



# Welcome

Marko Perisic, General Manager  
Dynamics 365 Business Central

Thank you!



Our journey  
together



**31** years of heritage



**160,000** customers



**2.7 Million** users



Sold in **195** countries



Served by **3,500** partners



**80%**

of businesses  
embracing the cloud



**8%**

expressing no interest

# Digital Transformation



Manufacturing



Financial Services



Retail



Health



Education



Public Sector



# Digital feedback loop

The background of the image is a dark, almost black, space filled with a complex network of glowing light blue or cyan lines and nodes. These nodes are small, circular points that are interconnected by thin, straight lines, creating a mesh-like structure that resembles a digital network or a data flow. The network is not flat but appears to have a three-dimensional quality, with some parts appearing closer and more detailed than others, creating a sense of depth and movement. The overall aesthetic is futuristic and technological.

# Digital Feedback Loop

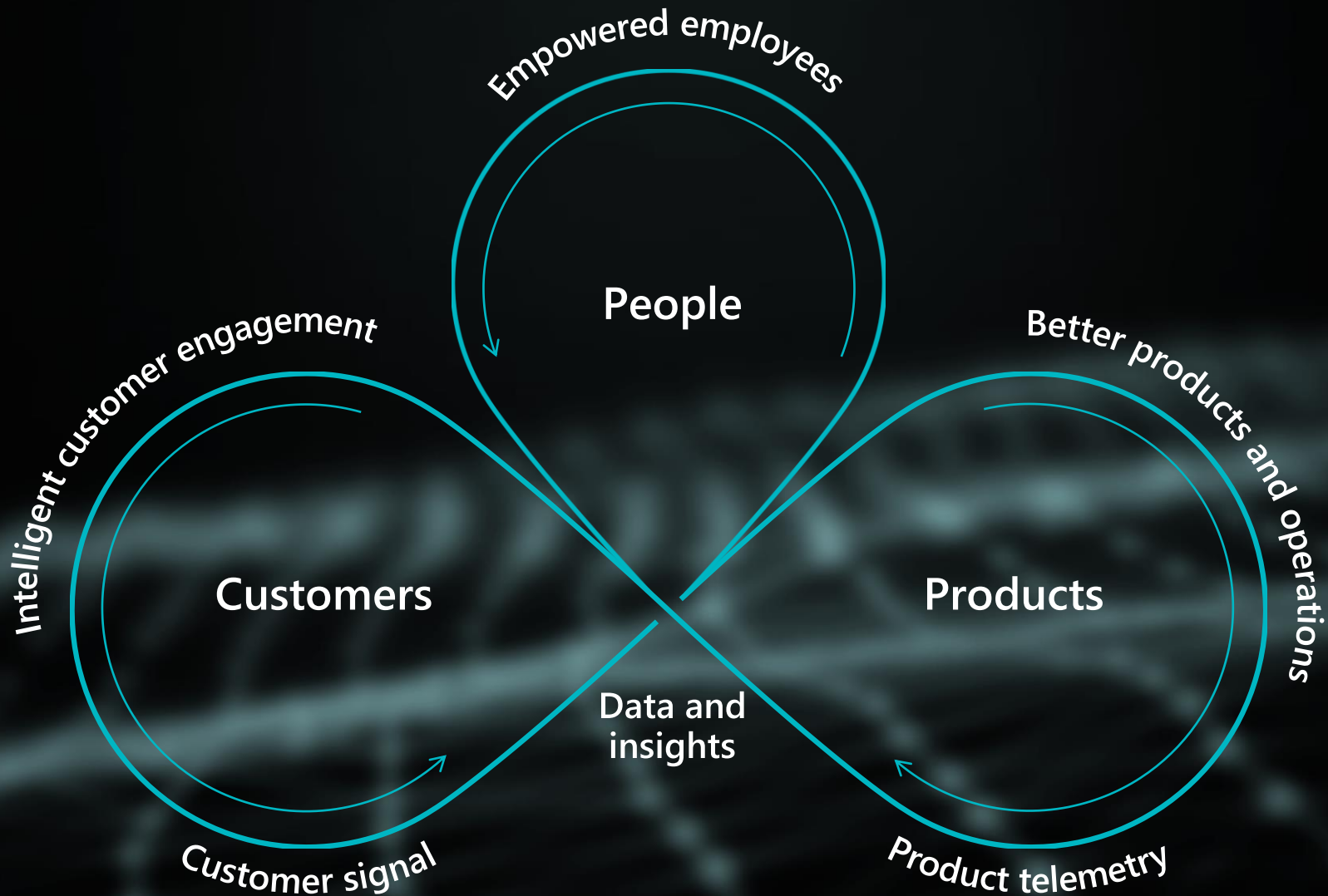
Customers

Products

People



# Digital Feedback Loop





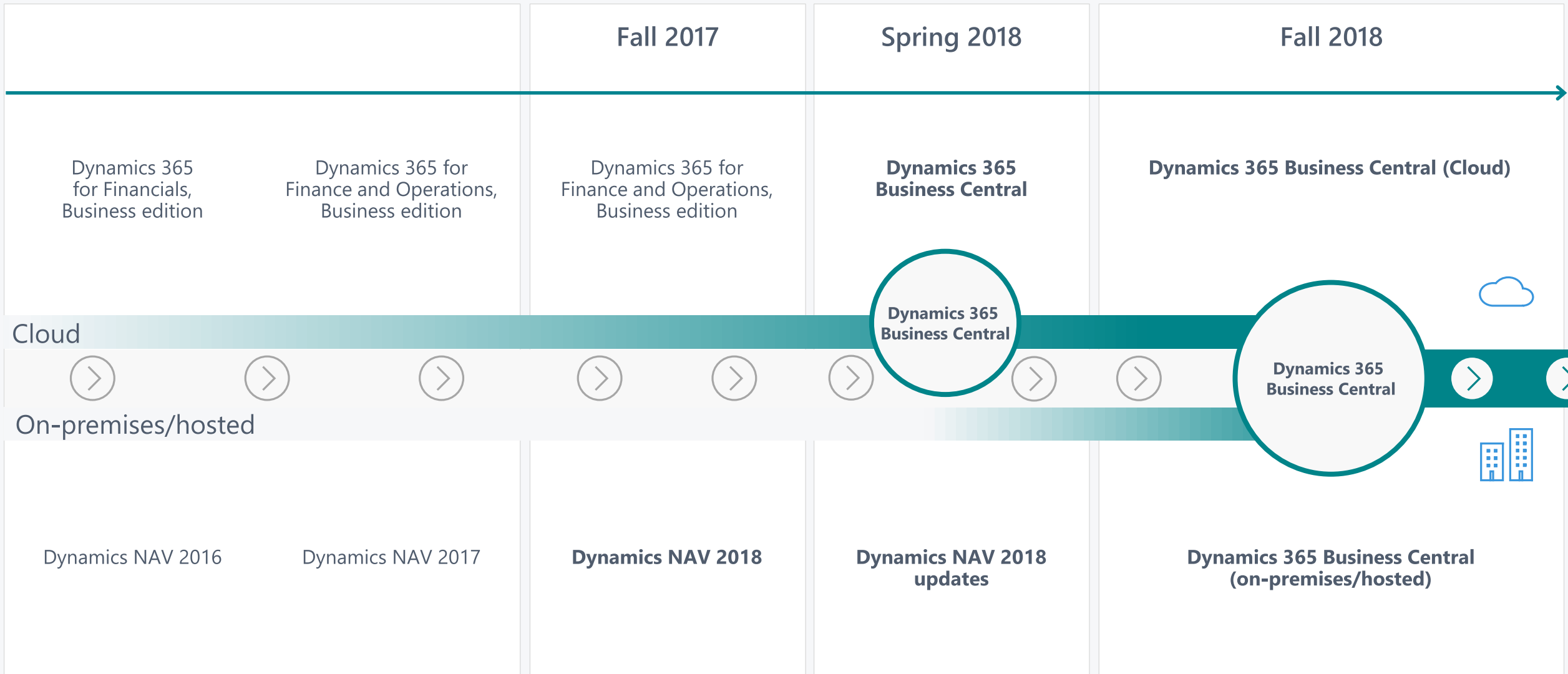


Microsoft Dynamics 365  
Business Central

# An all-in-one business management solution



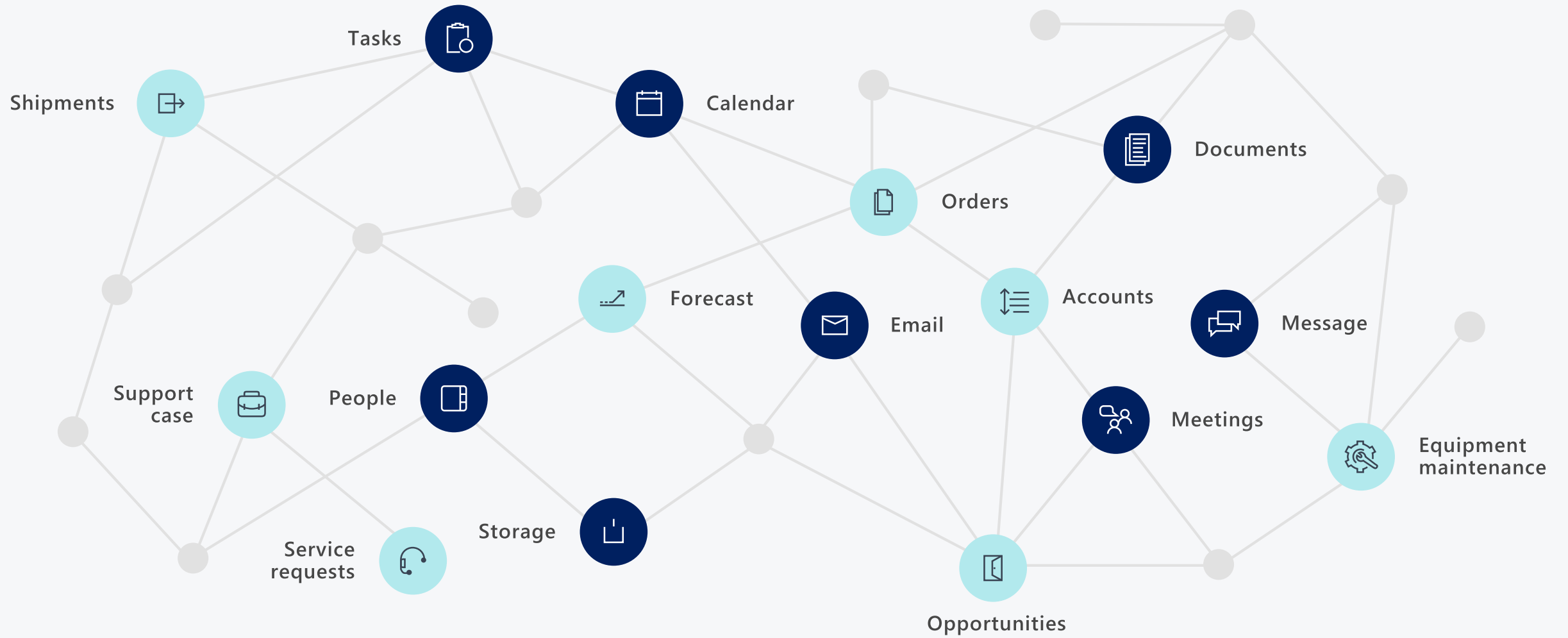
# Product evolution



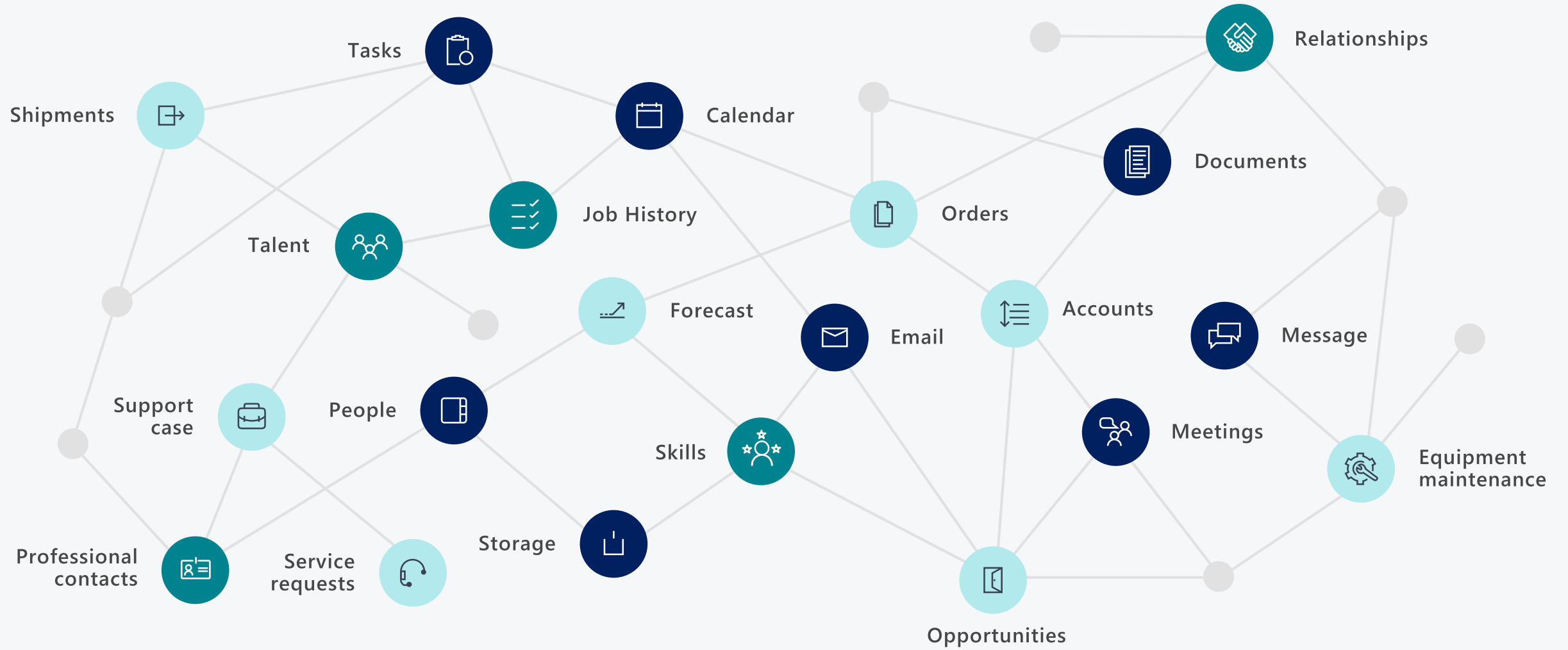
# Connected Data: Dynamics 365



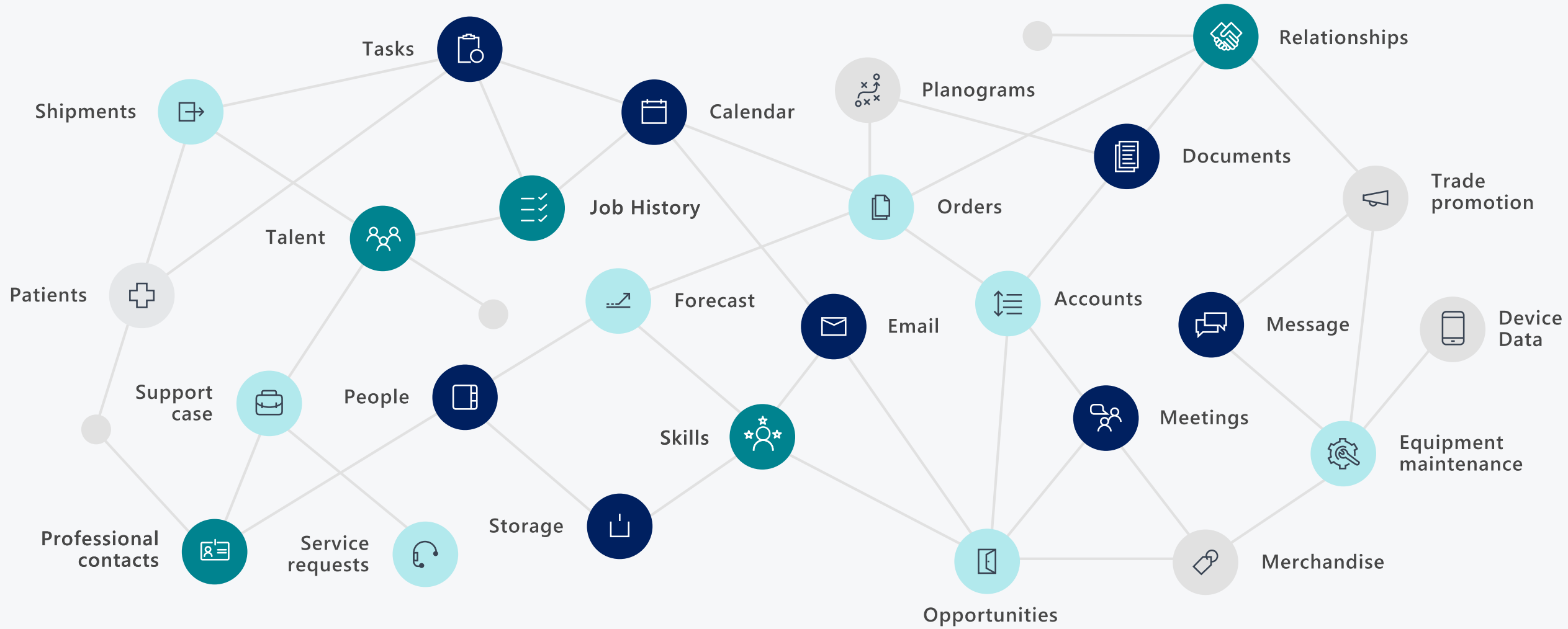
# Connected Data: Dynamics 365 + Office 365



# Connected Data: Dynamics 365 + Office 365 + LinkedIn

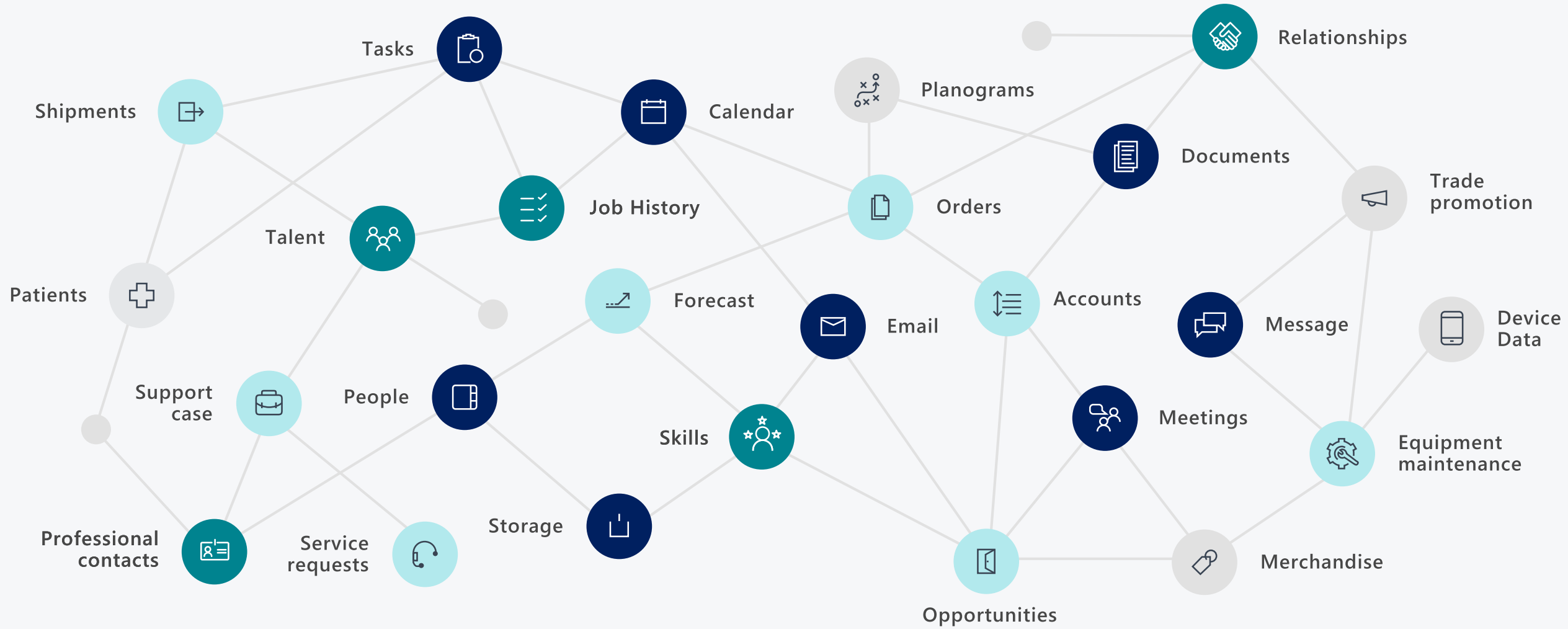


# Connected Data: Dynamics 365 + Office 365 + LinkedIn + Partner Solutions



Common Data Service












# An intelligent and unified solution



Common Data Service



# A member of the Dynamics 365 family

Marketing	Sales	Service	Finance	Operations	Talent
Basic campaign management	Sales order management Contract and opportunity management	Project management Service order management	Advanced financial management	Supply chain management Warehouse management Discrete manufacturing	Employee entities Payroll integration
					
 Marketing	 Sales  Retail	 Field service  Customer service  Project service automation			 Talent

Common Data Service

# An application and a platform

## Business management application

Full NAV functionality

Dynamics 365 branded application



In the cloud



On-premises

## Business application platform

Full NAV application objects

Dynamics 365 branded vertical solutions

Microsoft ISV Cloud Embed program

Available in Cloud Solution Provider (CSP) program, fully customizable, promote in AppSource

# Dynamics 365 Business Central



An all-in-one business management solution



An evolution of Dynamics NAV



An intelligent and unified solution



A member of the Dynamics 365 family



An application and a platform

# Dynamics 365 Business Central

An all-in-one, intelligent business management solution

# 100+

New improvements in  
the last 12 months

- Sales, Purchase, and Item Budgets—Permissions and User Groups
- Alternative Order Addresses
- Pick Document
- Purchase Return Order Management
- Address updates from sales and purchase documents
- Intercompany: Automation of IC Outbox and IC Inbox
- Manufacturing
- Alternative Order Addresses
- Reservations
- Workspace Selector v1
- Edit in Excel functionality added to Journals
- Improved error messaging in API endpoint
- Line items are created automatically based on email content
- Edit in Excel is now available on the Intrastat Journal
- Ability to Pin the Outlook Add-in
- Webhooks available in OData platform
- Send Email Interactions from Contact Card in Outlook Add-in
- Item API
- Company API
- Consolidating Business Units
- 3 Checks per Page
- New MediaSet data type functions
- Enable Reminders & Finance Charge Memos
- Enable Blanket Orders—Sales
- Enable Blanket Orders—Purchasing
- Item Tracking

# Dynamics 365 Business Central

An application and a platform

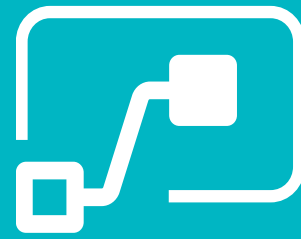
# Power Suite



Power BI



PowerApps



Flow

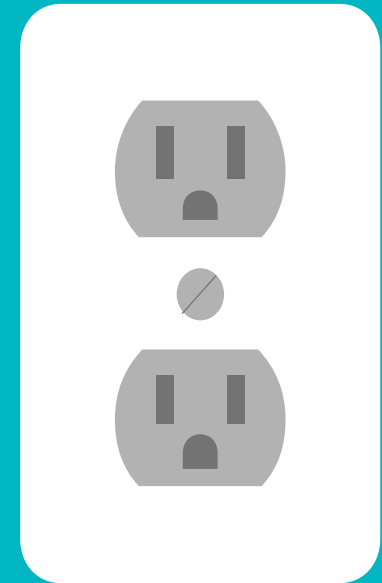
# Extensions version 2.0

Upgradable customizations

Vertical apps

Add-on apps

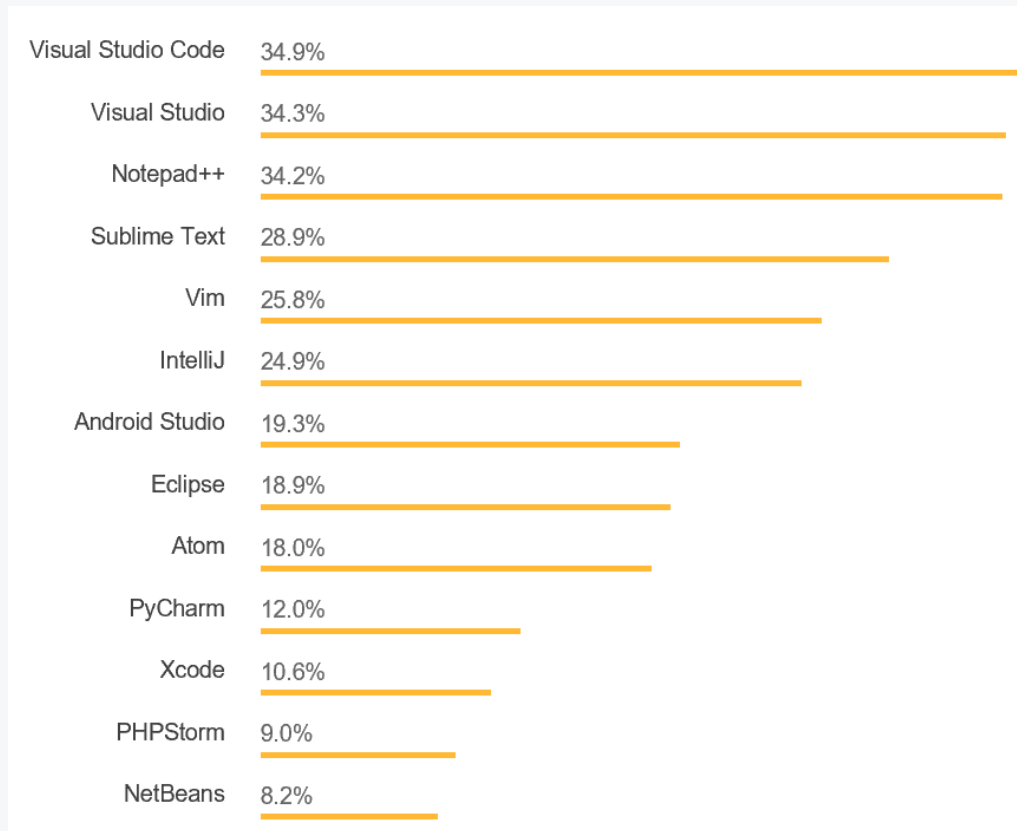
Localization





# Visual Studio code

Most popular development environment(\*)



Used by millions of developers each month and growing fast

Updated monthly constantly adding new developer productivity and delight

Open Source and cross platform catering for this generation of modern developer

(\*) Source: StackOverflow, Survey 2018, Most Popular Development Environments

# Available APIs (44)\*

Company	Finance	Sales	Purchasing	Reports
company	accounts	customers	irs1099Codes (US only)	agedAccountsPayable
companyInformation	dimensions	customerPayments	purchaseInvoices	agedAccountsReceivable
countriesRegions	dimensionLines	customerPaymentJournals	purchaseInvoiceLines	balanceSheet
currencies	dimensionValues	salesInvoices	vendors	cashFlowStatement
employees	generalLedgerEntries	salesInvoiceLines		incomeStatement
items	journals	salesOrders		retainedEarningsStatement
itemCategories	journalLines	salesOrderLines		customerSales
paymentMethods		salesQuotes		vendorPurchases
paymentTerms		salesQuoteLines		trialBalance
shipmentMethods		salesCreditMemos		
taxAreas		salesCreditMemoLines		
taxGroups				
unitsOfMeasure				

3<sup>rd</sup> party service

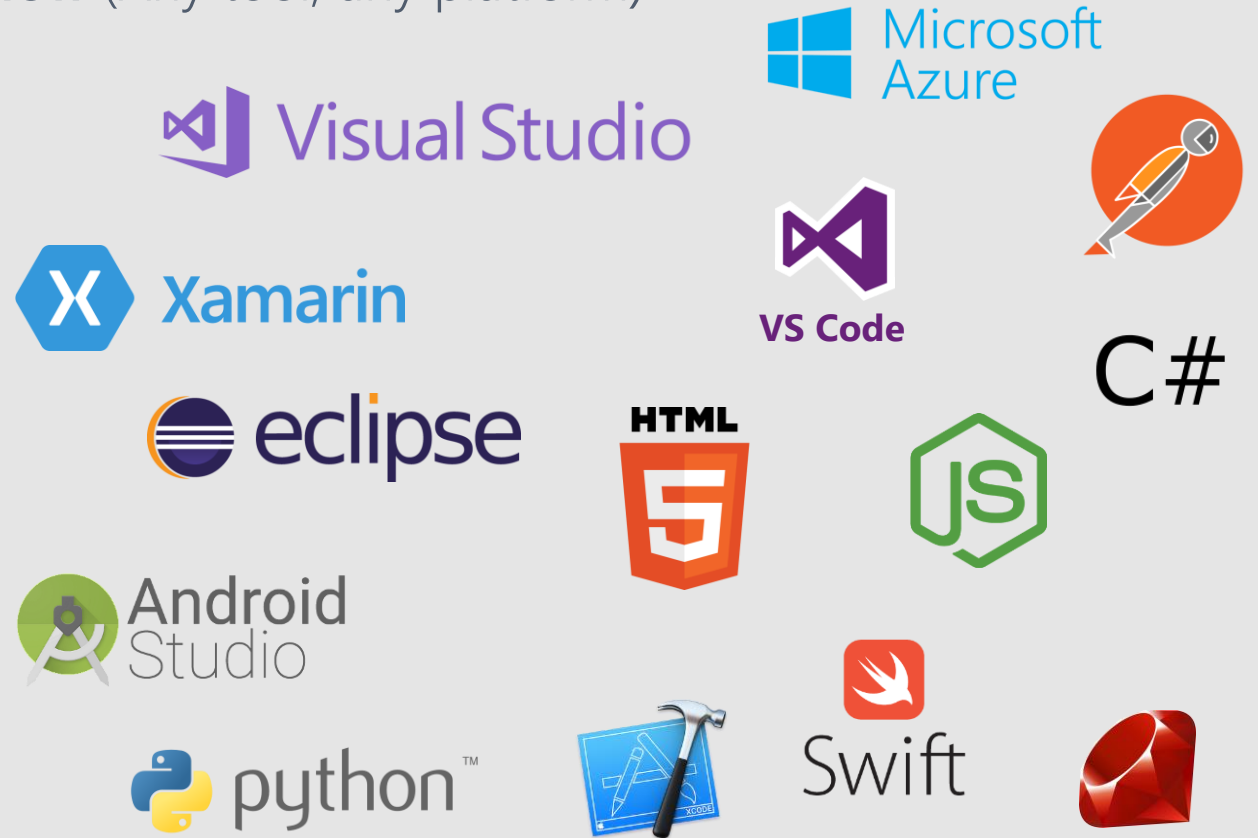
Payroll, eCommerce,  
migration, expense  
management...

Connect apps

Business APIs



How (Any tool, any platform)



Dynamics 365 Business Central

A world-class service

# World-class cloud services

## Scalability

Hyperscale

~ 2 tenants

Every minute

Upgrade speed

<30 sec.

Per tenant

## Reliability

Auto healing

99.9%

Uptime

We know before you know

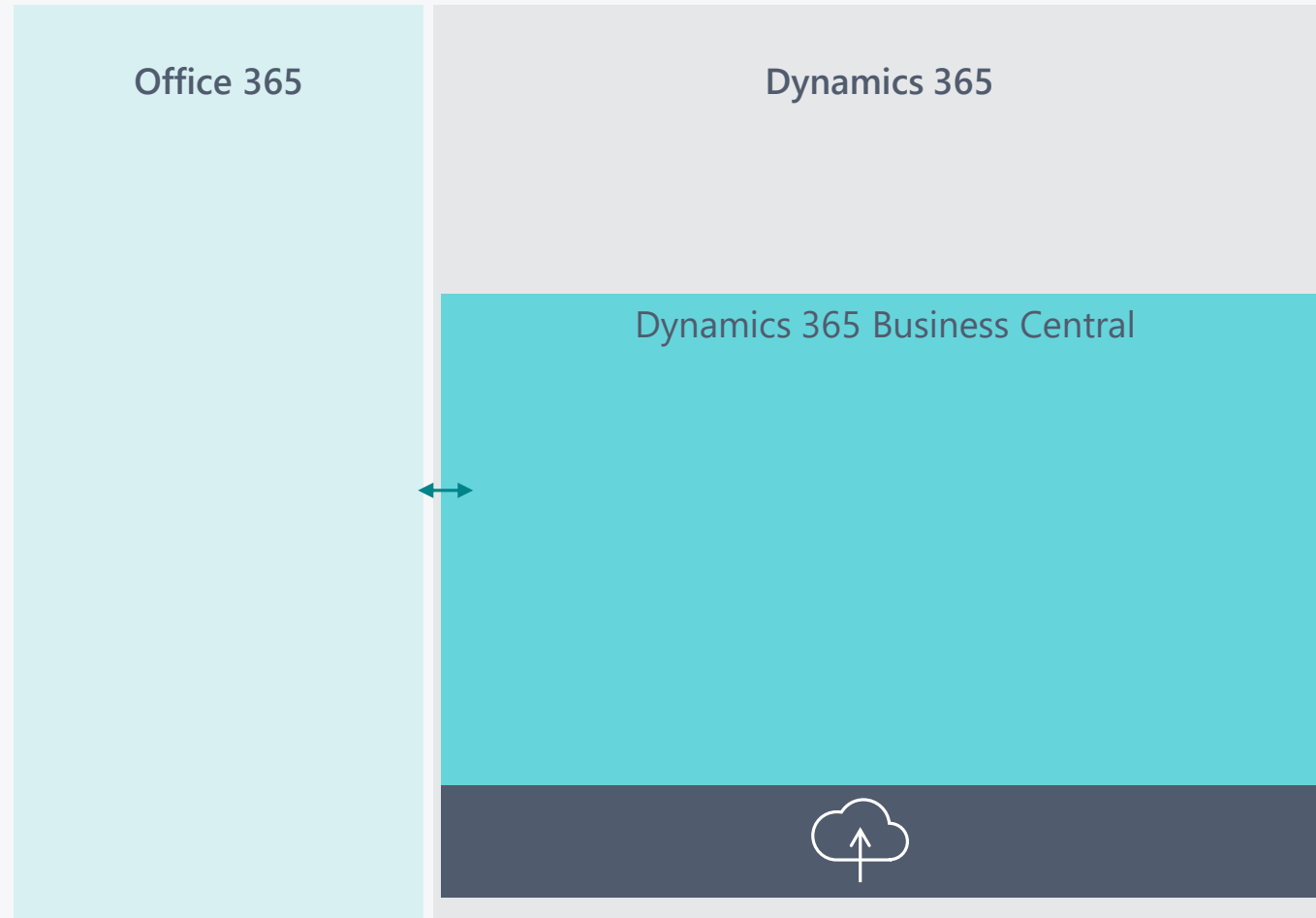
~40TB

Telemetry

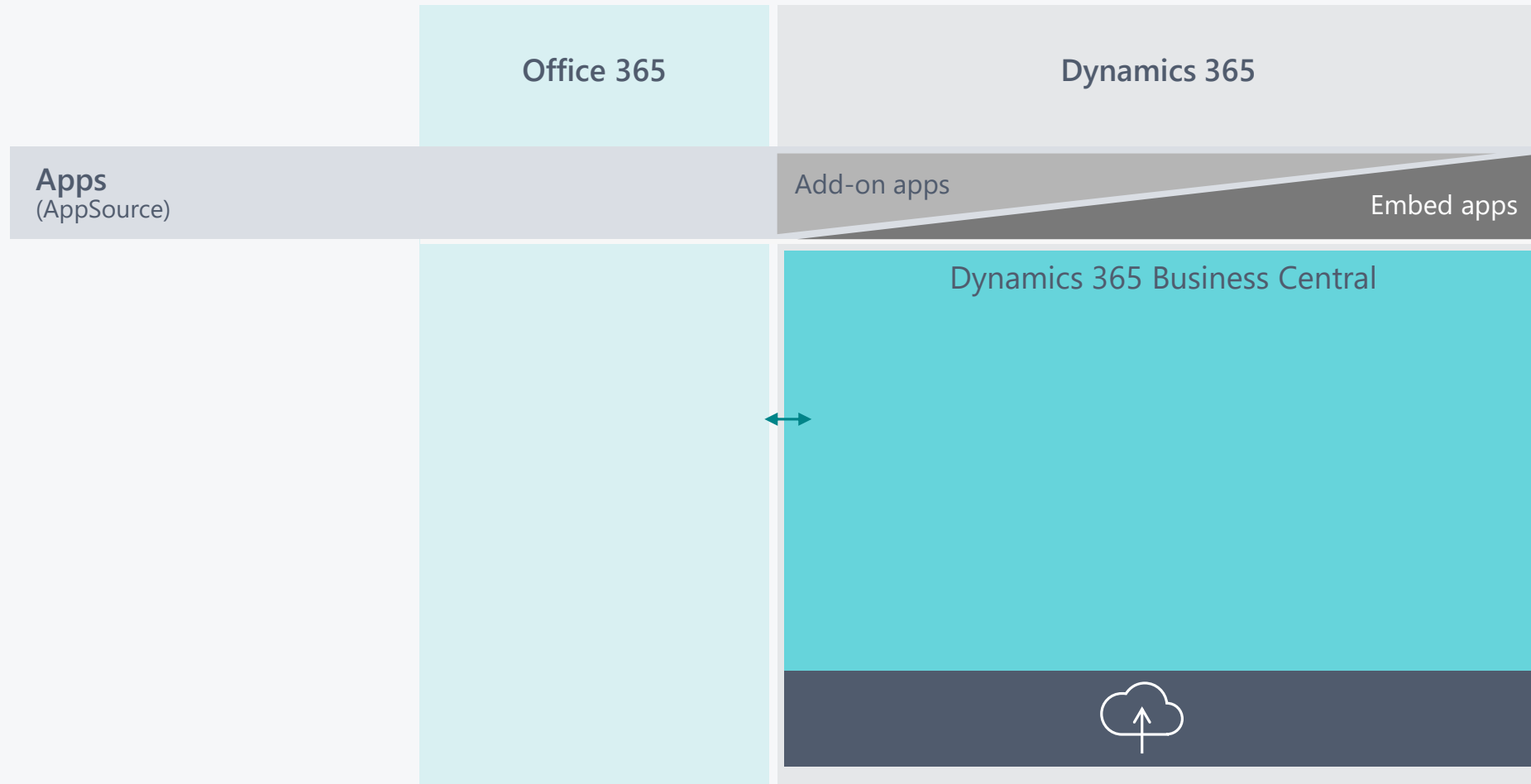
ISO, SOC, and GDPR compliant

# Dynamics 365 Business Central Ecosystem

# Ecosystem

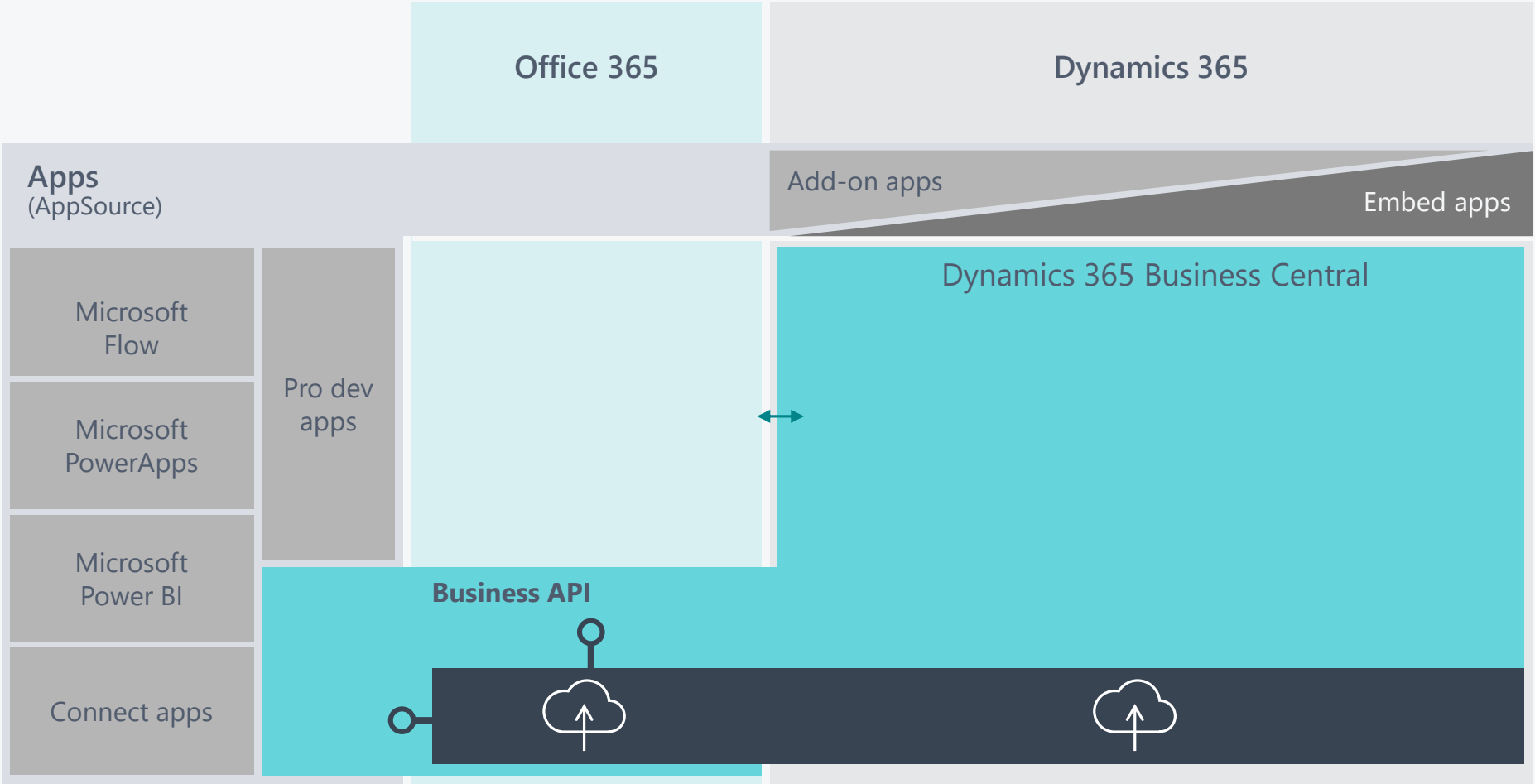


# Ecosystem

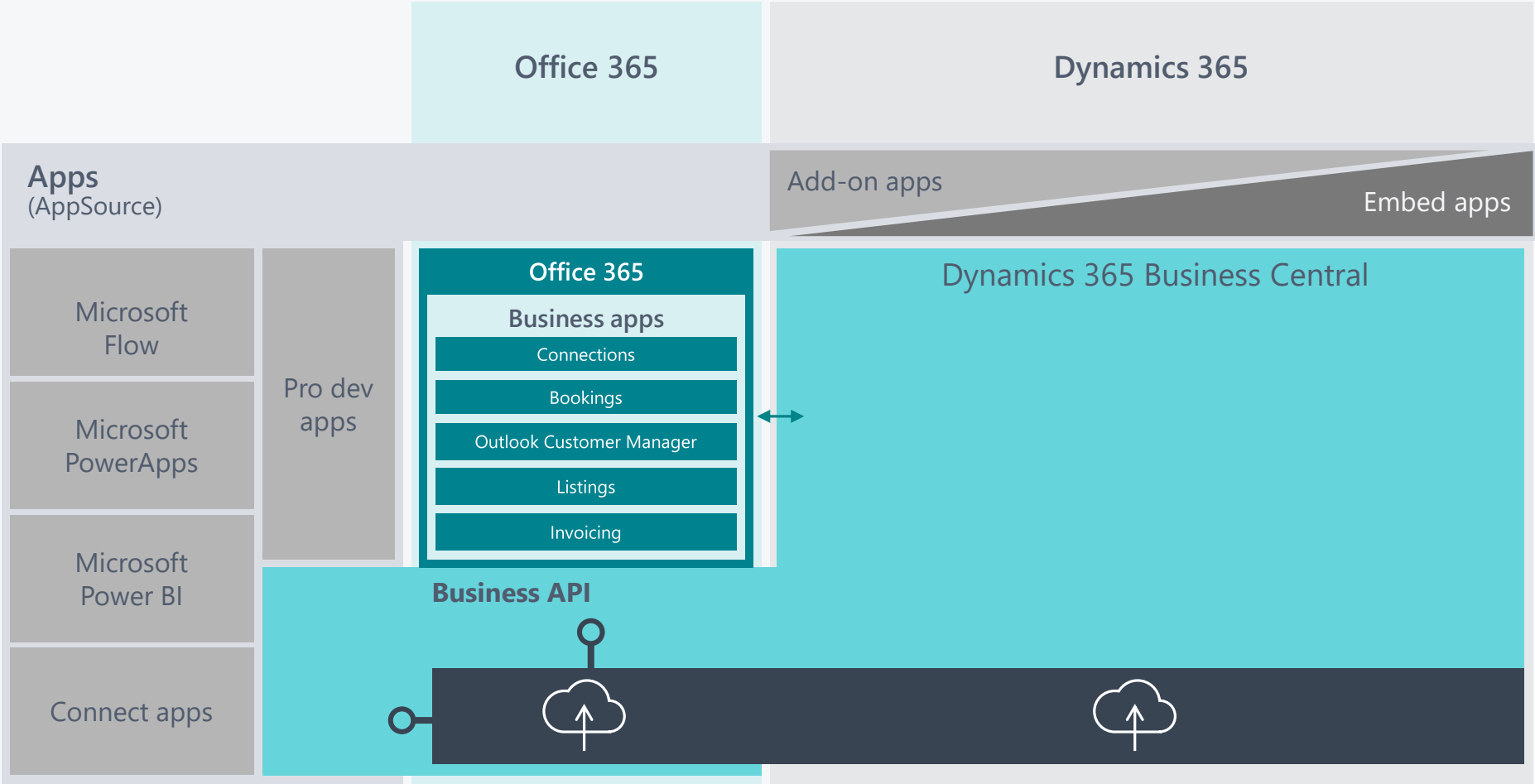




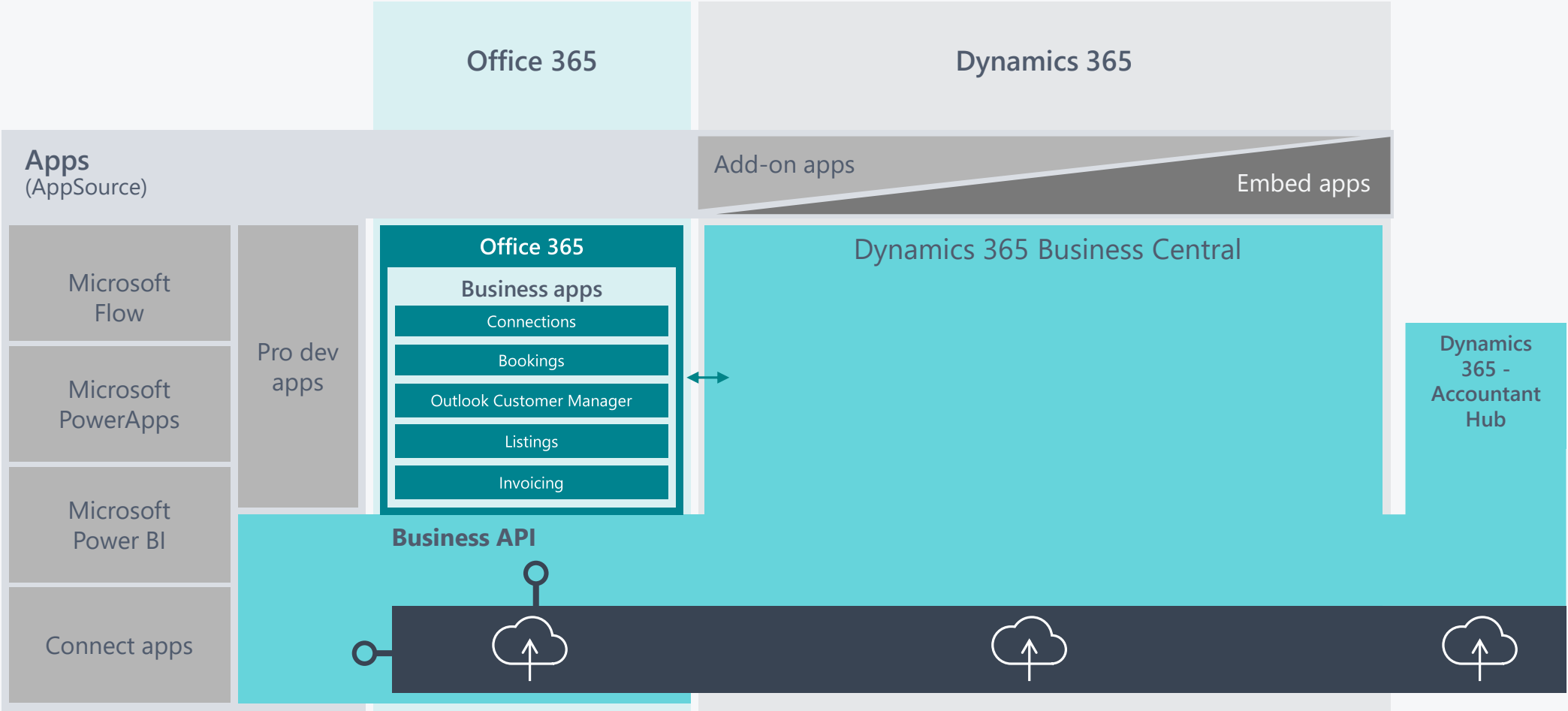
# Ecosystem



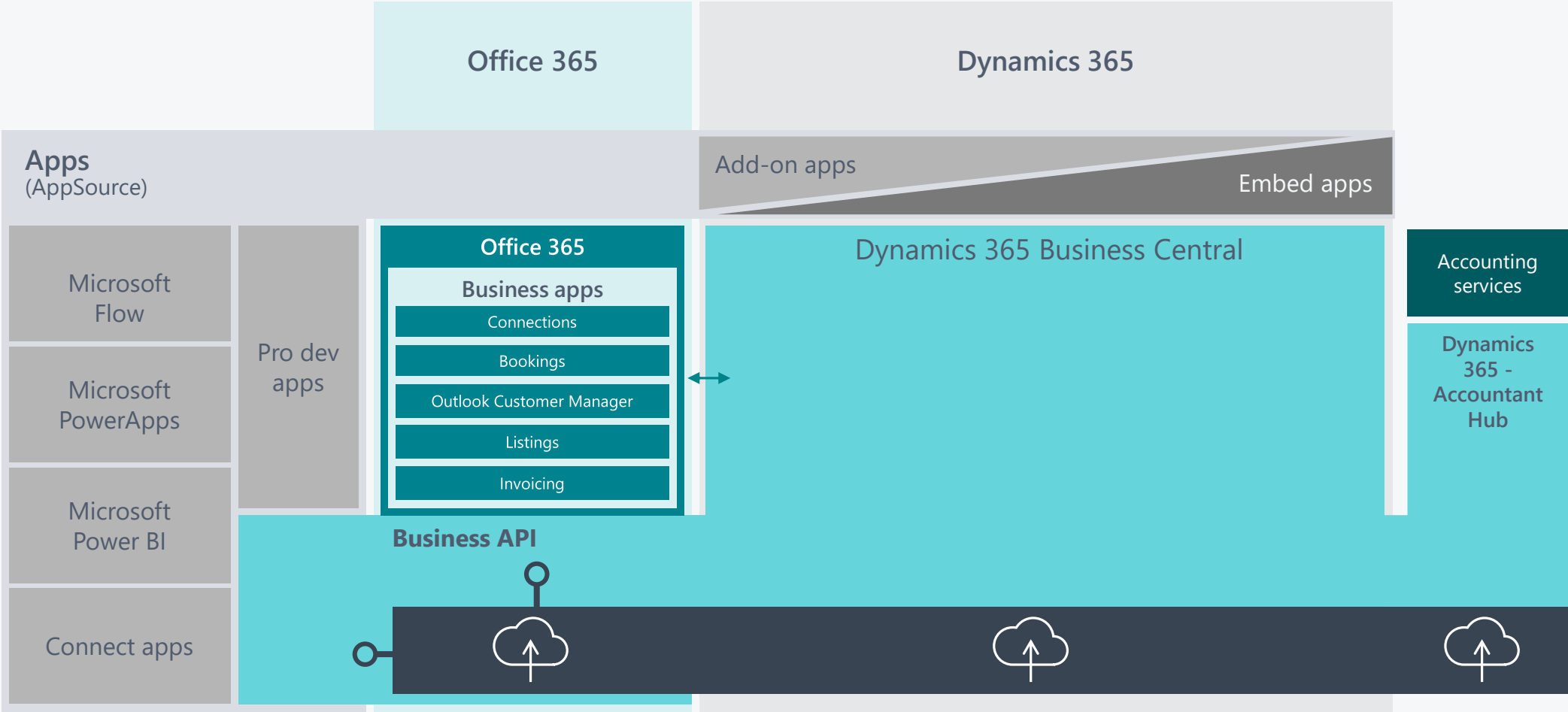
# Ecosystem



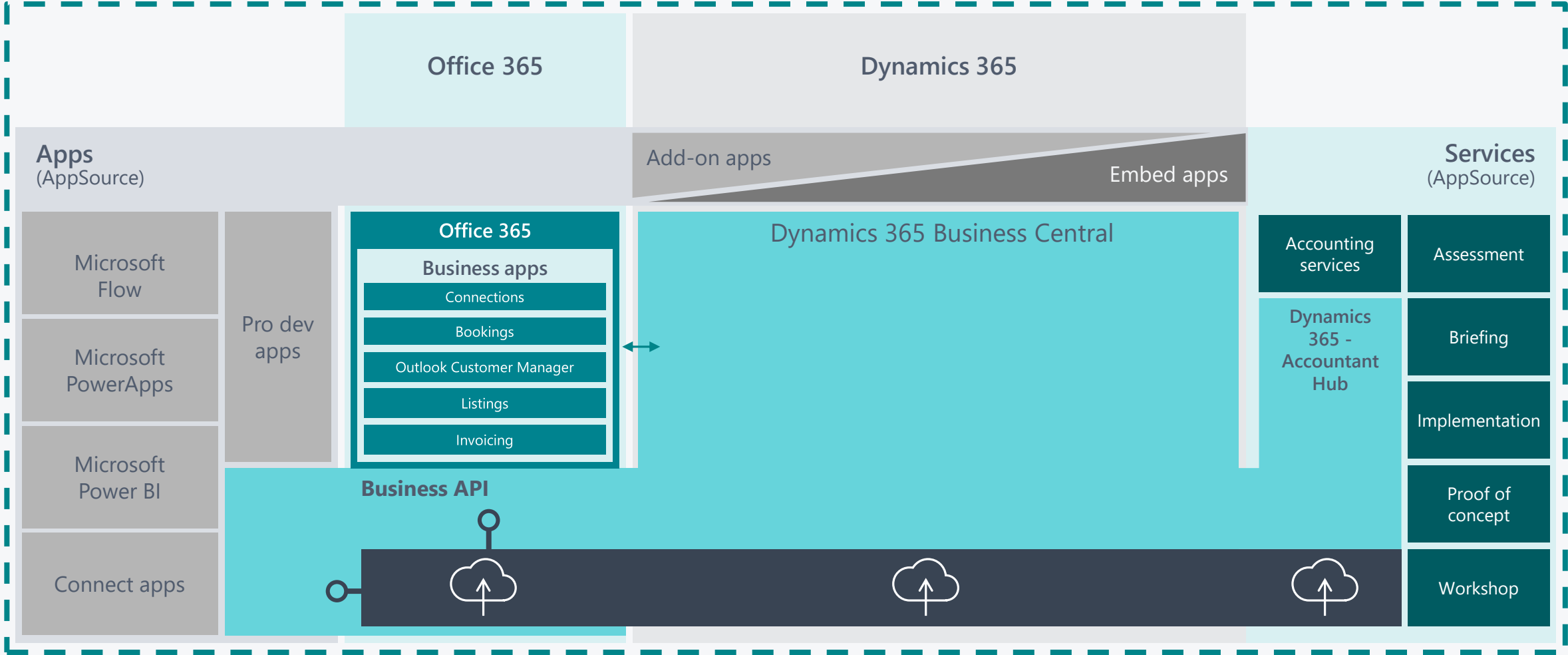
# Ecosystem



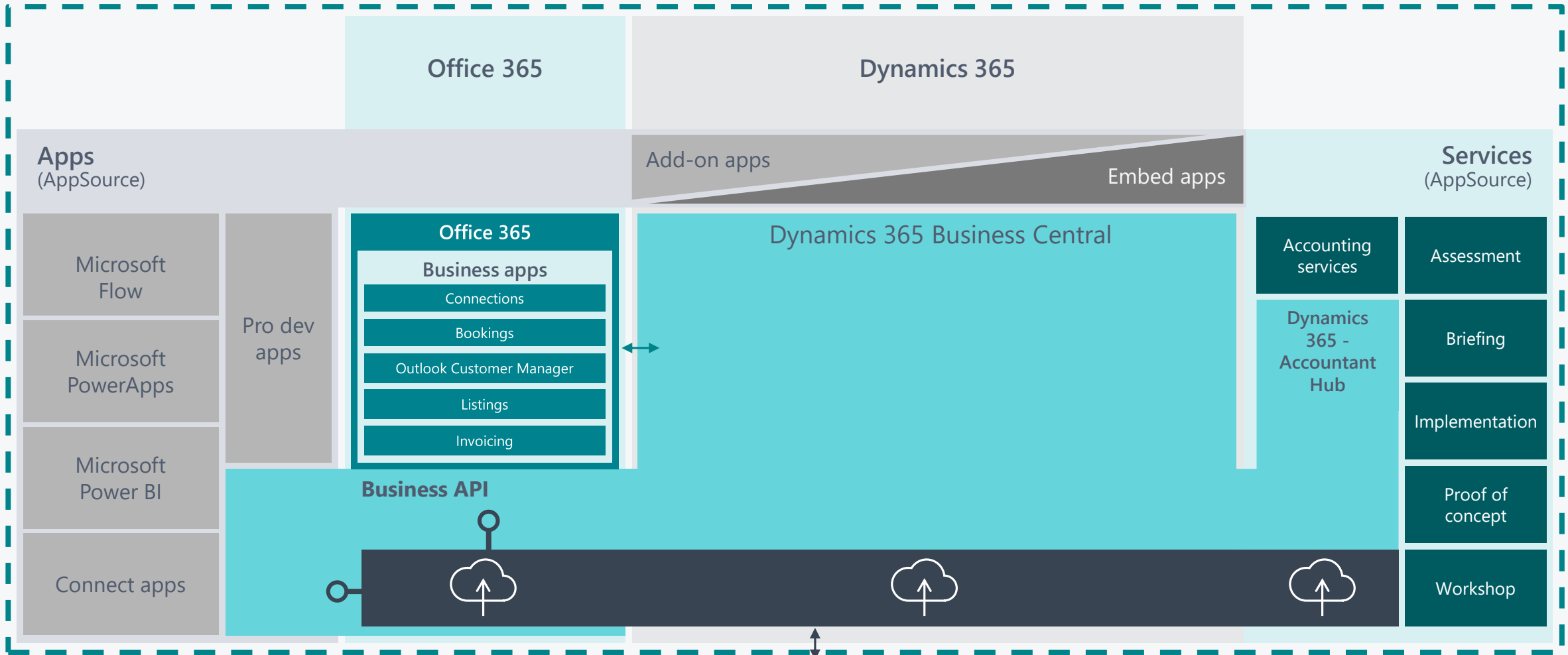
# Ecosystem



# Ecosystem



# Ecosystem



Common Data Service

# Dynamics 365 Business Central

Pricing and availability

# Dynamics 365 Business Central pricing

Team Member	Read and Approve Run all reports Employee Self Serve	\$8		
Essentials	Invoicing Purchasing Opportunity Management Budgets Finance Fixed Assets	Purchasing Order Management Resource Management Workflow Contact Management Simple Inventory	Advanced Sales Advanced Inventory Distribution Warehouse management Project management	\$70
Premium	Service Management Manufacturing	\$100		

Available in Cloud Solution Provider (CSP)

Includes cloud platform, Microsoft PowerApps and Microsoft Flow

Partners can determine end-customer pricing

\*All pricing subject to change. Please consult price list for actual pricing



# Product availability

April 2, 2018

**North America:**

Canada, United States

**Europe:**

Austria, Belgium, Denmark, Finland, France, Germany, Italy, The Netherlands, Spain, Sweden, Switzerland, United Kingdom

July 1, 2018

Australia, New Zealand, W1

At Inspire

More information on availability

# “Ready to Go” Program overview

The “Ready to Go” program contains a set of resources, services and tools which enables you to provide your offerings on Microsoft Dynamics 365 Business Central and Microsoft AppSource.



## Resources

An extensive online learning library with business and technical content for both resellers and app builders



## Services

“ISV Development Centers” and Master VARs which provide packaged “Ready To Go” guidance and workshops



## Tooling

A place where you can find current & upcoming builds of Dynamics 365 Business Central

<http://aka.ms/ReadyToGo>

Thank you!

# Directions North America 2018



September 30<sup>th</sup> – October 3<sup>rd</sup> at the Sheraton San Diego Hotel & Marina, CA

**Super Early Bird Registration ends April 16<sup>th</sup>. Register Now and Save!**



[www.DirectionsNA.com](http://www.DirectionsNA.com)

# DIRECTIONS



October 29-31, 2018, The Hague, The Netherlands

Registration Opens April 2nd

[www.directionsemea.com](http://www.directionsemea.com)

