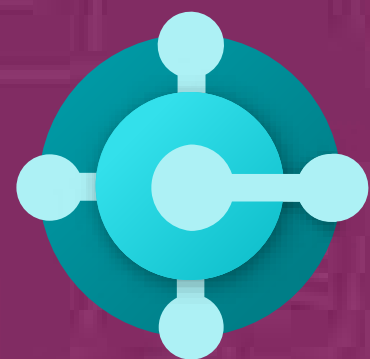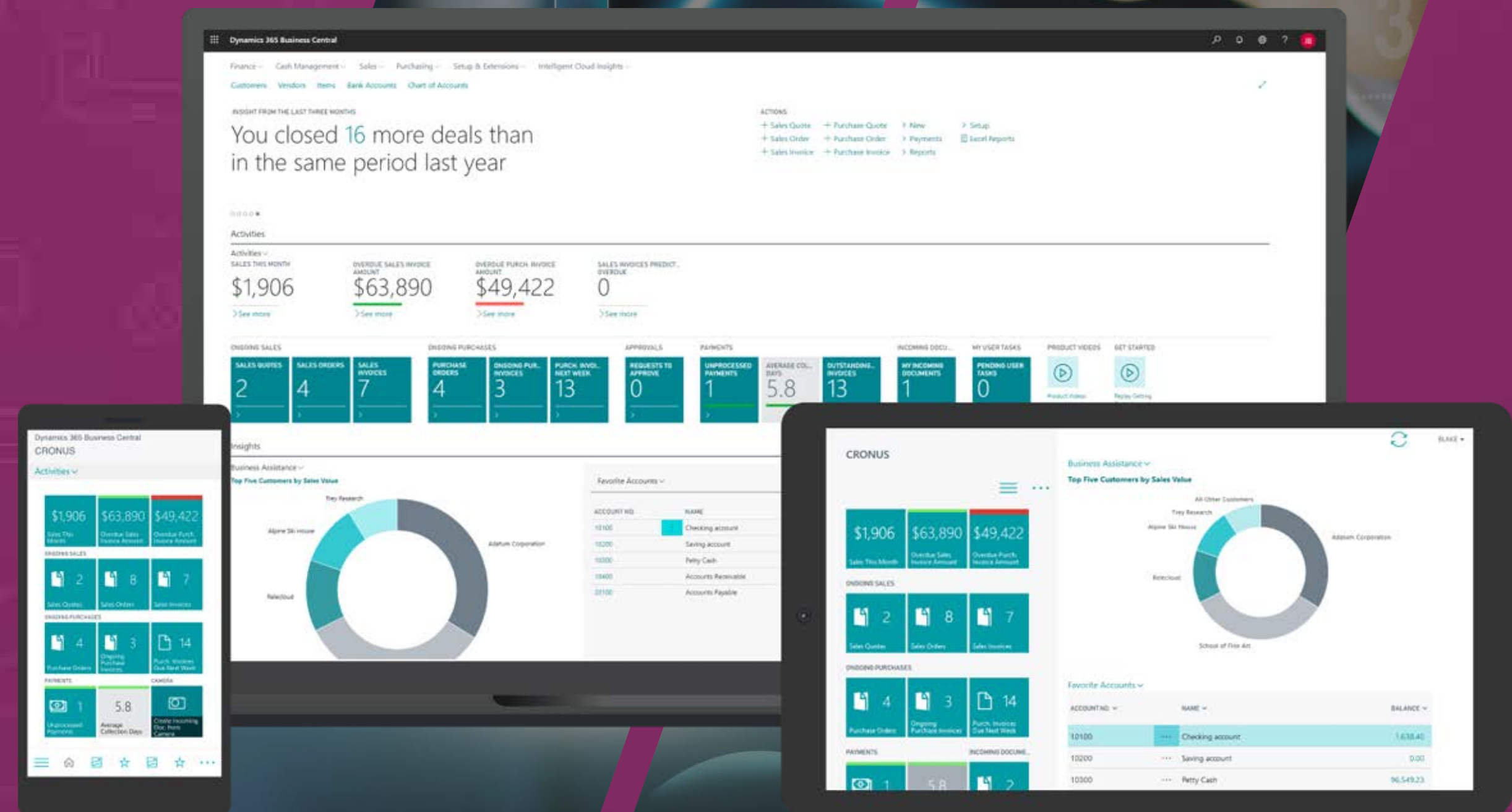# Connect and Grow your Business Like Never Before with Microsoft Dynamics 365 Business Central

Microsoft Dynamics 365
Business Central

Do you waste time dealing with stand-alone systems?

Is data scattered across the organisation, making reporting and insight complicated?

Are business needs changing continually, and your systems can't keep up?

Whether you have outgrown your old accounting software or you're looking to replace your legacy ERP system, **Dynamics 365 Business Central** takes things to the next level: **bringing people, processes, and data together to manage your business end to end**, get the complete picture by **connecting everything** from sales to operations and finance.
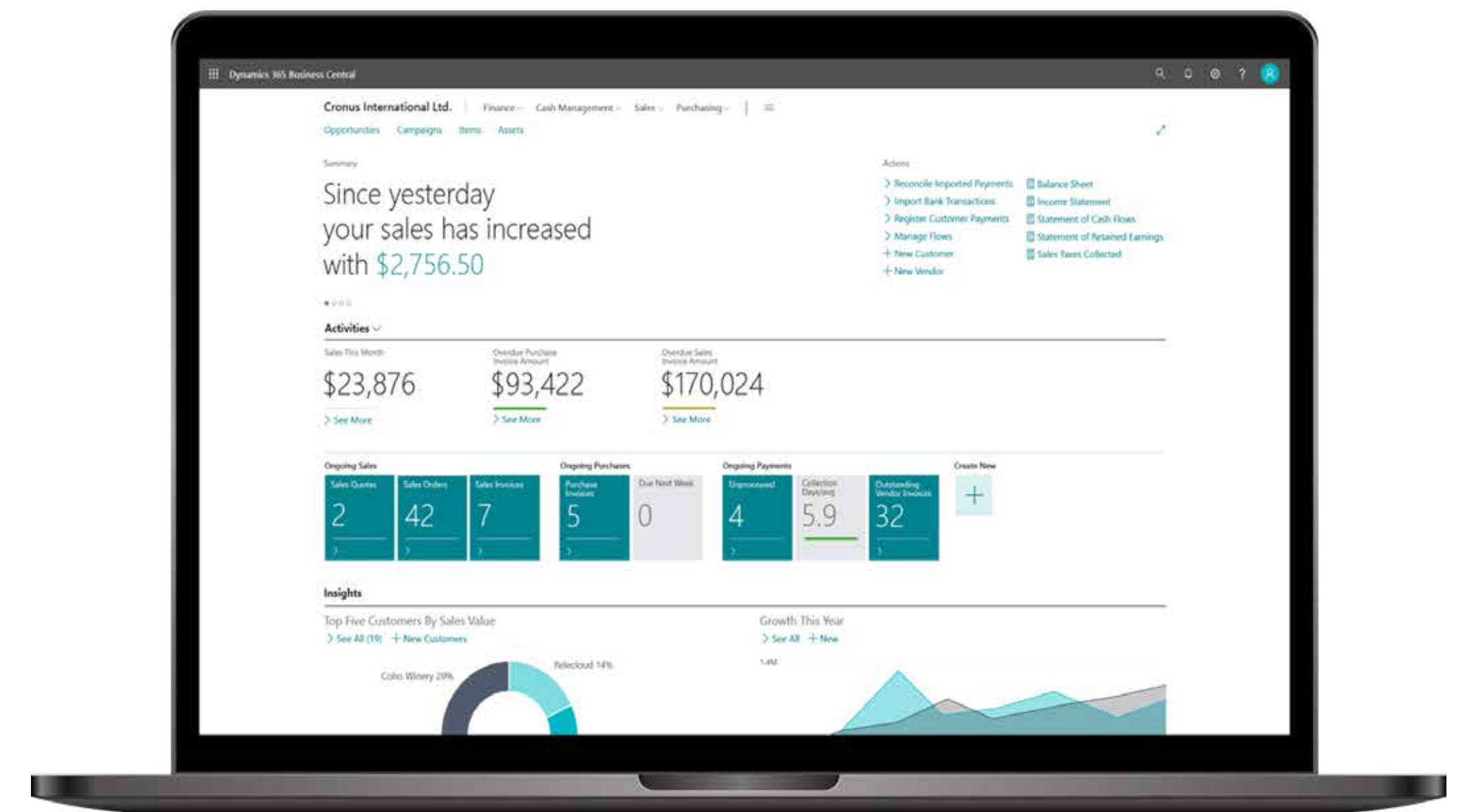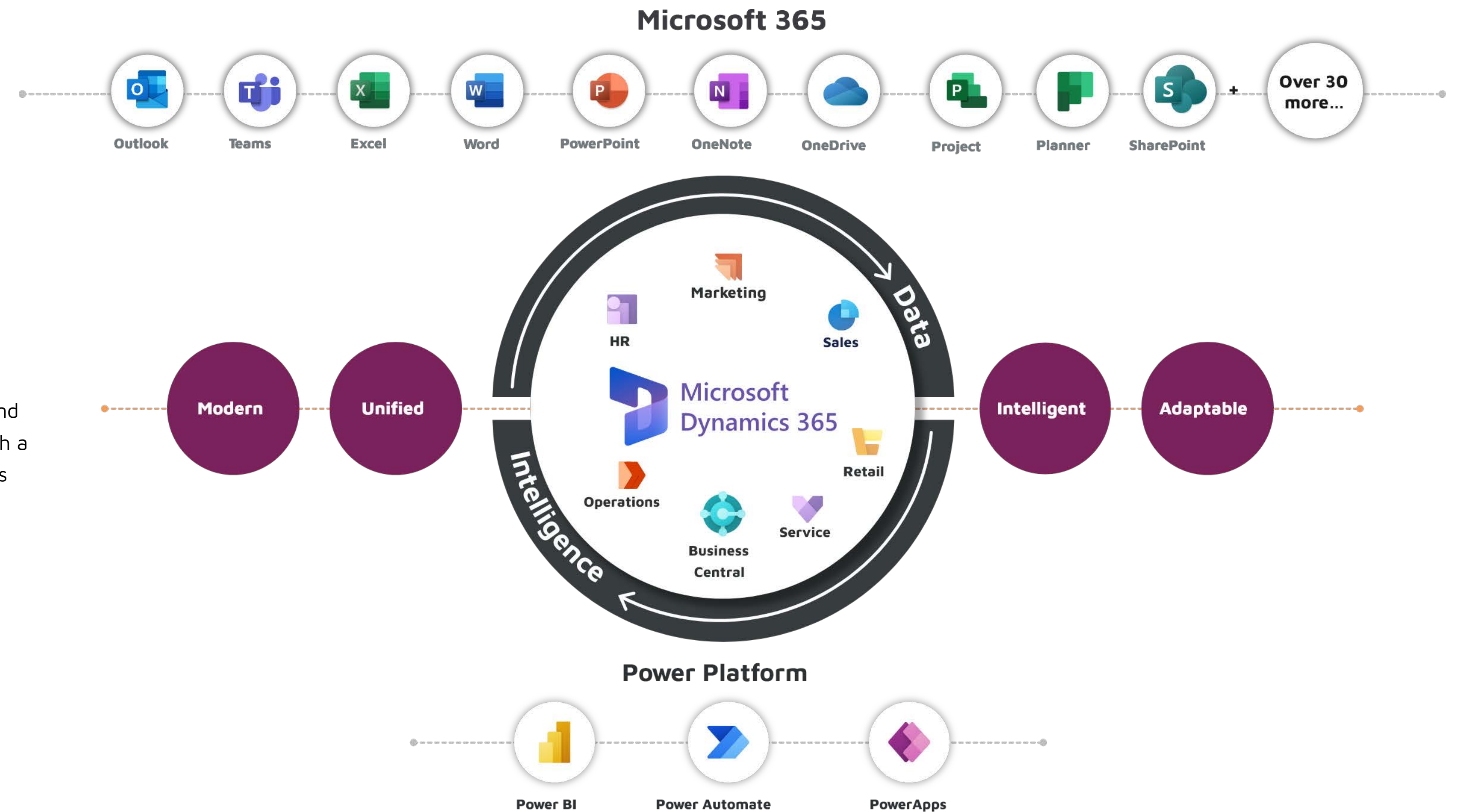
This Guide Covers

☑ **Introduction to Microsoft Dynamics 365 Business Central**

☑ **License Price**

☑ **Extending dynamics 365**

☑ **Why Move to Dynamics 365 Business Central**

☑ **Problems with ERP implementation**

☑ **Why Microsoft dynamics 365?**

☑ **Dynamics 365 Business Central Capabilities**

☑ **How We Help**

☑ **About the dogma group**

☑ **Benefits**

☑ **Our migration process**

☑ **Our Expertise**

☑ **Licensing Model**
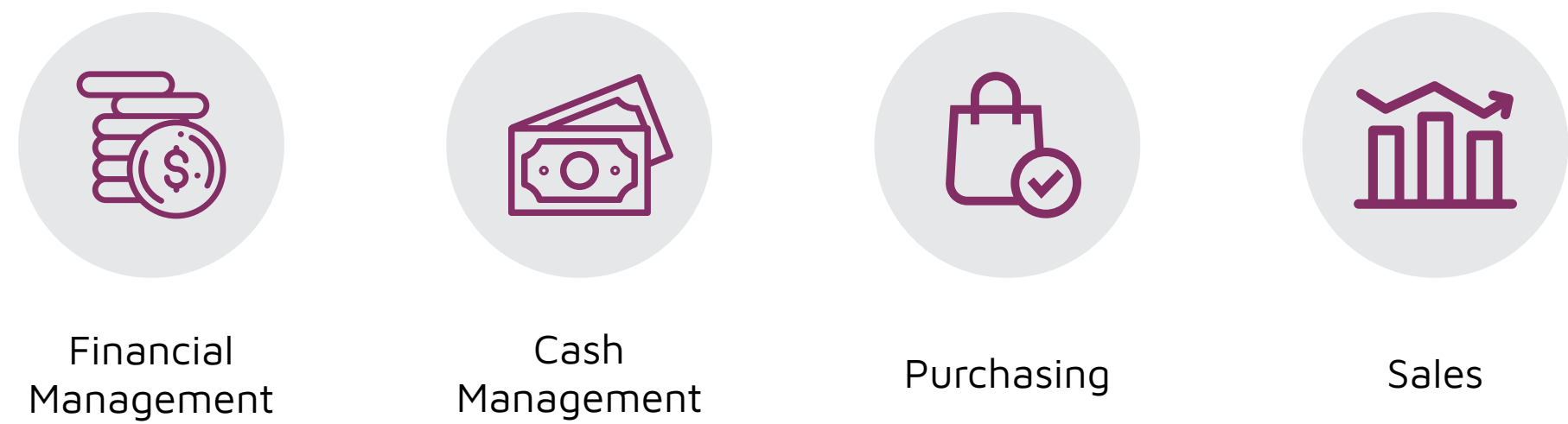
☑ **Our custom solutions**

Introduction to
Dynamics 365
Business Central

Microsoft Dynamics 365 Business Central is a comprehensive business management solution for small and medium-sized businesses ensuring business continuity with a cloud solution that integrates sales, finance and operations teams to help them adapt faster and deliver results. [1]

Microsoft 365

Outlook | Teams | Excel | Word | PowerPoint | OneNote | OneDrive | Project | Planner | SharePoint | + | Over 30 more…

Data

Marketing
HR
Sales
Microsoft Dynamics 365
Retail
Operations
Service
Business Central

Intelligence

Modern | Unified

Intelligent | Adaptable

Power Platform

Power BI | Power Automate | PowerApps

[1] https://dynamics.microsoft.com/en-us/business-central/overview/

Dynamics 365 Business Central has 4 key elements covering

Financial Management

Cash Management

Purchasing

Sales

Plus, it can be extended to include

1. Manufacturing and
2. Service Management

Being part of the bigger Microsoft landscape, Business Central has simple and powerful integration with Office 365, Dynamics Customer Engagement (CRM), and the likes of PowerBI. Businesses can further expand and tailor their solution by adding the growing range of apps from Microsoft AppSource.

Business Central enables organisations to automate payment processes and reconcile a bank account, which ultimately accelerates the past-due accounts identification and acts accordingly.

With the integrated Outlook system, your sales team can create personalised sales quotes, and convert them into professional invoices. Further, this comprehensive ERP solution will simplify and improve supply chain management through dynamically updated inventory levels, automated ordering, and data-driven forecasting. The ability to open orders and track vendor lead times will help reduce out-of-stock items.

FINANCE MANAGEMENT

OPERATIONS MANAGEMENT

PROJECT MANAGEMENT

Microsoft Dynamics 365

REPORTING & ANALYTICS

SUPPLY CHAIN MANAGEMENT

SALES & SERVICE MANAGEMENT

WHY MOVE TO DYNAMICS 365 BUSINESS CENTRAL?

Dynamics 365 Business central is a proven solution that has successfully served over 160,000 customers and millions of users worldwide, assisting them streamlining their processes, improve customer relations, and enable growth.

Below we will talk more about D365 Business Central capabilities, new features and benefits that will reason why you should switch to their cloud-based ERP platform.

DO YOU HAVE TOO MANY MANUAL PROCESSES?

IS YOU REPORTING NOT CUTTING IT?

DO YOU WANT A MODERN SYSTEM?

HAVE YOU OUTGROWN YOUR SYSTEM?

DO YOUR SYSTEMS NOT TALK TO EACH OTHER?

FORRESTER®

The Total Economic Impact™ Of
Microsoft Dynamics 365

Forrester's analysis of five current Microsoft customers found that Dynamics 365 Business Central enabled these organisations to bolster operational efficiency, avoid costs, and comfortably scale their deployments with growth. An analysis based on a **$15 million, a 250-employee** composite organization modeled after the five interviewees demonstrates benefits of **$466K** over three years versus costs of **$178K**, adding up to a **net present value (NPV) of $288K and an ROI of 162%**.

Forrester Report

MICROSOFT DYNAMICS 365 BUSINESS CENTRAL
CAPABILITIES

FINANCIAL MANAGEMENT

Basic General Ledger and Budgets:

Lets you set up a company, then allows you to start posting to the general ledger, can work with budgets in general ledger accounts, chart of accounts, general journals, VAT facilities, recurring journals, and source codes.

Bank account management:

Allows you to create, operate, and manage multiple bank accounts to cater to your diverse business needs and across different currencies.

Reconciliation:

Can reconcile your bank statement data automatically to open bank account ledger entries and keep track of all your bank statements.

Deferrals:

Can set deferral templates that automate the process of deferring revenues and expenses over a predefined schedule.

Fixed assets:

Allows you to keep track of your fixed assets and related transactions such as acquisitions, depreciations, write-downs, appreciations, and disposals.

Audit trails:

Automatically assigns system to audit trails and post descriptions to every transaction. Users can also define reason codes to create complementary audit trails.

Dimensions:

Can add unlimited dimensions to any ledger for advanced transaction analyses.

Currencies:

Can manage multiple currencies throughout the system, including payables and receivables, general ledger reports, resource and inventory items, and bank accounts.
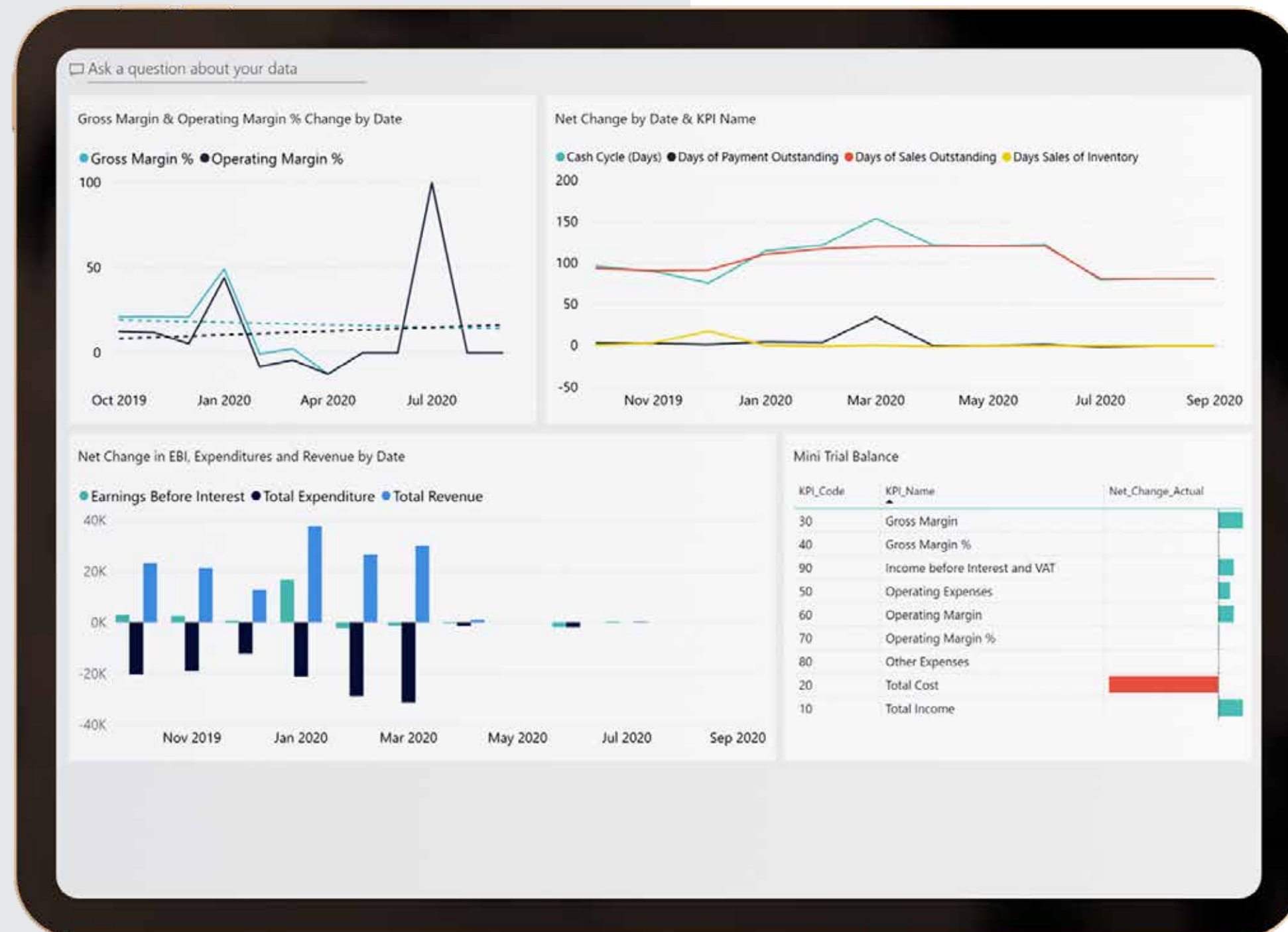
CUSTOMER RELATIONAL MANAGEMENT (DYNAMICS365 FUNCTIONALITY)

Contact Management:

Allows you to maintain an overview of your contacts and record your contact information for all business relationships.

Campaigns:

Can organise campaigns based on your contacts segments that you define.

Opportunity management:

Can keep track of sales opportunities, categorise your sales processes into different stages, and use this information to manage your sales opportunities.

Dynamics 365 for Sales integration:

In case you want additional sales functionality, you can further integrate your Business Central with Dynamics 365 for Sales. This helps you synchronise all sales data, including sales orders, item availability, units of measure, and currencies.
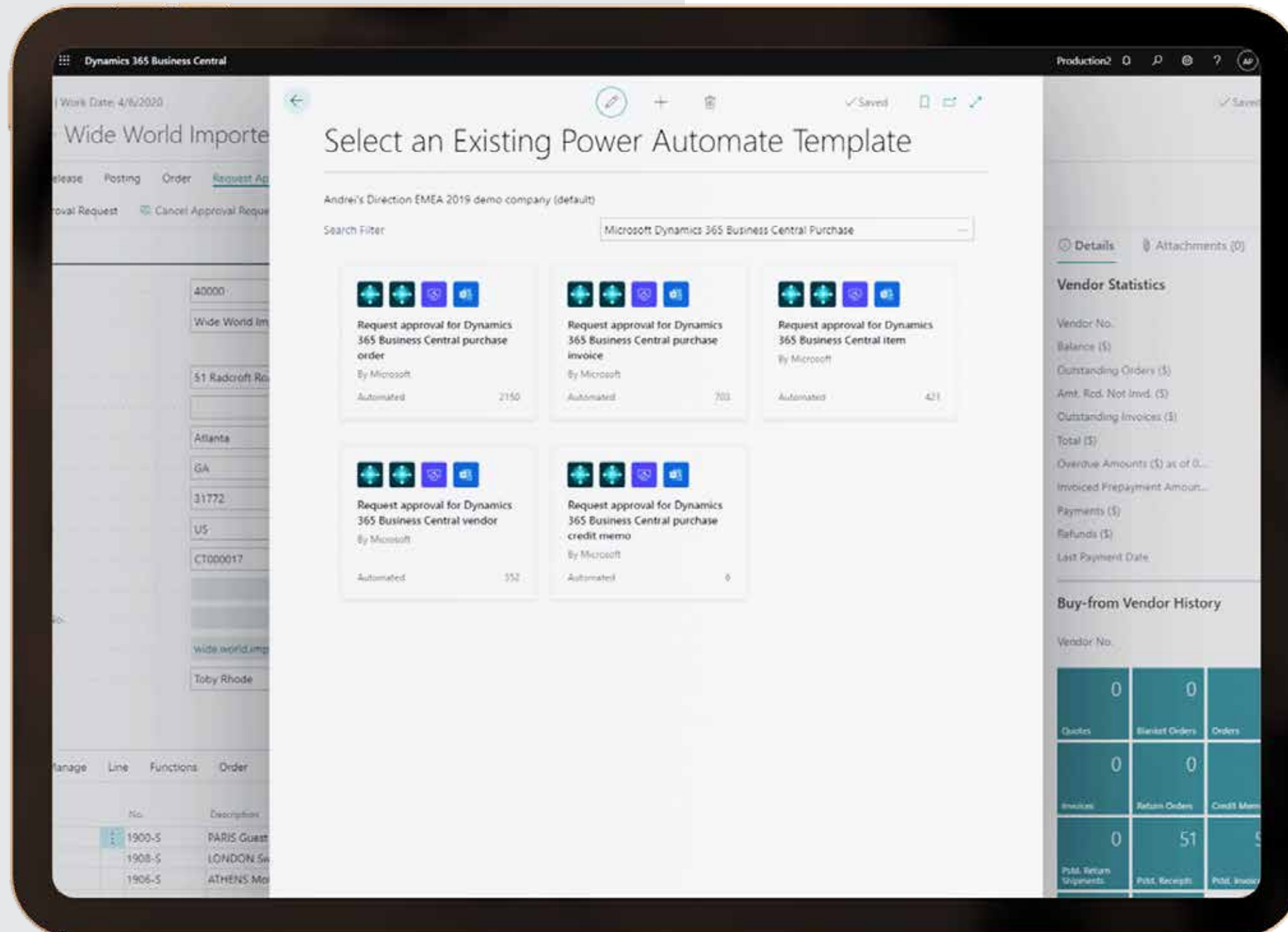
Outlook integration:

Can integrate your Business Central system with Outlook. This functionality synchronises your to-do items and your contacts with your meetings, tasks, and contacts in Outlook.
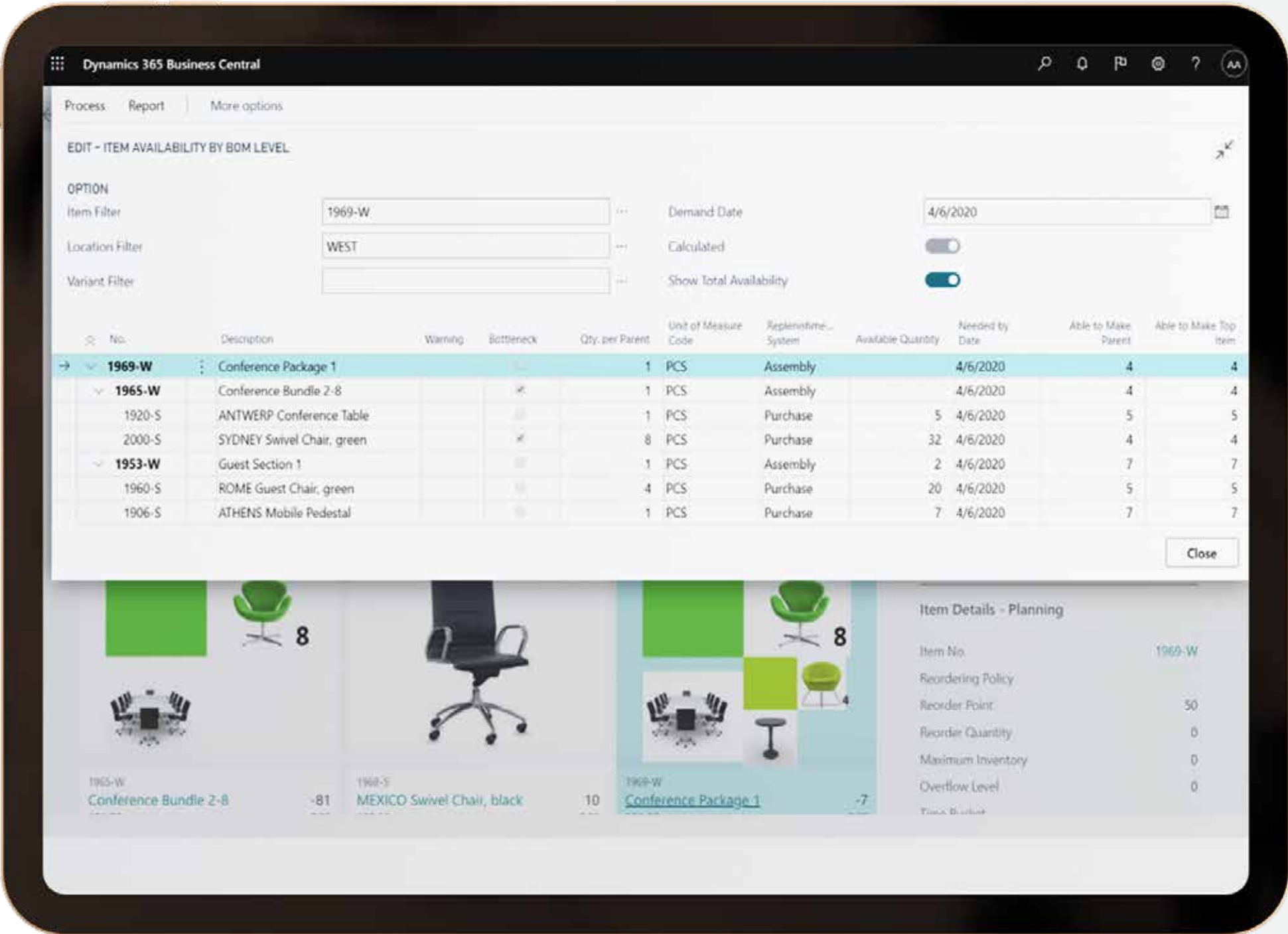
SUPPLY CHAIN MANAGEMENT

Sales order management:

Allows you to manage sales orders, blanket sales orders, and sales order processes.

Receivables:

Can post sales transactions in journals and manage receivables. With general journals, you can register customers and manage receivables.

Item transfers:

Can track inventory movement from one location to another and account for the value of inventory in transit at various locations.

Locations:

Can manage inventory in multiple locations that might represent a production plant, distribution centre, warehouse, showroom, retail outlet, or service car.

Warehousing:

Can manage items on a bin level. Pick and put away items in a bin and move items between bins by using a report that optimises space usage and picking processes.

SERVICE ORDER MANAGEMENT

Service orders:

Can register your after-sales issues like service requests, services due, service orders, and repair requests.
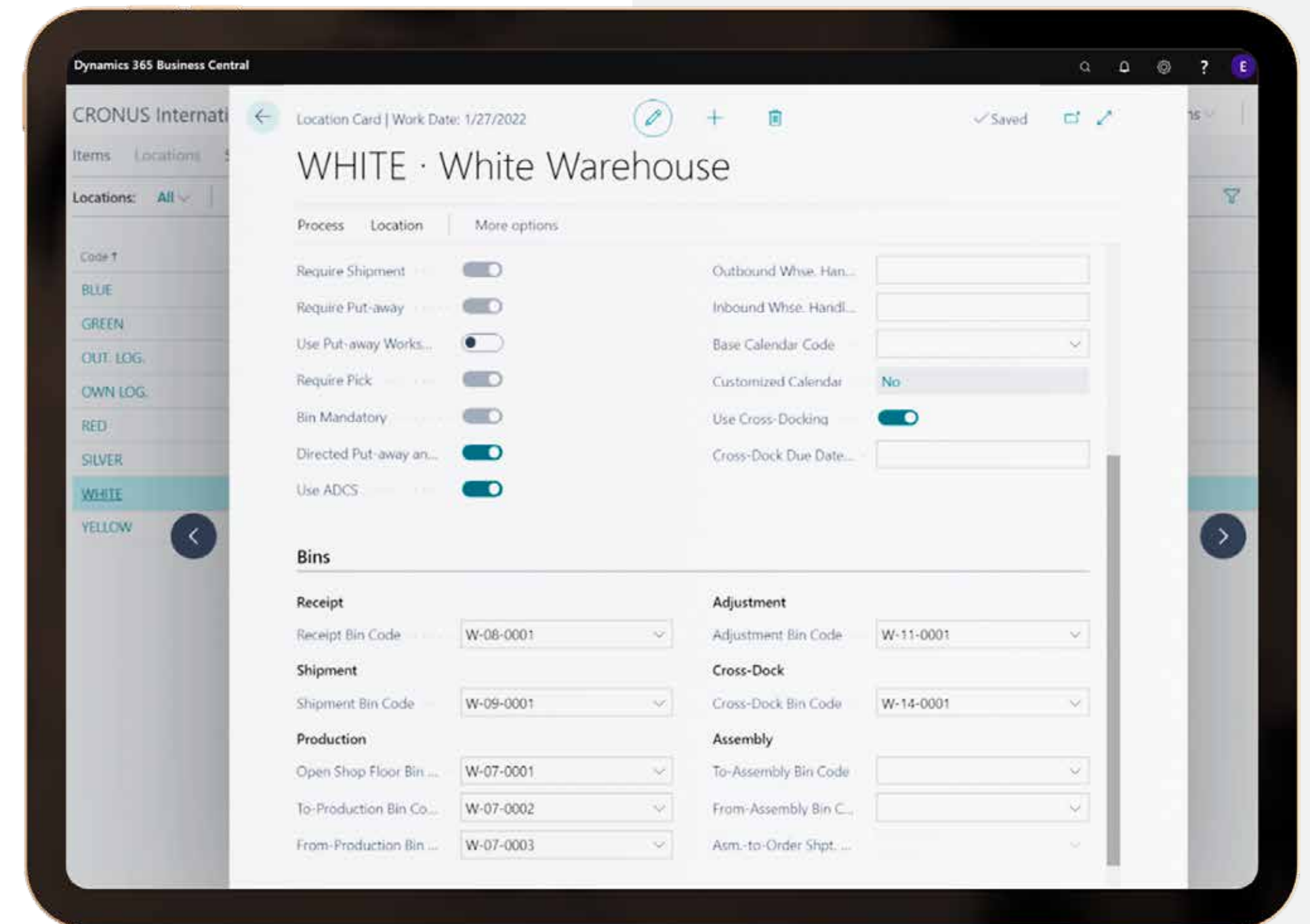
Service price and item management:

Can set up, maintain, and monitor your service prices. You can also keep track of all your service items, including contract information, component management, and BOM reference and warranty information.
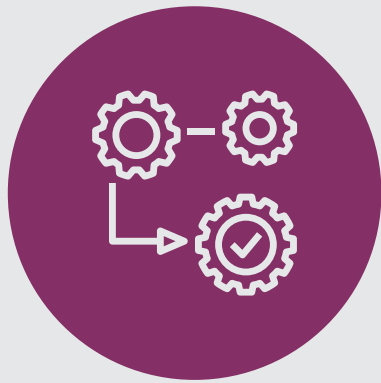
Service contract management:

Allows you to record details on service levels, response times, and discount levels, and on the service history of each contract, including used service items and parts and labor hours.

Planning and Dispatching:

Can assign personnel to work orders, and log details such as work order handling and work order status. In addition, you can manage service personnel and field technician information, and filter according to availability, skills, and stock items.

MANUFACTURING

Production orders:

Can create and manage production orders and post-consumption and output to the production orders.

Version management:

Can create and manage different versions of the manufacturing bill of materials and routings.

Agile manufacturing:

Can plan rush hours, make exceptions, and handle last-minute changes to your processes with multiple planning options.

Supply planning:

Plan for material requirements based on demand, with support for master production scheduling and materials requirements planning.

Demand forecasting:

Plan and create production and purchase orders, taking into consideration the demand forecast together with the level of available inventory and parameters of requirement planning.

Capacity planning:

Can add capacities to the manufacturing process. Set up routings and use these routings on production orders and in material requirements planning.

Machine centres:

Can manage capacity on several levels: on a more detailed level for machine centres and on a consolidated level for work centres.

Finite loading:

Can take capacity constraints into account so that no more work is assigned to a work centre than the capacities can execute during a given time period.

PROJECT MANAGEMENT

Service orders:

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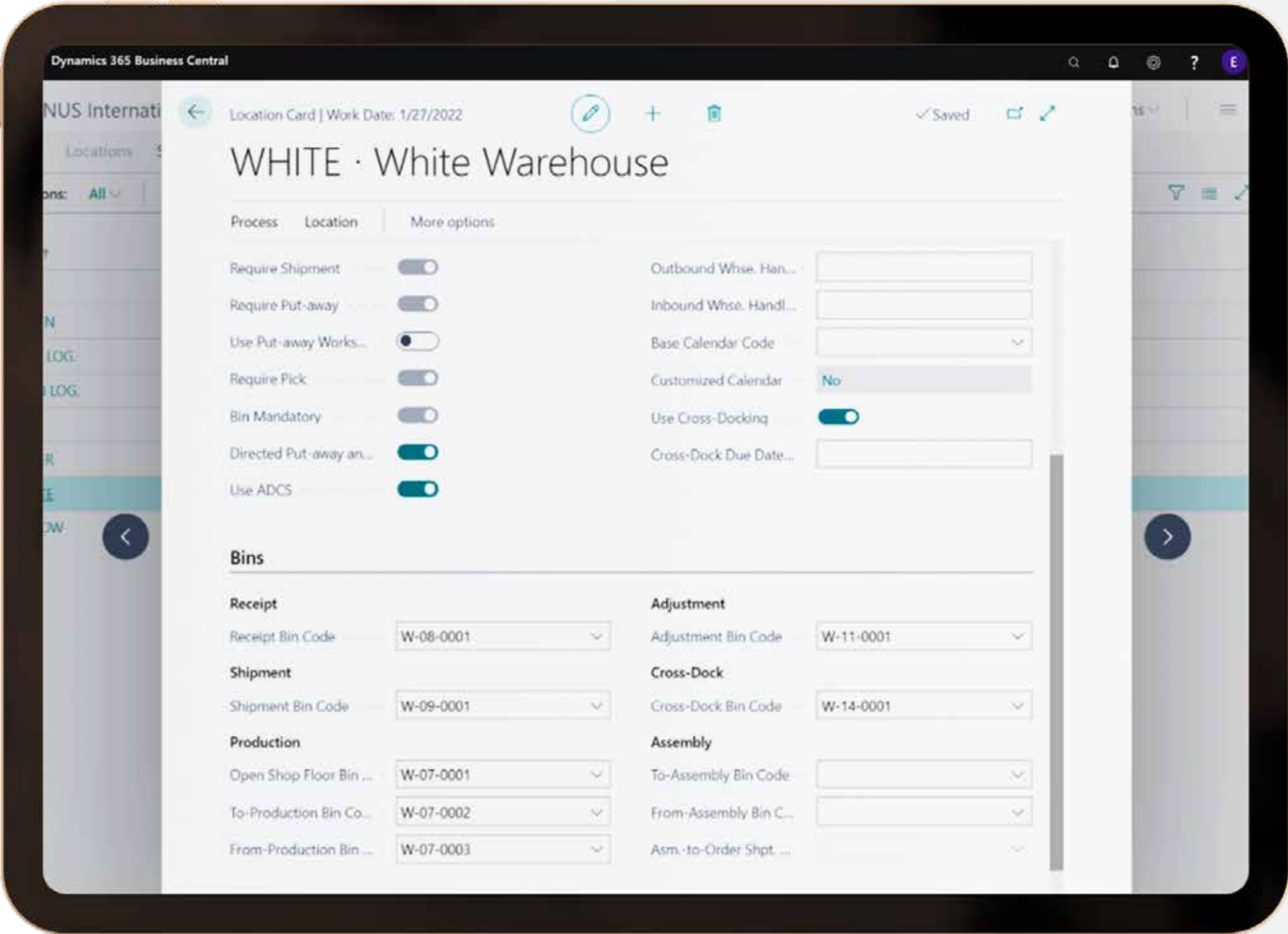
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MICROSOFT DYNAMICS 365 BUSINESS CENTRAL
BENEFITS

Make informed decisions

Connect data across accounting, sales, purchasing, stock, 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 modelling and analysing data across multiple dimensions. Customise reports using seamless Microsoft Excel integration.

Optimise stock levels

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

Maximise profitability

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

Deliver value at every touchpoint

Prioritise 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 enquiries, 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.

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.
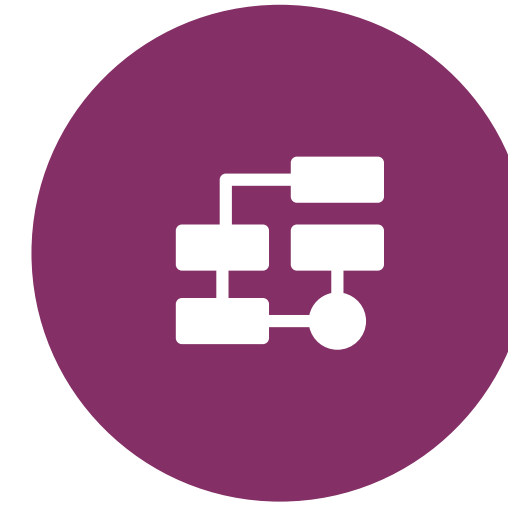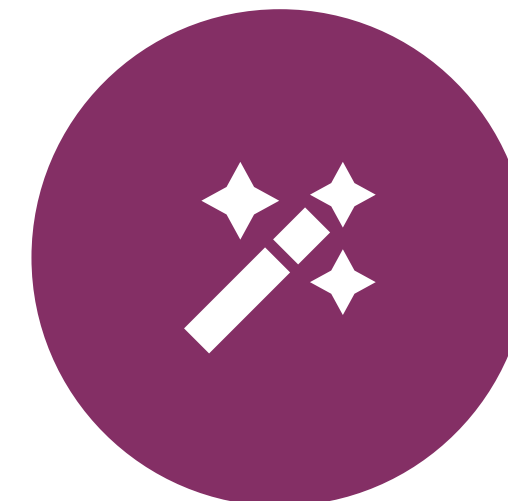
Plan with precision

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

Analyse project performance

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

Manage forecasting to fulfilment

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

LICENSING MODEL

Business Central has three licensing models to choose from. Depending on the accessibility level and functionality, you can choose either of the following license models.

Dynamics 365 Business Central
Essentials

£ **52**.**80**
Per user/month

Includes team member features plus invoicing, purchasing, opportunity management, budgets, finance, fixed assets, purchasing order management, workflow, contact management, simple inventory, advanced inventory, resource management, and distribution.

Dynamics 365 Business Central
Premium

£ **75**.**40**
Per user/month

Includes team member and essentials features plus service management and manufacturing modules.

Dynamics 365 Business Central
Team Members

£ **6**.**00**
Per user/month

Read, approval, and reporting access only, plus the use of employee self-service features.

PROBLEMS WITH
ERP IMPLEMENTATION

ERP solution, not an enabler

Lack of prior research on the scope, adequacy, functionality, and scalability of ERP solutions makes it more of an inhibitor than an enabler creating integration, technical, change resistance, and quality issues.
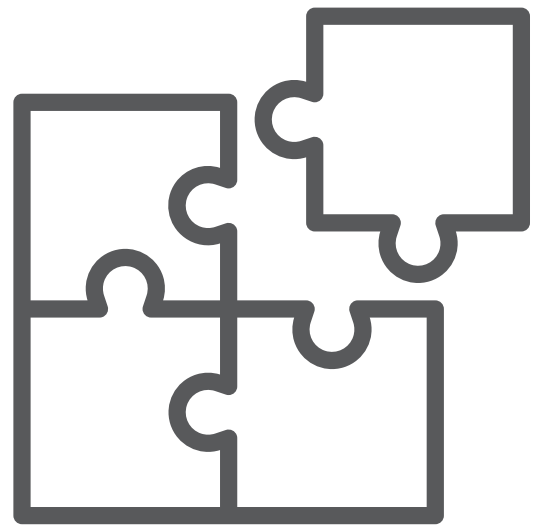
More bottlenecks in other business functions

In the absence of expert consultation and implementation, your business processes will get disrupted affecting time, cost, and change management.

Failure in Automation

This arises when you don't go through proper scoping sessions, testing, quality check, and implementation from not-so expert vendors.

HOW **WE HELP**

Best-Fit Solutions

We start by understanding your business, its objectives to help you design a CRM strategy to align people, processes, and technology. We provide a suite of end-to-end services to ensure you gain maximum benefit from your chosen solution.
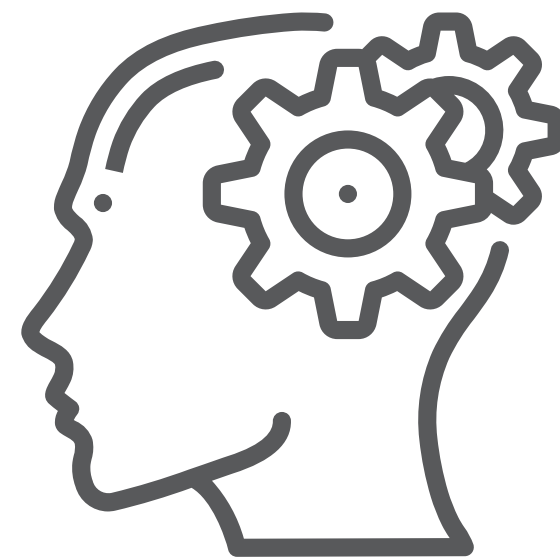
Deep-Level Technology Expertise

As Microsoft Dynamics 365 Gold Partners and with Centres of Excellence focused on the different areas of the CRM stack, our deep-level expertise means design innovative solutions leveraging the latest product features and keeping the total cost of ownership to a minimum.
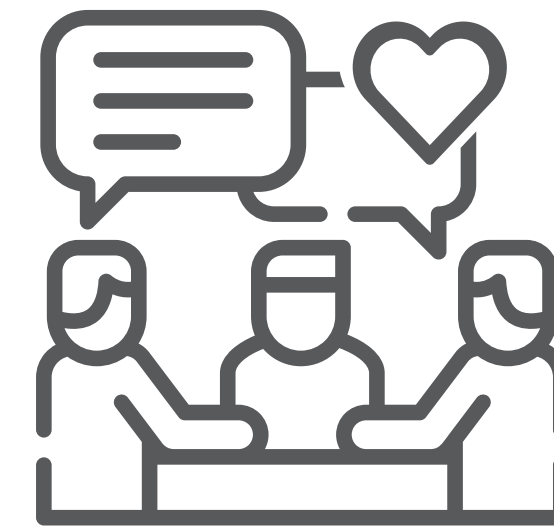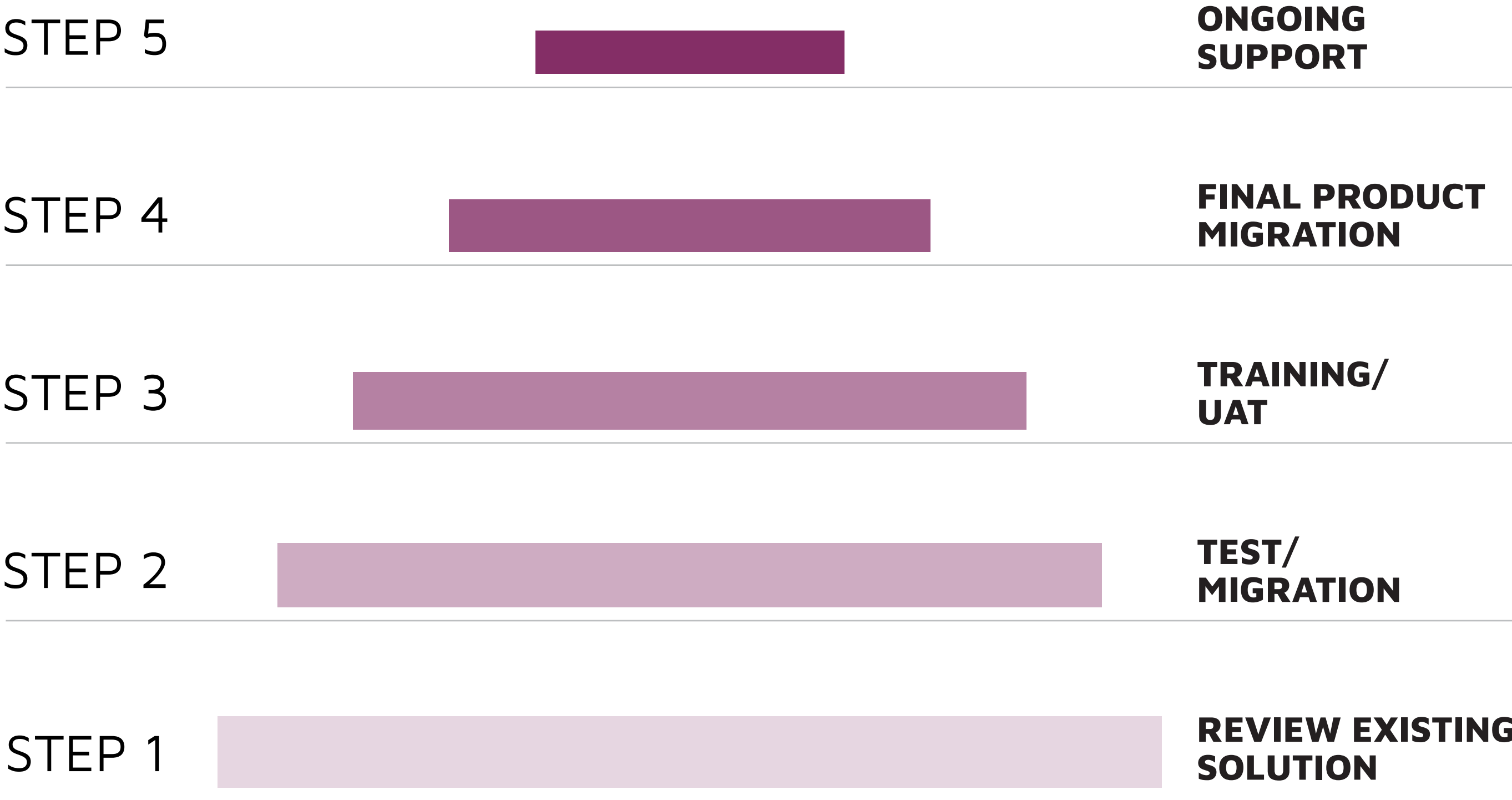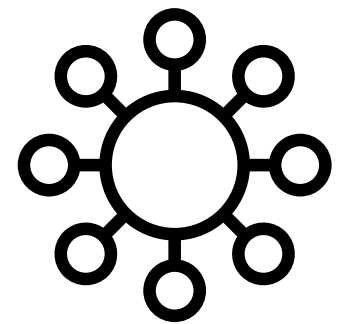
User At the Heart

Its no point having an all singing, all dancing CRM/ERP if your users don't understand the benefits. Our approach ensures your users are supported through your CRM/ERP journey and love the final outcome.

OUR
MIGRATION PROCESS

We adopt a 'configure-first' approach to help you realise the full benefits of the ERP and complementary technology you have chosen and often, eradicate the need for custom development. Whether your data is held on-premises, in the cloud, or a legacy database – we can help map your data from the old system to the new. We have streamlined the implementation process to get you up and running with Business Central in as little time as possible.

STEP 5 — **ONGOING SUPPORT**

STEP 4 — **FINAL PRODUCT MIGRATION**

STEP 3 — **TRAINING/ UAT**

STEP 2 — **TEST/ MIGRATION**

STEP 1 — **REVIEW EXISTING SOLUTION**
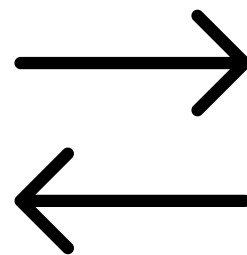
Our Custom Solutions

Integration with Dynamics 365

If you are looking to integrate Business Central with your Dynamics 365 system, we can provide you the best-fit integration. We have seasoned accountants and expertise who can draw the roadmap for not just the bespoke integration but also help you make the most out of it. Integrating these two systems offers a cost-effective and simple way to keep your business up and running smoothly and monitor all the processes respectively. We can integrate your system with all Dynamics 365 models including Sales, Marketing, Customer Service, and HR.
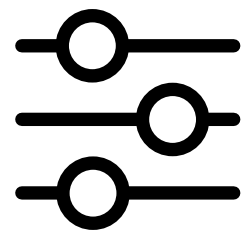
Tenant-specific customisation

We understand your business is unique and you require a solution that resonates with your organisational ethos. We can help you customise your business processes, your company terminologies, and other organisational processes according to your specific needs. We can either build you a fully custom functionality or adapt to what is already available out-of-the-box.

Direct debit with Debit Service Providers

With this simple solution, you can collect payments directly from your customer's bank account or pay directly to your vendors. We can help you automate your payment process by instructing your bank account to perform a direct debit and setting up the customer's payment method. We develop a highly secure method with your authentication required before making any transactions. We integrate this process with debit service providers like Smart Debit.

EXTENDING
DYNAMICS 365

One of the things we love most about Dynamics 365 is the value-add tools that are provided as part of most Dynamics 365 licenses or included with Office 365.
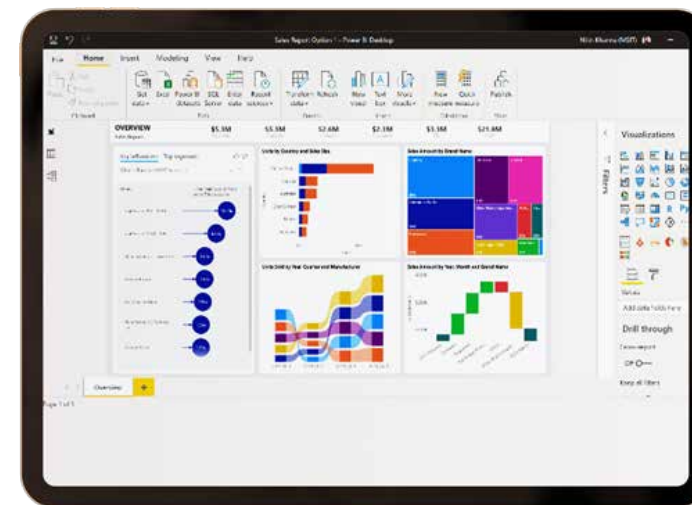
PowerBI

View your most critical business data through a single pane of glass, no matter where it lives or where you are. Create stunning real-time and interactive dashboards using natural English - so no need to rely on IT or build complex queries.

Portals

Allow your customers, partners and employees to self-serve with beautiful web portals, fully integrated to CRM. And, best of all, a web portal is included within most Dynamics 365 subscriptions free of charge.

PowerApps

Make Office 365 and Dynamics 365 your own with powerful apps that span productivity and business data. Customise SharePoint Online, use PowerApps with Microsoft Teams and build apps on Dynamics 365.

WHY MICROSOFT **DYNAMICS 365?**

Adapt quickly

Dynamics 365's no-code visual editors support rapid deployment and makes it easy for your business to adapt quickly to new market opportunities.
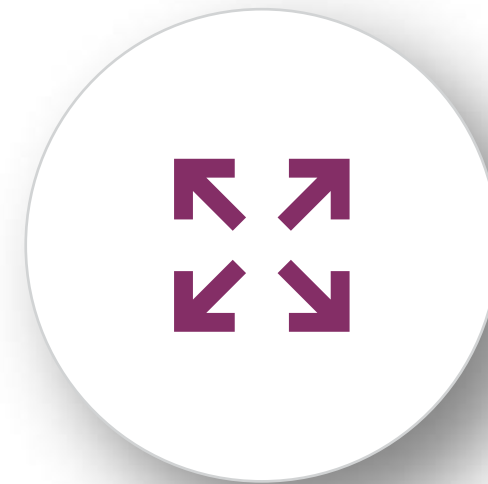
Extend and connect

Dynamics 365 is highly extensible, helping you automate business processes across other Microsoft products and 100's of other third-party systems for a unified experience.

Invest with confidence

Microsoft's cloud is one of the world's most trusted clouds. Reduce the cost and complexity of operating on-premises or hosted infrastructure by relying on state-of-the-art data centres to safeguard data.

Drive innovation

Microsoft's continual investment in Dynamics 365 and aggressive release cycle means you can be reassured of a future-proofed platform that allows you to take advantage of the latest cutting-edge technologies such as Artificial Intelligence.

OUR **EXPERTISE**

Over numerous CRM and ERP implementation projects, we have been entrusted as the expert ERP and CRM advisors by our clients and have been providing unbiased advice to businesses from any industry to fulfill their technology needs. The experienced consultants (who are also Chartered Accountants) here at Seelogic, first understand your business process to the core and create a roadmap to offer bespoke solutions as we configure Dynamics 365 Business Central to boost your organisational efficiency.

✓ **16+ Years of experience**
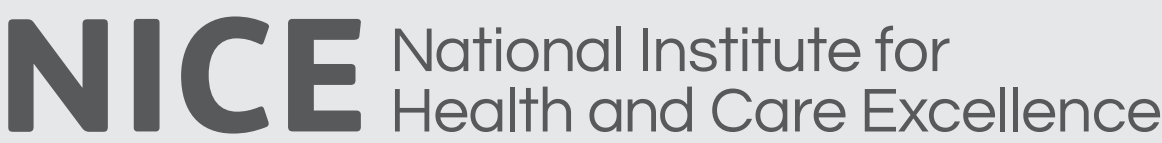with Dynamics implementation and ERP Software

✓ **Implemented by Chartered Accountants**
who understand your finance in-and-out

✓ **Experience developing custom apps**
to extend the capabilities of Business Central

OUR **CLIENTS / TRUSTED BY**

NICE National Institute for Health and Care Excellence

CAXTON

Victim Support Scotland

TridentTrust

Davies

lifelink

Bonhill

WHAT OUT **CLIENTS SAY**

"Dogma Group was flexible; they didn't force us to choose but suggested a solution and an approach that was right for us based on our experience level."

- SIMON (from **Multi-billion-pound Publishing Company)**

ABOUT **DOGMA GROUP**

Dogma Group of companies is U.K.'s leading CRM, ERP, and complementary technology advisors providing unbiased advice on the right solution to meet your business requirements. Dogma includes four specialist companies: SeeLogic, SeeLogic International, SiriusApp, and DynamicAI. Our core mission is to continually develop our expertise; to demystify the CRM, ERP, and HRM marketplace, design best-fit solutions for our customers, and then work practically with customers to implement them in a timely and cost-effective manner.

TAKE THE NEXT STEP

Want to witness the power of Dynamics 365 Business Central for yourself?

TALK TO THE EXPERTS

Dogma Group, Your Trusted Advisor

Don't take our word for it, **call us today** on **01296 328 689** to arrange a no-obligation demonstration.

DogmaGroup

SeeLOGiC

SeeLOGiC International

SiriusAPP

DynamicAI