1. Introduction scenario – MS Dynamics NAV 2016

Based on : MS	courses and Miki Skorkovský modifications
Date :	11.1.201718.9.2017
Pictures are pa	arts of PWP show number Intro_I_NAV 2016_20170111
Materials :	Scenarios, PWP, videos,
Resources :	MS courses, internet, MS Dynamics NAV 2016 demo helps,
FOR :	BPH_PIS1 and PIS2, RIOP and partly for AOMA, EPS1 and AOPR courses

HERE YOU WILL FIND VIDEOS (IF CONNECTED TO NVR VPN) – OR WILL BE HANDED OVER TO YOUR HARD DISKS

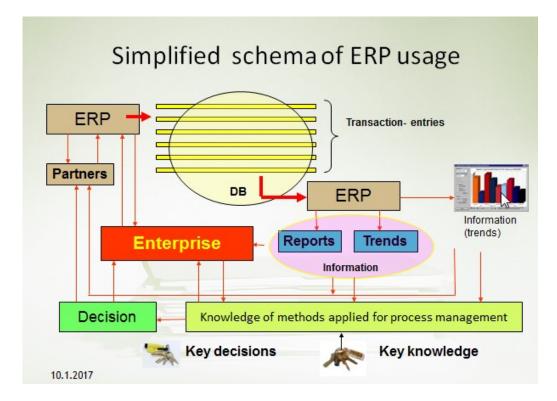
▼ 😺 → Síť → brno → IntProjects → Southa	frican files 🕨 komplet				• 4 ₇
ubor Upravit Zobrazit Nástroje Nápověda					
Ispořádat 🔻 Vypálit Nová složka					
🔶 Oblíbené položky		Název položky	Datum změny	Тур	Velikost
		🚇 SA_Show_logic_NAV_2015_20150805	16.10.2015 12:48	Prezentace aplikac	14 945 kB
🖥 Knihovny		III V1	5.8.2015 16:21	Soubor ve formát	25 610 kB
Dokumenty		■ V2	5.8.2015 16:26	Soubor ve formát	5 702 kB
👌 Hudba		₩ V3	5.8.2015 16:37	Soubor ve formát	28 399 kB
🔄 Obrázky		III V4	5.8.2015 16:53	Soubor ve formát	22 804 kB
🛃 Videa	=	₩ V5	5.8.2015 16:57	Soubor ve formát	6 820 kB
		₩ V6	5.8.2015 17:04	Soubor ve formát	20 331 kB
🖳 Počítač		■ V7	5.8.2015 17:21	Soubor ve formát	37 901 kB
🏭 Místní disk (C:)					
Seagate Slim Drive (E:)					

WHAT ARE THE GOALS FOR THIS SECTION ?

• Explain the concept of ERP and Microsoft Dynamics NAV 2016

ERP = Enterprise Resource Planning System

Resources : financial resources, machines, people, items,.....

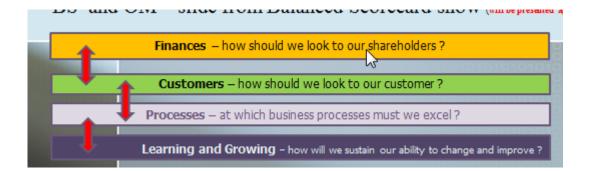


Decision making based on data created and structured by transaction system (ERP).

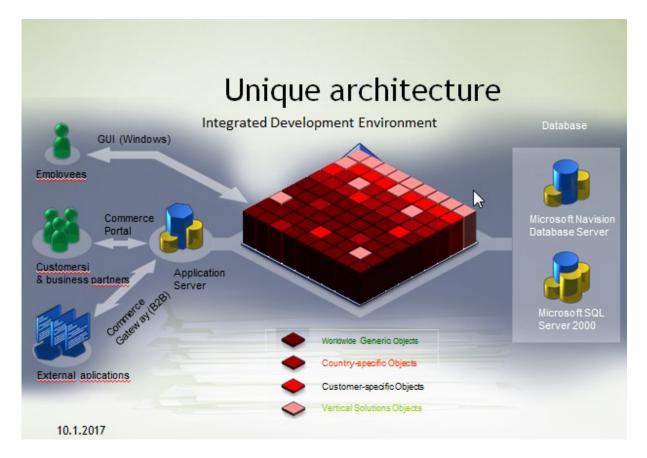
Different data, different requirements in different times, different set of reports ,...

Comment (BSC- trainer se below)





3 tiers (will be more in detail presented later in technology section) **not part of AOMA,AOPR or EPS1 courses**



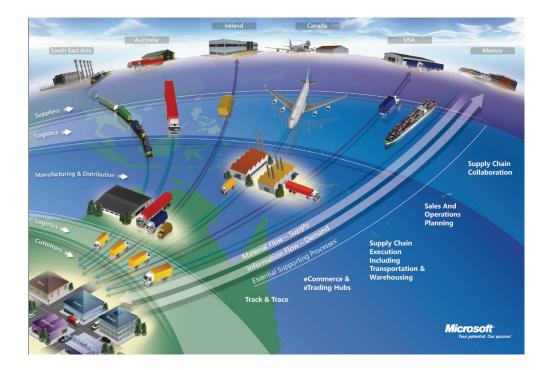
Objects : tables, forms, reports, menu and data ports.

Table : how to store data

Form: how to see data

Reports : how to give you right information based on stored data

Menu : how to navigate user throughout ERP system



a) What makes MS Dynamics NAV an ERP system ?

So Microsoft Dynamics NAV is an ERP system. But why is it an ERP system? What are the main features of an ERP system and how do we recognize these in Microsoft Dynamics NAV? Let's have a look at the overview slide. So one of the challenges that some companies might have to address is the one **of island systems**. And that's what you see typically when a company is using bookkeeping software in which only the bookkeeping can be done. That same company might also have a warehouse, might have a production department, is selling goods and services and so on, but in the bookkeeping software, items, physical locations, the actual stock count is not maintained. And what you will see, and that's why we call it island systems, they're using different software products. And in some cases this might also be Excel in which they keep their item master, for example. So they're using different software products to maintain all these data. But they can -- as you can see here in warehouse data, we need items; in production data we also need items; and in sales and customers we also need items. So this means that in a typical island system you have to maintain, you have to enter data several times. And that's, of course, first of all, a lot of work, but also a lot of errors could be made. So and that's why the island system is not, of course, the ideal system. In an ERP system we will work in a different way. In an ERP system we have a common database that contains all the information. So item information is maintained in the common database and can be used by the manufacturing department, by the sales department, and so on. So everyone working with the system, for example, the bookkeeper in financial management, the sales representative in sales and marketing, the warehouse worker in the warehouse management, the HR manager in human resources and so on, so they all work with the system in their specific application department but with a **common** database. And that's very, very important. That's one of the main features of an ERP system. Because the item master should be maintained only one time in that common database and everyone can use items in the way that they prefer and based on the

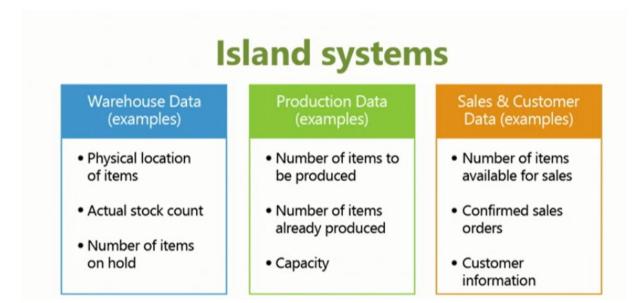
information that they need. So that's a very important feature of ERP. Some other

features that are important is, of course, real time. Because of the common database, we have all the information available at **real time**. So we don't have to wait, we don't have to carry out processes, imports, exports. No !!!!. Everything is there in real time.

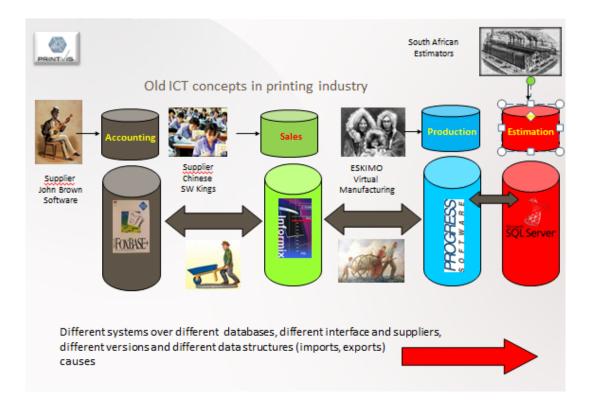
Also typically for an ERP system is that it **can grow with a company**. So you can start in a very simple way without, for example, using warehouse management, but if your company grows and you're starting to use a new warehouse, you might be interested in implementing, for example, a warehouse management system. And an ERP system will allow this. So it's tied to the company's business processes and it will grow with the company. So if we require warehouse management at a specific point, then we can start using that in our ERP system. And then of course also typically for an ERP system are the job roles and the authorization. So we can set up a security system, we can assign different job roles, you have bookkeepers, as we just saw in the previous slide, we have salespeople, we have warehouse workers and so on. So all these job roles are based on these job roles we will start using the system in a specific way, and of course we also need a security system in order to define what users can or cannot do in our ERP system. So these are the main features, and that's also why we can consider Microsoft Dynamics NAV as an ERP system. So we have a central database on SQL Server, we can work in real time, we can define users and apply security and so on.



Another example of island system (resource : Microsoft)



Simple example about problems related to different applications delivered by different SW suppliers



Causes

- Difficult communication among different applications ->delays, errors, costs
- Duplicities ->errors , higher costs
- Difficult data transfers->errors, delays, customers are unhappy
- Bad calculation -> bad decision and ratio win/lost cases decline



2

Ideal ERP solution : One Application- one database



Similar picture about data island (see below)



b) Browse application areas

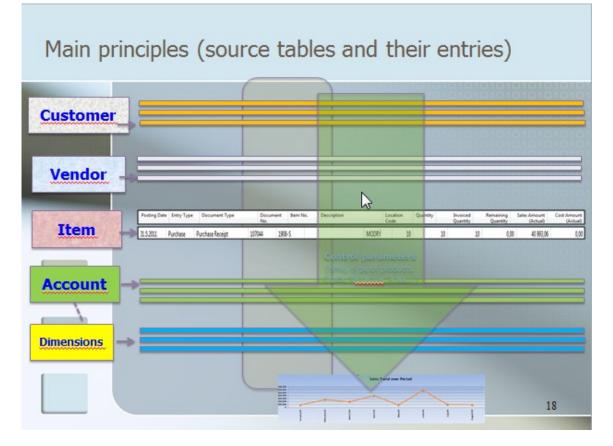
Module Overview (text part)

So now that we know why Microsoft Dynamics NAV is an ERP system, I thought it would be interesting to have a look at everything that we can do with NAV because we just saw that one of the main features of an ERP system is the common database around which we have all these different application areas. Now, what are the application areas that we can use in NAV? So in this module we will browse all these application areas. And we will start with financial management, then a little bit combined with financial management we also will have a look at reporting and analysis. Then there's a marketing module and trade. There is, of course, inventory management because the item can be something very important in a NAV application. And we can also extend inventory management with warehouse management. There is manufacturing, so for companies that manufacture and that produce their own items. We have jobs and resources for service-oriented companies. There is a service management and human resources. So these are all the different application areas at which we will have a very short look in the upcoming lessons of this module.

c) User interface – profiles, ribbon, ...main working area

- d) User personalization ..lines (Hide and Show,...height of the column,..)
- e) Basic functionalities (searching and filtering,...)
- f) Master data : Customer, Item, Vendor, Sales Order and Purchase Order and G/L accounts

This picture will be part of course section regarding Dimension and BI



This 10 bullets represent basic sections during introduction of this course

- Discuss the concept of the ribbon and its different components
- Demonstrate how to use the Navigation pane
- Explain how to customize the Microsoft Dynamics NAV user interface
- Use function keys and basic keyboard shortcuts
- Enter and edit information
- Use zooms, search, filters, and other navigation functions
- Integrate with Microsoft Office products such as OneNote, Word, and Excel. (One Note will be not used in these courses)
- Introduction to customer cards, vendor cards and item cards and G/L account as well
- Describe the different client types
- Explain the multi-language functionality
- How to enter data (numbers, dates, periods)

Marketing (CRM) – only basics (Cards, Profiles, Opportunities)- will be presented later

Besides a very extended sales application area, we can also set up and use marketing in Microsoft Dynamics NAV. Let's have a look at the main features. So if I go to departments and if I click here on sales and marketing, so you can see, like I just said, we can set up a very extensive order processing based on sales quotes, orders, invoices, return orders, and so on. But we can also start using marketing functionalities. So we can set up, for example, contacts. So this is the main master data in our marketing, and so our relationship application area in Microsoft Dynamics NAV. So if I double click, for example, on a contact, you can see that we can have company contacts but also person contacts. And a person can be linked to a company. For example, here to this company we have Alan Brewer, which is a person working for the Gibson Law Firm, as you can see. Once that we have created companies, that we have created contacts and so on, we can start creating interactions. So each interaction that we have with a contact, and this can be a phone call, this can be sending an email, this can be writing a letter, whatever. Of course also sending a sales quote. So each interaction can then be saved and linked to a specific contact. And in that way I always have a very extended overview of all the interactions that we have that we have had with a specific contact. So let me go to the sales module. What else can we do? So we can also set up opportunities. So if you have a sales opportunity, so it can be linked to a, for example, salesperson. So if there is a sales opportunity, you can start setting up opportunities to which you can assign tasks. So, for example, salespersons will have to carry out specific tasks in order to perform or to try to close the opportunity. So these opportunities can then be included in a sales quote. And then if we win the opportunity, you can start selling to the customers. So a full opportunity management is also included in the system. If I go to marketing, you can also see that we can set up and create segments. So we can create segments in order to address a specific segment based on events that we are doing, based on activities in order to increase sales. So all the typical marketing activities that you want to set up and carry out in real life, you can start using in Microsoft Dynamics NAV. Now, furthermore, in this new version, Microsoft Dynamics NAV 2016, you can set also -- you can also set up an out-of-the-box Microsoft Dynamics CRM integration. So if you have set up contacts in NAV, you can link them, for example, with accounts in Microsoft Dynamics CRM. So you can also see that there is a link possible with sales orders, with quotes. So if you might be using Dynamics CRM and Dynamics NAV, there's no reason anymore to keep them separated. Out of the box we now have functionalities in which we can fully integrate Dynamics CRM with Microsoft Dynamics NAV. So that makes using marketing in Microsoft Dynamics NAV even more interesting as before.

The list of contact cards (Companies and Employees)

Kontakty	*			Typ filt	rování (F3)	Číslo 🔻 🔿
						Nebyly použity žádné filtry
Číslo	Název	Telefonní číslo	Kód prodejce	Kód teritoria	Vyhledáv název	
KT200081	Greg Chapman		JD	JZ	GREG CHA.	
KT200021	Hans Visser		JD	NWAL	HANS VISS.	
KT100212	Karen Archer		MD	SWAL	KAREN AR	
KT100223	Magnus Hedlund		PK	CIZÍ	MAGNUS	
KT200006	Mark McArthur		JM	SWAL	MARK MC	
KT100211	Peter Conelly		JS	J	PETER CO	
KT000063	A & B, s.r.o.		PK	CIZÍ	A & B, S.R	
KT100006	A. Gibson"s Law Firm		PCH	EANG	A. GIBSON	
KT200057	Alan Brewer		PCH	EANG	ALAN BRE	
KT200116	David Oliver Lawrence		PCH	EANG	DAVID OLI	
KT200118	Lori Kane		PCH	EANG	LORI KANE	
KT100011	Add-ON Marketing		JS	CIZÍ	ADD-ON	
KT200008	Gary E. Altman III		JS	CIZÍ	GARY E. A	
KT100190	Chris McGurk		JS	CIZÍ	CHRIS MC	

One contact card of chosen employee (Czech data- during course a student will see English data)

KT200057 · Alan Brewer

Obecné			^
Číslo:	KT200057	Město:	Manchester 👻
Тур:	Osoba 👻	Kód země/oblasti:	GB 👻
Číslo společnosti:	KT100006 👻	Vyhledávací název:	ALAN BREWER
Název společnosti:	A. Gibson"s Law Firm	Telefonní číslo:	Ŵ
Registrovaný název:		Kód prodejce:	PCH 👻
Název:	Alan Brewer	Kód oslovení:	М 👻
Adresa:	2570 Swimthon Street	Změněno dne:	
Adresa 2:		Datum poslední interakce:	
PSČ:	GB-MO2 4RT 👻	Poslední datum přístupu:	
		Datum dalšího úkolu:	
Řádky			^
🎢 Najít 🛛 Filtr 🏹 Vyr	mazat filtr		
Otázka	Odpověď		Datum posled
Úroveň vzdělání	Odborná kvalifikace	3	1.1.2016
Rodinný stav	Ženatý/vdaná	3	1.1.2016
Koníčky	Golf	3	1.1.2016
Koníčky	Fotbal	3	1.1.2016
Pohlaví	Muž	3	1.1.2016

Opportunity (Czech data- during course a student will see English data)

DOM	IOVSKÁ STRÁNKA	AKCE	NAVIGA	CE					
		Vytvořit říležitost Proce	Statistika es	Aplikace Oznámer OneNote Zobrazit přílo	1	alizovat Vymazat	Přejít na Předchozí Další		
PR1000 Obecné)18 · Nábytek	do od	dělení p	rodeje					
Číslo:		PR10001	.8			Číslo prodejního do	kladu:		
Popis:		Nábytek	do odděler	ní prodeje		Číslo kampaně:			•
Číslo kont	taktu:	КТ00006	i3		•	Priorita:	Nízká		•
Jméno ko	ontaktu:	A & B, s	.r.o.			Kód prodejního cyk	lu: PRVNÍM/	ALÝ 👻	
Název spo	olečnosti kontaktu:	A & B, s	.r.o.			Stav:	Výhra		
Kód prod	ejce:	PK		-		Uzavřeno:	\checkmark		
Typ prode	ejního dokladu:				•	Datum vytvoření:	8.1.2016		
						Datum uzavření:	22.1.2016		
Řádky									*
Najít	Filtr 🏹 Vymaz	at filtr							
Akti	Provedená akce pro	Fáze odej… ▲ cyklu	Datum změny	Očekávané datum uzavření	Předpokládan hodnota (LM		Dokončeno %	Šance na úspěch %	Pravděpodobnost %
V	Výhra	0	22.1.2016	22.1.2016	21 000,0	0 21 000,00	100	100	100
		1	11.1.2016	22.1.2016	25 000,0	0 4 000,00	2	30	16
	Další		15.1.2016	22.1.2016	20 000,0	0 5 500,00	5	50	28
	Další		16.1.2016	22.1.2016	21 000,0			70	55
	Další		17.1.2016	22.1.2016	21 000,0			85	73
	Další	5	18.1.2016	22.1.2016	21 000,0	0 19 950,00	95	95	95

<u>Segments</u> (Czech data- during course a student will see English data)

Segmenty •

Číslo 🔺	Popis	Číslo kampaně	Kód prodejce	Datum
SRV10001	Zvýšení prodeje	KP1001	JS	28.1.2016
SRV10002	Akce	KP1002	JD	28.1.2016
SRV10003	Návrh pracovního místa, tisk	KP1003	JM	28.1.2016
SRV10004	Návrh pracovního místa, zá	KP1003	JM	28.1.2016

Trade (text part) - will be created during course (related to existing PWP presentations) – use of Czech Database

Many companies using Microsoft Dynamics NAV are companies using items, so their company is purchasing and selling items. They might produce items with manufacturing functionalities. So this means that the trade application area is for many companies a very important application area. Let's look at some of the important and interesting features to use

Zboží 🔹					Typ filtrování (F:	3) Číslo	Ne	byly použity žá	▼ →
Číslo 🔺	Popis	Ku m	Základní měrná	Nákl jsou	Pořizovací cena	Jednotková cena	Číslo dodavatele	Vyhledáv popis	Uza
1000	Bicykl	Ne	KS		350,595	4 000,00		BICYKL	
1001	Cestovní bicykl	Ne	KS	V	350,595	4 000,00		CESTOVNÍ	
1100	Přední kolo	Ne	KS		129,671	1 000,00	20000	PŘEDNÍ K	
1110	Ráfek	Ne	KS	V	1,05	0,00	01587796	RÁFEK	
1120	Špice	Ne	KS	V	2,00	0,00	01587796	ŠPICE	
1150	Přední náboj	Ne	KS	v	12,441	500,00		PŘEDNÍ N	
1151	Oska předního kola	Ne	KS	V	0,45	0,00	32456123	OSKA PŘE	
1155	Přední lůžko	Ne	KS	v	0,77	0,00	32456123	PŘEDNÍ LŮ	
1160	Plášť	Ne	KS	V	1,23	0,00	01587796	PLÁŠŤ	
1170	Duže	Me	VС		1 75	0.00	01507706	nuče	

List of Items (Czech data- during course a student will see English data)

So the trade application area is, of course, based on items. And one of the things that companies want to do is specify specific item prices and discounts. So, for example, if I open here an item, you can see here on the invoicing FastTab that the item has a cost of 350,594 and a unit price of 4000.

Invoicing				-	^	
Costing Method:	Standard 👻	Unit Price:			4 000,00	=
Cost is Adjusted:		Gen. Prod. Posting Group:	RETAIL	-		1
Cost is Posted to G/L:	Yes	VAT Prod. Posting Group:	VAT25	•		
Standard Cost:	350,594	Inventory Posting Group:	FINISHED	-		
Unit Cost:	350,594	Default Deferral Template:		•		
Overhead Rate:	0,00	Net Invoiced Qty.:			0	
Indirect Cost %:	0	Allow Invoice Disc.:	V			
Last Direct Cost:	0,00	Item Disc. Group:	A		•	
Price/Profit Calculation:	Profit=Price-Cost -	Sales Unit of Measure:	PCS	•		
Profit %:	91,23515					

Now, Microsoft Dynamics NAV allows us to very efficiently add additional prices and discounts. So, for example, if I want to add additional sales prices for my customers (in our case all customers), I can very simply go to the navigate tab in the ribbon, click on prices, and start entering additional prices.

General									
Sales Type Filter:	All Custome	rs		•	Starting Date Filter:				
Sales Code Filter:					Currency Code Filter:				
Item No. Filter:				•					
Sales Type	Sales A	Item No. 🔺	Unit of Measur	*	Minimum Quantity	Unit Price	Starting Date	🔺 End	ling Date
All Customers		1936-S	PCS		0	143,90	18.1.2019		
All Customers		1972-W	PCS		0	843,345	1.1.2019		

I can target with my prices an individual customer, a group of customers, all customers, or I can combine it with a campaign that we have set up in the relationship management application area in NAV.

Item Card (Czech data- during course a student will see English data)

Číslo:	1908-S	Vyhledávací popis:	OTOČNÁ ŽIDLE LONDÝ
Úplný popis:		Zásoby:	30.
Popis:	Otočná židle L	Množ.na nák.objednávce:	5
Základní měrná jednotka:	KS 👻	Množ na výr.zakázce:	
Kusovník montáže:	Ne	Množ.na řádcích komponent:	
Číslo police:	D5	Množ.na prod.objednávce:	1
Automat.rozšířené texty:		Množ.na servisní zakázce:	
Vytvořeno z neskladované		Množství na objednávce projek	
2 · · · · · · · · · · · · · · · · · · ·		Uzavřeno:	
Kód kategorie zboží:		Změněno dne:	2.12.2016
Kód skupiny zboží:	-	Skladové varování:	Výchozí (ano)
	•	Zakázat záporné zásoby:	Výchozí (ne) V Zobrazit více po
Skupina předmětů servisu: akturace	•	Zakázat záporné zásoby:	
	▼ FIFO ▼	Zakázat záporné zásoby: Jednotková cena:	Výchozí (ne) V Zobrazit více po 4 630,0
akturace	FIFO V		 Zobrazit více po
akturace Metoda ocenění:	▼ FIFO ▼ Ne	Jednotková cena:	✓ Zobrazit více po 4 630,0
akturace Metoda ocenění: Náklady jsou adjustovány:		Jednotková cena: Obecná účto skupina zboží:	✓ Zobrazit více po 4 630,0 OBCHOD
akturace Metoda ocenění: Náklady jsou adjustovány: Náklady jsou zaúčtovány:	Ne	Jednotková cena: Obecná účto skupina zboží: DPH účto skupina zboží:	 ✓ Zobrazit více po 4 630,0 OBCHOD OPH25
akturace Metoda ocenění: Náklady jsou adjustovány: Náklady jsou zaúčtovány: Pevná pořizovací cena:	Ne 3 610,00	Jednotková cena: Obecná účto skupina zboží: DPH účto skupina zboží: Účto skupina zboží:	 ✓ Zobrazit více po 4 630,0 OBCHOD OPH25
akturace Metoda ocenění: Náklady jsou adjustovány: Náklady jsou zaúčtovány: Pevná pořizovací cena: Pořizovací cena:	Ne 3 610,00 3 610,00	Jednotková cena: Obecná účto skupina zboží: DPH účto skupina zboží: Účto skupina zboží: Výchozí šablona časového rozli	 ✓ Zobrazit více po 4 630,0 OBCHOD DPH25 PRODEJ
akturace Metoda ocenění: Náklady jsou adjustovány: Náklady jsou zaúčtovány: Pevná pořizovací cena: Pořizovací cena: Režijní náklady:	Ne 3 610,00 3 610,00 0,00	Jednotková cena: Obecná účto skupina zboží: DPH účto skupina zboží: Účto skupina zboží: Výchozí šablona časového rozli Na skladě (fakturováno):	 ✓ Zobrazit více po 4 630,0 OBCHOD OBCHOD DPH25 PRODEJ 28

Prices and discounts (Czech data- during course a student will see English data)

-	Filtr počátečního data	a:
1908-S 👻		
		a Počáte 🔉 Koncové datum datum
-S	10 3 200,0	00
-S	20 2 900,0	• 00
Ż	o Kód Minin tí měrné mno -S	1908-S Kód měrné Minimální Nákupní cen rs 10 3 200,0

Next I can combine my price with an item, and I can make it available or make it dependent on the minimum quantity, a starting date, an ending date, and so on. So in that way I can very flexible set up a new price of let's say 3200, but the minimum quantity should be 10. See picture above

Now, similar to what we just saw with prices, we can also set up line discounts. So I can also group my customers here in specific discount groups, and then I can specify, for example, that large accounts on a specific item or even on a specific group of items, so, for example, on finished goods, receive a discount of 10 percent. Maybe also here depending on a specific quantity or on a specific ending date as similar to what we just saw with prices. So this is another thing that we can do, also here very flexible, so set up line discounts in Microsoft Dynamics NAV. See picture below.

Filtr typu prodeje:	Žádný				•		Filtr typu:	Zboží		
iltr kódu prodeje:							Filtr kódu:	1908-S		
iltr počátečního data							Filtr kódu měny:			
Typ – Kó prodeje – pro	d á deje	Тур	" Kód	٨	Kód měrné	٨	Minimální množství	Řádková sleva %	Počáte	Koncové datum
Zákazník - 100	00	Zboží	1908-S		KS		10,00	10,00		
Zákaznik										
Sk.slev zákazníka										
Všichni zákazníci										
Kampaň										

Now, besides discounts, another very important component in the trade application area is the workflow component. So let me go to workflows. So this is also something that Microsoft has added in NAV 2016. Now, in previous versions we had document approvals, and based on document approvals workflow has been added. So it's an extended way of integrating workflow in your company. In this case, I've made an example of the purchase order approval workflow. And as you can see, we can set up a number of requirements in the purchase order approval workflow that we have to -- that we have to meet in order to be able to create and process a purchase order. So in this case, you can see that a restriction is added, which is, for example, a specific user, then the document is set to pending approval. So if you send the approval request, for example, an approver request is created for the approver, and the approver

request has been sent and a notification is created. So in this way you can see all the different steps that we have to perform in order to get a purchase order approved.

So this is something that we can set up ourselves as a user, and that's very interesting. It's not limited to purchases and sales. So if I click, for example, on create new workflow from template, you can see that in the standard application we have a number of templates already included such as the overdue approval request for workflow but also very interesting a general journal approval. So now we can also use approvals in the finance system. So not only in the purchase and the sales but also in the finance system.

Below you see workflow templates (not for the courses AOMA, EPS1 and AOPR)

Popis	
Správa	
Finance	
> Integrace	
▲ Nákupní doklady	
Workflow schvalování hromadné nákupní objednávky	
Workflow schvalování nákupního dobropisu	
Workflow schvalování nákupní faktury	
Workflow nákupní faktury	
Workflow schvalování nákupní objednávky	
Workflow schvalování nákupní poptávky	
Workflow schvalování objednávky nákupní vratky	
Prodej a marketing	
Prodejní doklady	
· · · ·	
↓	
MS-POAPW · Workflow schvalování nákupní objednávky	
Kód: MS-POAPW	Odezvy workflow
Popis: Workflow schvalování nákupní objednávky	
Kategorie: PURCHDOC	Přidat omezení záznamu.
Povoleno:	Nastavit stav dokladu na Čeká n
Kroky workflow	 Vytvořit požadavek ke schvalová
郃 Najít	Zaslat požadavek ke schvalování

Šablony workflow -

Požadavek ke schvalování byl schválen. Čeká na schválení: 0 Požadavek ke schvalování byl schválen. Čeká na schválení: >0

Požadavek ke schvalování byl odmítnut. < Always>

Požadavek ke schvalování byl delegov... < Always>

Požadavek ke schvalování pro nákupní... Typ dokladu: Objednávka, Stav: Čeká n... (+) Stornovat požadavek ke schvalován...

(+) Odstranit omezení záznamu.

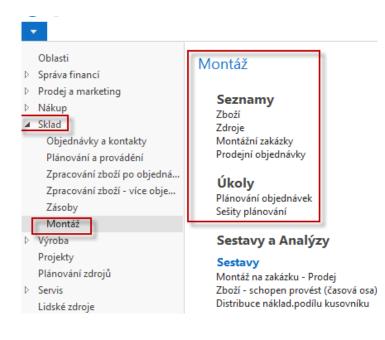
Zaslat požadavek ke schvalování pro zá...

(+) Odmítnout požadavek ke schvalová...

Zaslat požadavek ke schvalování pro zá...

And you can also see that there is an integration with the incoming document function where we can set -- where we can also set up a workflow in NAV. So also that is very interesting to use in the trade application area. Another thing that we can do is set up assembly management. Now, in one of the following lessons in this module, we will have a look at manufacturing. But manufacturing could be too complicated for a specific company that still wants to put items together but not with a manufacturing process. Now, for these companies, we can use assembly management. So with **assembly management I can set up assembly items**.

Assemblies (not for the courses AOMA, EPS1 and AOPR)



So, for example, here you can see the assembly bill of material. And if I click on one of the assembly items, you can see the bill of material.

n Úpravy - Struktura kusovní	ku					
DOMOVSKÁ STRÁNK.	A AKCE NAVIGACE				(CRONUS CZ s.r
Rozbalit vše vše Spravovat	í					
Možnost Filtr zboží: 1952-W						
Тур	Číslo	Popis	Va	Množství za	Kód měrné	Systém
.76					jednotky	doplnění
⊿ Zboží	1952-W			nadřízené	jednotky KS	
	1952-W 70000			nadřízené 1		doplnění
⊿ Zboží		Skříň s policemi OSLO		nadřízené 1 2	KS	doplnění Montáž
✓ Zboží Zboží	70000	Skříň s policemi OSLO Boční deska		nadřízené 1 2 1	KS KS	doplnění Montáž Nákup
✓ Zboží Zboží Zboží	70000 70001	Skříň s policemi OSLO Boční deska Základ		nadřízené 1 2 1 1	KS KS KS	doplnění Montáž Nákup Nákup

So in this case a simple item with two side panels, a base, a top, a rear panel, and a shelf. And this assembly item can now be used in assembly orders. So if I go back one step, so if I click on assembly, you can see here that we can create assembly orders.

So if I create a new assembly order, if I assign a number, and if I then retrieve my item, so for example 1952, the one that we just had a look at, you can see now that based on the quantity the system will, first of all, in this case give me a stock out warning because I don't have enough components in order to assemble the storage units. But if I click on yes, we can still proceed. And you can see now that all my components that we just had a look at are now inserted here in the lines section of my assembly order.

A0000)1 · Ski	ĩň s pol	icemi OSLO									
Obecné												^
Číslo:		A000	01				Da	atum plánování:	31.1.2010	5	•	
Číslo zb	oží:	1952	-W		•		Po	očáteční datum:	30.1.2016	i	•	
Popis:		Skříř	s policemi OSLO				Ko	oncové datum:	30.1.2010	5	•	
Množst	ví:				1		Zů	istatek (množství):				1
Množst	ví k mont	áži:			1		Sn	nontované možství:				0
Kód mè	irné jedno	tky: KS	-	·			М	ontáž na objednávk	tu: Ne			
Zúčtova	ací datum	31.1.	2016 •	·			St	av:	Otevřen	0		•
Řádky												** ^
III Řáde	k - 🗲	Funkce 🔹	🛅 Nový 🎢 Najít	Filtr 📡	Vymazat filtr							
Va do	Тур	Číslo	Popis	Kód lokace	Kód měrné jednotky	Množství za	Množství	Množství ke spotřebě	Spotřebované množství	Zůstatek (množství)	Pořizovací cena	Částka ná
	Zboží	70000	Boční deska		KS	2	2	2	0	2	590,00	1
	Zboží	70001	Základ		KS	1	1	1	0	1	770,00	
Ano	Zboží	70002	Horní deska		KS	1	1	1	0	1	550,00	
	Zboží	70003	Zadní deska		KS	1	1	1	0	1	570,00	
Ano	Zboží	70041	Police		KS	1	1	1	0	1	450,00	

If I would have all these components on stock, then I could post. And posting the assembly order means that we have put together all the different components and created the assembly item. So this is a very simple way of assembling items, but -- **and that's the big advantage** -- fully integrated with the rest of Microsoft Dynamics NAV. So you just had a look at the stock out warning that we saw. We can also make reservations. We can also use item tracking searches, lot number, serial numbers and so on. So that is the big advantage of assembly management. It's a simple way to assemble, to put components together, but fully integrated with Microsoft Dynamics NAV. The last thing I want to show you in the trade application area **is order promising.** So also a very interesting function that you can use in order to have the system calculate the delivery date, so the date that we can deliver items at our customer's site. So something very important because most customers are interested and they will also ask, of course, the delivery dates. So let me create a new sales order to demonstrate.

Next section regarding ATP and CTP is not a part of the courses AOMA, EPS1 and AOPR !!!!

Prodejni	í oł	ojednávky	, -			Typ filtrování	(F3) Čísl	o		-
-								Nebyly	použity žádn	é filtry
Číslo	*	Zákazník	Zákazník-název	Číslo externíh	Kód lokace	Přiřazené ID uživatele	Stav	Kód prodejce	Číslo kampaně	Kód i
101005		30000	UNIVERSAL-TREND a.s.				Vydáno	РК		
101009		38128456	MEMA Ljubljana d.o.o.		ČERVENÝ		Vydáno	JM		EUR
101011		43687129	Designstudio Gmunden		ČERVENÝ		Vydáno	JM		EUR
101013		46897889	Englunds Kontorsmöbler AB		ŽLUTÝ		Vydáno	JM		SEK
101015		49633663	Autohaus Mielberg KG		ZELENÝ		Vydáno	JM		EUR
101016		10000	BYT-KOMPLET s.r.o.		MODRÝ		Vydáno	PK		
101017		20000	J & V v.o.s.				Otevřeno	РК		
101018		01454545	New Concepts Furniture		ŽLUTÝ		Otevřeno	JM		USD
101019		31987987	Candoxy Nederland BV		ŽLUTÝ		Vydáno	JM		EUR
101020		32789456	Lovaina Contractors		ŽLUTÝ		Otevřeno	JM		EUR
101022		38128456	MEMA Ljubljana d.o.o.		ČERVENÝ		Otevřeno	JM		EUR
101023		30000	UNIVERSAL-TREND a.s.				Otevřeno	РК		
104001		10000	BYT-KOMPLET s.r.o.		MODRÝ		Otevřeno	РК		
104002		20000	J & V v.o.s.				Otevřeno	РК		

And I will sell to customer 10000. So the customer orders a specific item. So they're ordering an item, 80001. And so you can see a computer, and they ordered 10 computers. Here I can see now that we don't have the computer on stock, and there's also no earliest availability date which means that it's not included in a purchase order, a purchase, production planning or whatsoever.

Sales Line of created Sales order

Řádky							** ^
🖩 Řádek 🔻	🗲 Funkce 👻 [🖞 Objednávka 👻 🎦 Nový 🏼 🏙	Najít Filtr 🍢 Vyn	nazat filtr			
Тур	Číslo	Popis	Kód lokace	Množství	Mn. k montáži na zakázku	Rezervované množství	
Zboží	80001	Počítač III 533 MHz	MODRÝ	10			KS
(III						Þ

So we don't have the item on stock. Now, in order to be able to sell the 10 computers to the customer, I can go now to the order promising functionality in the ribbon. In this case, I can run the available order capable to promise. Now, the available to promise wouldn't make sense because we just saw that the item is not available. We don't have it on stock, and it's also not planned in the near future. So what I can do now is run capable to promise.

🚮 Nový - Prod	dejní objednávka - 10	001 · BYT-KOMPL	ET s.r.o.	
- DOMO	OVSKÁ STRÁNKA	AKCE NAVIO	GACE	
	🙄 Vydat	P 🖶	🖹 Kopírovat doklad	A Statistika
Pohled	🕉 Znovu otevřít	Účtovat	Přislíb.vyřízení obj.	🖹 Montážní zakázky
X		Sciovat	1	Archivovat doklad
Spravovat	Vydat	Účtování	Připravit	Objednávka

DOMOVSKÁ STRÁNKA									CRONUS CZ s.r.o. 🕜
\times \checkmark \square									
Ddstranit Přijmout Lze Mc slibit sl pravovat Proces Vypočíta Číslo: 1001	bit	v at Najít ánka							
Číslo zboží Popis	Požadované datum do…	Požadované datum do	 Plánované datum d 	Původní datum	Datum nejbliž	Množství	Požadované množství	Dostupnost Datum nedostupn	Nedostupné Kód měr množství jednotky
80001 Počítač III 533 MH:		31.1.2016	13.2.2016	31.1.2016	12.2.2016	10	10	0 1.5.2016	10 KS

Now, the system will do now an order promising. It will look at the lead time of the item, so how much time will it take the vendor to deliver the item at our location and how much time do we need in order to ship it to the customer. And in that way, it will calculate the planned delivery date. So now if I click on accept, you will see that the system will, first of all, **make a reservation.**

Sales Line of creted Sales order after running Capabple to promise

Řádky									∗* ^
🏢 Řádek 👻	🗲 Funkce 👻 🛅) Objednávka 🔻	🗋 Nový 🎢 Najít 🛛 Filti	r 🏾 🖳 Vymazat filtr					
Тур	Číslo	ois	Kód lokace	Množství	Mn. k montáži na zakázku	Rezervované množství		Jednotková cena bez DPH	Čás ^ ≡
Zboží	80001	ítač III 533 MHz	MODRÝ	10		10	KS	470,00	
						1			-
•									•

So in this case it's reserved with the requisition line that it has created in the requisition worksheet. So it will plan the item now in order to purchase it in this case from the vendor.

DO	MOVSKÁ STRÁN	NKA SEST	AVY								
X Odstranit	Vypočítat plán d	Přímá S odávka ▼ obj	peciální jednávka •	K dispozici dle		کے Dimenze	Rezervace ∰Řádky sledování zboží ॡॖॖSledování zakázky	Provést hlášené akce…	Microsoft Excel	Aktualizovat Najít	
pravovat		Připravit				Řádek		Provést	Odeslat do	Stránka	
Název:	VÝCHOZÍ	•									
Тур	Číslo	Hlá		řij Popis láš	;		Kód lokace	Původní množství	Množství	Kód měrné jednotky	Nákupní cena

and related Purchase order based on REQ Worksheet Planning tool

106024 · ElektroProfi s.r.o.

Obecné						* [*] ^
Nákup od dodavatele:	50000	•	Datum DPH pův.dokladu:		•	
Číslo kontaktu dodavatele	: KT000128	•	Datum objednávky:	31.1.2016	•	
Název dodavatele:	ElektroProfi s.r.o.		Datum dokladu:	31.1.2016	-	
Město dodavatele:	Blansko	•	Číslo obj.dodavatele:			
Kód textu položky:			Číslo dodávky dodavatele:			
Text položky:	Objednávka 106024		Číslo faktury dodavatele:	*		
Zúčtovací datum:	31.1.2016 👻		Stav:	Otevřeno		-
Datum DPH:	31.1.2016 👻					
					✓ Z	obrazit více polí
Řádky						^
🛄 Řádek 👻 🗲 Funkce 🔻	🖥 Objednávka 👻 🛅 Nov	ý 🎢 Najít 🛛 Filtr 🏹 V	Vymazat filtr			
Typ Číslo	Popis	Kód lokace	Množství Rezervovan množst	né Kód měrné ví jednotky	Nákupní cena bez DPH	Částka na řác ^ bez D _⋿
Zboží 80001	Počítač III 533 MHz	MODRÝ	10	KS	220,00	2 200
						-
< III						•

Sales Line again

Řádky											** ^
🔠 Řádek 👻	🗲 Funkce 🔻	🖹 Objednávka	 Nový 	👫 Najít	Filtr	🏹 Vymazat filtr					
Тур	Číslo	tví	K fakturaci	Fakturov množ		Množ.k přiřazení	Plánované datum d	Plánované datum o	Datum odeslání	Přímá dod	Kód ▲ nakupov ≡
Zboží	▼ 80001		10				13.2.2016	12.2.2016	12.2.2016		
							1			9	-
*											•

And you will also see, if I scroll to the right, that it has entered a number of dates. So in this case you will see that we will be ready on the 12 th of February to start shipping the item from our location. There is, as you can see, so let me show you, here on the shipping FastTab we have -- if I click here, we have an outbound warehouse handling time of one day, which means that on the 13 th of February we are ready to start shipping the item to the customer. So also here with only a simple couple of clicks, you can see that the system will fully calculate, based on the availability figures, when we can have the item at our facilities, when we can start shipping to the customer, and, very important, when the customer can expect the order that they have placed. So this is also a very interesting function that we can use in the trade application area. Also here we only covered a couple of features of the trade application area, and also here there's a specific training that you can follow to learn more, which is the training Trade in Microsoft Dynamics NAV.

Next section regarding Inventory management is not a part of the courses AOMA, EPS1 and AOPR !!!!

Inventory Management (text part) - will be created during course(related to existing PWP presentations)

Next section regarding Financial Management will be partially simplified for the courses AOMA, EPS1 and AOPR !!!!

Financial Management (text part) –**already created** (related to existing PWP presentations) – be aware of one simple condition :this part here is created by used of English version of MS Dynamics NAV database

Let's start with looking at financial management. So a very important application area that most companies that use NAV will also set up and use. Now, I will not show everything because that would take me several days, but let's have a look at the main features of financial management in NAV. So here if I go to departments, you will get an overview of all the different application areas. You will see that the first one is financial management. Now, like I just said, there is quite a lot of functionality in financial management. You can see the different departments such as general ledger, cash management, and so on.

Departments	Financial Management
Financial Management	i indicial Management
General Ledger	Choose by department
Cash Management	General Ledger
Cost Accounting	contrain couger
Cash Flow	Cash Management
Receivables	
Payables	Cost Accounting
Fixed Assets	
Inventory	Cash Flow
Periodic Activities	Receivables
Setup	Receivables
Sales & Marketing	Payables
Purchase	

And so one of the main parts in financial management is of course general ledger in which we have the chart of accounts. So the chart of accounts which is a list of all the different G/L accounts that a company has set up and can use in sales and purchases and so on. So that's one of the main features, so a very basic one, but a very important one.

hart of A	Accounts •						Type to fil	ter (F3) No).
No.	Name	Income/B Account Type	Totaling	Gen. Postin	Gen. Bus. Posting	Gen. Prod. Posting	Net Change	Balance	Cost Typ No.
5995	Short-term Liabilities, Total	Balance Sh End-Total	53005995	N			-2 153 735,98	-2 153 735,98	
5997	Total Liabilities	Balance Sh End-Total	50005997	S			-2 526 357,53	-2 526 357,53	
5999	TOTAL LIABILITIES AND EQUITY	Balance Sh Total	3000599				-3 517 674,53	-3 517 674,53	
6000	INCOME STATEMENT	Income St Heading							
6100	Revenue	Income St Begin-Total							
6105	Sales of Retail	Income St Begin-Total							
6110	Sales, Retail - Dom.	Income St Posting		Sale	NATIONAL	RETAIL	-762 878,03	-762 878,03	6110
6120	Sales, Retail - EU	Income St Posting		Sale	EU	RETAIL	-98 141,58	-98 141,58	6120
6130	Sales, Retail - Export	Income St Posting		Sale	EXPORT	RETAIL	-128 946,18	-128 946,18	6130
6190	Job Sales Applied, Retail	Income St Posting							6190
6191	Job Sales Adjmt., Retail	Income St Posting							6191
6195	Total Sales of Retail	Income St End-Total	61056195				-989 965,79	-989 965,79	
6205	Sales of Raw Materials	Income St Begin-Total							
6210	Sales, Raw Materials - Dom.	Income St Posting		Sale	NATIONAL	RAW MAT	-4 449 575,12	-4 449 575,12	6210
6220	Sales, Raw Materials - EU	Income St Posting		Sale	EU	RAW MAT	-531 350,66	-531 350,66	6220
6230	Sales, Raw Materials - Export	Income St Posting		Sale	EXPORT	RAW MAT	-880 171,63	-880 171,63	6230

Now, also important in Microsoft Dynamics NAV is that G/L accounts can be used directly. So if I go to in the G/L account, you can see that there is a field, direct posting, in which I can define that we can post directly on a G/L account such as, for example, the expense account office supplies. But we also have G/L accounts in which we cannot post directly.

6710 · Consulting Fees - Dom.

General			^
No.:	6710	Search Name:	CONSULTING FEES - DOM.
Name:	Consulting Fees - Dom.	Balance	-235 592,91
Income/Balance:	Income Statement 🔹	Reconciliation Account:	
Debit/Credit:	Both 🗸	Automatic Ext. Texts:	
Account Type:	Posting -	Direct Posting:	
	rosting +	Blocked:	
Totaling:		Last Date Modified:	
No. of Blank Lines:	0	Omit Default Descr. in Jnl.:	
New Page:			
Posting			^
Gen. Posting Type:	Sale 👻	VAT Prod. Posting Group:	VAT10 -
Gen. Bus. Posting Group:	NATIONAL -	Default IC Partner G/L Acc. No:	•
Gen. Prod. Posting Group:	SERVICES -	Default Deferral Template:	•
VAT Bus. Posting Group:	NATIONAL -		

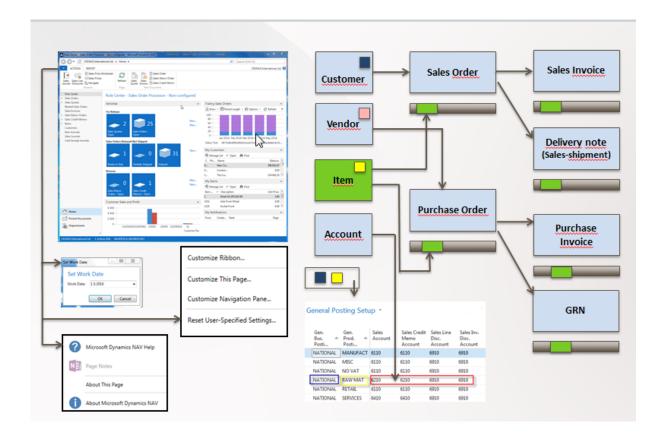
So, for example, if I scroll up to the balance sheet accounts, and if I go, for example, to the account customers domestic, you can see that our demo company, Cronus, doesn't allow to directly post on this account.

2310 · Customer	s Domestic				
General					^
No.:	2310		Search Name:	CUSTOMER	RS DOMESTIC
Name:	Customers Domestic		Balance:		617 600,43
Income/Balance:	Balance Sheet	•	Reconciliation Account:		N
Debit/Credit:	Both	•	Automatic Ext. Texts:		5
A	De etie e		Direct Posting:		
Account Type:	Posting	•	Blocked:		
Totaling:		•	Last Date Modified:		
No. of Blank Lines:		0	Omit Default Descr. in Jnl.:		

Now, why is this? Well, this is because a very important concept in NAV, and that's the concept of **posting groups**. So if I click here, posting groups, I can go, for example, to the customer posting group, and there you can see that we can set up posting groups to which we can link G/L accounts.

ustomer	Pos	sting Grou	ips •				Type to filter (F3)	Code		• •
									N	o filters applied
Code		Receivables Account	Service Charge Acc.	Payment Disc. Debit Acc.	Payment Disc. Credit Acc.	Interest Account	Additional Fee Account	Add. Fee per Line Account	Invoice Rounding Account	Debit Curr. Appln. Rndg Acc.
DOMESTIC	2	310 ¥	6810	9250	9255	9120	9120		9140	9150
EU	2	320	6810	9250	9255	9120	9120		9140	9150
FOREIGN	2	320	6810	9250	9255	9120	9120		9140	9150

And following picture will clearly specify how it works (see PWP I.)



So that's one of the main concepts in financial management. So by setting up posting groups, we can start assigning them, for example, to customers. And in that way we can start posting on customers. For example, we can start selling to customers. And the system will be able to fully automatically retrieve G/L accounts on which to post. So a very important concept that is used throughout the whole application, the concept of posting groups. Now, besides general ledger, besides G/L accounts, we can of course also start using cash management.

Departments

Financial Management

General Ledger

Cash Management Cost Accounting

Cash Flow

Receivables

Payables

Fixed Assets

Inventory

- Periodic Activities
- Setup
- Sales & Marketing
- Purchase
- Varehouse
- Manufacturing Jobs

Resource Planning

- Service Human Resources
- Human Resources
- Administration

Cash Management

Lists

Bank Accounts Payment Reconciliation Journals Bank Account Reconciliations Posted Payment Reconciliations

Tasks

Cash Receipt Journals Payment Journals Receivables-Payables Payment Registration Payment Application Rules

Reports and Analysis

Reports

Bank Account Register Bank Account - Check Details Bank Account - Labels Bank Account - List Bank Acc. - Detail Trial Bal. Receivables-Payables

So companies have bank accounts that they use to pay vendors to receive payments from customers and so on. In NAV, this is done based on bank account cards. So for each bank account that we want to process in NAV, we can set up a bank account card with information, general information, but also information that I will show you here that we can use to process payments electronically, to process bank statements electronically.

ank Accounts *				Type to filter (F3)
No.	Name	Phone No.	Contact	Search Name
GIRO	Giro Bank		Paula Nartker	GIRO BANK
NBL	New Bank of London		Holly Dickson	NEW BAN
WWB-EUR	World Wide Bank		Grant Culbertson	WORLD WI
WWB-OPERATING	World Wide Bank		Grant Culbertson	WORLD WI.
WWB-TRANSFERS	World Wide Bank		Grant Culbertson	WORLD WI.
WWB-USD	World Wide Bank		Grant Culbertson	WORLD WI.

NBL · New Bank of London

No.:	NBL	Bank Branch No.:	NB54366
Name:	New Bank of London	Bank Account No.:	78-66-345
Address:	4 Baker Street	Search Name:	NEW BANK OF LON
Address 2:		Balance:	2 846,54
Post Code:	W1 3AL 👻	Balance (LCY):	2 846,54
City:	London 🗸	Min. Balance:	0,00
Country/Region Code:		Our Contact Code:	JR 👻
Phone No.:	(C)	Blocked:	
Contact:	Holly Dickson	Last Date Modified:	26.11.2015

Posting				^
Currency Code:	•	Balance Last Statement:		2 846,54
Last Check No.:		Bank Acc. Posting Group:	LCY	•

Next section regarding SEPA is not a part of the courses AOMA, EPS1 and AOPR !!!!

You can also see here that Microsoft Dynamics NAV is fully SEPA compliant. (not for SA)

Single Euro Payments Area (SEPA) is a payment-integration initiative of the <u>European Union</u> for simplification of bank transfers denominated in <u>euro</u>. As of July 2015, SEPA consists of the 28 <u>member states of the European Union</u>, the four member states of the <u>European Free Trade</u> Association (Iceland, Liechtenstein, Norway and Switzerland), Monaco and San Marino.¹

Transfer		N		
Bank Branch No.:	BG99999	SEPA Direct Debit Exp. For	SEPADD	~
Bank Account No.:	99-33-456	Credit Transfer Msg. Nos.:	SEPACT-MSG	Ý
Transit No.:		Direct Debit Msg. Nos.:	SEPADD-MSG	~
SWIFT Code:		Creditor No.:		
IBAN:	GB 80 RBOS 161732	Bank Name - Data Convers		~
Bank Statement Import For	~	Bank Clearing Standard:		~
Payment Export Format:	SEPACT 🗸	Bank Clearing Code:		

So we can create electronic payment files, we can import bank statements and so on. So this is done by using functions such as the payment reconciliation journals, such as the bank account reconciliation and so on. So if I open a payment reconciliation journal, you can see, for example, that I can start importing bank transactions. So these are some basic functionalities that you can use to implement an electronic banking system out of the box. So very interesting. Now, in financial management we can also set up fixed assets management. So each company has a number of fixed assets.

Next section regarding Fixed Assest is not part of the courses AOMA, EPS1 and AOPR and Czech courses MPH_RIP and BPH_PIS1 and BPH_PIS2 !!!!



Think of buildings, machinery, cars, computer equipment, and so on. So by creating fixed assets cards for all these fixed assets, as such, for example, a computer, you can start assigning depreciation methods, number of depreciation years and so on.

xed Asse	15 *				Type to fill
No.	Description	Vendor No.	Maintena Vendor No.	Responsi Employee	Search Description
FA000010	Merce 1 300	44127914	44127914	JR	MERCEDES
FA000020	Toyota Supra 3.0	44127914	44127914	PS:	TOYOTA S_
FA000030	VW Transporter	44127914	44127914	RL	VW TRANS
FA000040	Conveyor, Main Asset	44127904	44127904	MH	CONVEYO
FA000050	Conveyor Belt	44127904	44127904	MH	CONVEYO
FA000060	Conveyor Lift	44127904	44127904	MH	CONVEVO
FA000070	Conveyor Computer	44127904	44127904	MH	CONVEVO

And the system will then be able to fully automatically calculate and post depreciations.

General										
No.:	FA000070]	Search Desc	ription:	CONVEYOR COMPUTER	6		_
Description:	Conveyor Compu	ter			Responsible	Employee:	MH		~	
Serial No.:	23 111 SW3]	Inactive:					
Main Asset/Component:	Component		~		Blocked:					
Component of Main Asset:	FA000040				Last Date M	odified:	8/15/15			
Lines										
🔵 Depr. Book 👻 📋 New	He Find Filter	T Clear Filter								
Deprec FA Posting Book A Group Code	g Depreciation Method	Depreciation Starting Date	Depreciation Ending Date	No. of Depreciation Years	Disp Of	Book Value				
COMPANY MACHINE	RY Straight-Line	3/1/16	2/29/20	4.00		2,394.00				

General					^
No.:	FA000070	Search	Description:	CONVEYOR COM MH v	
Description:	Conveyor Compute	r Respo	nsible Emplo		
Serial No.:	23 111 SW3	Inactiv	e:		
Main Asset/Component:	Component	v Blocke	ed:		
Component of Main As	FA000040	Last D	ate Modified:	8/15/15	
Lines				*	^
🔵 Depr. Book 👻 🗋 Nev	Find Filter	🔨 Clear Filter			
Deprec FA Posti Book A Group Code	ng Depreciation Method	Depreciation Starting Date	Depreciation Ending Date	No. of Depreciation Years	Dis Of
COMPANY MACHIN	ERY Straight-Line	8/1/16	2/29/20	4.00	5

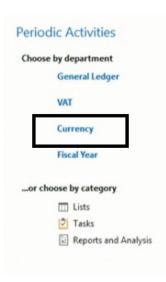
So all different fixed asset transactions can then be processed in the fixed asset module with, for example, the purpose of running a number of interesting depreciation or fixed asset reports. So let me show you one. So I will show you, for example, a typical depreciation table. So if I click on preview, you can see here a depreciation table of our demo company, Cronus International.

CRONUS I	Asset - Boo	k Value 01	1							Santa	mber 21, 2015
										septe	
										DI ATA ANI CTI	Page 1
Depreciati										PLATAAN-SIL	JDIO PLATAAN
Fixed Asse	t: FA Posting Date I	ilter: 01/01/1612	/31/16								
						-	-	Disposal		-	
No.	Description	Acquisition Cost 12/31/15	Addition in Period	Disposal in Period	Acquisition Cost 12/31/16	Depreciation 12/31/15	Depreciation in Period	Depreciation in Period	Depreciation 12/31/16	Book Value 12/31/15	Book Value 12/31/16
FA000010	Mercedes 300	0.00	30,000.00	0.00	30,000.00	0.00	-6,000.00				
								0.00	-6,000.00	0.00	
FA000020	Toyota Supra 3.0	0.00	42,000.00	0.00	42,000.00	0.00	-5,600.00	0.00	-5,600.00	0.00	
		0.00	42,000.00	0.00							36,400.00
FA000030	3.0				42,000.00	0.00	-5,600.00	0.00	-5,600.00	0.00	36,400.00
FA000030 FA000050	3.0 VW Transporter	0.00	15,000.00	0.00	42,000.00 15,000.00 6,600.00	0.00	-5,600.00	0.00	-5,600.00	0.00	24,000.00 36,400.00 13,250.00 5,940.00 3,995.00
FA000020 FA000030 FA000050 FA000060 FA000070	3.0 VW Transporter Conveyor Belt	0.00	15,000.00 6,600.00 4,512.00	0.00	42,000.00 15,000.00 6,600.00 4,512.00	0.00	-5,600.00 -1,750.00 -660.00	0.00	-5,600.00 -1,750.00 -660.00	0.00 0.00 0.00	36,400.00 13,250.00 5,940.00 3,995.00
FA000030 FA000050 FA000060	3.0 VW Transporter Conveyor Belt Conveyor Lift	0.00 0.00 0.00	15,000.00	0.00	42,000.00 15,000.00 6,600.00	0.00 0.00 0.00 0.00	-5,600.00 -1,750.00 -660.00 -517.00	0.00 0.00 0.00 0.00	-5,600.00 -1,750.00 -660.00 -517.00	0.00 0.00 0.00 0.00	36,400.0 13,250.0 5,940.0 3,995.0
FA000030 FA000050 FA000060	3.0 VW Transporter Conveyor Belt Conveyor Lift Conveyor	0.00 0.00 0.00 0.00	15,000.00 6,600.00 4,512.00 3,024.00	0.00	42,000.00 15,000.00 6,600.00 4,512.00 3,024.00	0.00 0.00 0.00 0.00	-5,600.00 -1,750.00 -660.00 -517.00	0.00 0.00 0.00 0.00	-5,600.00 -1,750.00 -660.00 -517.00	0.00 0.00 0.00 0.00 0.00	36,400.00 13,250.00 5,940.00 3,995.00 2,394.00
FA000030 FA000050 FA000060 FA000070	3.0 VW Transporter Conveyor Belt Conveyor Lift Conveyor Computer	0.00 0.00 0.00	15,000.00 6,600.00 4,512.00	0.00 0.00 0.00 0.00	42,000.00 15,000.00 6,600.00 4,512.00	0.00 0.00 0.00 0.00	-5,600.00 -1,750.00 -660.00 -517.00 -630.00	0.00 0.00 0.00 0.00	-5,600.00 -1,750.00 -660.00 -517.00 -630.00	0.00 0.00 0.00 0.00	36,400.00 13,250.00 5,940.00 3,995.00

So with the acquisitions, with the depreciations, and with the book value based on the date filter. So that's basically typically something that we can use in fixed asset management.

Then the last component that I would like to show you in financial management is the one of currencies. So we can also very efficiently, very easily work with foreign currencies in NAV.

Next section regarding Currencies is not part of the courses AOMA, EPS1 and AOPR and for the Czech courses MPH_RIP and BPH_PIS1 and BPH_PIS2 this section will be simplified !



So if I go to currencies, you can see that that demo company has a number of currencies so that I can see here. So they use quite a lot of foreign currencies. And based on the specific currency, I can set up, for example, currency exchange rates.

Currenci	es	-							T
Code	à	Description	Exchange Rate Date	Exchange Rate	EMU Curt	Realized Gauss Ace.	Realized Losses Acc.	Unrealized Gains Acc.	Unrealized Lossei Acc
AED		United Arab Emilar	1/1/15	0.151806		9330	9340	9310	9320
AUD		Australian dollar	1/1/15	0,427001	0	(1984)	9340	9310	9320
BGN		Bulgarum leva	1/1/15	0.353631	13	9830	9340	9310	9320
BND		Brunni Darussale	1/1/13	0.337992		9330	9340	9310	9320
BRL		Brazilian real	01715	0.244852		9330	9340	9310	9320
CAD		Canadian dollar	1/1/15	0,460562		9330	9340	0310	9320
CHE		Swite Trans	1/1/15	0.441416	m	0110	9540	9310	9320
CZK		Czech koruna	1/1/13	0.033540		DIER	9340	9310	05EB
DKK		Danish krone	1/1/15	0.0924		9330	9340	9310	9320

So if I click here for a currency on the exchange rates button in the ribbon, so I can specify, for example, the currency on the 1st of January 2016 and the exchange rate is, for example, 57.

• н	OME											CRONUS Int	ternational Ltd	6
New	View List	Edit List Manage	Dele	as List	Show as Chart View	OneNote	Notes w Attac		Refresh	Clear Filter Page	Find			
INGW I		manage			A HEAA	snov	W Attac	neu		raye				
	cy Exc	hange			4 IGW	Show	W Attac	Type to fil	ter (F3)		g Date		▼ →	~
			Rat			ange Rate Amount	[Adjustm	Startin	Rela	tional Adjmt Ich Rate Amt	▼ → Filter: USD Fix Exchange Rate Amoun	
Curren Startin	9	curre	Rat	Relational Currency		ange Rate	[Type to fil	Adjustm	Startin	Rela	ch Rate Amt	Filter: USD	

So based on the new exchange rates, I can run then an update of the exchange rates.

Lists	
Current	cies
Exchan	ge Rate Adjmt. Register
Tasks	
Adjust	Exchange Rates

So, for example, I can specify that I would like to update the exchange rates on the 31st of December 2016. So and I will enter EX001.

Edit - Adjust Exchange I	kates -	
ACTIONS	CRONUS	Internatio
Clear Filter Page		
Options		^
Adjustment Period		
Starting Date:		~
Ending Date:	12/31/16	Ý
Posting Description:	Adjmt. of %1	%2, Ex.Ra
Posting Date:	12/31/16	~
Document No.:	EX001	
Adjust Customer, Vendor and Bank Accounts:	•	
Adjust G/L Accounts for AddReporting Currency:		
Currency		

And if I now click on OK, you will see that the system has calculated the exchange rates.

Adjusting exchan	ige rates
Bank Account:	100%
Customer:	100%
Vendor:	0%
Adjustment:	4,962.2

And if I go, for example, to the archive in order to have a look at the posting, you will see now that the system fully automatically has posted all the different exchange rates based on the new currency that we have entered in the system.



How to display G/L entries->this is part of hands on part of the course

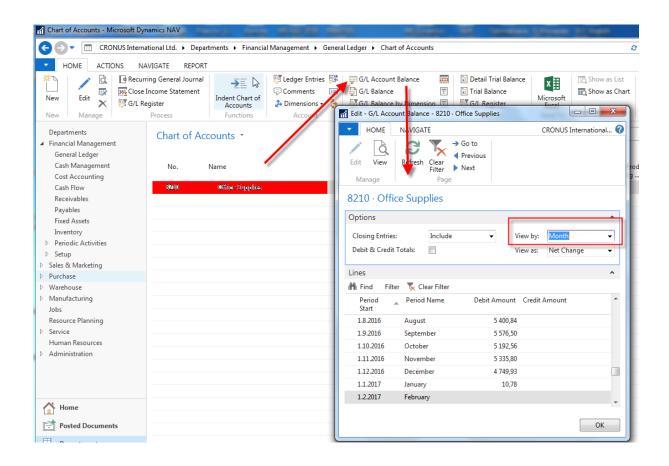
eneral Le	edger Entri	es *				Ту	pe to filter (F3)	Posting Date		• •	~
									Filter: 28	162819	
Posting Date	Document Type	Document No.	G/L Account No.	Description	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type	Bal. Accour No.	nt
12/31/16		EX001	2320	Adjmt. of USD 398,602.67, E				4,962.20	G/L Account		
12/31/16		EX001	9310	Adjmt. of USD 398,602.67, E				-4,962.20	G/L Account		
12/31/16		EX001	5420	Adjmt. of USD -190,351.54,				-2,369.69	G/L Account		
12/31/16		EX001	9320	Adjmt. of USD -190,351.54,				2,369.69	G/L Account		
								N.			

So this is also a very important component of financial management, especially for these companies working with foreign currencies. So these are some of the components of financial management in Microsoft Dynamics NAV, but, of course, not all of them. You can also set up intercompany, you can set up consolidation and so on. So in order to have a more detailed overview of everything that you can do with financial management, I could advise you to have a look at the courses Financial Essentials and Finance Advanced in Microsoft Dynamics NAV.

Financial Reporting and Analysis

So with the financial management functions that we just had a look at, we're putting quite a lot of financial data in the system. But typically decision takers, business owners and so on, they also want to take information out of the system, and that's something that they want to do based on financial reporting and analysis. Let's have a look at the main features in NAV. So if we're looking at financial reporting and analysis, then we can go to departments, and the financial reporting and analysis starts with some basic reports that we have available in the chart of accounts. So if I go to a typical expense account to show you a first example, so, for example, here office supplies, I can go to the G/L account balance, and there you can have a look at the postings. So everything that we have posted on this G/L account, for example, based on months.

Some of these analysis and reporting will be not part of the courses AOMA, EPS1 and AOPR and for the Czech courses MPH_RIP and BPH_PIS1 and BPH_PIS2 this section will be simplified !



So in this way I can compare my office supply expenses of 2016 month by month or week by week or even year by year if you want. So this is a very simple example of a typical report that you can run from the chart of accounts. Another very nice example is a G/L balance by dimension. So in the G/L balance by dimension, I can include my analytical dimensions to retrieve a report. So, for example, suppose that I would like to have a look at my expenses per department. In this way I can choose my department dimension here in the show as columns fields. Next I can specify, for example, that I want to have a look at the 2016 expenses, so I will click here on year. My G/L account filter is 81 star because the G/L accounts start with 81. And I want to have a look at 2016. So now if I click on show matrix, you can see here my expenses, so my building expenses in this case compared month -- sorry, department by department. So in 2016 the administration department had this amount on cleaning expenses, the production department, the sales department, and so on. So this is a second report that we can run from the chart of accounts.

ſ	Edit - G/L Balance by	Dimension				- 0 <mark>- X</mark>
ľ	HOME ACT	IONS NAVIGATE			CRONUS Inter	national Ltd. 🕜
11	View Matrix See Pro	ext Previous Refresh				
6	G/L Balance by	Dimension				
H	General					^
·: 10	Show as Lines:	G/L Account	✓ Show	w as Columns:	DEPARTMENT	-
	Filters					^
	Date Filter: G/L Account Filter: Budget Filter:	01.01.15C31.12.17 81*	✓ Depi	ness Unit Filter: artment Filter: ect Filter:		• •
L	Options					*
1	Matrix Options					^
5	View by: View as:	Year Net Change	▼ Colu	ımn Set:	ADMSALES	

it - G/L Baland	ce by Dim. Matrix				
- HOME				CRONUS In	ternational Ltd. 🤅
View Edit List List Manage	Refresh Clear Find				
G/L Balanc	ce by Dim. Matrix 🔹		Туре	to filter (F3)	Code 🔻 🔿 🗸
				No	filters applied
Code	Name	Total Amount	ADM	No PROD	filters applied SALES
Code 8100	Name ▼ Building Maintenance Expenses	Total Amount	ADM		
		Total Amount 26 665,75	ADM 5 299,77		
8100	Building Maintenance Expenses			PROD	SALES
8100 8110	Building Maintenance Expenses Cleaning	26 665,75	5 299,77	PROD 7 949,71	SALES 13 249,48

And the advantage of these kind of reports is that they are very easy to use. So I don't need to do an extended setup, so the only thing I need to do is apply a couple of simple filters, and I can run my report. Now, if we want to go a step further, we can also use account schedules. So if I go to reports and analysis, I can click here on account schedules. And with account schedules the system will allow me to set up some reports based on G/L accounts, but where I will have the flexibility to define what I would like to report. So if I run one of the typical account schedules that our demo company Cronus is using -- so let me click here on overview -- you can see here that I get a report in which I can see current assets, their net change, their net change debit, their net change credit. But let me switch, for example, to quarter. So here I can see now the net change of the current quarter, debit and credit, the balance at date, and so on.

HOME	ACTIONS							CRONU
lete Previou Columnage	Next Period Previous Peri Next Column Process	od Refresh Fi	ind					
neral			de la					
ccount Schedu	ile Name:	ANALYSIS	•			View by:	Quarter	
olumn Layout	Name:	DEFAULT	-			Date Filter:	01.01.1731.03.17	
how Amounts i	in Add. Reporting Currency:							
Row No.	Description		Net Change Debit	Net Change Credit	Balance at Date Debit	Balance at Date Credit		
	ACID-TEST ANALYSIS							
	Current Assets							
101	Inventory		5 124,30		1 176 458,70			
102	Accounts Receivable			158 974,40	950 806,95			
103	Securities				11 860,69			
104	Liquid Assets			12 550,38	240 670,77			
105	Current Assets, Total			166 400,48	2 379 797,11			
	Short-term Liabilities							
111	Revolving Credit			33 432,45	l	1 383 092,73		
112	Accounts Payable		153 845,25			433 889,18		
113	VAT		3 844,35			168 815,73		
114	Personnel-related Items					138 520,65		
115	Other Liabilities					34 572,80		
116	Short-term Liabilities, Tota	I	124 257,15			2 158 891,09		
	Current Assets minus Shor	t-term Liabili		42 143,33	220 906,02			

Again, so this is a report showing the current assets and the short-term liabilities. But more important, this report is created by the user. So if I go back one step and if I go to the edit account schedule function, you can see that as a user I can fully define what I would like to see in this report. And my report is based on G/L accounts but can also be based on cost accounting and even cash flow. And so in that way I can very easily define what I would like to see. And by setting up column layouts, I can also define the columns I would like to see.

Name:	ACT/BUE) 🔻								
Colu	umn No.	Column Header	Column Type	Ledger Entry Type	Amount Type	Formula	Show Opp	Comparison Date Formula	Show	Rounding Factor
A		Net Change	Net Change	Entries	Net Amount				Always	None
В	•	Budget	Net Change	Budget Entries	Net Amount				Always	None
С	3	Variance	Formula	Entries	Net Amount	A-B			Always	None
D		A-B	Formula	Entries	Net Amount	A / B * 100			Always	None

I would like to see, for example, a net change, compare it with a budget, I would also like to see the variants between the two and so on. You see? So that's a function, the account schedule, a very flexible function that we can use as a financial user to set up our own reports and run them in the system.

lame: ANAL	YSIS 👻						
Row No.	Description	Totaling Totaling Type	Row Type	Amount Type	Show	New Page	Bold
	ACID-TEST ANALYSIS	Posting Acc	Net Change	Net Amount	Yes		
		Posting Acc	Net Change	Net Amount	Yes		
	Current Assets	Posting Acc	Net Change	Net Amount	Yes		
101	Inventory	Total Accou 2190	Net Change	Net Amount	Yes		
102	Accounts Receivable	Total Acc 2390	Net Change	Net Amount	Yes		
103	Securities	Posting Accounts	Net Change	Net Amount	Yes		
104	Liquid Assets	Total Accounts	Net Change	Net Amount	Yes		
105	Current Assets, Total	Formula	Net Change	Net Amount	Yes		
		Set Base For Percent	Net Change	Net Amount	Yes		
	Short-term Liabilities	Cost Type	Net Change	Net Amount	Yes		
111	Revolving Credit	Cost Type Total	Net Change	Net Amount	Yes		
112	Accounts Payable	Cash Flow Entry Accounts	Net Change	Net Amount	Yes		
113	TAV	Cash Flow Total Accounts	Net Change	Net Amount	Yes		
114	Personnel-related Items		Net Change	Net Amount	Yes		
115	Other Liabilities	Total Accou 5990	Net Change	Net Amount	Yes		
116	Short-term Liabilities, Total	Formula 111115	Net Change	Net Amount	Yes		
		Posting Acc	Net Change	Net Amount	Yes		
	Current Assets minus Short-term Liabili	Formula 105 116	Net Change	Net Amount	Yes		

Now, in one of the reports that I just showed you, you saw me using departments. Now, department is a dimension, and that's of course also something very important in Microsoft Dynamics NAV. So we can use dimensions in order to be able to report on these dimensions. So, for example, as a company I am interested in the sales that we did by area.

D	Pimensions *							
	Code 🔺	Name	Code Caption	Filter Caption				
	AREA	Area	Area Code	Area Filter				
	BUSINESSGR	Business Group	Businessgroup Code	Businessgroup Filter				
	CUSTOMER	Customer Group	Customergroup Code	Customergroup Filter				
13	DEPARTMENT	Department	Department Code	Department Filter				
	PROJECT	Project	Project Code	Project Filter				
	PURCHASER	Purchaser	Purchaser Code	Purchaser Filter				
	SALESCAMP	Sales campaign	Salescampaign Code	Salescampaign Filter				
	SALESPERSON	Salesperson	Salesperson Code	Salesperson Filter				

So did we sell quite a lot in our local area, or did we sell quite a lot in other countries? How much did we sell by customer group and so on. So you can set up as many dimensions as you want as a company in order to start using them in financial reporting. So also here let me show you an example. So what I can do is go to the analysis by dimensions, and here, for example, we have an analysis in which I would like to analyse my sales by customer group, by area. So let me do this. If I go to edit analysis view, you can see that here I have the flexibility to define the dimensions to see as lines. So, for example, I would like to see my areas as lines and my customer groups as columns. So now I can see my sales by area, by customer group. By going to matrix options, I can define that I want to see this by year. And in filters I can, for example, switch from 2017 to 2016, which is a typical year in which my demonstration company has quite a lot of data.

Edit - Analysis by Dime	ensions - CUSTOMER	1.00		
- HOME			CRONUS Inter	mational Ltd. 🕜
View Show Previ Manage Proc	et Set and Columns			
CUSTOMER				
General				<u>^</u>
Analysis View Code: Show as Lines:	CUSTOMER AREA	Show as Columns:	CUSTOMERGROUP	•
Filters				^
Date Filter: Account Filter:	01.01.17C31.01.17 61006995	Area Filter: Customergroup Filter:		•
				ОК

So now if I click on show matrix, you can see now my sales by area, by customer group. So now I can very clearly see that we have sold to large customers, 1 million 2 in Europe North; that we have sold to medium customers in the same area, 1 million 4; that we have sold to medium customers, 112,000, in America North.

nalysis	by Dimensions Matrix •					Type to	filter (F3) C	ode 🔻 🔿
							No f	ilters applied
Code	Name	Contract Total Amount	INSTITUTION	INTERCOMP	LARGE	MEDIUM	PRIVATE	SMAL
10	Europe							
20	Europe North							
30	Europe North (EU)	-5 925 356,04			-1 284 545,23	-1 500 179,49		-3 140 631,
40	Europe North (Non EU)	-20 882,66				-11 187,36		-9 695,
45	Europe North, Total	-5 946 238,70			-1 284 545,23	-1 511 366,85		-3 150 326,0
50	Europe South	-371 995,41				-11 693,62		-360 301,
55	Europe, Total	-6 318 234,11			-1 284 545,23	-1 523 060,47		-3 510 628,4
60	America							
70	America North	-299 415,68			-1 499,02	-112 860,88		-185 055,
B0	America South	-212 009,49						-212 009,
85	America, Total	-511 425,17			-1 499,02	-112 860,88		-397 065,2
90	South Africa							
91	LP							
92	GA							
93	KWN							
95	Total Africa							

You see? So that's a typical dimension analysis that I'm doing here. So I would like to see my sales based on a number of dimensions. Also very interesting in this report is that we can export it to Excel. So you will see that a lot of these financial reports are fully integrated with Microsoft Office. So in this case I have a very nice export to Excel in which the system will create a pivot table. So based here on my data sheets, so in which I have all the data of my analysis view, you will see now that the system will create a pivot table that I can start working with now in Microsoft Dynamics NAV.

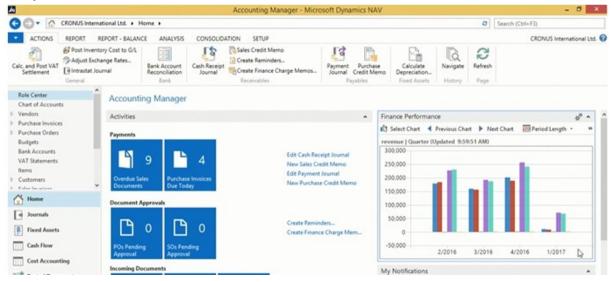
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So these are a number of financial reports that we have out of the box. So we can run reports from the chart of accounts, we can use account schedules, or we can set up analysis views based on a number of dimensions that we can then also export to Microsoft Excel. Now, finally, there are also a number of ways that we can show financial information graphically. And one of the ways or one of the things that we can do is, for example, add a finance performance in a Role Centre. So here we can see that I'm using the accounting manager Role Centre, and based on an account schedule, in this case the revenue account schedule, you can see that Cronus has displayed graphically the financial data. So instead of running the account schedule in the way I

just did in the previous section, you can also display it graphically. So in this case I can see, for example, now my sales retail domestic for the second quarter 2016. You can see, for example, what we have budgeted and so on. You can see the difference between the two, and there is only a very small difference.



So, again, this is one of the many ways that we can use in NAV to display our financial data in a graphic way. So very interesting to extend the typical reports that we just had a look at graphically in the system.

Trade (text part)

Will be created and modified and during winter term 2017 (only for Czech courses)

Inventory Management (text part)

Will be created and modified and during winter term 2017 (only for Czech courses)