Microsoft Dynamics 365

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,*

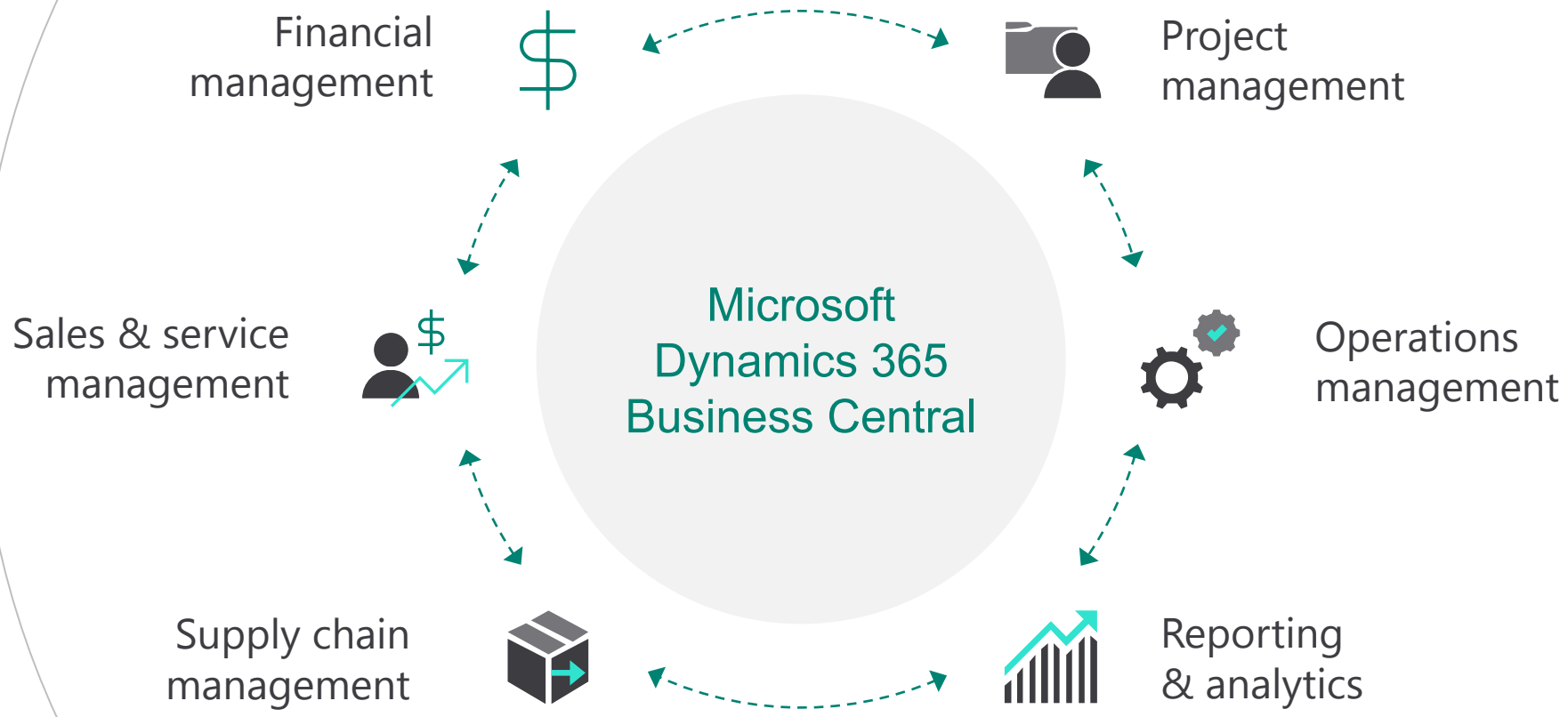
Dynamics 365 Business Central

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

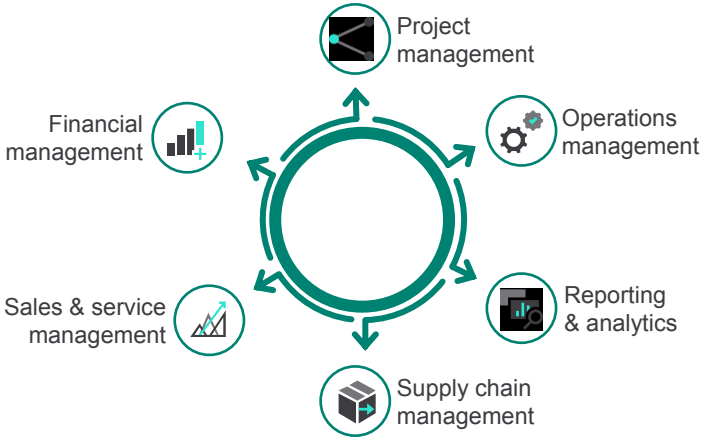
A single, comprehensive solution to meet the needs of growing businesses

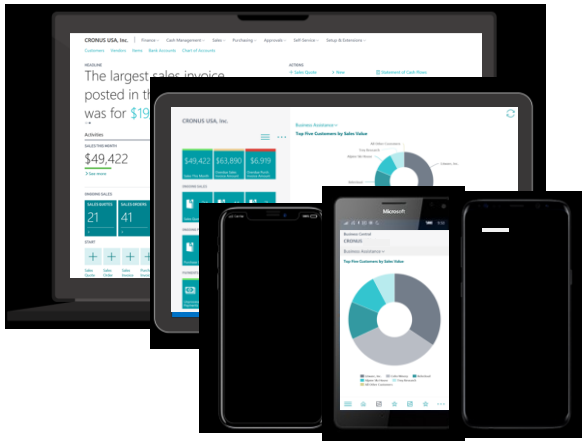
Automatically pull systems and processes together to manage financials, sales, service, and operations

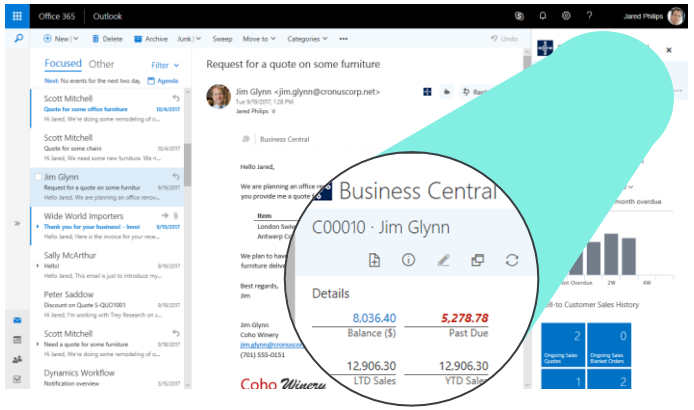
Connect with 3rd party applications like payroll, banking, CRM, or industry-specific systems



Connect your business





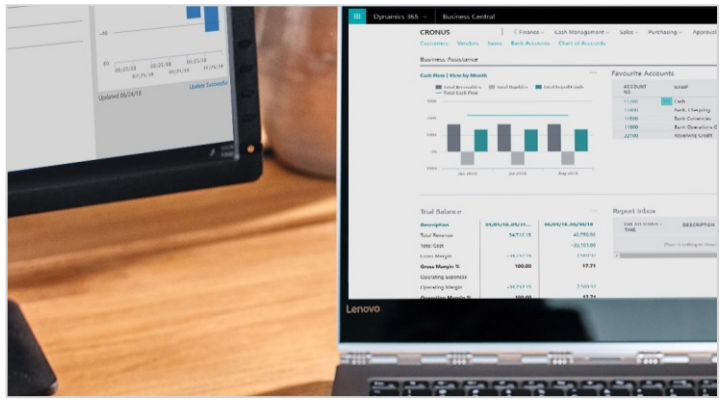


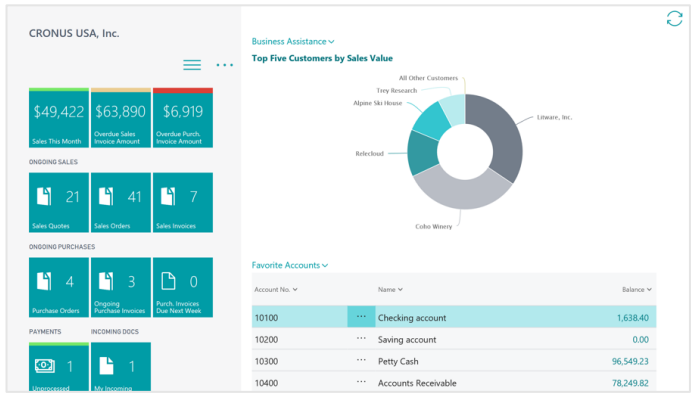
Deploy a single, comprehensive solution

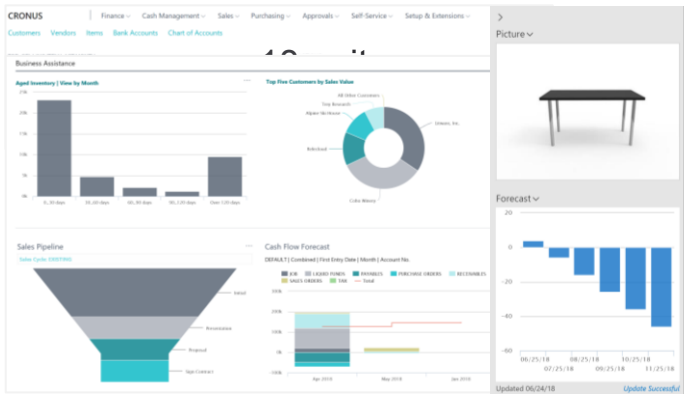
Work where your Business takes you

Manage quote to cash, all within Outlook

Make smarter decisions







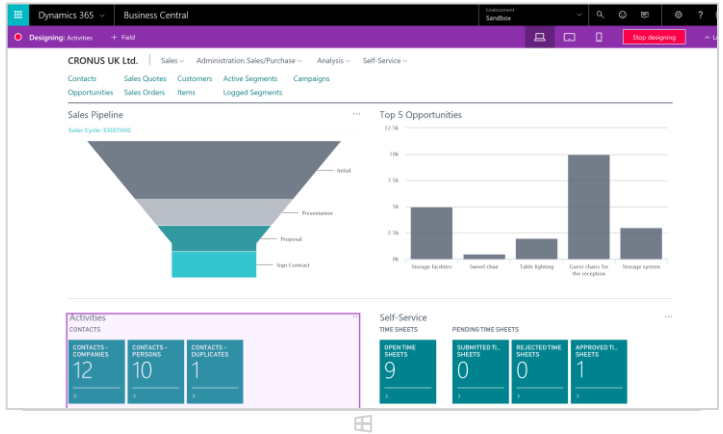
360

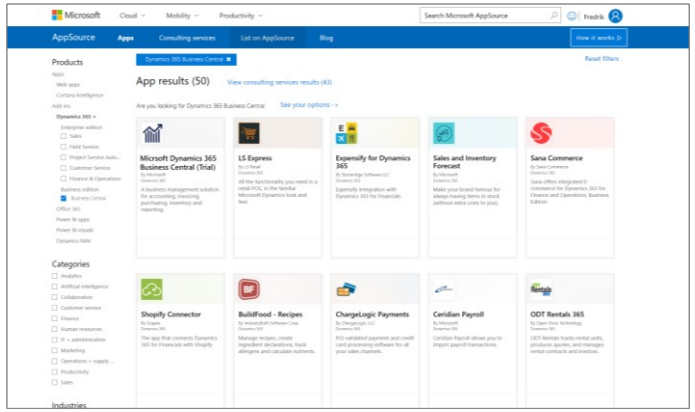
Get an end-to-end view of your business

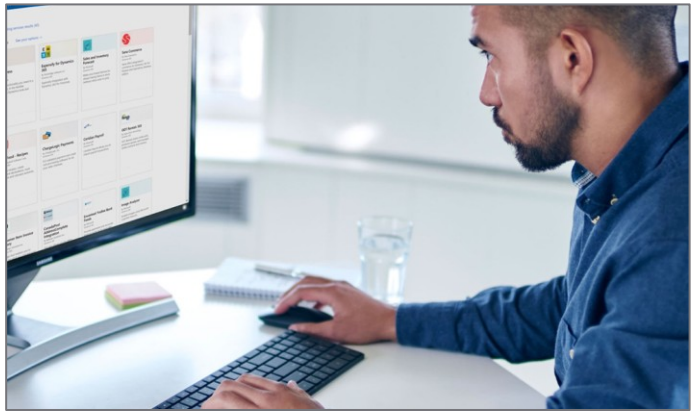
Sell smarter and improve customer service

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 neeed 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

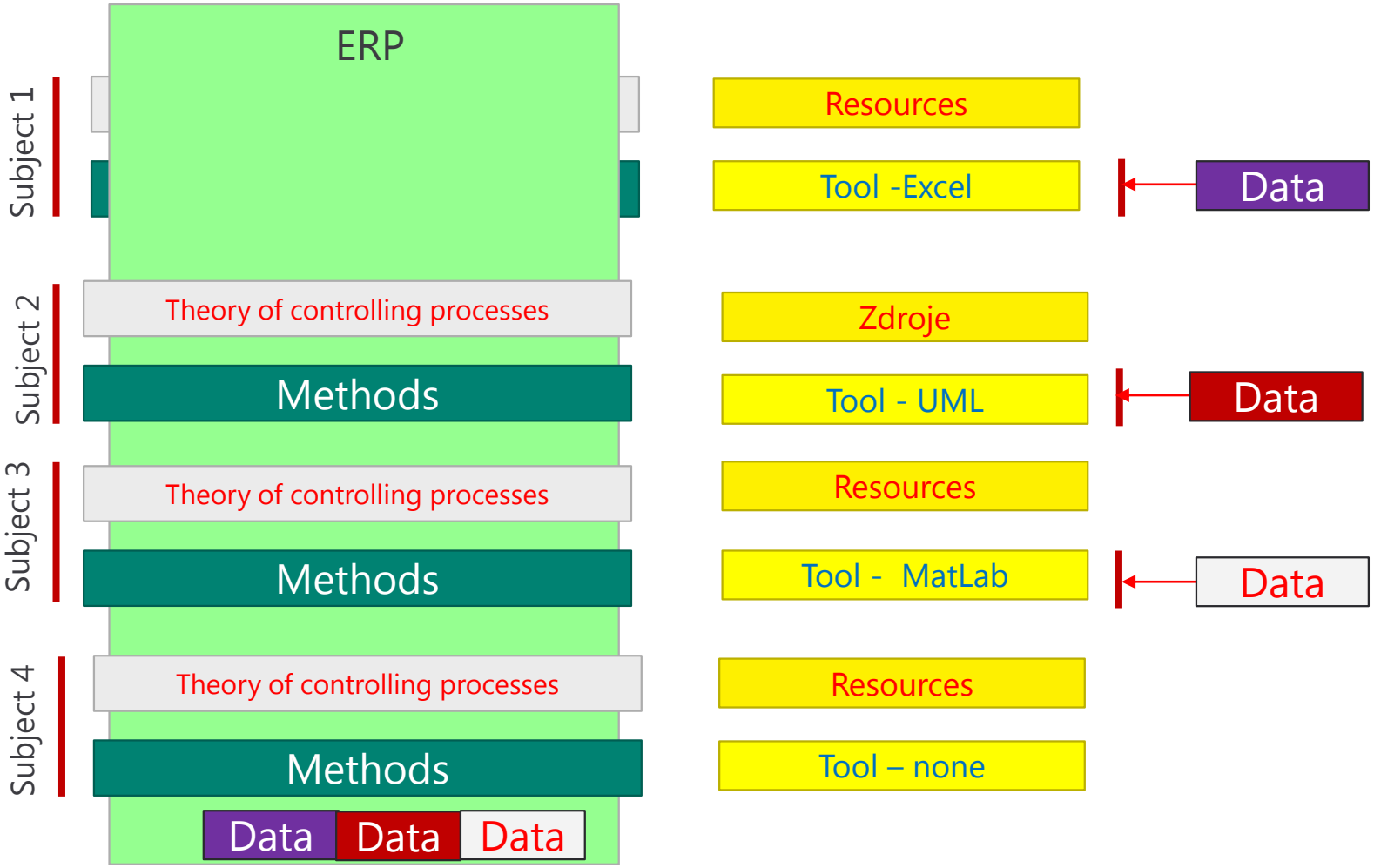
Sales & Operation Planning : Operational planning< –> Financial planning<–> Sales Planning

Just in Time systems and Lean Manufacturing

ERP – Enterprise Resource Planning

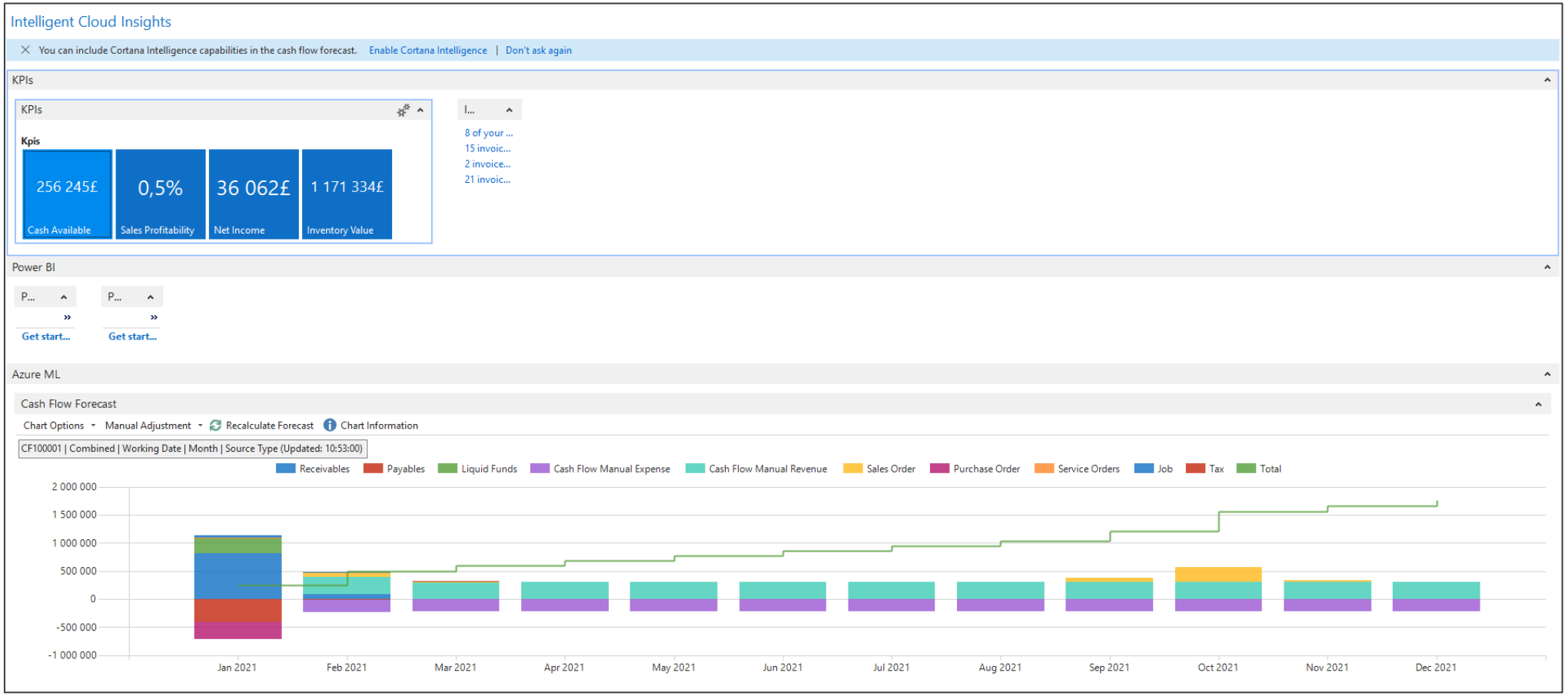
APS – Advanced Planning and Scheduling (finite capacities management)

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

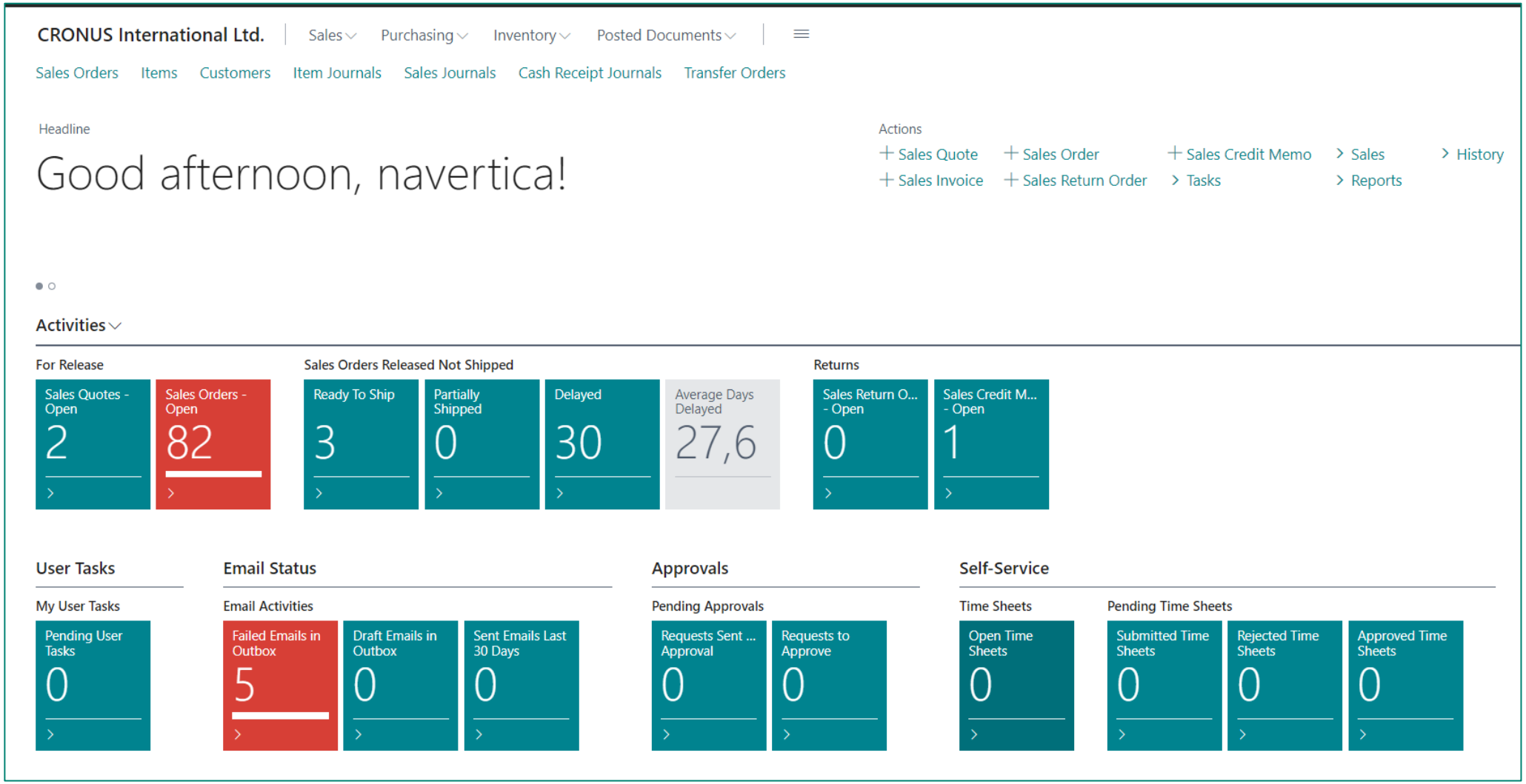


View across all companies

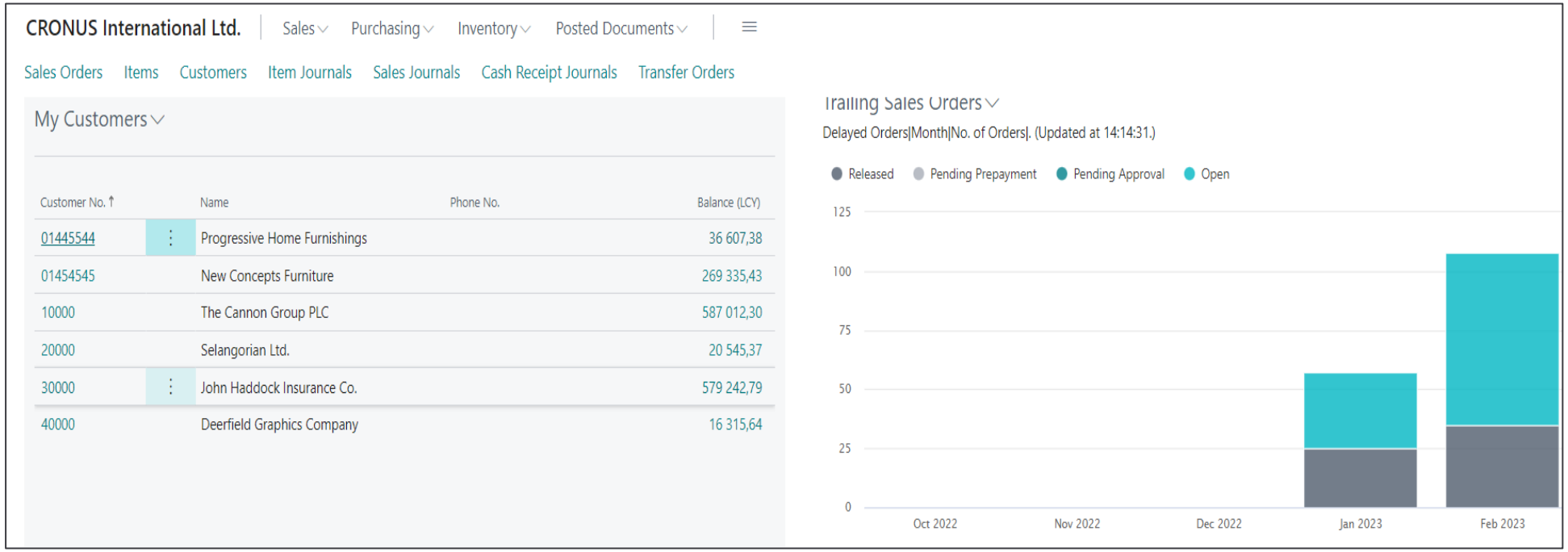
Intelligent Coud Insight (Cash Flow) in BC



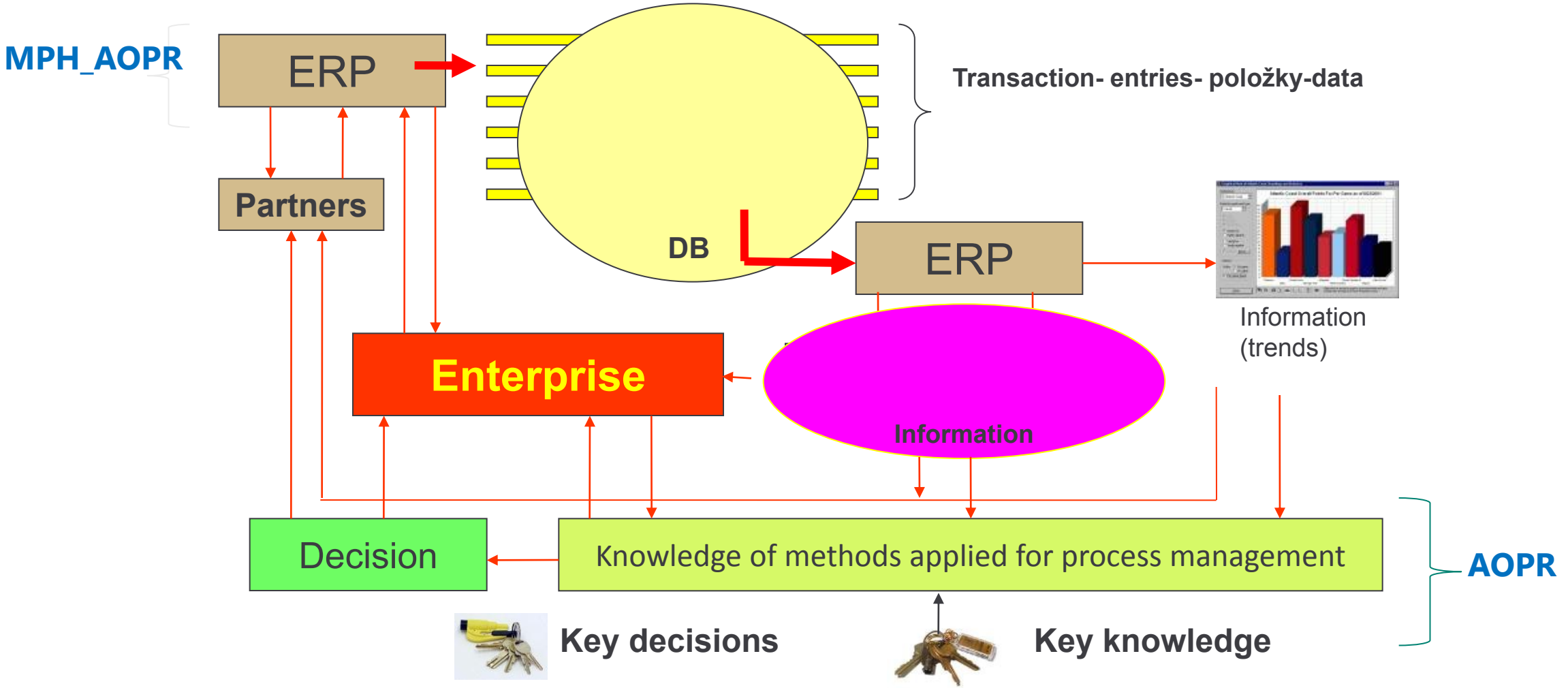
MS Dynamics 365 Business Central (Cloud i On-Prem version)



MS Dynamics 365 Business Central



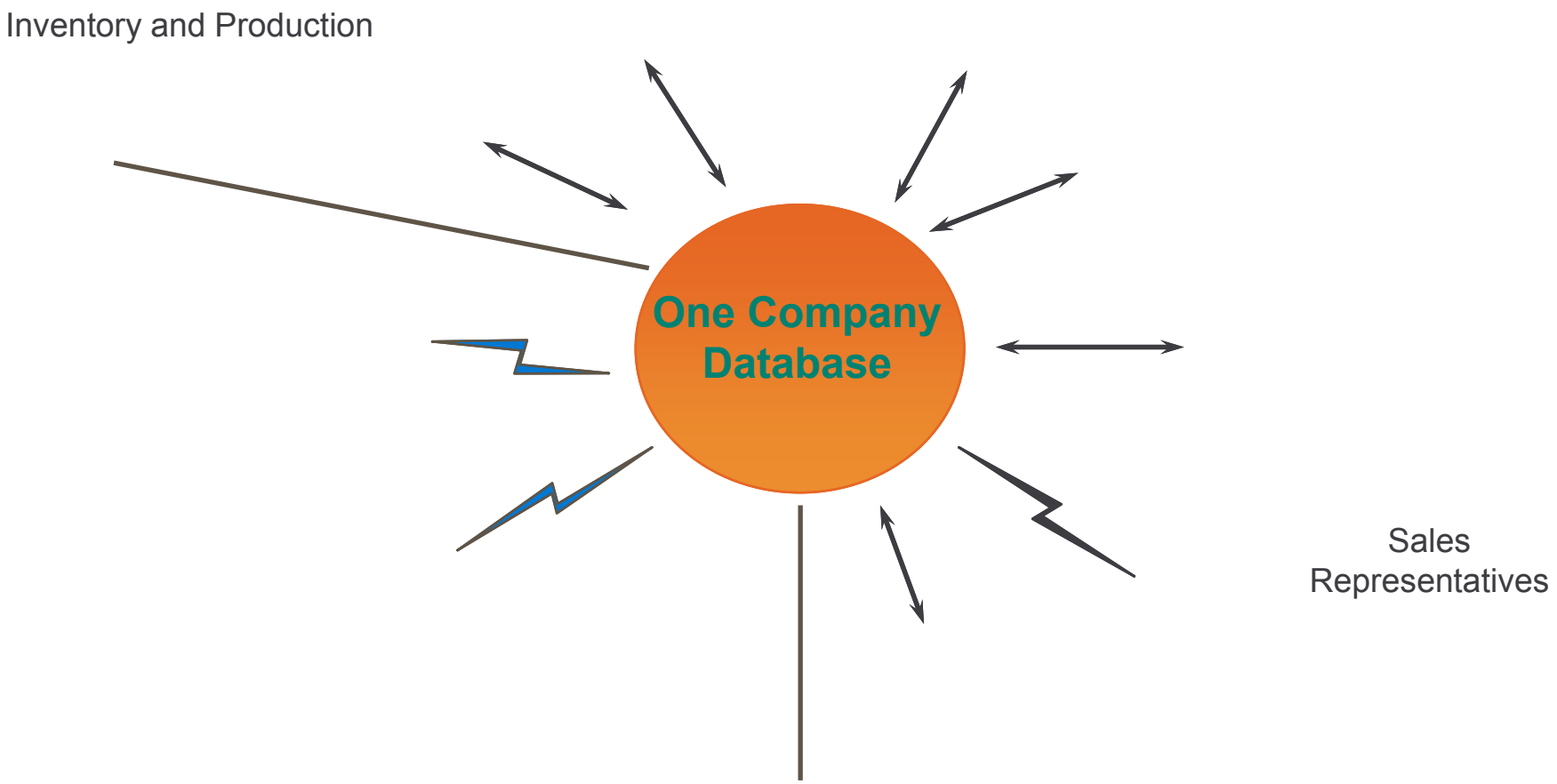
Simplified schema of ERP usage – feedback princip



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



ERP – object solution

Tables - data storage

Windows (forms) - data visualization

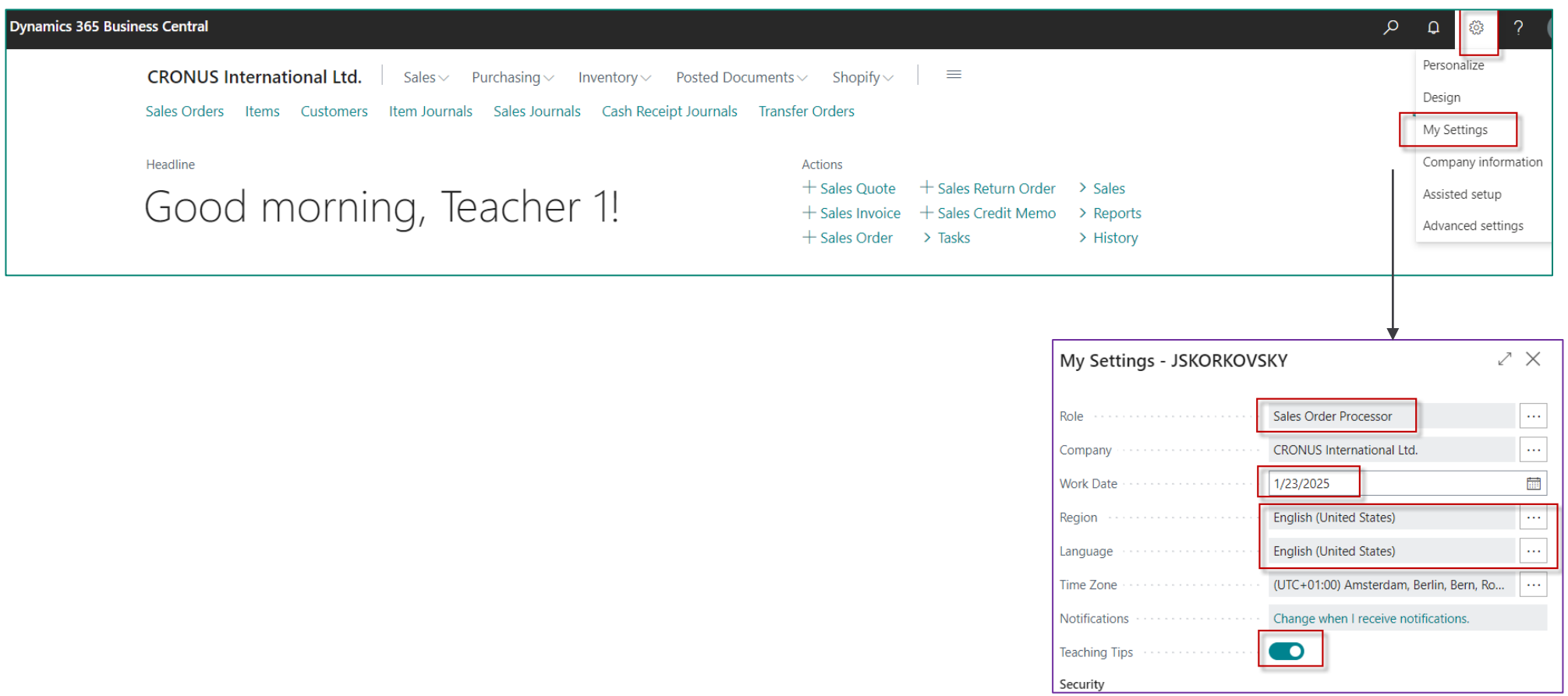
Reports - processed data

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

Menus - control user access

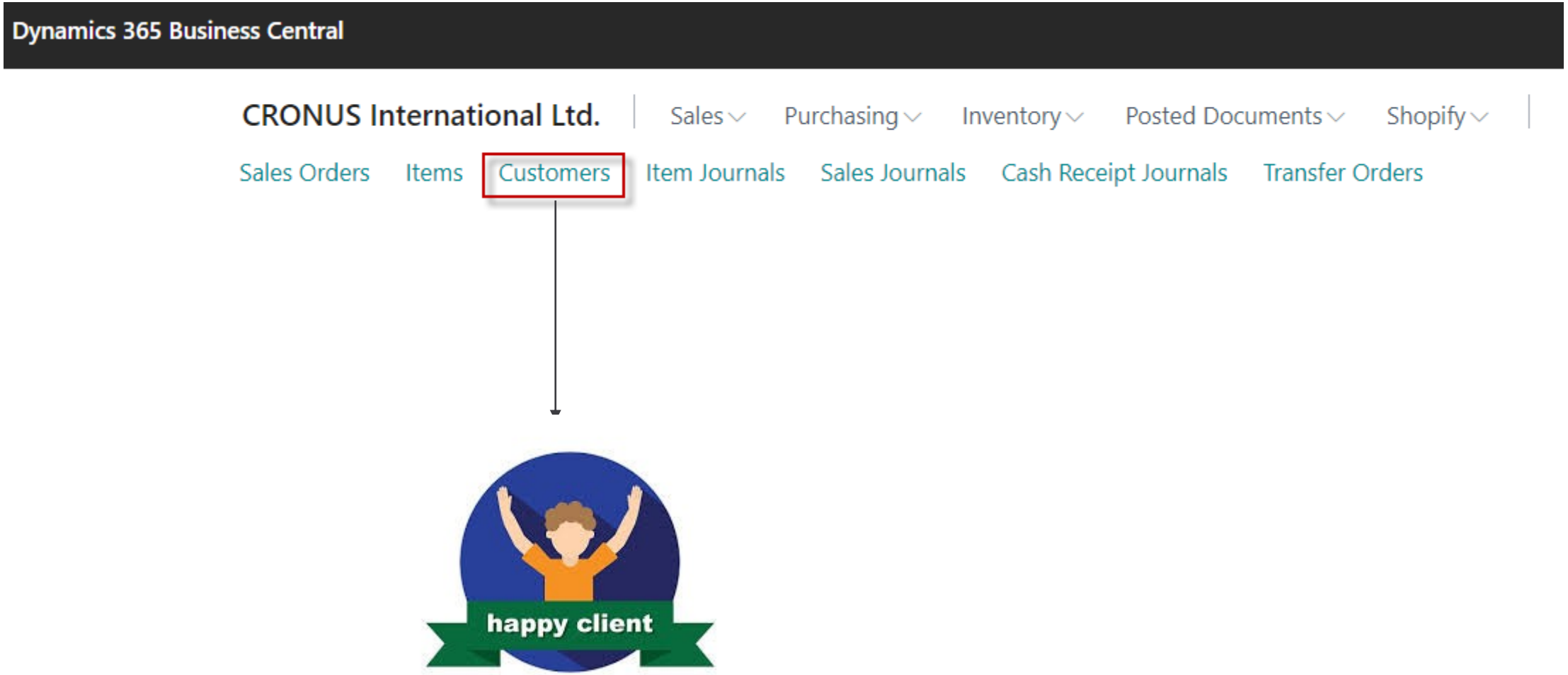
Data ports - link to external environment

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

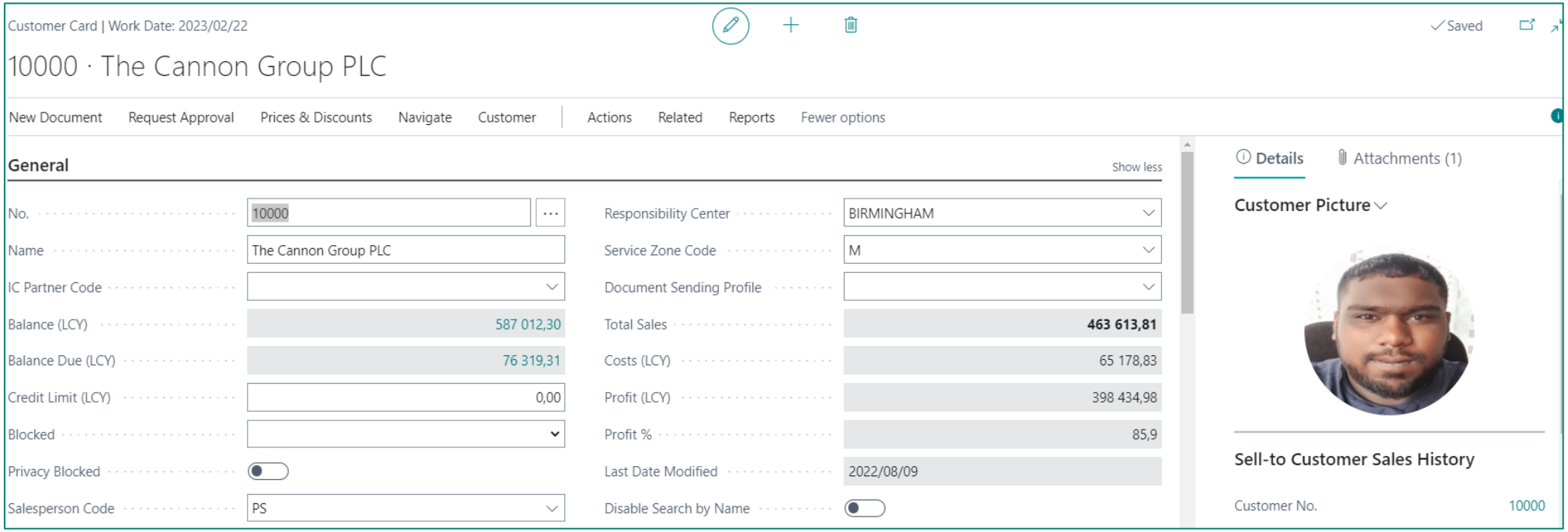


Setting up your user profile

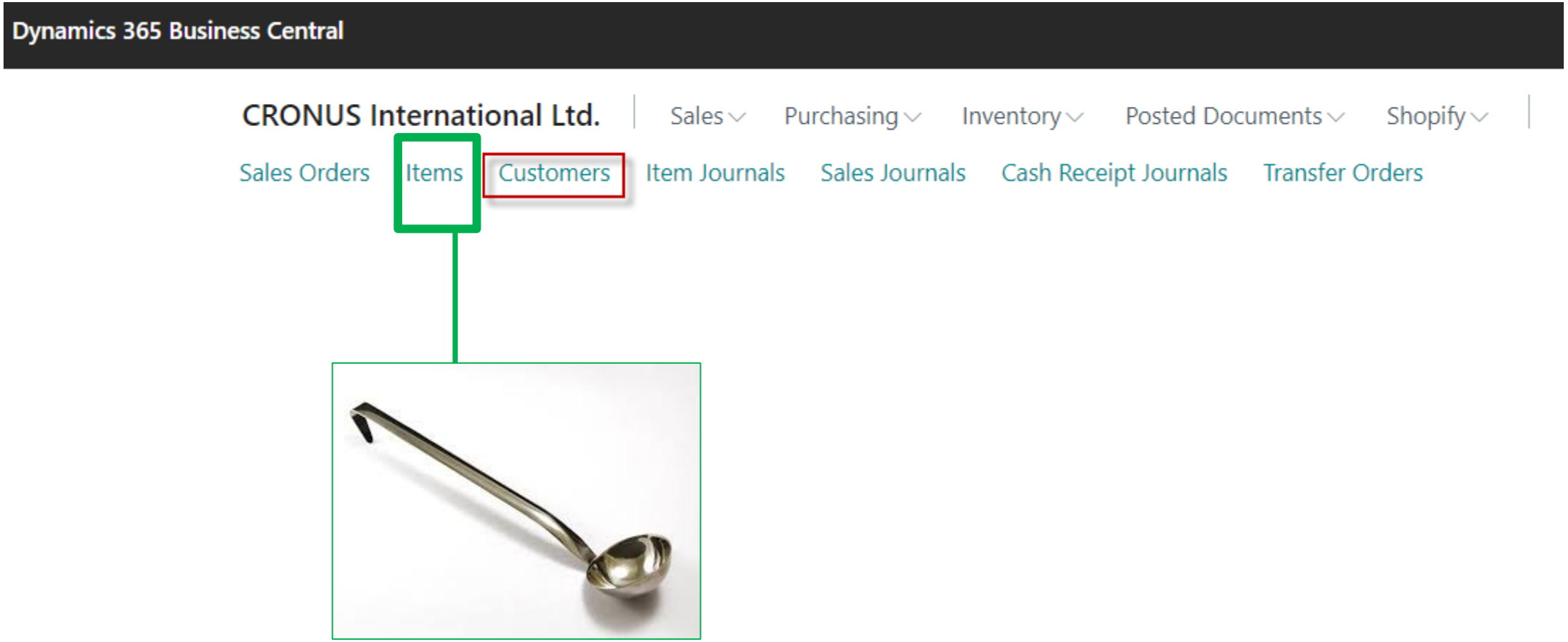
Icons used for your chosen working area



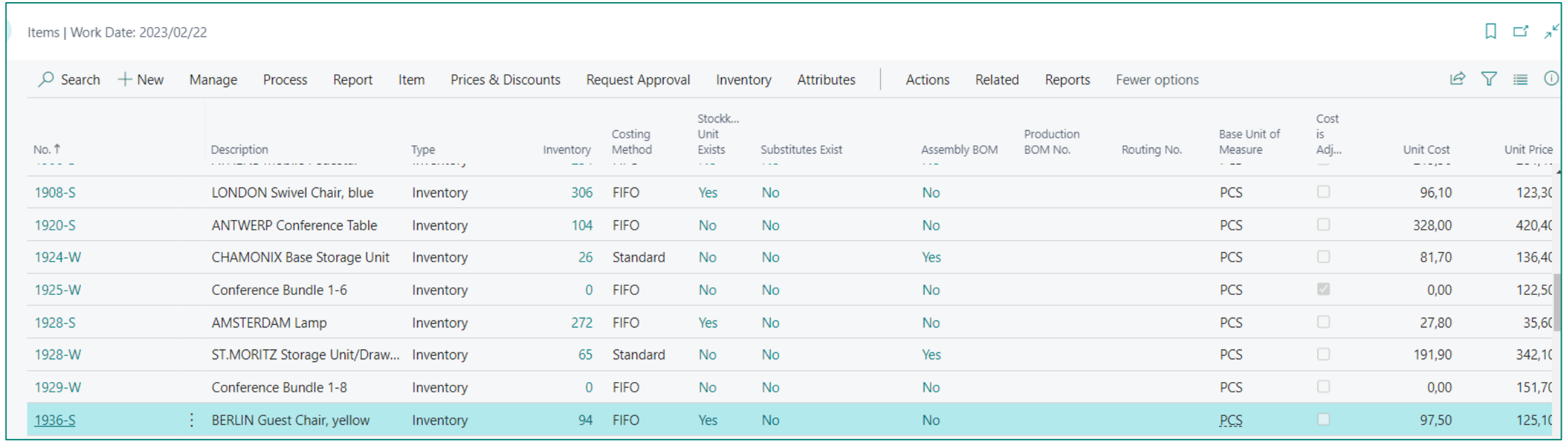
Customer card- table



Icons used for your chosen working area

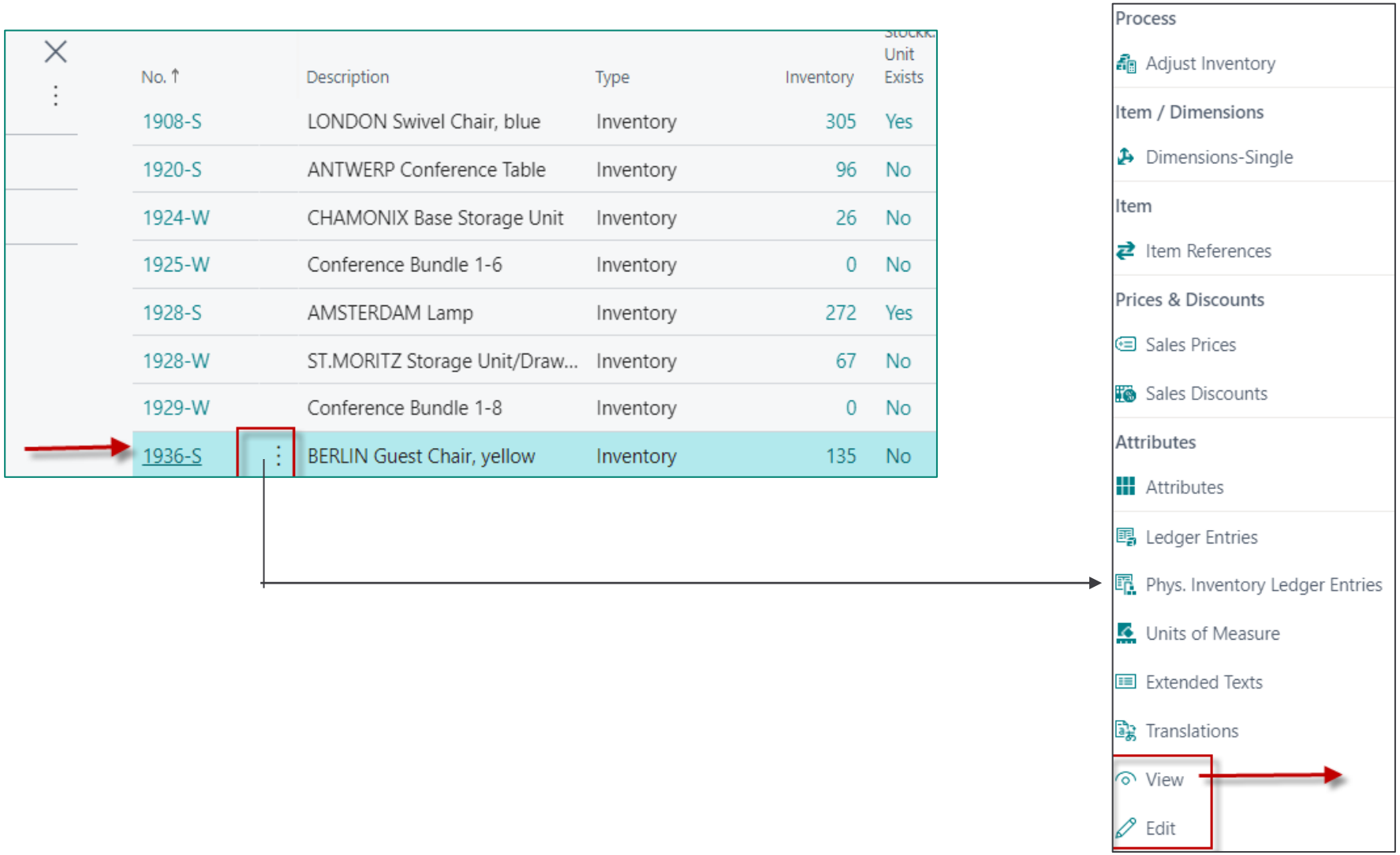


Example of window type list (items in our warehsouse)

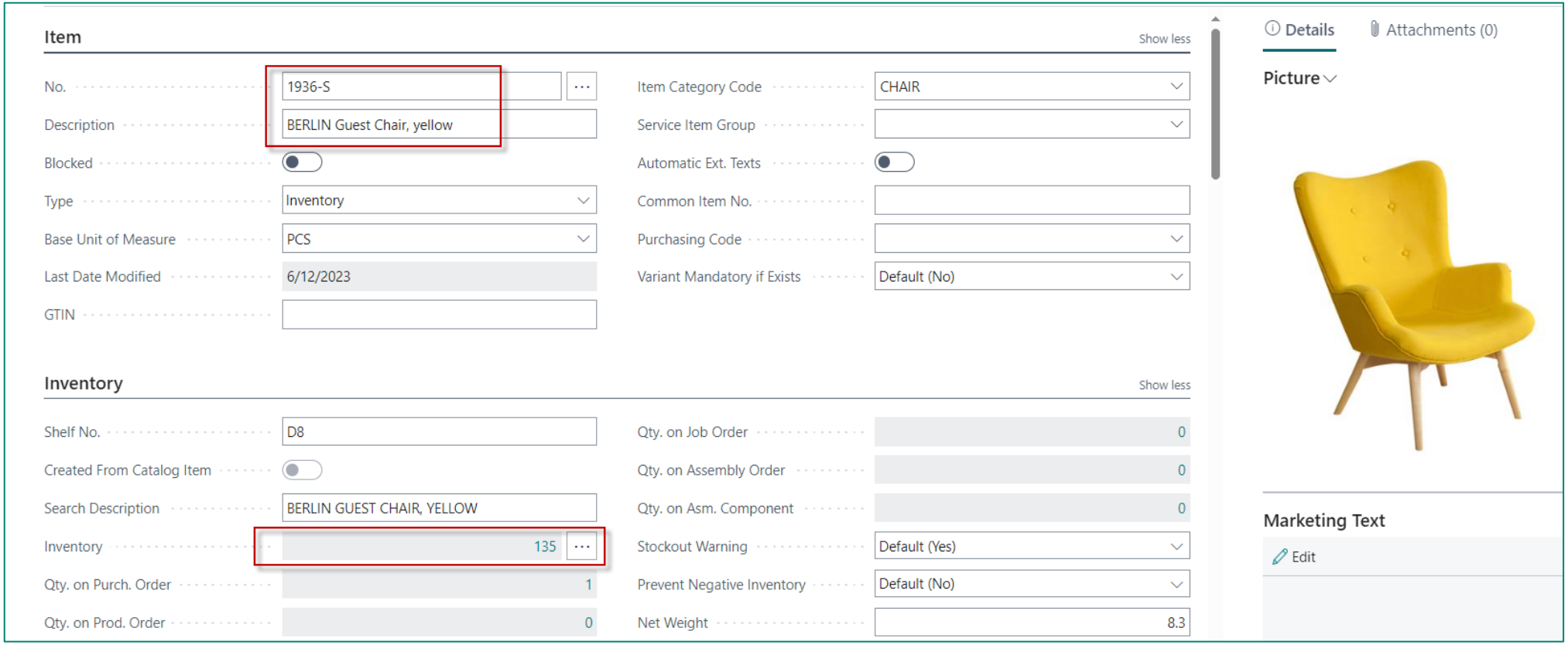


No.	Description	Type	Inventory	Costing Method	Stockk... Unit Exists	Substitutes Exist	Assembly BOM	Production BOM No.	Routing No.	Base Unit of Measure	Cost is Adj...	Unit Cost	Unit Price
1908-S	LONDON Swivel Chair, blue	Inventory	306	FIFO	Yes	No	No			PCS	☐	96,10	123,3(
1920-S	ANTWERP Conference Table	Inventory	104	FIFO	No	No	No			PCS	☐	328,00	420,4(
1924-W	CHAMONIX Base Storage Unit	Inventory	26	Standard	No	No	Yes			PCS	☐	81,70	136,4(
1925-W	Conference Bundle 1-6	Inventory	0	FIFO	No	No	No			PCS	☑	0,00	122,5(
1928-S	AMSTERDAM Lamp	Inventory	272	FIFO	Yes	No	No			PCS	☐	27,80	35,6(
1928-W	ST.MORITZ Storage Unit/Draw...	Inventory	65	Standard	No	No	Yes			PCS	☐	191,90	342,1(
1929-W	Conference Bundle 1-8	Inventory	0	FIFO	No	No	No			PCS	☐	0,00	151,7(
1936-S	BERLIN Guest Chair, yellow	Inventory	94	FIFO	Yes	No	No			PCS	☐	97,50	125,1(

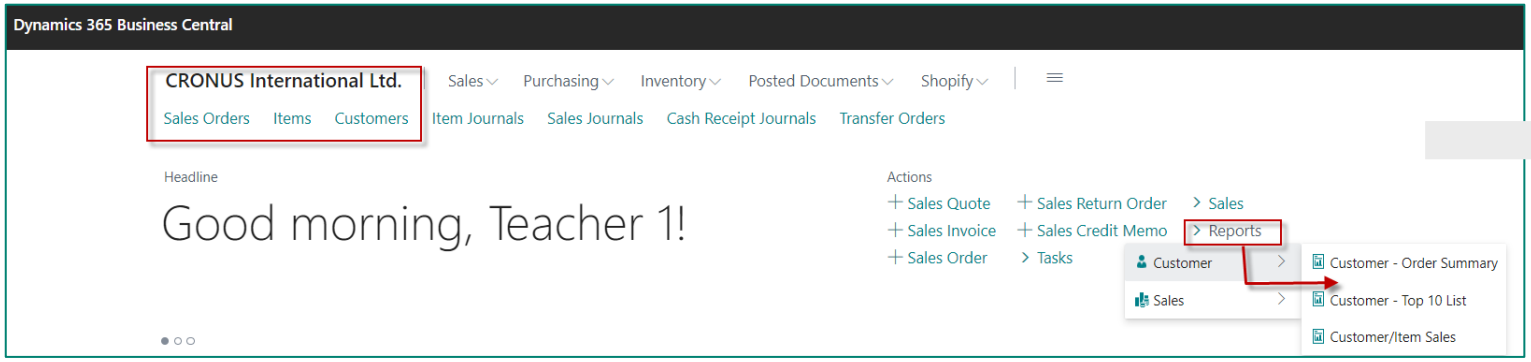
Example how to get to one item (record)

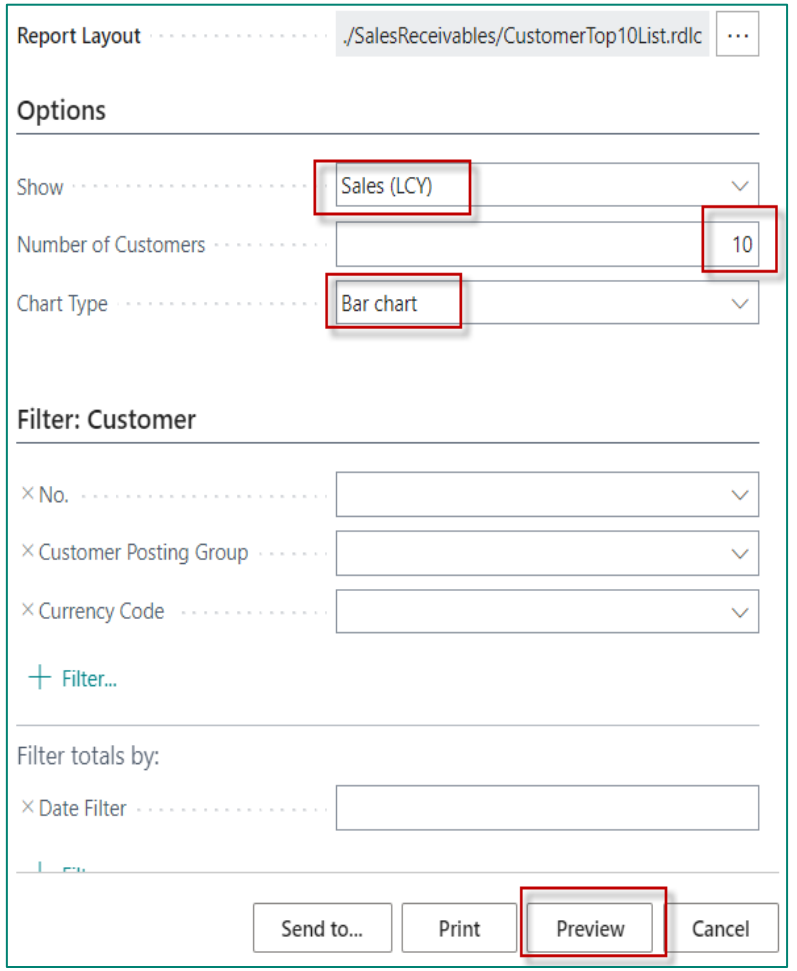


One part of chosen item card

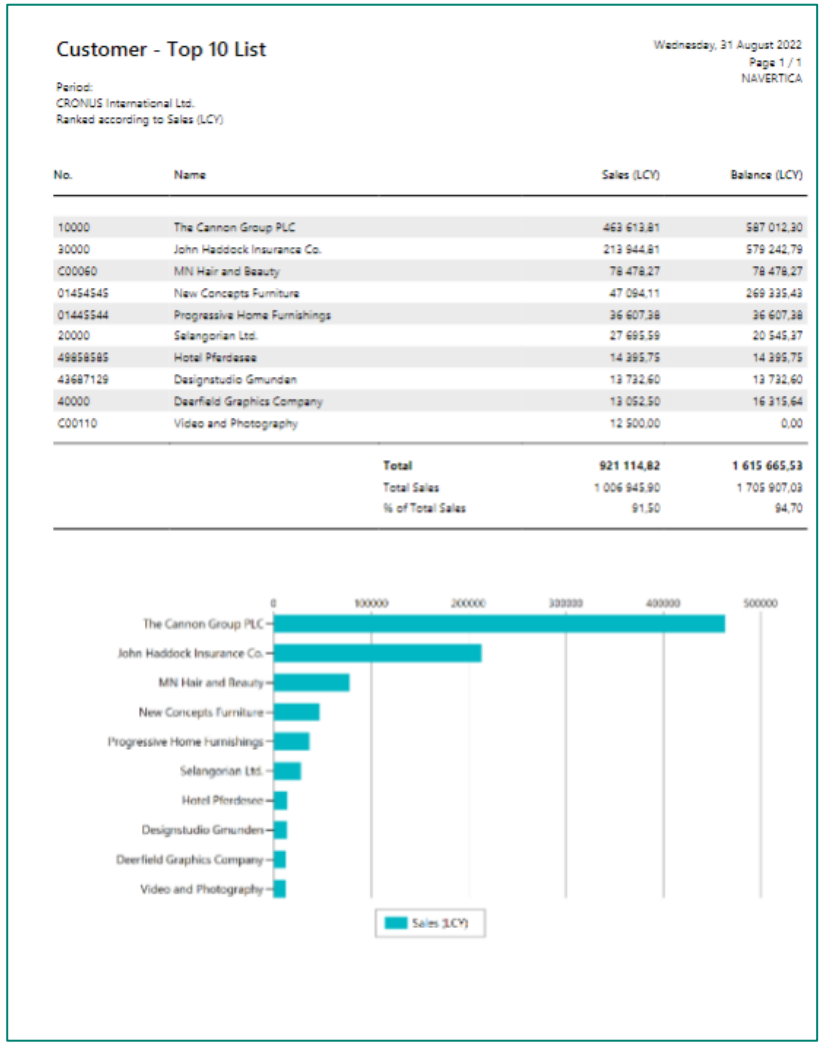


Report (our example- To 10 list) – > how to start it





Report – examples



Customer - Top 10 List

Wednesday, 31 August 2022
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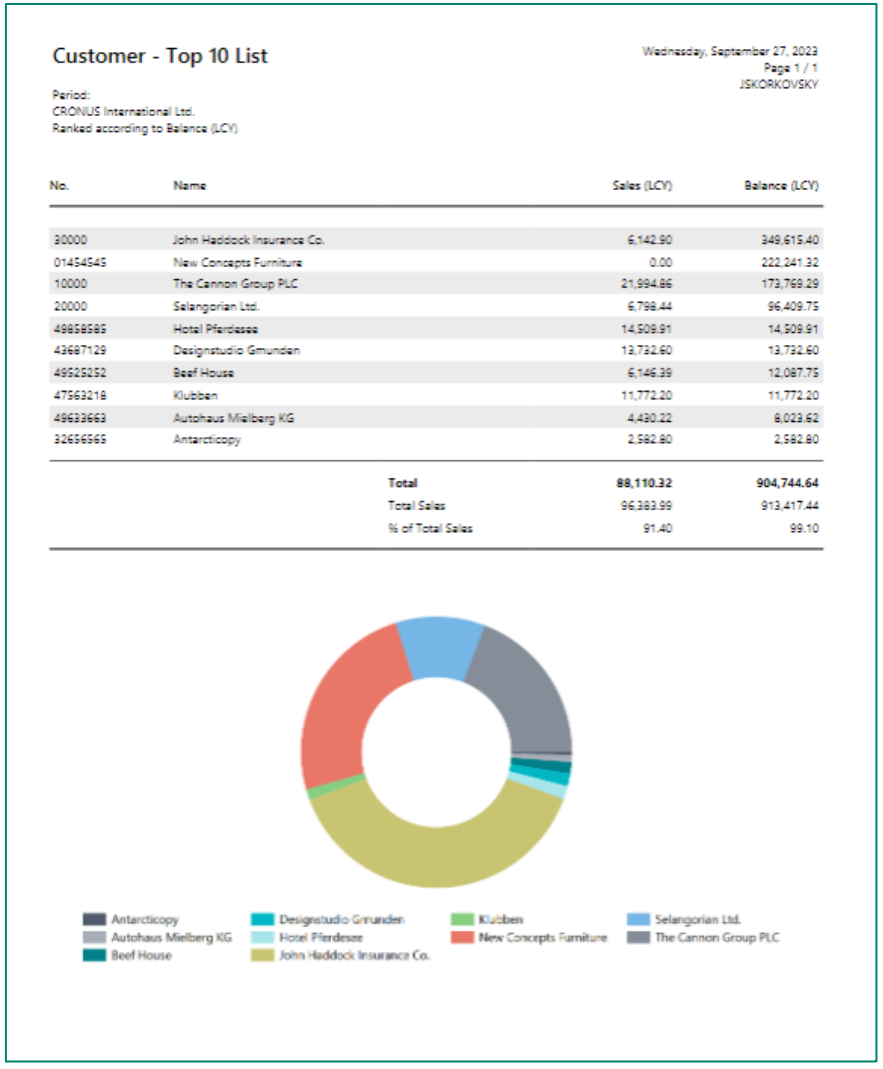
NAVERTICA

Period:
CRONUS International Ltd.
Ranked according to Sales (LCY)

No.	Name	Sales (LCY)	Balance (LCY)
10000	The Cannon Group PLC	463 613,81	587 012,30
30000	John Haddock Insurance Co.	213 944,81	579 242,79
C00060	MN Hair and Beauty	78 478,27	78 478,27
01454545	New Concepts Furniture	47 094,11	269 335,43
01445544	Progressive Home Furnishings	36 607,38	36 607,38
20000	Selangorian Ltd.	27 695,59	20 545,37
49858585	Hotel Pferdesee	14 395,75	14 395,75
43687129	Designstudio Gmunden	13 732,60	13 732,60
40000	Deerfield Graphics Company	13 052,50	16 315,64
C00110	Video and Photography	12 500,00	0,00
	Total	921 114,82	1 615 665,53
	Total Sales	1 006 945,90	1 705 907,03
	% of Total Sales	91,50	94,70

Sales and bar type



Customer - Top 10 List

Wednesday, September 27, 2023
Page 1 / 1
JSKORKOVSKY

Period:
CRONUS International Ltd.
Ranked according to Balance (LCY)

No.	Name	Sales (LCY)	Balance (LCY)
30000	John Haddock Insurance Co.	6,142.90	349,615.40
01454545	New Concepts Furniture	0.00	222,241.32
10000	The Cannon Group PLC	21,994.86	173,769.29
20000	Selangorian Ltd.	6,798.44	96,409.75
49858585	Hotel Pferdesee	14,509.91	14,509.91
43687129	Designstudio Gmunden	13,732.60	13,732.60
49525252	Beef House	6,146.39	12,087.75
47563218	Klubben	11,772.20	11,772.20
49633663	Autohaus Mielberg KG	4,480.22	8,023.62
32656565	Antarcticopy	2,582.80	2,582.80
	Total	88,110.32	904,744.64
	Total Sales	96,383.99	913,417.44
	% of Total Sales	91.40	99.10

Balances and pie type

Some types of document handled by ERP Business Central

Sales orders
Sales quotations

Demand

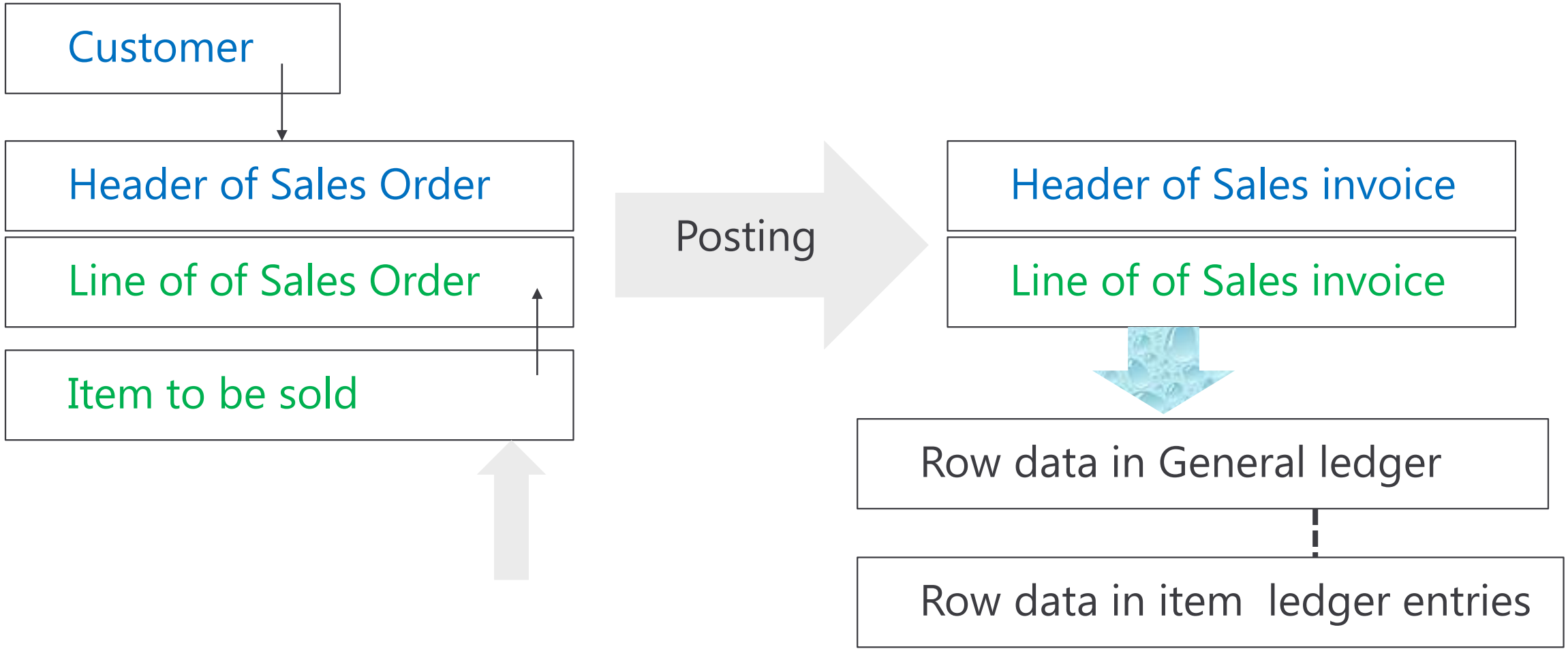
Purchase orders
Purchase quotations

Replenishment

Transfer orders

Production orders
Credit memos
Service orders
Assembly orders

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

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