

This is Business Central

All-in-one business
management
for small and medium-sized
businesses



Business Central Positioning Statement

For *small and midsized businesses*

Who *have outgrown their existing accounting or ERP software,*

Dynamics 365 Business Central *is a comprehensive business management solution*

That *easily and seamlessly connects systems and processes.*

Unlike *traditional ERP solutions,*

Dynamics 365 Business Central

is deeply integrated with Office 365 and includes built-in intelligence, so it's easy to use and helps you make better business decisions.



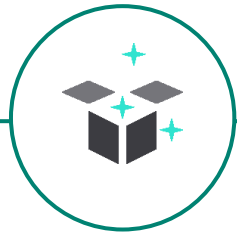
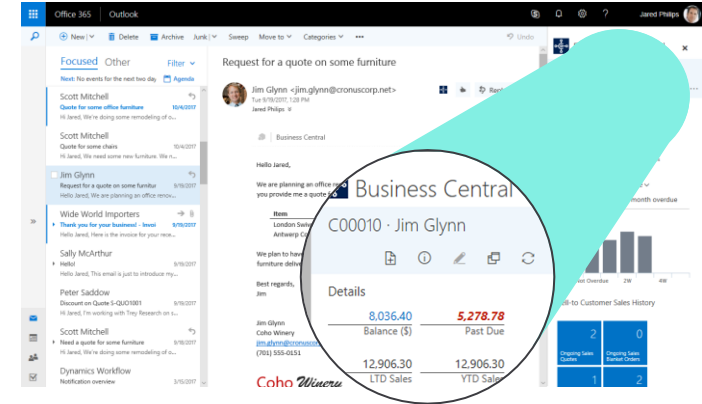
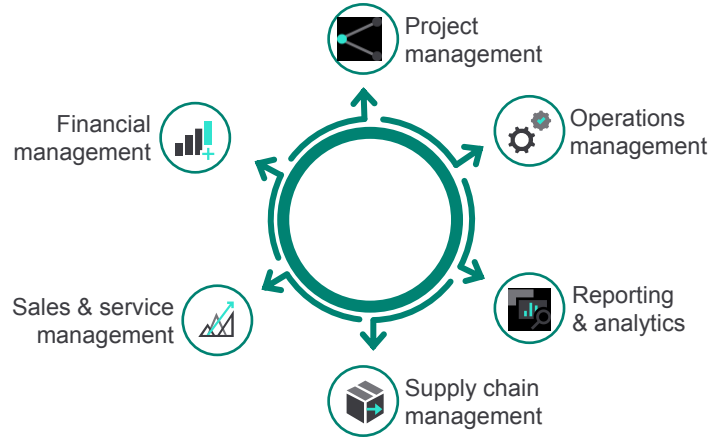
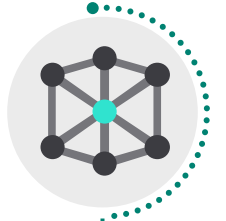
A single, comprehensive solution to meet the needs of growing businesses

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

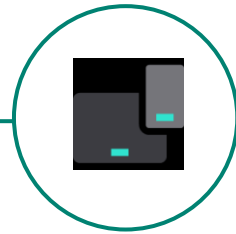
Connect with 3rd party applications like payroll, banking, CRM, or industry-specific systems



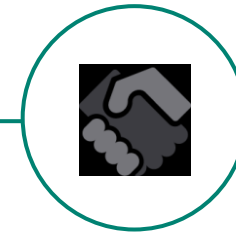
Connect your business



Deploy a single, comprehensive solution



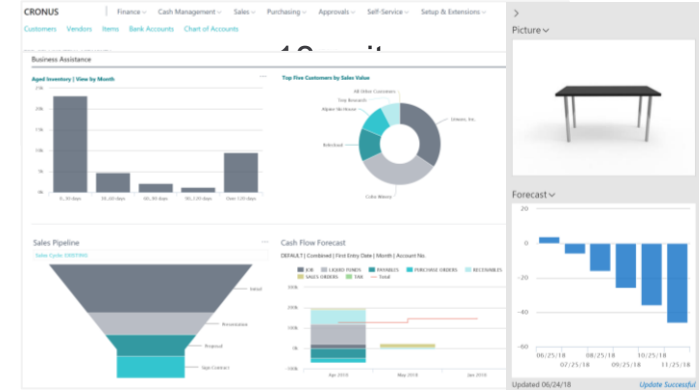
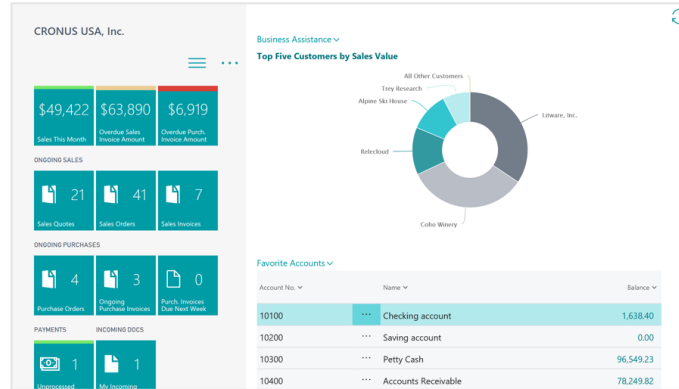
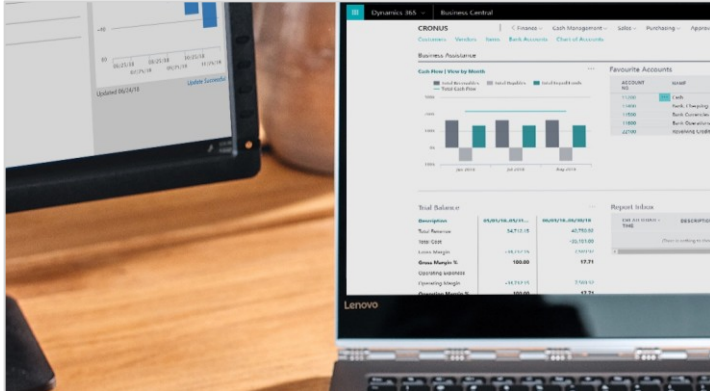
Work where your Business takes you



Manage quote to cash, all within Outlook



Make smarter decisions



Get an end-to-end view of your business



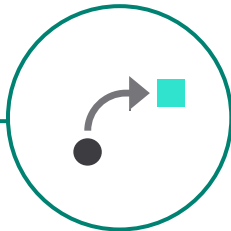
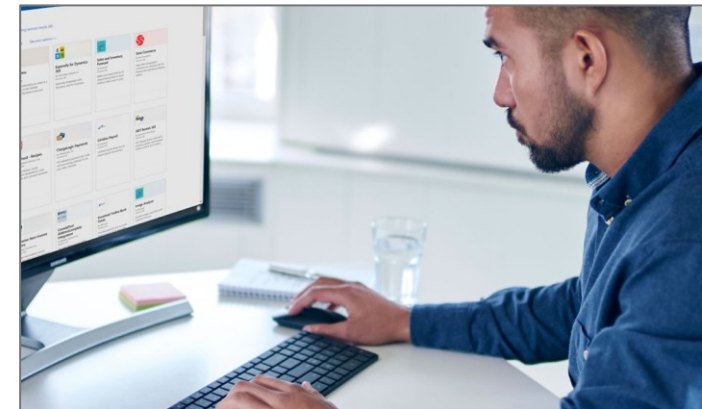
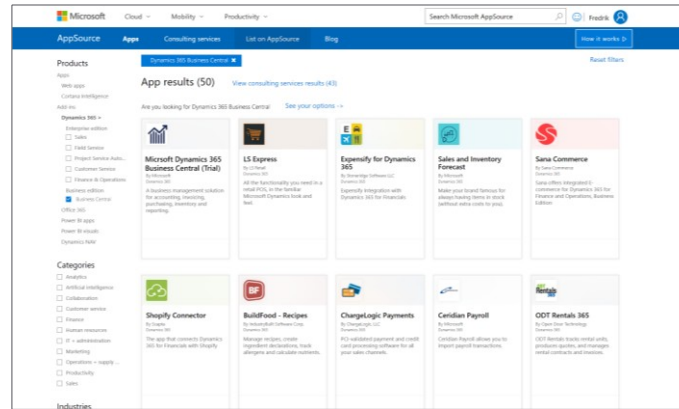
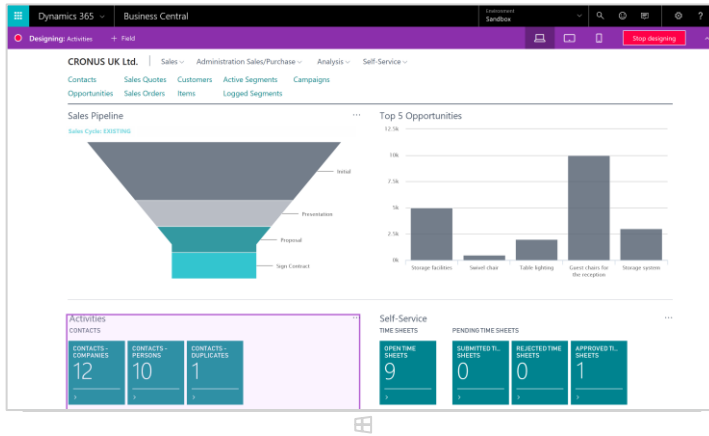
Sell smarter and improve customer service



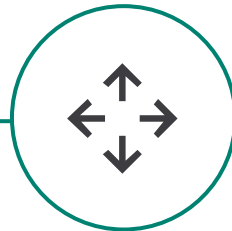
Guide employees to optimal outcomes



Start and grow easily



Tailor to your needs



Add industry or business extensions









Be ready for growth



Microsoft Dynamics 365 Business Central

Core Capabilities

 Financial Management	Account Receivables Payables	Bank reconciliation	Fixed asset management	Month/year end closing
 Sales & Service Management	Quote generation	Contact management	Sales invoicing	Payment processing
 Project Management	Capacity planning	Budgets and estimates	Job and process costing	Resource management
 Supply Chain Management	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
 Operations Management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
 Reporting & Analytics	Customer insights	Self-serve reports	Interactive dashboards	Built-in intelligence



Development of software for company management

Operation Planning

MRP –Material Requirmenet Planning : It calculates what do I need to get and when

Closing loop MRP ,, It is MP software extended with capacity planning

Manufacturing Resource Planning : Closing loop MRP extended with financial management

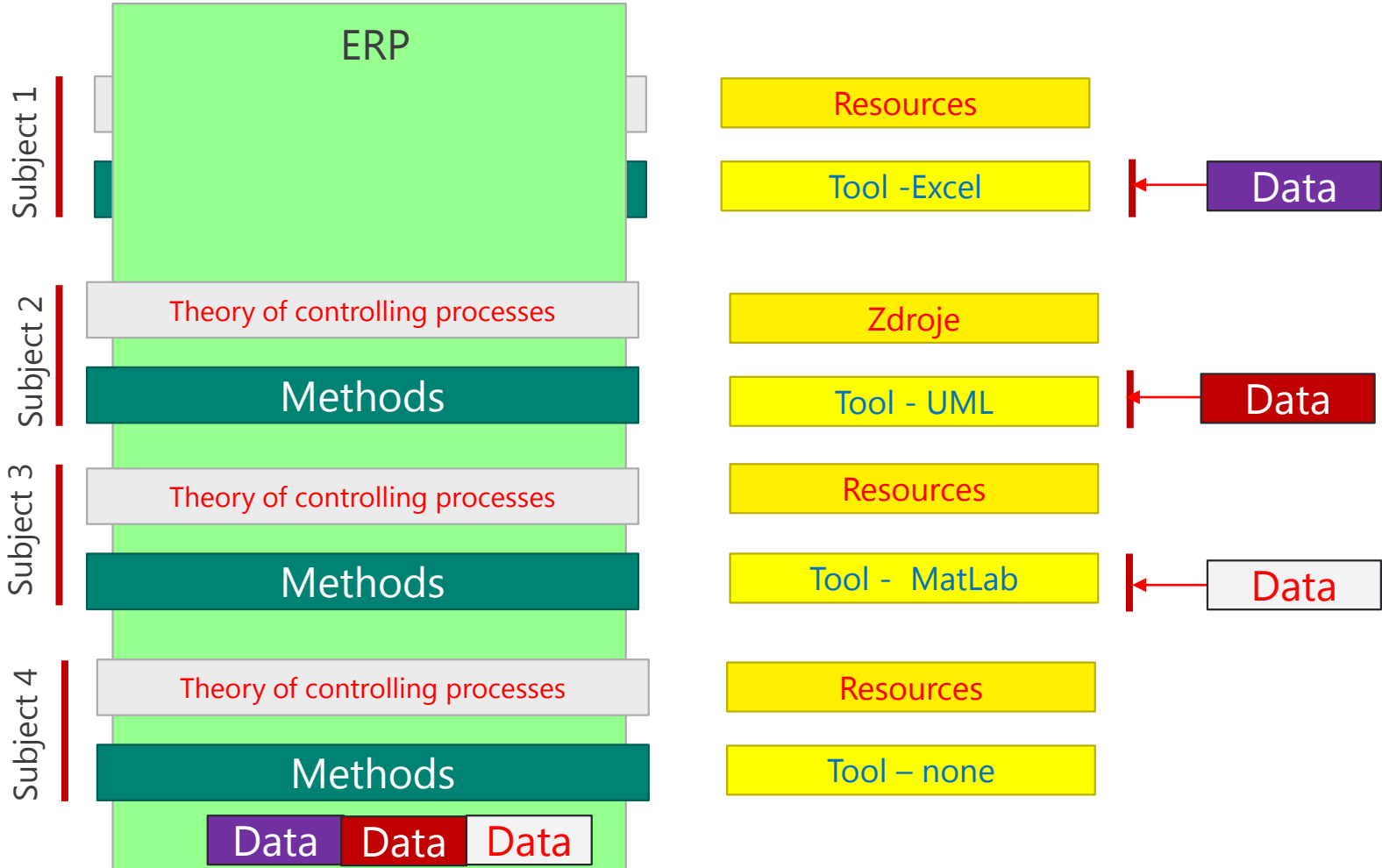
Sales & Operation Planning : Operational planning < -> Financial planning<-> Sales Planning

Just in Time systems and Lean Manufacturing

ERP – Enterprise Resource Planning

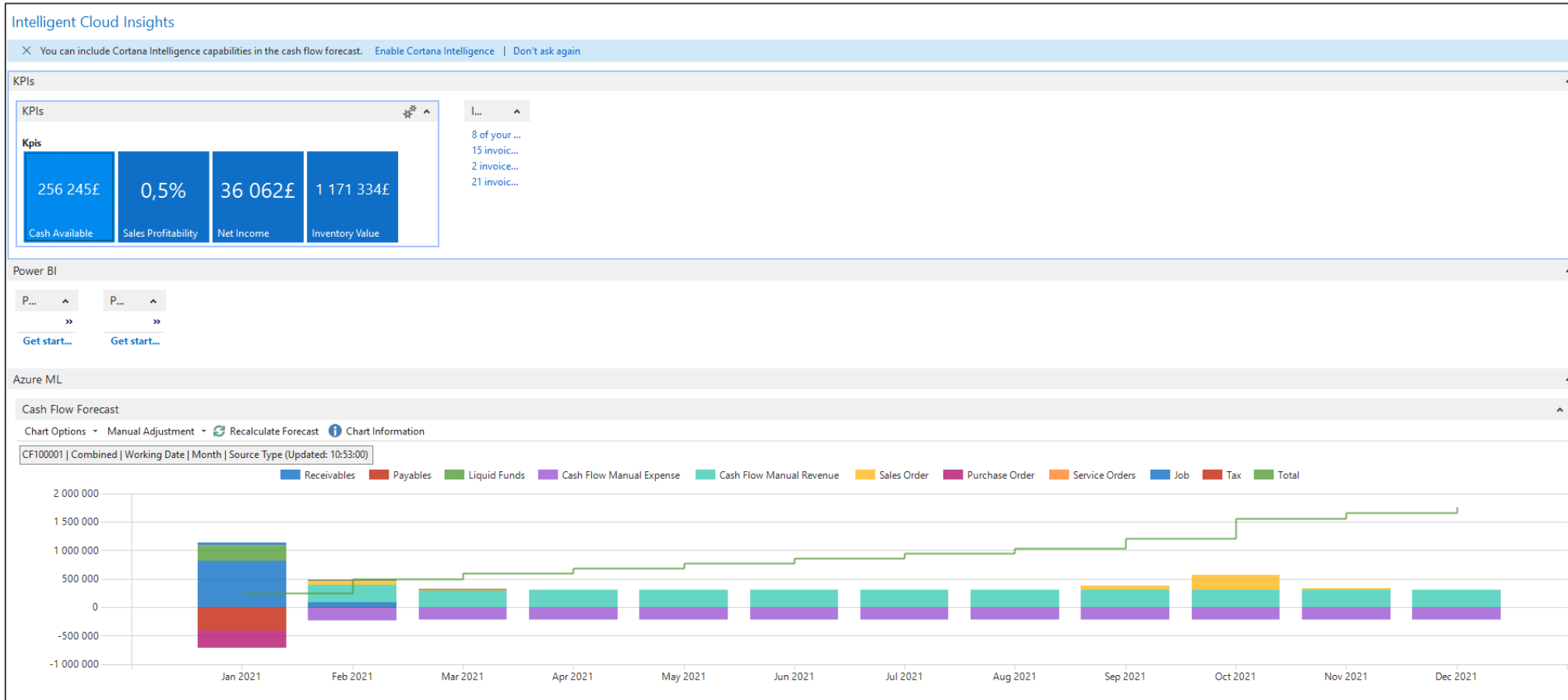
APS – Advanced Planning and Scheduling (finite capacities management)

Benefits arising from the use of ERP in teaching at the faculty



View across all companies

Intelligent Cloud Insight (Cash Flow) in BC



MS Dynamics 365 Business Central (Cloud i On-Prem version)

CRONUS International Ltd. | Sales ▾ Purchasing ▾ Inventory ▾ Posted Documents ▾ | ☰

Sales Orders Items Customers Item Journals Sales Journals Cash Receipt Journals Transfer Orders

Headline

Good afternoon, navertica!

Actions

- + Sales Quote
- + Sales Order
- + Sales Credit Memo
- > Sales
- > History
- + Sales Invoice
- + Sales Return Order
- > Tasks
- > Reports

● ○

Activities ▾

For Release

Sales Quotes - Open 2	Sales Orders - Open 82
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Sales Orders Released Not Shipped

Ready To Ship 3	Partially Shipped 0	Delayed 30	Average Days Delayed 27,6
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Returns

Sales Return O... - Open 0	Sales Credit M... - Open 1
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User Tasks

My User Tasks

Pending User Tasks 0

Email Status

Email Activities

Failed Emails in Outbox 5	Draft Emails in Outbox 0	Sent Emails Last 30 Days 0
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Approvals

Pending Approvals

Requests Sent ... Approval 0	Requests to Approve 0
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Self-Service

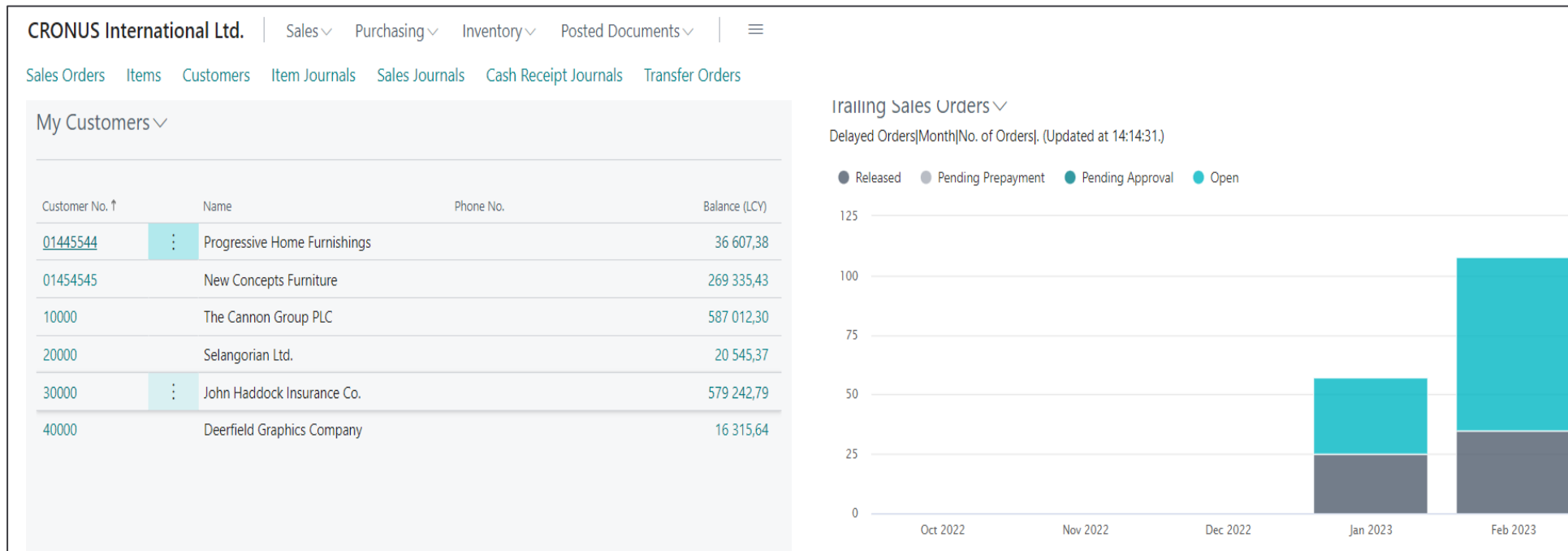
Time Sheets

Open Time Sheets 0

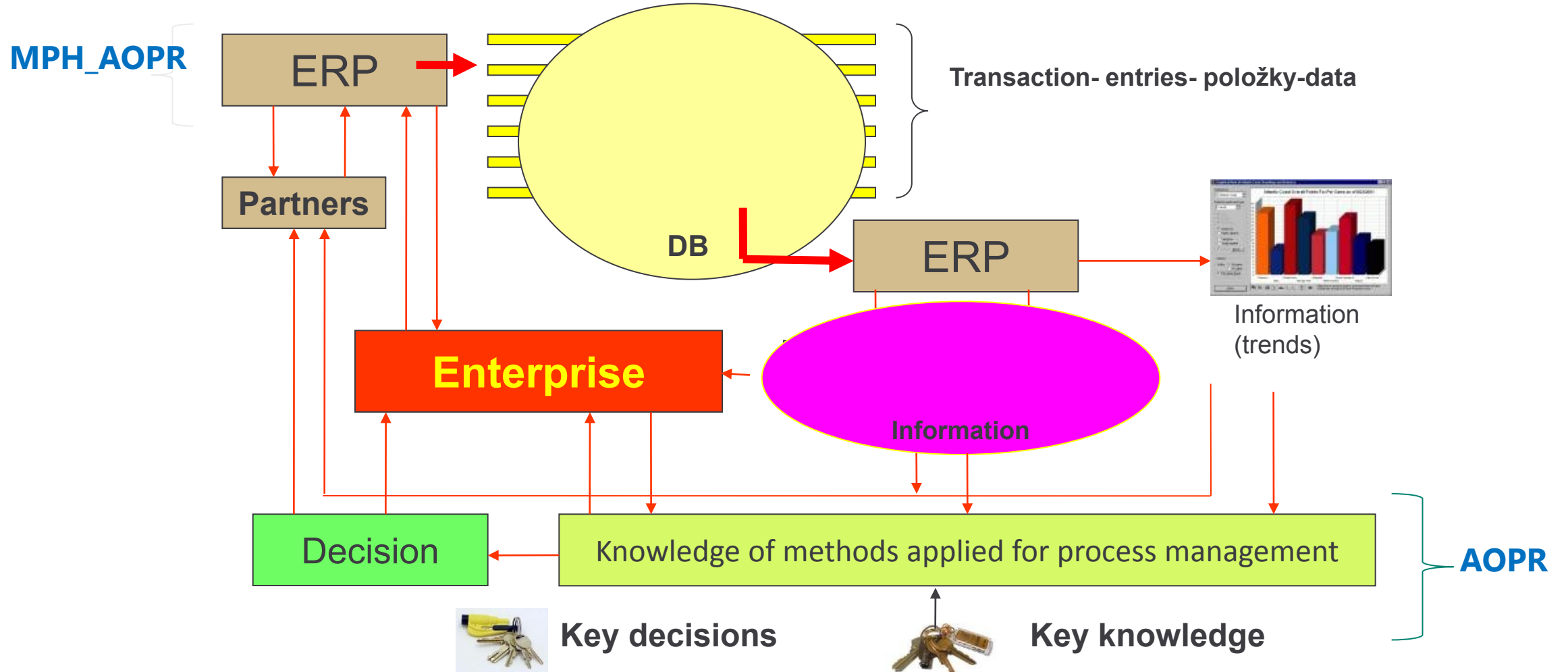
Pending Time Sheets

Submitted Time Sheets 0	Rejected Time Sheets 0	Approved Time Sheets 0
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MS Dynamics 365 Business Central



Simplified schema of ERP usage – feedback princip



ERP

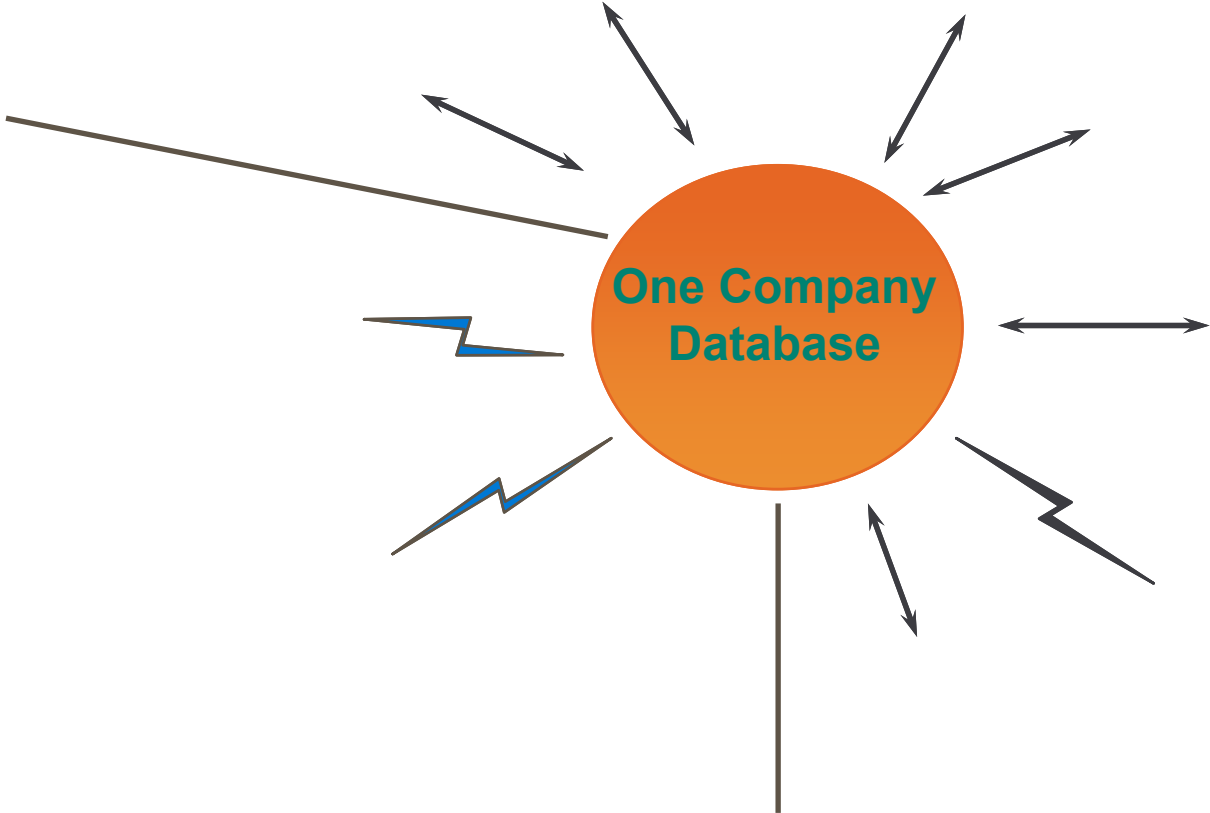
The main objective of **Enterprise Resource Planning**, or **ERP**, is to integrate all departments and functions across a company into a single system by using a common database, the value of which is to be able to have only one correct set of data.





One Solution ● One Database ● All Microsoft

Inventory and Production



Sales
Representatives

ERP – object solution

Tables - data storage

Windows (forms) - data visualization

Reports - processed data

Programs (scripts, codes, code units) - how to process data

Menus - control user access

Data ports - link to external environment

How to get to chosen objects- use of icons or Searching window

Dynamics 365 Business Central

CRONUS International Ltd. | Sales ▾ Purchasing ▾ Inventory ▾ Posted Documents ▾ Shopify ▾ | ☰

Sales Orders Items Customers Item Journals Sales Journals Cash Receipt Journals Transfer Orders

Headline

Good morning, Teacher 1!

Actions

- + Sales Quote + Sales Return Order > Sales
- + Sales Invoice + Sales Credit Memo > Reports
- + Sales Order > Tasks > History

Settings gear icon highlighted in red.

Setting up your user profile

My Settings - JSKORKOVSKY

Role	Sales Order Processor	...
Company	CRONUS International Ltd.	...
Work Date	1/23/2025	📅
Region	English (United States)	...
Language	English (United States)	...
Time Zone	(UTC+01:00) Amsterdam, Berlin, Bern, Ro...	...
Notifications	Change when I receive notifications.	
Teaching Tips	<input checked="" type="checkbox"/>	
Security		

Icons used for your chosen working area

Dynamics 365 Business Central

CRONUS International Ltd.

Sales

Purchasing

Inventory

Posted Documents

Shopify

Sales Orders

Items

Customers

Item Journals

Sales Journals

Cash Receipt Journals

Transfer Orders



Customer card- table

Customer Card | Work Date: 2023/02/22 ✓ Saved

10000 · The Cannon Group PLC


New Document | Request Approval | Prices & Discounts | Navigate | Customer | Actions | Related | Reports | Fewer options

General Show less

No.	<input type="text" value="10000"/>	...	Responsibility Center	<input type="text" value="BIRMINGHAM"/>	▼
Name	<input type="text" value="The Cannon Group PLC"/>		Service Zone Code	<input type="text" value="M"/>	▼
IC Partner Code	<input type="text"/>	▼	Document Sending Profile	<input type="text"/>	▼
Balance (LCY)	<input type="text" value="587 012,30"/>		Total Sales	<input type="text" value="463 613,81"/>	
Balance Due (LCY)	<input type="text" value="76 319,31"/>		Costs (LCY)	<input type="text" value="65 178,83"/>	
Credit Limit (LCY)	<input type="text" value="0,00"/>		Profit (LCY)	<input type="text" value="398 434,98"/>	
Blocked	<input type="text"/>	▼	Profit %	<input type="text" value="85,9"/>	
Privacy Blocked	<input type="checkbox"/>		Last Date Modified	<input type="text" value="2022/08/09"/>	
Salesperson Code	<input type="text" value="PS"/>	▼	Disable Search by Name	<input type="checkbox"/>	

[Details](#) | [Attachments \(1\)](#)

Customer Picture ▼



Sell-to Customer Sales History

Customer No. 10000

Icons used for your chosen working area

Dynamics 365 Business Central

CRONUS International Ltd.

Sales

Purchasing

Inventory

Posted Documents

Shopify

Sales Orders

Items

Customers

Item Journals

Sales Journals

Cash Receipt Journals

Transfer Orders



Example of window type list (items in our warehouse)

Items | Work Date: 2023/02/22

Search + New Manage Process Report Item Prices & Discounts Request Approval Inventory Attributes Actions Related Reports Fewer options

No. ↑	Description	Type	Inventory	Costing Method	Stockk... Unit Exists	Substitutes Exist	Assembly BOM	Production BOM No.	Routing No.	Base Unit of Measure	Cost is Adj...	Unit Cost	Unit Price
1908-S	LONDON Swivel Chair, blue	Inventory	306	FIFO	Yes	No	No			PCS	<input type="checkbox"/>	96,10	123,30
1920-S	ANTWERP Conference Table	Inventory	104	FIFO	No	No	No			PCS	<input type="checkbox"/>	328,00	420,40
1924-W	CHAMONIX Base Storage Unit	Inventory	26	Standard	No	No	Yes			PCS	<input type="checkbox"/>	81,70	136,40
1925-W	Conference Bundle 1-6	Inventory	0	FIFO	No	No	No			PCS	<input checked="" type="checkbox"/>	0,00	122,50
1928-S	AMSTERDAM Lamp	Inventory	272	FIFO	Yes	No	No			PCS	<input type="checkbox"/>	27,80	35,60
1928-W	ST.MORITZ Storage Unit/Draw...	Inventory	65	Standard	No	No	Yes			PCS	<input type="checkbox"/>	191,90	342,10
1929-W	Conference Bundle 1-8	Inventory	0	FIFO	No	No	No			PCS	<input type="checkbox"/>	0,00	151,70
1936-S	: BERLIN Guest Chair, yellow	Inventory	94	FIFO	Yes	No	No			PCS	<input type="checkbox"/>	97,50	125,10

Example how to get to one item (record)

No. ↑	Description	Type	Inventory	Stock Unit Exists
1908-S	LONDON Swivel Chair, blue	Inventory	305	Yes
1920-S	ANTWERP Conference Table	Inventory	96	No
1924-W	CHAMONIX Base Storage Unit	Inventory	26	No
1925-W	Conference Bundle 1-6	Inventory	0	No
1928-S	AMSTERDAM Lamp	Inventory	272	Yes
1928-W	ST.MORITZ Storage Unit/Draw...	Inventory	67	No
1929-W	Conference Bundle 1-8	Inventory	0	No
1936-S	BERLIN Guest Chair, yellow	Inventory	135	No

Process

- Adjust Inventory

Item / Dimensions

- Dimensions-Single

Item

- Item References

Prices & Discounts

- Sales Prices
- Sales Discounts

Attributes

- Attributes
- Ledger Entries
- Phys. Inventory Ledger Entries
- Units of Measure
- Extended Texts
- Translations
- View
- Edit

One part of chosen item card

Item Show less


No.	<input type="text" value="1936-S"/>	Item Category Code	<input type="text" value="CHAIR"/>
Description	<input type="text" value="BERLIN Guest Chair, yellow"/>	Service Item Group	<input type="text"/>
Blocked	<input type="checkbox"/>	Automatic Ext. Texts	<input type="checkbox"/>
Type	<input type="text" value="Inventory"/>	Common Item No.	<input type="text"/>
Base Unit of Measure	<input type="text" value="PCS"/>	Purchasing Code	<input type="text"/>
Last Date Modified	<input type="text" value="6/12/2023"/>	Variant Mandatory if Exists	<input type="text" value="Default (No)"/>
GTIN	<input type="text"/>		

Inventory Show less

Shelf No.	<input type="text" value="D8"/>	Qty. on Job Order	<input type="text" value="0"/>
Created From Catalog Item	<input type="checkbox"/>	Qty. on Assembly Order	<input type="text" value="0"/>
Search Description	<input type="text" value="BERLIN GUEST CHAIR, YELLOW"/>	Qty. on Asm. Component	<input type="text" value="0"/>
Inventory	<input type="text" value="135"/>	Stockout Warning	<input type="text" value="Default (Yes)"/>
Qty. on Purch. Order	<input type="text" value="1"/>	Prevent Negative Inventory	<input type="text" value="Default (No)"/>
Qty. on Prod. Order	<input type="text" value="0"/>	Net Weight	<input type="text" value="8.3"/>

[Details](#) [Attachments \(0\)](#)

Picture



Marketing Text

[Edit](#)

Report (our example- To 10 list) – > how to start it

The screenshot shows the Dynamics 365 Business Central interface for 'CRONUS International Ltd.'. The top navigation bar includes 'Sales', 'Purchasing', 'Inventory', 'Posted Documents', and 'Shopify'. Below this, a secondary navigation bar lists 'Sales Orders', 'Items', 'Customers', 'Item Journals', 'Sales Journals', 'Cash Receipt Journals', and 'Transfer Orders'. The main area displays a headline 'Good morning, Teacher 1!'. On the right, an 'Actions' menu is open, showing options like '+ Sales Quote', '+ Sales Return Order', '+ Sales Invoice', '+ Sales Credit Memo', and '+ Sales Order'. A sub-menu is visible under '+ Sales Credit Memo' with 'Reports' highlighted. A red box highlights the 'Reports' option, and a red arrow points to the 'Customer - Top 10 List' report option in the sub-menu.

The screenshot shows the 'Options' dialog for the report layout '/SalesReceivables/CustomerTop10List.rdlc'. The 'Options' section includes:

- Show:** Sales (LCY)
- Number of Customers:** 10
- Chart Type:** Bar chart

The **Filter: Customer** section includes:

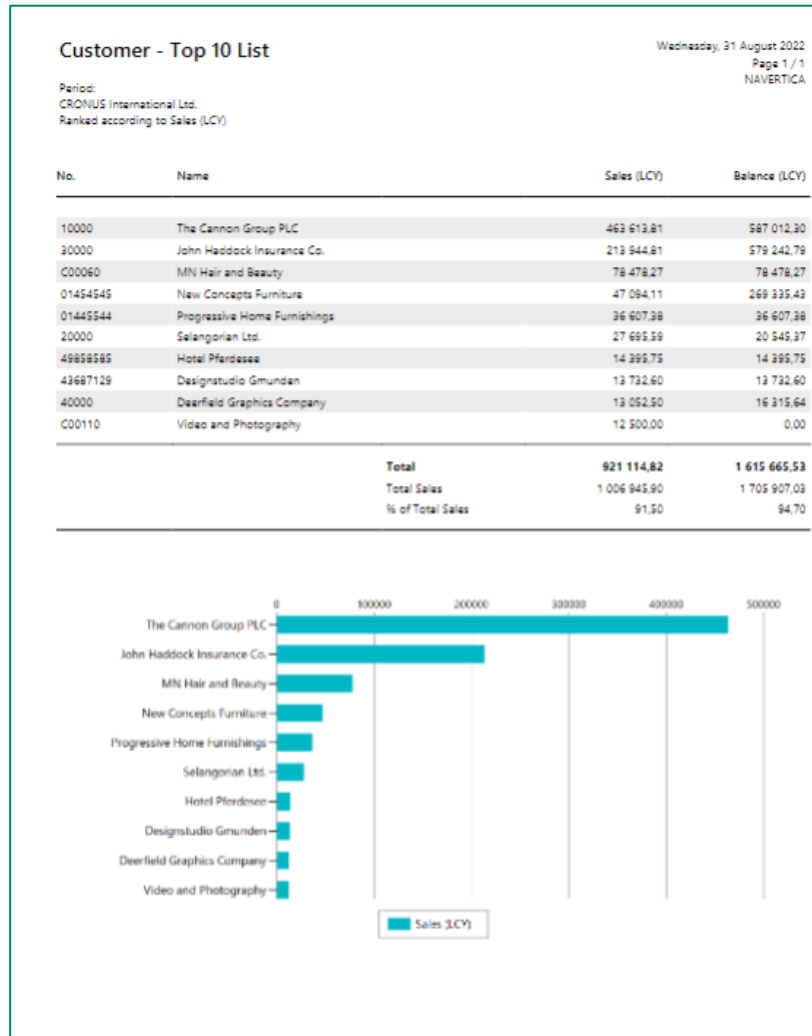
- × No. (dropdown)
- × Customer Posting Group (dropdown)
- × Currency Code (dropdown)
- + Filter...

The **Filter totals by:** section includes:

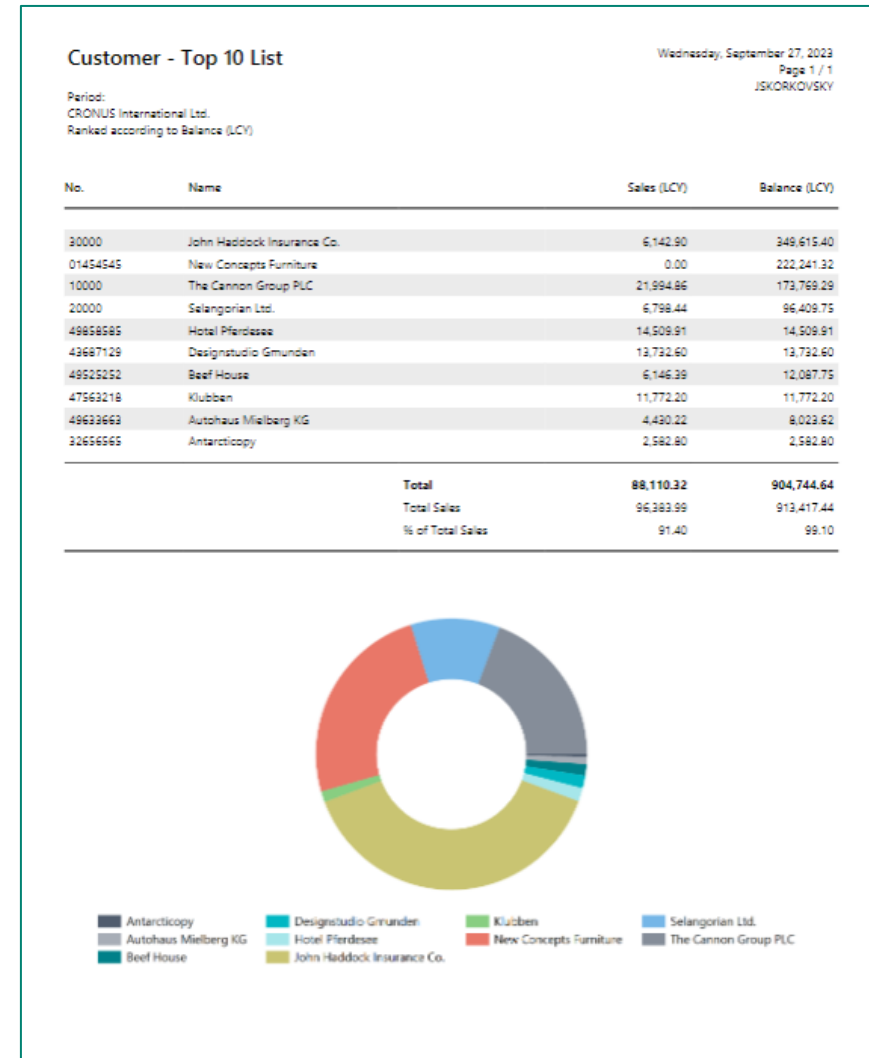
- × Date Filter (text input)

At the bottom, there are buttons for 'Send to...', 'Print', 'Preview', and 'Cancel'. The 'Preview' button is highlighted with a red box.

Report – examples

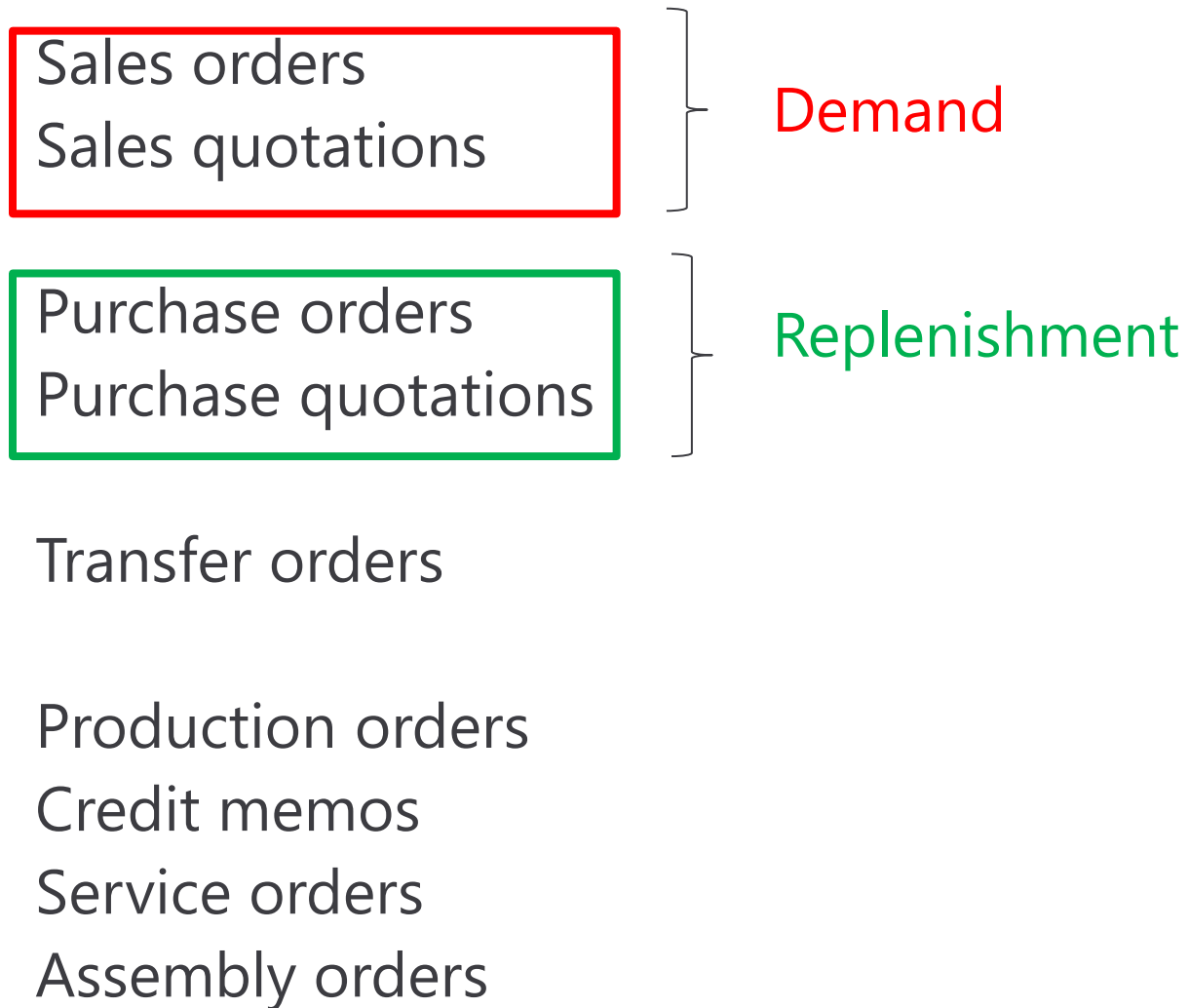


Sales and bar type

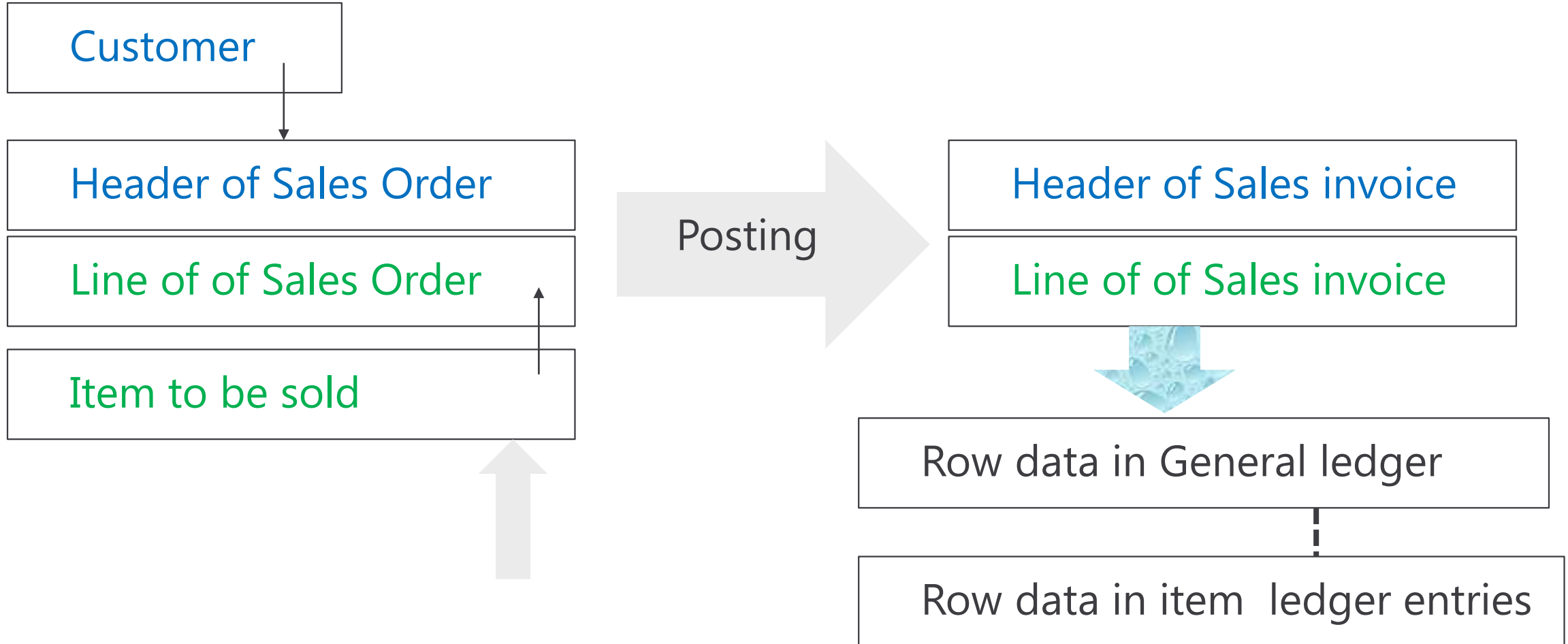


Balances and pie type

Some types of document handled by ERP Business Central



What happens when a selected document is posted



ERP – I

ERP - the documents are created and subsequently accounted for (transactions are created)

ERP - after chosen document registration -> created transactions (entries) - raw data

General ledger entries such as for instance Inventory|Vendor and VAT|Vendor

Document Type	Document No. ▼	Source Code	G/L Account No. ↓	Description	Department Code	Project Code	Currency Amount	Posting Type	Posting Group	Post... Gro...	Amount	Bal. Account Type
Invoice	108133	PURCHASES	7110	Order 106172			0,00	Purchase	DOMESTIC	RETAIL	1 500,00	G/L Account
Invoice	108133	PURCHASES	5630	Order 106172			0,00				375,00	G/L Account
Invoice	108133	PURCHASES	5410	Order 106172			0,00				-1 875,00	G/L Account

ERP - II

Vendor entries : invoices, payments, credit notes, returns, reminders

Item entries : purchase, sale, shipment, receipt, consumption, production and transfer)

Posting Date	Entry Type	Document Type	Document No.	Item No. ▼	Description	Departm... Code	Proj... Code	Location Code	Serial No.	Lot No.	Expiration Date	Quantity	Invoiced Quantity	Remaining Quantity	Sales Amount (Actual)
2023/02/22	Sale	Sales Shipment	102195	1936-S		SALES		BLUE	-	-		-1	-1	-1	130,00
2023/02/22	Sale	Sales Shipment	102194	1936-S		SALES		BLUE	-	-		-2	-2	-2	260,00
2023/02/22	Purchase	Purchase Receipt	107164	1936-S				BLUE	-	-		2	2	0	0,00

Each entry represents a data record which consists of data fields of different types (numbers, texts, etc.)



Thank you very much

