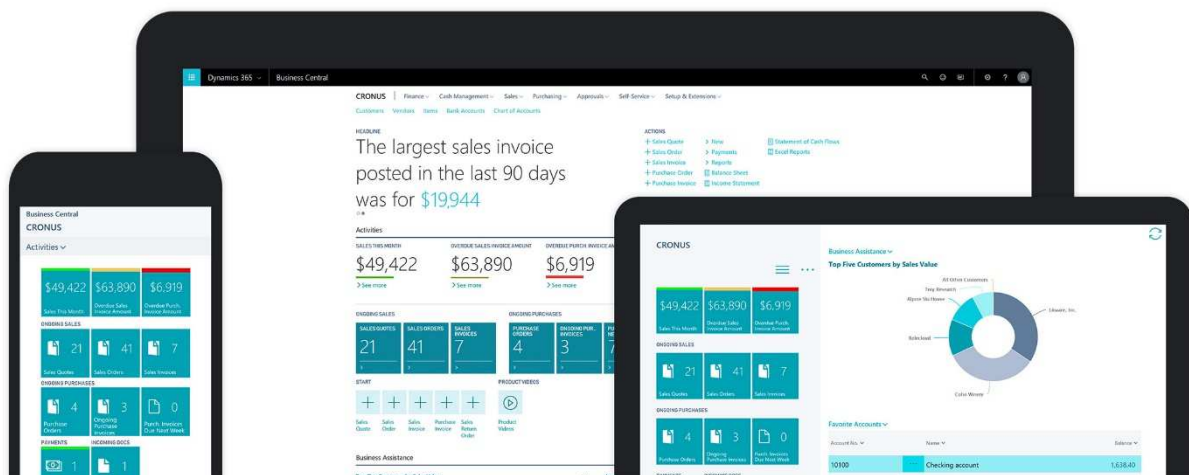


Microsoft Dynamics 365 Business Central

Product Capability Guide



March 2018

Source: <https://dynamics.microsoft.com/en-us/business-central/capabilities/>

Created by: ABC E BUSINESS www.abcebusiness.nl

Connect your financials, sales, service and operations

Manage your financials

Make informed decisions

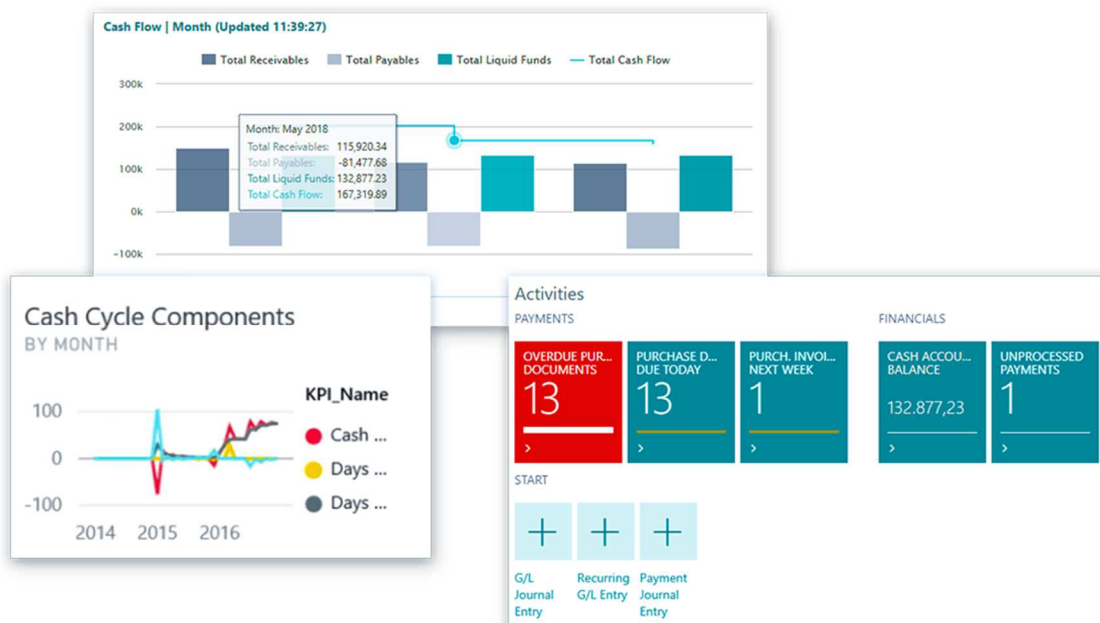
Connect data across accounting, sales, purchasing, inventory, and customer interactions to get an end-to-end view of your business. Chart financial performance in real time with built-in Power BI dashboards.

Accelerate financial close and reporting

Streamline accounts receivables and payables, and automatically reconcile accounts to close and report on financials quickly and accurately, while maintaining compliance.

Improve forecast accuracy

Refine financial forecasts by modeling and analyzing data across multiple dimensions. Customize reports using seamless Microsoft Excel integration.



Automate and secure your supply chain

Optimize inventory levels

Use built-in intelligence to predict when and what to replenish. Purchase only what you need with dynamically updated inventory levels.

Avoid lost sales and reduce shortages

Maintain the right amount of inventory by automatically calculating stock levels, lead times, and reorder points. Suggest substitutes when requested items are out of stock.

Maximize profitability

Get recommendations on when to pay vendors to use vendor discounts or avoid overdue penalties. Prevent unnecessary or fraudulent purchases through approval workflows.

The screenshot displays a software interface for supply chain management. It features a grid of product cards, a forecast chart, and a detailed inventory table.

Product Cards:

- 1896-S ATHENS Desk: 55 PCS, Price: 1,503.40
- 1900-S PARIS Guest Chair: 30 PCS, Price: 289.60
- 1906-S ATHENS Mobile Pedestal 5: 5 PCS, Price: 651.40
- 1908-S LONDON Swivel Chair: 45 PCS, Price: 285.50
- 1925-W Conference Bundle: 30 PCS, Price: 283.60
- 1928-S AMSTERDAM Lamp: 1 PCS, Price: 82.50

Forecast Chart: A bar chart showing a downward trend in inventory levels from 06/25/18 to 11/25/18. The y-axis ranges from -60 to 20. The chart is labeled 'Forecast' and 'Updated 06/24/18'.

Inventory Table:

PERIOD START	DESCRIPTION	SOURCE	DOCUME. NO.	RESERVED REQUIREME...	RESERVED RECEIPT	AVAILABLE BALANCE
4/14/2018	Saturday					8
4/14/2018	Wide World Importers	Purchase Order	106003			8

Sell smarter and improve customer service

Deliver value at every touch point

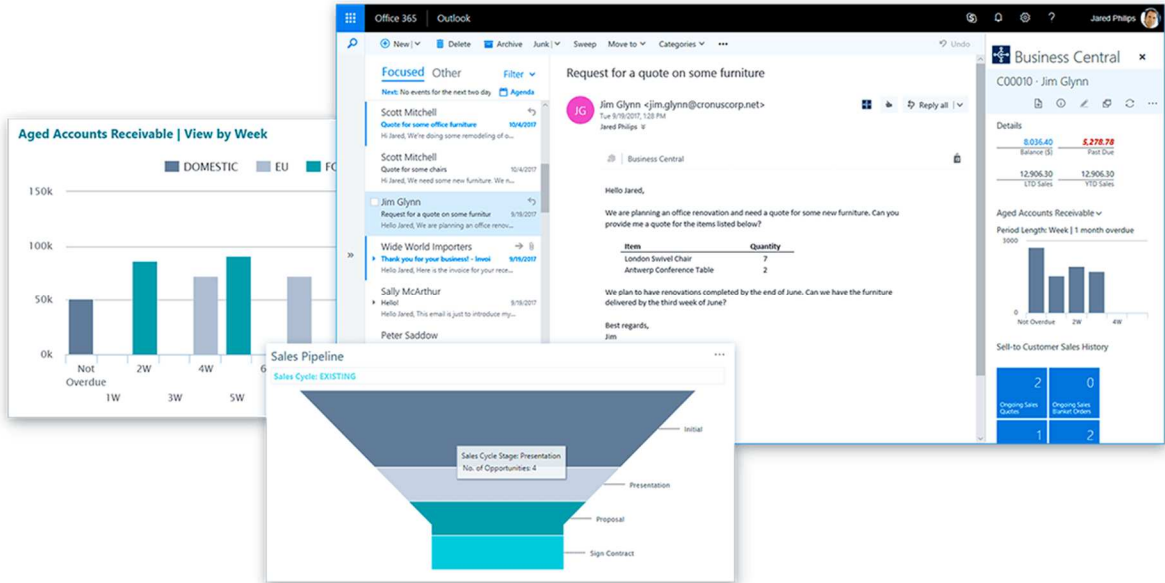
Prioritize sales leads based on revenue potential. Keep track of all customer interactions and get guidance on best upsell, cross-sell, and renewal opportunities throughout your sales cycle.

Boost sales productivity

Accelerate the quote to cash process. Act quickly on sales-related inquiries, manage service requests, and process payments—all from within Outlook.

Deliver exceptional service

Gain a comprehensive overview of your service tasks, workloads, and employee skills to effectively assign resources and accelerate case resolution.



Keep projects on time and under budget

Stay on budget

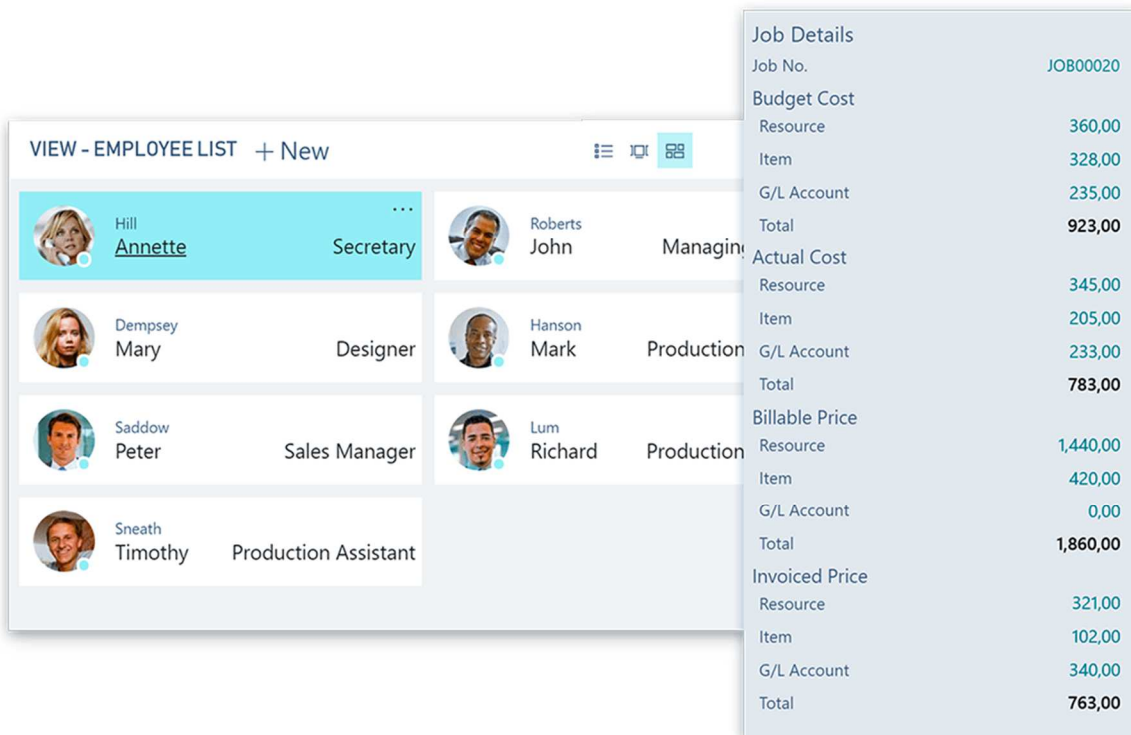
Create, manage, and track customer projects using timesheets along with advanced job costing and reporting capabilities. Develop, modify, and control budgets to ensure project profitability.

Plan with precision








Manage resource levels by planning capacity and sales. Track invoicing for customers against planned costs on orders and quotes.

Analyze project performance

Make effective decisions with real-time insight on project status, profitability, and resource-usage metrics.



The image shows a software interface for managing employees and job details. On the left, a table lists employees with their names, roles, and profile pictures. On the right, a sidebar displays financial metrics for a specific job.

VIEW - EMPLOYEE LIST + New	
 Hill Annette Secretary	 Roberts John Managing
 Dempsey Mary Designer	 Hanson Mark Production
 Saddow Peter Sales Manager	 Lum Richard Production
 Sneath Timothy Production Assistant	

Job Details	
Job No.	JOB00020
Budget Cost	
Resource	360,00
Item	328,00
G/L Account	235,00
Total	923,00
Actual Cost	
Resource	345,00
Item	205,00
G/L Account	233,00
Total	783,00
Billable Price	
Resource	1,440,00
Item	420,00
G/L Account	0,00
Total	1,860,00
Invoiced Price	
Resource	321,00
Item	102,00
G/L Account	340,00
Total	763,00

Optimize your operations

Manage forecasting to fulfillment

Use sales forecasts and expected stock-outs to automatically generate production plans and create purchase orders.

Run your warehousing efficiently

Get a holistic view of inventory for efficient order fulfilment. Track every item transaction and movement by setting up bins based on warehouse layout and storage unit dimensions.

Reach optimal output levels

Calculate and optimize manufacturing capacity and resources to improve production schedules and meet customer demands.

The screenshot displays the SAP WMS interface for a new warehouse shipment (SH000005). It includes a general information section, a lines table, and a detailed 'EDIT - ITEM AVAILABILITY BY BOM LEVEL' table. The table lists components of a bicycle and their availability status.

NO.	DESCRIPTION	WAR.	BO.	QTY. PER PARENT	UNIT OF MEASURE CODE	REPLEN. SYSTEM	AVAILABLE QUANTITY	NEEDED BY DATE
1000	Bicycle			12	PCS	Prod. Order		3/1/2018
1100	Front Wheel		<input checked="" type="checkbox"/>	34	PCS	Prod. Order		3/1/2018
1110	Rim		<input checked="" type="checkbox"/>	44	PCS	Purchase		2/15/2018
1120	Spokes		<input type="checkbox"/>	55	PCS	Purchase		2/15/2018
1150	Front Hub		<input type="checkbox"/>	100	PCS	Prod. Order		2/15/2018
1151	Axle Front Wheel		<input type="checkbox"/>	25	PCS	Purchase		2/15/2018
1155	Socket Front		<input type="checkbox"/>	67	PCS	Purchase		2/15/2018
1160	Tire		<input type="checkbox"/>	10	PCS	Purchase		2/15/2018
1170	Tube		<input type="checkbox"/>	89	PCS	Purchase		2/15/2018
1200	Back Wheel		<input type="checkbox"/>	50	PCS	Prod. Order		3/1/2018
1110	Rim		<input type="checkbox"/>	46	PCS	Purchase		3/1/2018
1120	Spokes		<input type="checkbox"/>	122	PCS	Purchase		3/1/2018

Try a free demo of Microsoft Dynamics 365 Business Central

Free demo