

# Product Overview & Capability Guide



Business Central brings the full power of Dynamics NAV to the cloud. This includes the existing functionality of **Dynamics 365** for Finance and Operations, Business Edition, as well as new and advanced functionality from Dynamics NAV.

Business Central is a unique solution for efficient business management for both small and mid-sized organizations. It effectively automates and streamlines business processes and helps to successfully manage any business. Business Central is highly versatile with rich features, enabling companies to manage business proficiently. This includes aspects such as finance, manufacturing, sales, shipping, project management and more. Custom functionality can easily be added, which is relevant to the company's region of the operation.

### **An Effective Solution for Your Business**

Being the next generation of intelligent business applications with a combination of the current CRM and ERP capabilities all in one Online Service, Business Central is sold, implemented, and supported by a global network of solution consultants called partners. These local partners will meet with you to discuss your requirements and then create a price quote based upon your business needs. Ultimately, the price of your solution depends on your specific functionality needs, the number and type of users who will be accessing the system, the needed implementation support, and how you choose to deploy the software.

# Advantages of using Dynamics 365 Business Central

## Built with purpose

With new built-in applications that work efficiently and seamlessly in the cloud, secure assistance is provided in managing specific business functions. Each application is designed to be deployed effortlessly and independently to deliver additional value and worth. With perfect integration, additional capabilities can be adopted with ease at any time.

## Key to be more productive

With Dynamics 365 BC, employees are assisted to operate more effectively and efficiently. A variety of applications and tools are combined coherently to increase productivity.

## Business Intelligence

The next generation of intelligent business applications facilitates the handling of data. Dynamics 365 BC provides an integrated business application. The focus not only on big data, but also with advanced analytics can be transformed into unique processes and actionable plans.

## Adaptable

All applications offered by Dynamics 365 BC are bundled into one single platform, which ensures a single view of all your data. Information can effortlessly be composed and modified, and processes extended in real-time.

# Business Functionality

## Finance

Make and collect payments, manage your cash flow, defer income and revenue, prepare year-end closing, and manage fixed assets. Business Central includes a standard configuration of most financial processes, but you can change the configuration to suit your business. The default configuration includes a chart of accounts and standard posting groups that make the process of assigning default general ledger posting accounts to customers, vendors, and items more efficient.

## Business Intelligence

Get insight to the performance of your business activities through budgets, account schedules, and analysis views. Businesses capture a tremendous amount of data through daily activity. This data, which reflects such things as the organization's sales figures, purchases, operational expenses, employee salaries, and budgets, can become valuable information, or business intelligence, for decision makers. Business Central contains a number of features that help you gather, analyse, and share your company data.

## Sales

Manage sales processes and information, such as quotes, orders, returns, and customer accounts, and make drop shipments. Good sales and marketing practices are all about how to make the best decisions at the right time. Marketing functionality in Business Central provides precise and timely overview of your contact information so that you can serve your prospective customers more efficiently and increase customer satisfaction.

## Project Management

Create jobs and schedule resources for project, manage job budgets, monitor progress, and track machine and employee hours. In Business Central, you can perform common project management tasks, such as configuring a job and scheduling a resource, as well as providing the information needed to manage budgets and monitor progress. You can track machine and employee hours on the project by using time sheets. As a project manager, you have a good overview, not only of individual jobs, but also of the allocation of employees, machinery and other resources being used in all projects.

## Fixed Assets

Organize your fixed assets, ensure correct periodic depreciation, and keep track of maintenance costs. The Fixed Assets functionality in Business Central provides an overview of your fixed assets and ensures correct periodic depreciation. It also enables you to keep track of your maintenance costs, manage insurance policies, post fixed asset transactions, and generate various reports and statistics.

## Workflow

Set up and use workflows that connect tasks performed by different users or by the system, such as automatic posting. Requesting and granting approval to create or post documents are typical workflow steps.

# Business Functionality

## Purchasing

Manage purchasing processes and information, such as invoices, orders, returns, and vendor accounts, and purchase items from sales documents.

## Relationship Management

Manage and support your sales efforts and focus your interactions on preferred customers and contacts. The relationship management features of Business Central help you manage and support your sales efforts. With these features, you have access to complete and accurate information so you can focus your interactions on preferred customer/contact segments. Good sales and marketing practices are all about how to make the best decisions at the right time. Business Central provides a precise and timely overview of your contact information so that you can serve your prospective customers more efficiently and increase customer satisfaction.

## Planning

The production operations required to transform inputs into finished goods must be planned daily or weekly depending on the volume and nature of the products. Business Central offers features to supply for anticipated and actual demand from sale, assembly, and production as well as features for distribution planning using stock keeping units and location transfers. Planning can be seen as the preparation of required supply orders in the purchasing, assembly, or manufacturing departments to fulfil sales or end-item demand.

## Human Resources

In Business Central, you can keep detailed records of your employees. You can register and maintain employee information, such as employment contracts, confidential information, qualifications, and employee contacts. You can also register employee absences, which allows you to analyse registered absences as necessary.