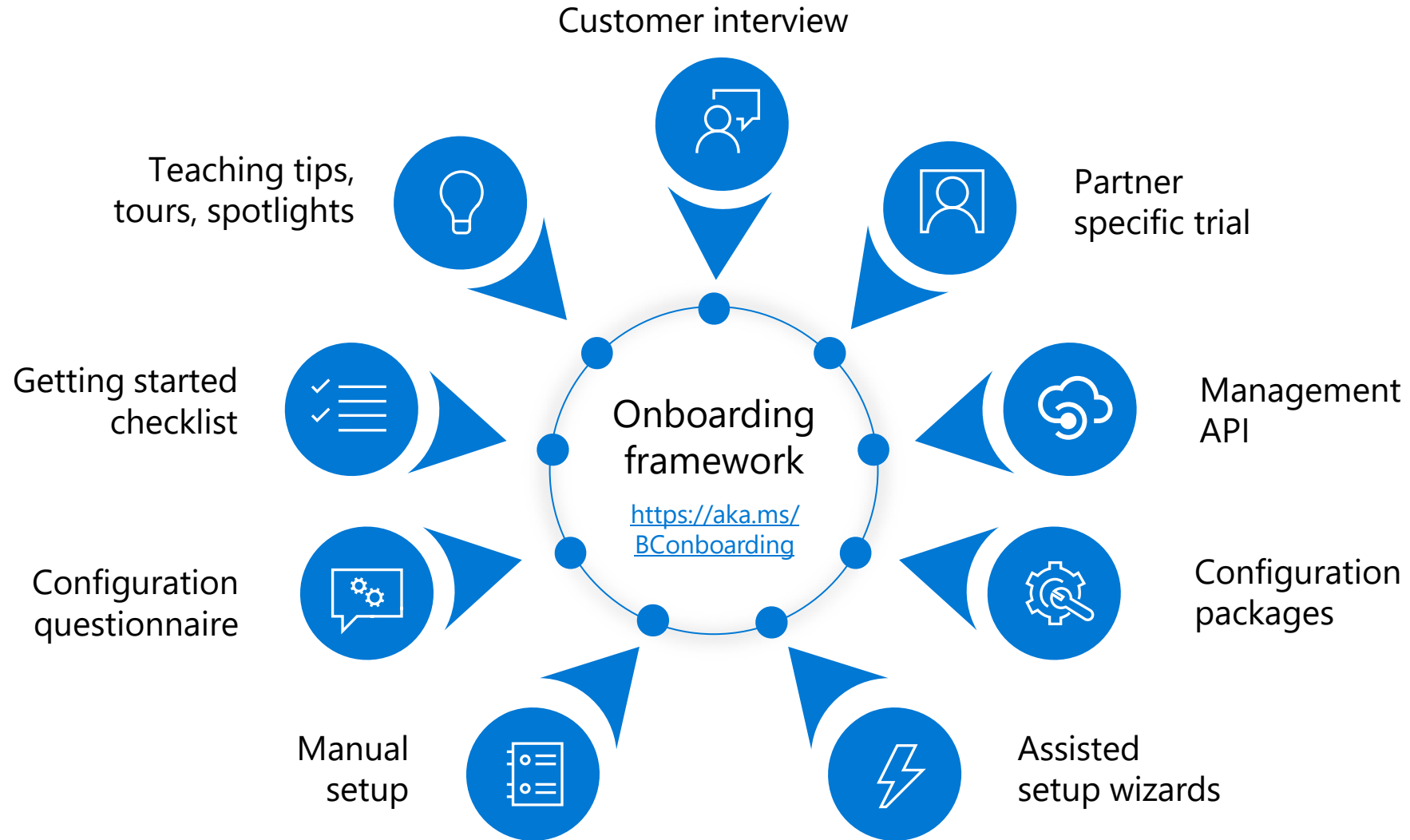
Abakion

Extend the solution to meet you unique vertical or business-specific requirements.

3,800+ apps on Microsoft AppSource designed for Business Central.

Onboarding framework for ease and speed

Implementations are often measured in weeks, not years. Onboarding efforts include:



A truly extensible solution



Rapidly deploy
and onboard

Deploy solutions and onboard users in days or weeks, not months, to innovate and drive business outcomes in less time.



Harness data
everywhere

Connect to hundreds of data sources out-of-the-box, or easily create your own connectors, with seamless Office 365, Azure, LinkedIn, and third-party data sources.



Modular and
purpose-built

Built using modular, purpose-built applications that integrate with your existing systems and software tools to extend capabilities of solutions you already use.



Reshape and
transform

Work with a trusted Microsoft partner to accelerate success and get the most value from Dynamics 365.



A look into the future



World class user experience

Business Central will continue to be a user-friendly business application suite that is efficient, “video-game” fast, and powerful, yet simple to discover and quick to onboard.



Connected

Seamless integration with the world’s data—from banking, invoicing, commerce, shipping, and procurement—to IoT and sensor data, and large datasets like Census data, currencies, weather, taxes, traffic.



Predictive era

With connected data the user experience turns upside down; AI augments human intelligence to optimize processes, make predictions, delight customers, and revolutionize how businesses are run.

“No other provider could offer us the potential to integrate our complete accounting department in just four months like Microsoft did.”

Florian Bauer: Project Manager, Digital

[Design Offices](#)



Roadmap

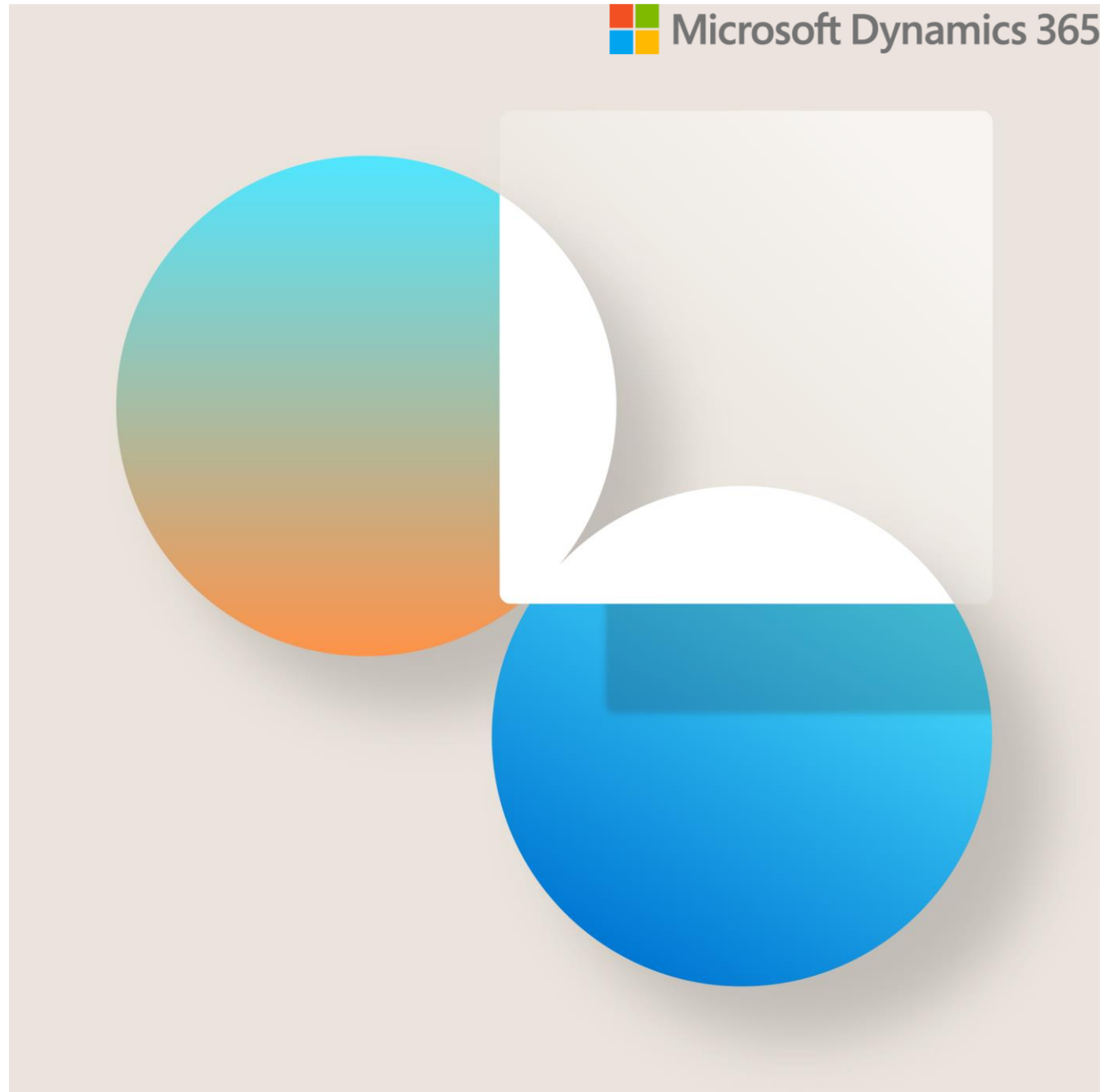
<http://aka.ms/BCreleaseplan>





Work Smarter

Empower your people to confidently take action and get more done with AI-infused processes, automated workflows, and interoperability with Microsoft 365 + Teams.



Microsoft is fueling AI innovation

Decades
of research &
development

Committed to
advancing
Responsible AI

Secure
from
the start

Reliability &
performance at
scale for large AI
models

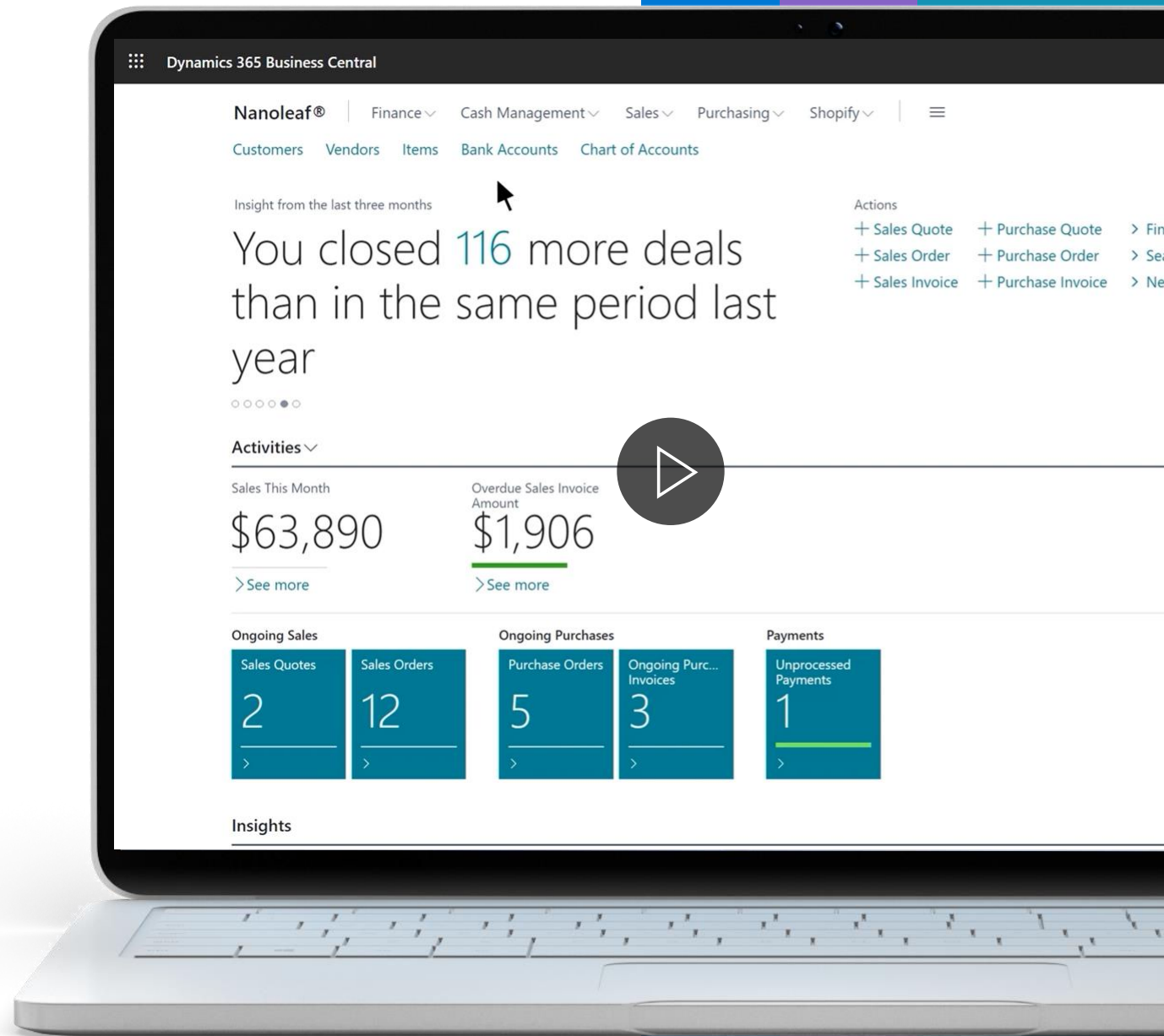
Trusted by
AI leaders
like OpenAI

Runs on trust

Your data is your data

Copilot in Dynamics 365 Business Central

AI as a real-time collaborator that generates content,
that sparks creativity, that saves time and drives sales.



Dynamics 365 Copilot

AI-powered assistance that helps business professionals

- Generate ideas and content faster
- Perform and automate task faster
- Get insights and next best actions

All using natural language

Key differentiation:

- GPT-powered Copilot for every job role
- Copilot features natively built in Dynamics 365
- Secure enterprise data – your data is your data
- Powered by Azure OpenAI Service
- Empowering impactful responsible AI practices

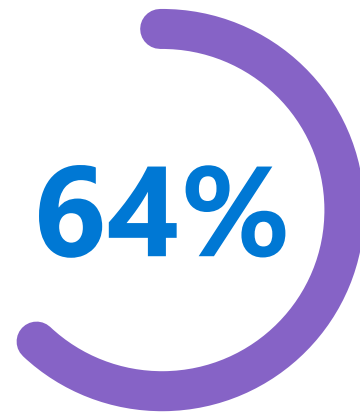


Customer Priorities

Key findings from 2023 Business Trends Survey



of employees think it's important to include their buy-in when it comes to digital transformation initiatives



of employees say the lack of integration between tools and processes makes it difficult to collaborate across teams



with access to automation and AI-powered tools feel more fulfilled because they can spend time on work that truly matters



wish that they had more access to low code / no code tools that help them achieve their goals

“Workers want more AI to get rid of their office busywork,” says Microsoft survey”

Improving the way business is done with AI in Business Central

Actionable insights
that deliver business results



Improve customer service

Sales and inventory forecast extension



Anticipate business challenges

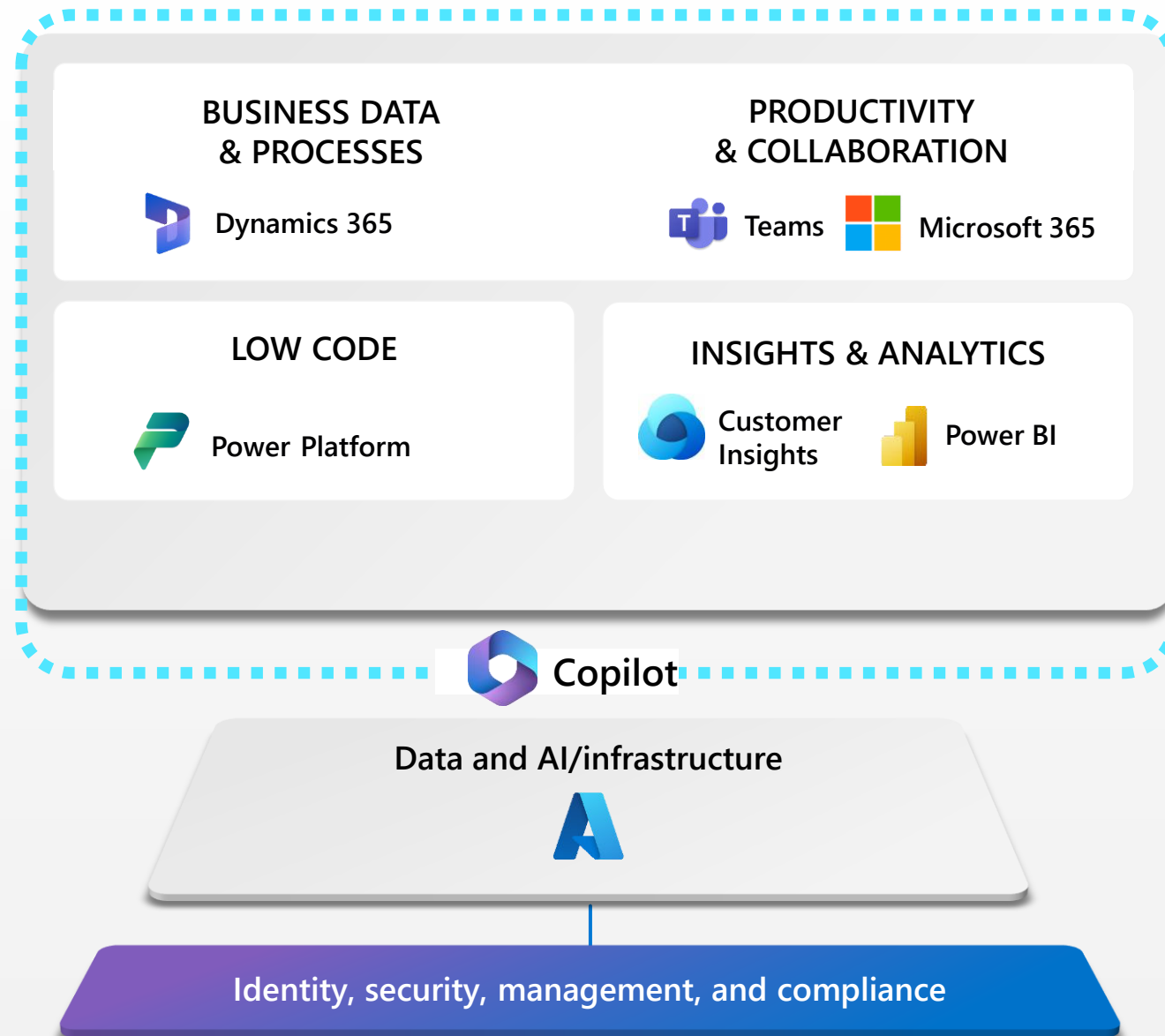
Late payment predictions



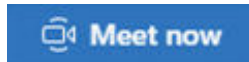
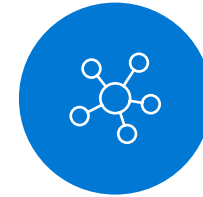
Enhance decision-making

Cash flow analysis

The blueprint for cross-organization impact



Work smarter using collaborative applications



Business data is **available to everyone, everywhere**

Easily communicate as part of any business process

Business applications are now **multiplayer**

Microsoft Power Platform

Give everyone the ability to create solutions that accelerate business



Power BI

Analyze data

Make informed, confident business decisions by putting data-driven insights into everyone's hands.



Power Automate

Build solutions

Turn ideas into organizational solutions by enabling everyone to build custom apps that solve business challenges.



Power Apps

Automate processes

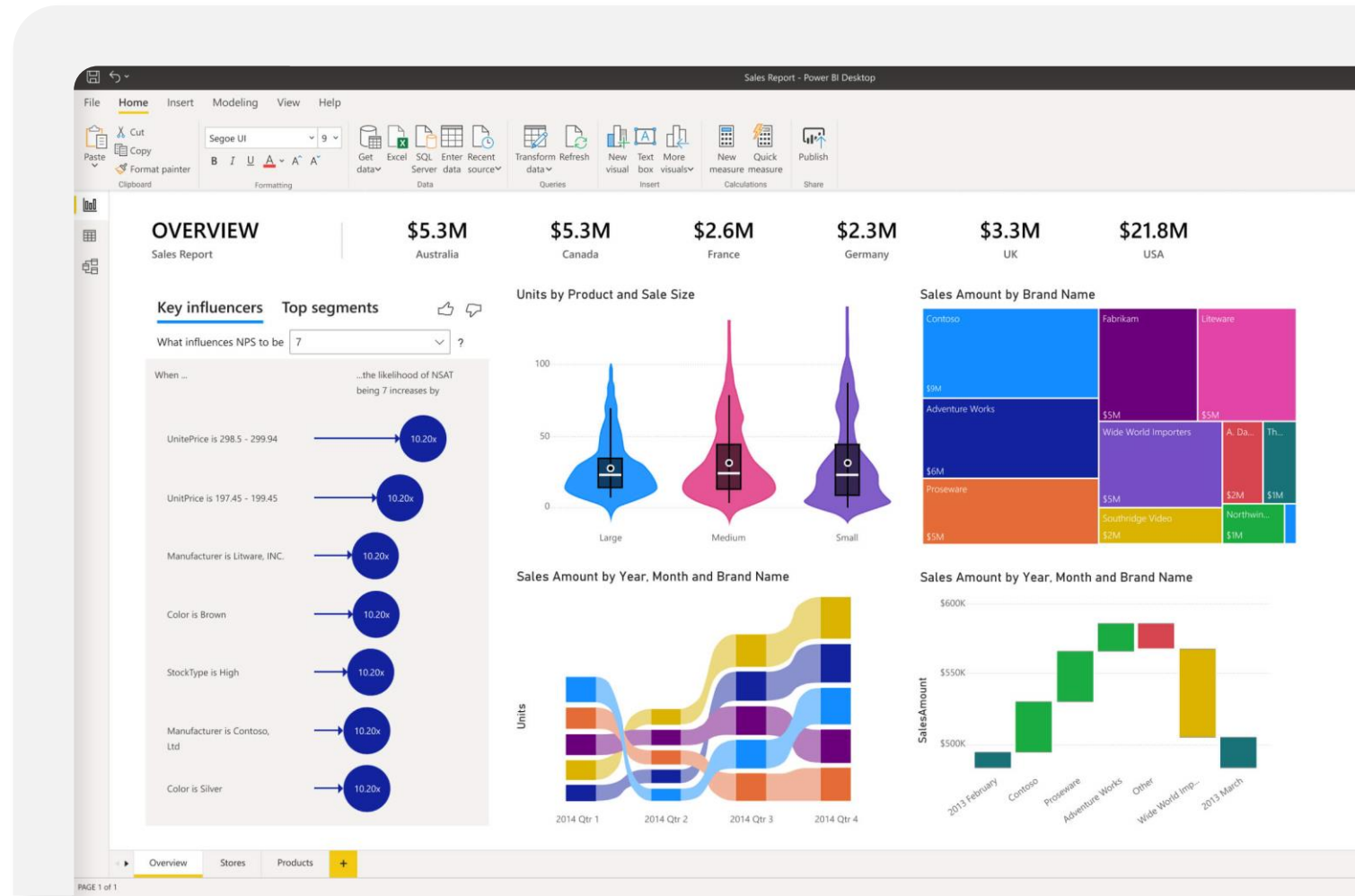
Boost business productivity to get more done by giving everyone the ability to automate organizational processes.



Power Virtual Agents

Create virtual agents

Easily build chatbots to engage conversationally with your customers and employees—no coding required.



Dynamics 365 Business Central with Outlook

Go from quote to cash within the flow of work

Interact with customers and vendors directly from Outlook to accelerate transactions and business decisions

Promptly manage inquiries, service requests, or process payments to accelerate the sales cycle

Get insights into customer history, previous discounts, and more without leaving Outlook

The screenshot displays the Outlook interface with a Business Central sidebar. The main window shows an email from Wide World Importers with the subject "Thank you for your business! - Invoice 103073". The email content includes a greeting, a thank you message, and an invoice for CRONUS USA, Inc. The invoice table lists two items: an Amsterdam Lamp and a Sydney Swivel Chair. The total amount is \$8,861.81. The Business Central sidebar on the right shows the vendor profile for Wide World Importers, including a bar chart for Aged Accounts Payable and a "Buy-from Vendor History" section.

Item	Description	Ship Date	Qty.	Unit Price	Total
1928-S	Amsterdam Lamp	1/10/2019	50	42.80	2,140.00
2000-S	Sydney Swivel Chair	1/10/2019	42	148.10	6,220.20
				Subtotal	\$8,360.20
				Tax	\$501.61
				Total	\$8,861.81

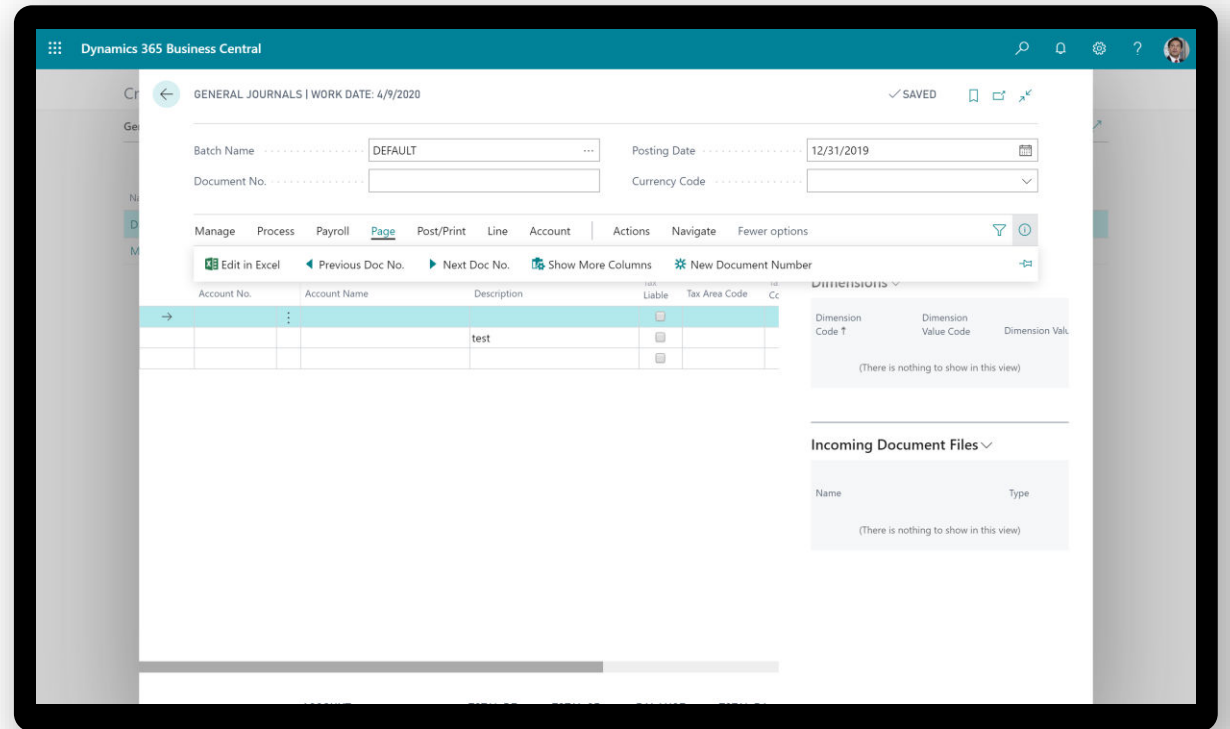
Dynamics 365 Business Central with Excel

Simplify daily tasks to free more time for strategy

Get up-to-date operational insights as Excel reports, and adapt quickly by customizing report layouts as Excel worksheets

Export data from Business Central to Excel for efficient data entry, then publish back to Business Central with business rule validation

Easily analyze transactions using familiar Excel functionality, then share with the team for review and co-authoring



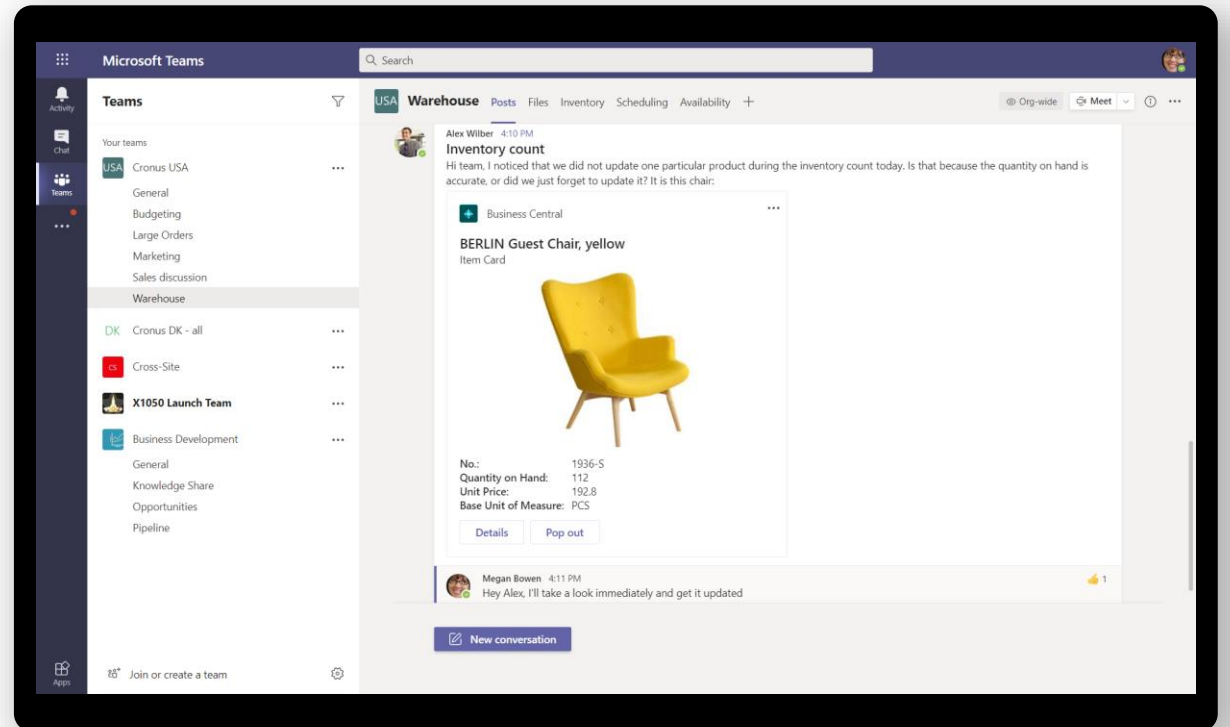
Dynamics 365 Business Central with Teams

Quickly share details so you can act faster

Make faster decisions by sharing Business Central data within Microsoft Teams conversations and tabs

Look up business contacts from Teams, along with insights, a history of interactions, and related records

Easily edit data and take action without switching apps

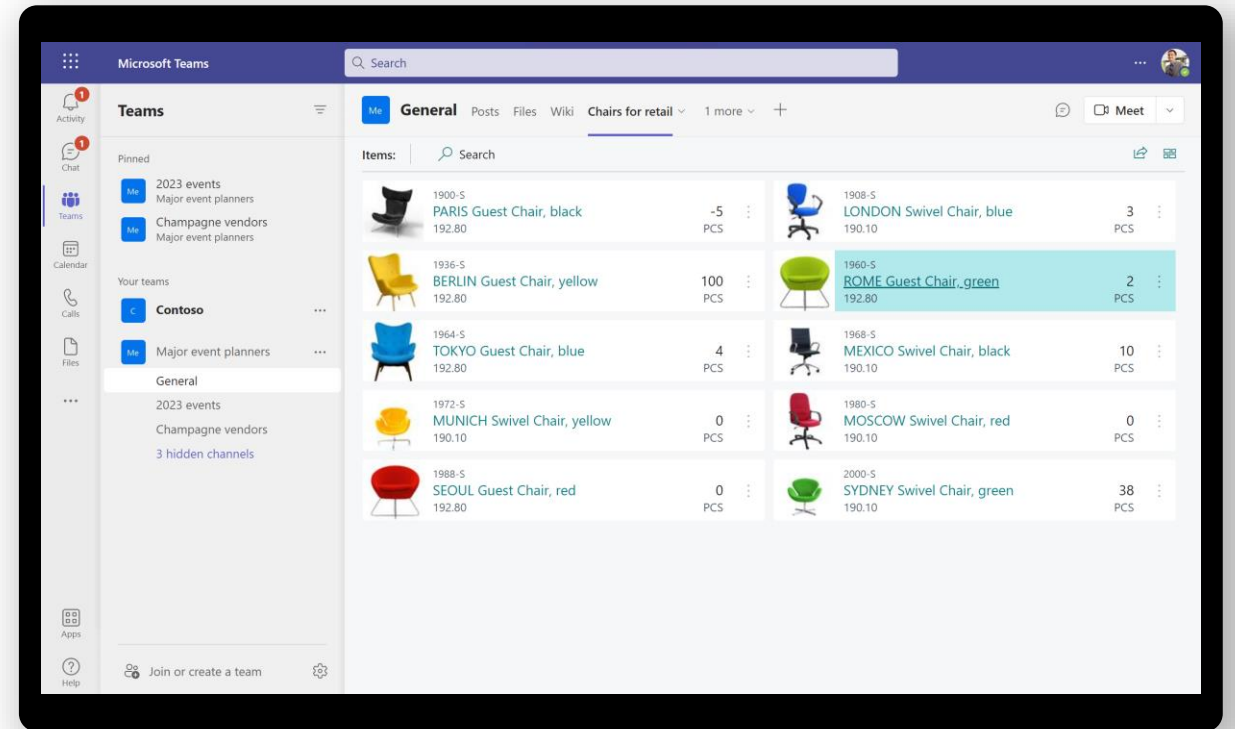


Access Business Central data with only a Microsoft 365 license **at no additional cost**

Access Business Central cards and tables that have been shared with you in Teams

Unlock data, improve collaboration, and enhance decision making without buying additional Business Central licenses

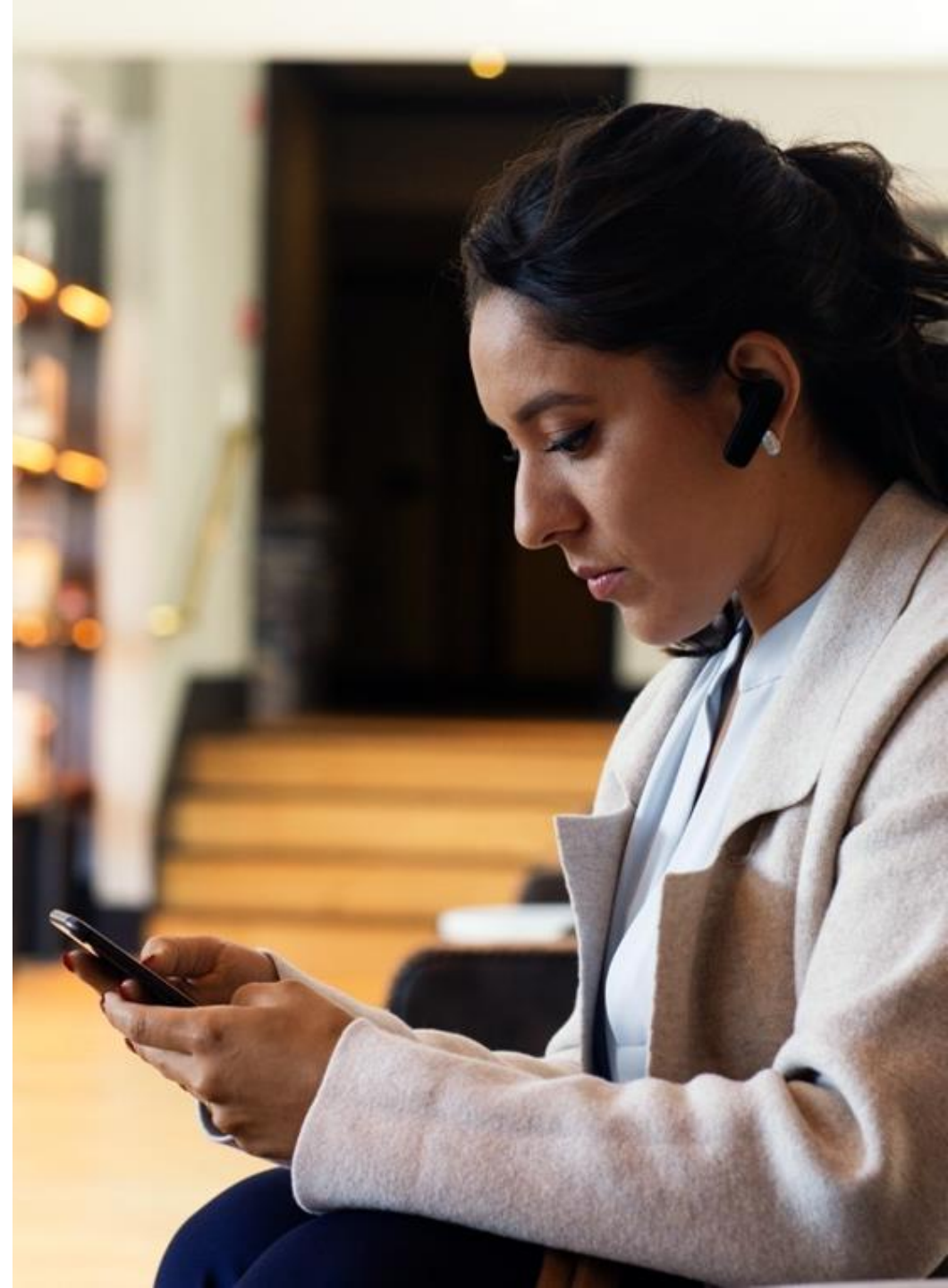
Read-only access is granted through your Microsoft 365 license as configured by your admin



“The streamlining of all our processes allows our company leader to manage the whole organization from his tablet or smartphone.”

Jan Schmidt: Chief Digital Officer

CURRAX





Perform Better

Enable better business performance with continuous process improvements and responsiveness across your entire business—not just financials.

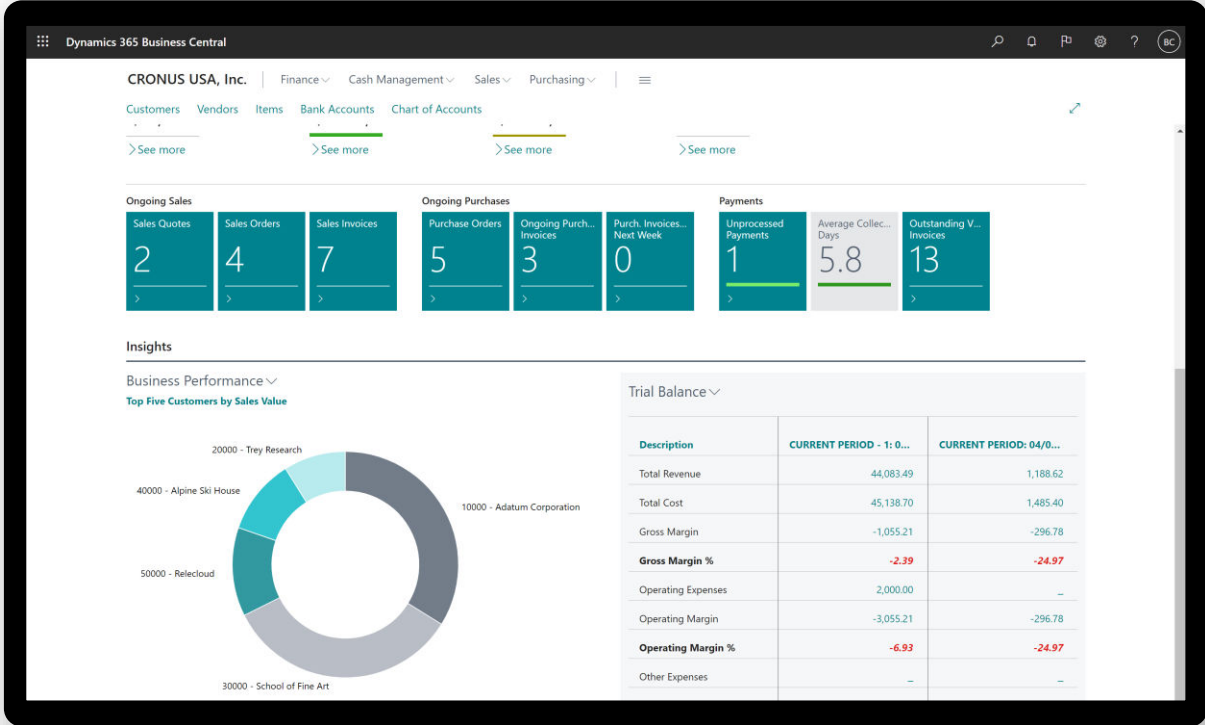


Increase financial visibility and performance

Take control of your financial data

Accelerate financial close, improve forecasting, and get real-time performance metrics while fostering compliance and security

Use built-in reports, Excel, or Microsoft Power BI and unlimited data dimensions to analyze trends and improve business planning.



Boost sales and improve customer service

Build long-lasting relationships

Take better care of customers by managing the entire sales process from within Microsoft Outlook and deliver better outcomes with connected service operations

You can see information about customers, quotes, shipments and invoices without switching applications

The screenshot displays the Microsoft Outlook interface. The main window shows an email from Robert Townes (contoso.com) dated 1/10/2019 at 4:03 PM. The email content includes a request for a quote on furniture, a table of items, and a signature for Robert Townes at Adatum Corporation.

Item	Quantity
London Swivel Chair	7
Antwerp Conference Table	2

The Business Central sidebar on the right shows the following statistics:

- 10000 · ADatum Corporation
- Dynamics 365 Sales Statistics: Opportunities (3), Quotes (2), Cases (3)
- Sell-to Customer Sales History table:

27	0
Ongoing Sales Quotes	Ongoing Sales Blanket Orders
4	2
Ongoing Sales Orders	Ongoing Sales Invoices
0	0
Ongoing Sales Return Orders	Ongoing Sales Credit Memos
34	34
Posted Sales Shipments	Posted Sales Invoices
0	0
Posted Sales	Posted Sales

Finish projects on time and under budget

Successful projects start with proper planning

Ensure successful project execution and profitability with planning, resourcing, tracking, costing, billing, accounting, and real-time intelligence

Derive insights and get those insights into the hands of employees to support decision making in real-time

The screenshot shows the Dynamics 365 Business Central interface for a Job Card titled 'JOB00010 · Reception area remodel'. The work date is 4/6/2020. The 'General' section includes fields for Description (Reception area remodel), Person Responsible (MARY), Bill-to Customer No. (30000), Bill-to Name (School of Fine Art), and Bill-to Contact (Meagan Bond). The 'Tasks' table below shows a breakdown of project phases and their costs.

Job Task No.	Description	Job Task Type	Start Date	End Date	Budget (Total Cost)	Actual (Total Cost)
→ 1000	Phase 1 - Planning and Specs	Begin-Total				
1010	Consulting	Posting	1/22/2020	1/22/2020	1,000.00	880.00
1020	Review and Sign-off	Posting	1/22/2020	1/22/2020		
1099	Phase 1 Total	End-Total			1,000.00	880.00
1100	Phase 2 - Demo	Begin-Total				
1110	Demolition	Posting	1/22/2020	1/22/2020	1,500.00	440.00
1120	Reclaim Bricks	Posting	1/22/2020	1/22/2020	100.00	
1199	Phase 2 Total	End-Total			1,600.00	440.00
1200	Phase 3 - Install	Begin-Total				
1210	Walls	Posting	1/22/2020	1/22/2020	3,000.00	
1220	Ceiling	Posting	1/22/2020	1/22/2020	50.00	
1230	Floors	Posting	1/22/2020	1/22/2020	450.00	

The right-hand side of the screen displays 'Job Details' with a summary of costs:

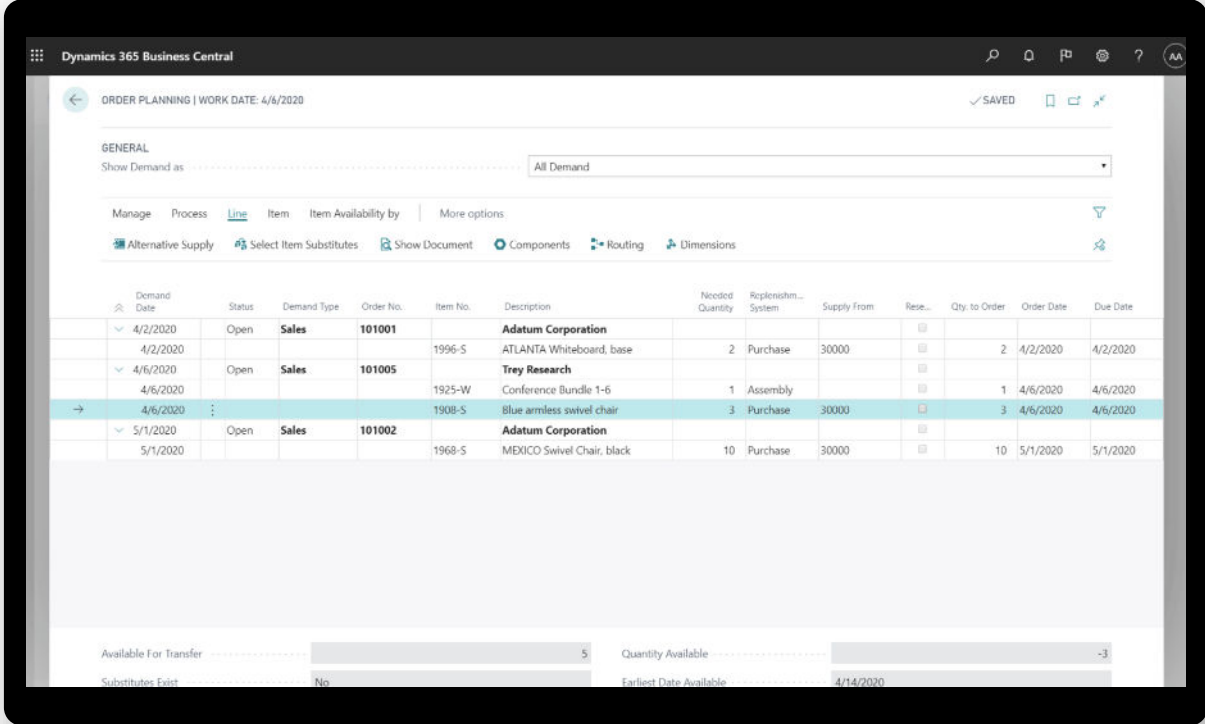
Category	Item	Value
BUDGET COST	Resource	6,940.00
	Item	780.00
	G/L Account	0.00
	Total	7,720.00
ACTUAL COST	Resource	1,320.00
	Item	0.00
	G/L Account	0.00
	Total	1,320.00
BILLABLE PRICE	Resource	13,880.00
	Item	1,151.20
	G/L Account	0.00
	Total	15,031.20
INVOICED PRICE	Resource	0.00
	Item	0.00
	G/L Account	0.00
	Total	0.00

Optimize inventory and supply chain management

End-to-end visibility for better results

Deliver products on time and adapt to changing business models with visibility across purchasing, manufacturing, inventory, and warehouses

Move from manual forecasting and inventory management to AI based predictive forecasting to improve accuracy



Expand into global markets

Be ready to grow

Support to scale business operations in over 130 countries and regions

Easily support multiple currencies, exchange rates, consolidations, intercompany transactions, and localized tax regulations

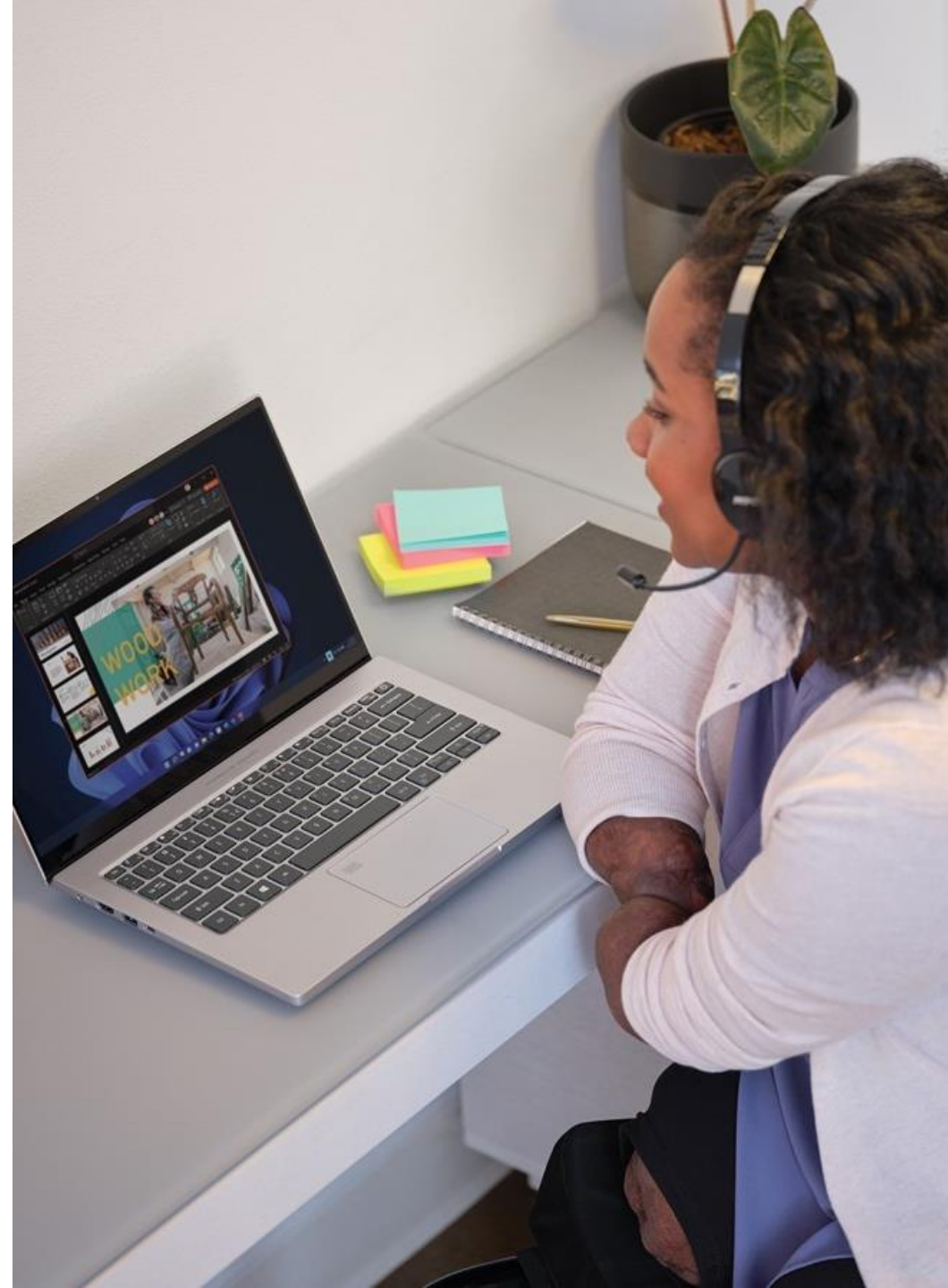


Visit <https://aka.ms/BCcountries> for current availability

“With real-time information we immediately see trends with our revenue and customers, and we can act quickly if there is any kind of service disruption.”

Linda Gabor: Executive Vice President of External Relations

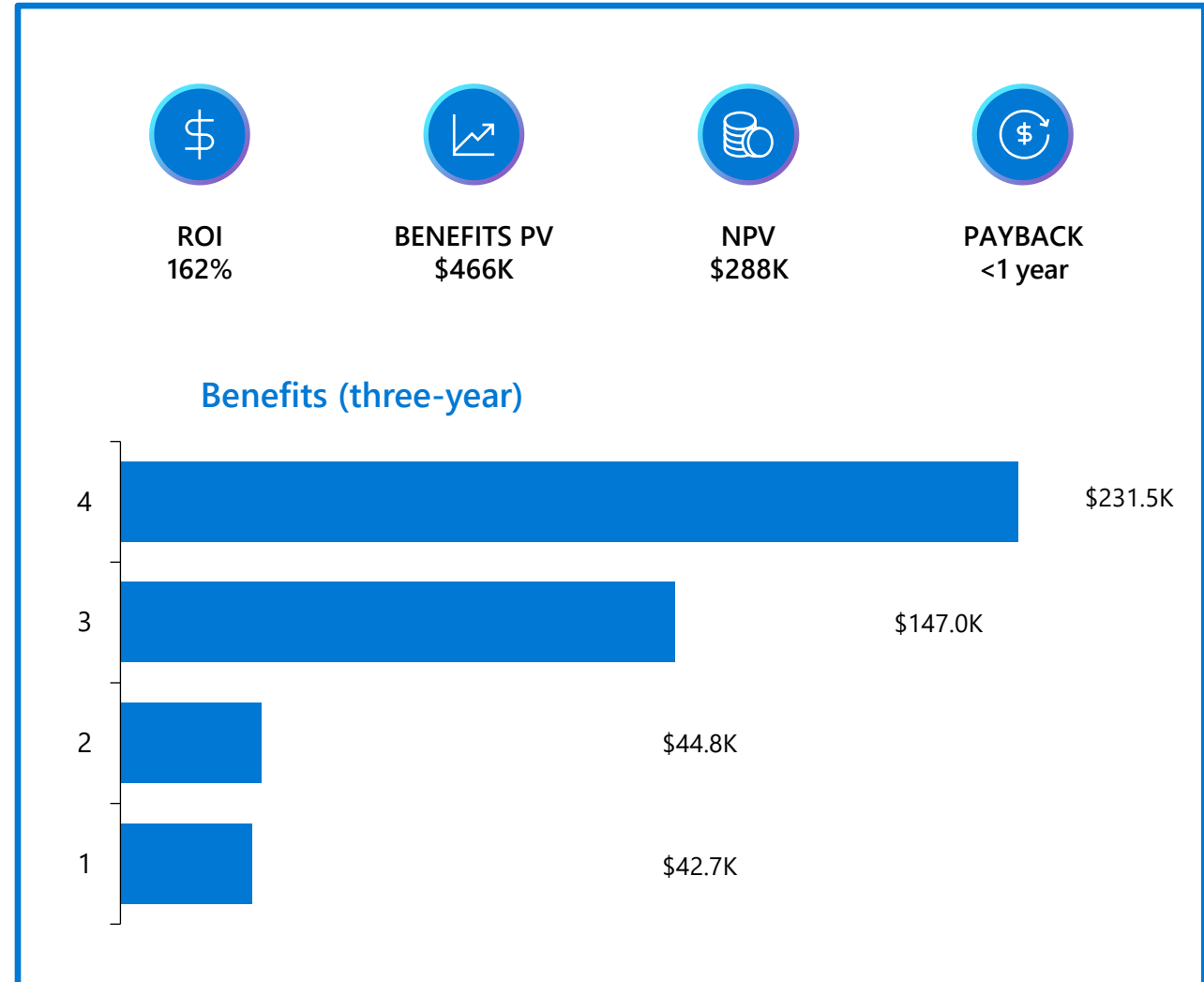
[Call2Recycle](#)



The Total Economic Impact™ of Business Central

"We were looking for an upgraded ERP solution capable enough for our complicated operations, in the cloud. Business Central is that solution. We have everything we need in one tool."

Specialty manufacturing CEO



SMB customers growing with Business Central

Consumer goods



Manufacturing



Retail



Prof. services



Non-profit



Fin. services



Dynamics 365 Business Central

Make your vision a reality with a connected business management solution that enables you to [adapt faster, work smarter, and perform better.](#)



Get started with Dynamics 365 Business Central

See how Microsoft can help address your finance needs → [Take a guided tour](#)

Try for free → [Trial](#)

