

Microsoft Dynamics 365 Business Central



Triple P Application Co., Ltd.

Capability Guide

 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

Explore Dynamics 365 Business Central capabilities

Dynamics 365 Business Central

CRONUS | Finance | Cash Management | Sales | Purchasing | Setup & Extensions | Intelligent Cloud Insights

Customers | Vendors | Items | Bank Accounts | Chart of Accounts

INSIGHT FROM LAST WEEK

The best-selling item was **SYDNEY Swivel Chair, green** with **8 units** sold

ACTIONS

- + Sales Quote
- + Sales Invoice
- + Purchase Order
- + Sales Order
- + Purchase Quote
- + Purchase Invoice
- > New
- > Reports
- Excel Reports
- > Payments
- > Setup

Activities

Activities

SALES THIS MONTH	OVERDUE SALES INVOICE AMOUNT	OVERDUE PURCH. INVOICE AMOUNT	SALES INVOICES PREDICT... OVERDUE
\$1,906	\$63,890	\$49,422	0

ONGOING SALES

SALES QUOTES	SALES ORDERS	SALES INVOICES
2	4	7

ONGOING PURCHASES

PURCHASE ORDERS	ONGOING PUR. INVOICES	PURCH. INVOL. NEXT WEEK
4	3	13

APPROVALS

REQUESTS TO APPROVE
0

PAYMENTS

UNPROCESSED PAYMENTS	AVERAGE COLL. DAYS	OUTSTANDING... INVOICES
1	5.8	13

INCOMING DOCU...

MY INCOMING DOCUMENTS
1

MY USER TASKS

PENDING USER TASKS
0

PRODUCT VIDEOS

Product Videos

GET STARTED

Replay Getting Started

Insights

Business Assistance

Cash Cycle | View by Month

- Days of Sales Outstanding
- Days of Payment Outstanding
- Days Sales of Inventory
- Cash Cycle (Days)

Favorite Accounts

ACCOUNT NO.	NAME	BALANCE
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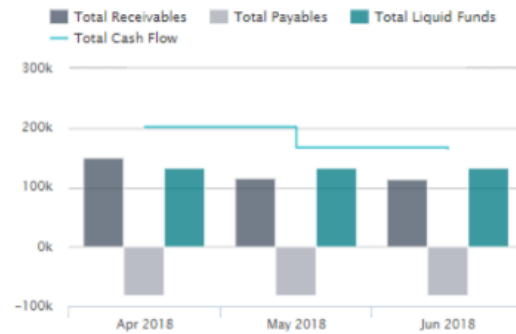
Trial Balance

Description	03/01/19..03/31/19	04/01/19..04/30/19
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Increase financial visibility

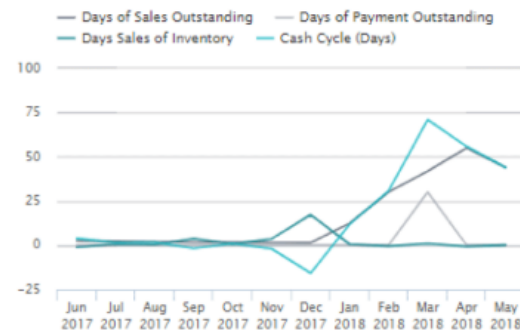
Finance Performance

Cash Flow | Month (Updated 9:57:08 AM)



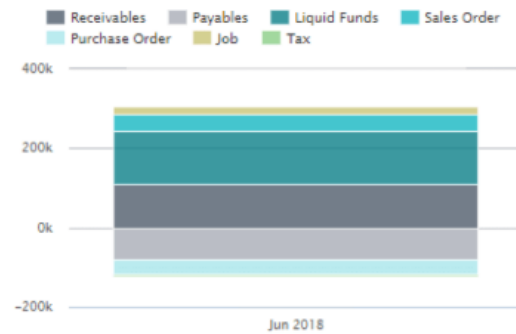
Business Assistance

Cash Cycle | View by Month



Cash Flow Forecast

DEFAULT | Change in Cash | Working Date | Month | Source Type (Updated...)



Make informed decisions with connected data across accounting, sales, purchasing, inventory, and customer transactions.

Chart financial performance in real time with built-in Power BI dashboards. Identify patterns and trends and gain new insights with in-depth analysis and unlimited dimensions.

Accelerate financial close and reporting and maintain compliance with quick, accurate, and streamlined accounts receivable and payable.

Improve forecast accuracy with comprehensive data modeling and analysis. Customize and share reports with seamless Excel integration.

Optimize your supply chain

Predict the optimal time to replenish stock with built-in intelligence. Use sales forecasts and expected stock-outs to automatically create purchase orders.

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

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

Maintain the right amount of inventory by automatically calculating stock levels, lead times, and reorder points. When requested items are out of stock, automatically suggest replacements.

The screenshot displays the CRONUS ERP system interface. The top navigation bar includes: CRONUS | Finance | Cash Management | Sales | Purchasing | Setup & Extensions | Intelligent Cloud Insights | Insights. Below the navigation bar is a toolbar with: Items: All | Search | + New | Delete | Process | Item | Request Approval | Inventory | Attributes | Page | and utility icons. The main content area shows a grid of 10 furniture items, each with an image, a small thumbnail, a description, and quantity/price information.

Item ID	Description	Quantity	Unit	Price
1896-S	ATHENS Desk	4	PCS	1,000.80
1900-S	PARIS Guest Chair, black	25	PCS	192.80
1906-S	ATHENS Mobile Pedestal	5	PCS	433.60
1908-S	LONDON Swivel Chair, blue	3	PCS	190.10
1920-S	ANTWERP Conference Table	10	PCS	647.80
1925-W	Conference Bundle 1-6	8	PCS	188.80
1928-S	AMSTERDAM Lamp	93	PCS	54.90
1929-W	Conference Bundle 1-8	9	PCS	233.80
1936-S	BERLIN Guest Chair, yellow	25	PCS	192.80
1953-W	Guest Section 1	11	PCS	125.80

Boost sales and improve service

Business Central
C00010 · Jim Glynn

Details

7,050.72	0.00	11,154.00
Balance (LCY)	Past Due	LTD Sales
11,154.00		
YTD Sales		

Aged Accounts Receivable ▾
Period Length: Week | 1 month overdue

10k
5k
0k

Not Overdue 2W 4W

Sell-to Customer Sales History

1	1	0	0
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders	Ongoing Sales Invoices
0	5	5	0
Ongoing Sales Credit Memos	Posted Sales Shipments	Posted Sales Invoices	Posted Sales Credit Memos

All folders are up to date. Connected to: Microsoft Exchange 100%

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.

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

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

Deliver projects on time and under 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.

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

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

← JOB CARD | WORK DATE: 4/8/2019 ✎ + 🗑️ ✓ SAVED ↶

JOB00010 · Reception area remodel

Process Report Prices WIP Navigate Job Print/Send | More options ⓘ

General Show more

No.	JOB00010 ...	State	FL
Description	Reception area remodel	Person Responsible	MARY ▾
Bill-to Customer No.	30000 ▾	Blocked	▾
Bill-to Contact No.	CT000006 ...	Last Date Modified	2/1/2017
Name	School of Fine Art	Project Manager	▾

Tasks | Manage More options ⓘ

JOB TASK NO.	DESCRIPTION	JOB TASK TYPE	START DATE	END DATE	BUDGET (TOTAL COST)	ACTUAL (TOTAL COST)	BILLABLE (TOTAL PRICE)
1000	Phase 1 - Planning and Specs	Begin-Total	-	-	-	-	-
1010	Consulting	Posting	1/23/2019	1/23/2019	1,000.00	-	2,000.00
1020	Review and Sign-off	Posting	1/23/2019	1/23/2019			

Protect your data and support GDPR compliance

The screenshot shows a software interface for data classification. At the top, there are navigation options: 'Data Classifications: All', a search icon, 'Manage', and a 'Process' dropdown menu. Below this is a table with columns: TABLE NO, FIELD NO, TABLE CAPTION, FIELD CAPTION, FIELD TYPE, DATA SENSITIVITY, LAST MODIFIED BY, and LAST MODIFIED. A context menu is open over the row where TABLE NO is 18 and FIELD NO is 2. The menu options are: 'Set Up Data Classifications', 'Set as Sensitive', 'Set as Personal', 'Set as Normal', 'Set as Company Confidential', and 'Show Field Content'. The table rows are as follows:

TABLE NO	FIELD NO	TABLE CAPTION	FIELD CAPTION	FIELD TYPE	DATA SENSITIVITY	LAST MODIFIED BY	LAST MODIFIED
17	8005	G/L Entry	Modified DateTime	DateTime	Company Confide...		
18	1	Customer		Code	Normal		
18	2	Customer		Text	Personal		
18	3	Customer		Code	Personal		
18	4	Customer		Text	Personal		
18	5	Customer		Text	Personal		
18	6	Customer	Address 2	Text	Personal		
18	7	Customer	City	Text	Personal		
18	8	Customer	Contact	Text	Personal		
18	9	Customer	Phone No.	Text	Personal		
18	10	Customer	Telex No.	Text	Personal		
18	11	Customer	Document Sending Profile	Code	Normal		
18	14	Customer	Our Account No.	Text	Normal		
18	15	Customer	Territory Code	Code	Normal		
18	16	Customer	Global Dimension 1 Code	Code	Normal		
18	17	Customer	Global Dimension 2 Code	Code	Normal		
18	18	Customer	Chain Name	Code	Normal		
18	19	Customer	Budgeted Amount	Decimal	Normal		

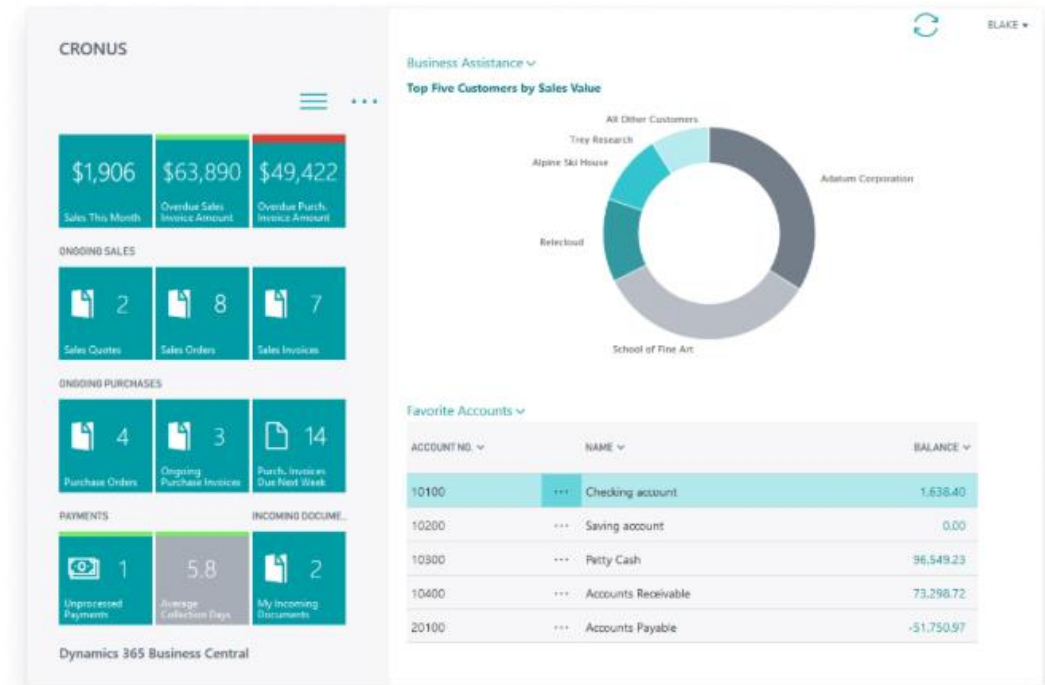
Respect your customers' right to privacy and set up your business to comply with the General Data Protection Regulation (GDPR). Grant and restrict access to personal data on multiple levels and implement audit trails to ensure security and accountability.

Handle, store, and transmit data securely across your systems while protecting it from unauthorized access with automatic Microsoft datacenter encryption.

Run your business anywhere

Get the same user experience no matter how you deploy—in the cloud, on-premises, or a combination of both.

Take your business on the go with a consistent, intuitive experience across Windows, Android, or iOS devices for mobile access to Business Central.



Dynamics 365 Business Central: Essential Functionality

Financial Management		
Basic General Ledger	Basic Fixed Assets	Electronic Payment / Direct Debits*
Allocations	Insurance	Bank Account Reconciliation
Budgets	Maintenance	Payment Handling
Account Schedules	Fixed Assets Allocations	Cash Flow Forecast
Consolidation	Reclassifications	Advanced Dimensions
Basic XBRL	Bank Account Management	Deferrals
Change Log	Check Writing	Multiple Currencies
Advanced Financial Management		
Responsibility Centers	Inter-company Postings	Cost Accounting
Customer Relationship Management		
Contact Management	Dynamics 365 for Sales and Dynamics 365 for Customer Service	
Task Management	Opportunity Management	Campaign Management
Outlook Client Integration	Interaction / Document Management	Relationship Management
Contact Classification	Mail Logging	Notifications
Project Management		
Basic Resources	Estimates	Time Sheet
Capacity Management	Tasks / Steps	User Tasks
Multiple Costs	Jobs	

Dynamics 365 Business Central: Essential Functionality

Supply Chain Management		
Basic Receivables	Requisition Management	Item Cross References
Sales Invoicing	Alternative Order Addresses	Nonstock Items
Sales Order Management	Purchase Return Order Management	Item Tracking
Sales Invoice Discounts	Purchase Line Discounting	Item Charges
Alternative Ship-To Addresses	Purchase Line Pricing	Bin
Shipping Agents	Drop Shipments	Pick
Sales Return Order Management	Salespeople / Purchasers	Analysis Reports
Sales Line Discounting	Basic Inventory	Item Budgets
Sales Line Pricing	Multiple Locations	Workflow
Sales Tax / VAT*	Document Management, Document Capture and OCR Document Management, Document Capture and OCR	
Basic Payables	Alternative Vendors	E-services
Purchase Invoicing	Assembly Management	Item Categories
Purchase Order Management	Location Transfers	Item Attributes
Purchase Invoice Discounts	Item Substitutions	Stock keeping Units

Dynamics 365 Business Central: Essential Functionality

Human Resources Management		
Basic Human		
Warehouse Management		
Order Promising	Put Away	Warehouse Management Systems
Calendars	Warehouse Receipt	Internal Picks and Put Aways
Campaign Pricing	Warehouse Shipment	Automated Data Capture System
Cycle Counting	Standard Cost Worksheet	Bin Set-Up
Other		
Unlimited Companies	Job Queue	Word reporting/Document reporting
Multiple Currencies	Reason Codes	User Management
Intrastat	Extended Text	
Embedded Power BI		

*Depending on country

Dynamics 365 Business Central: Premium Functionality

Service Order Management		
Service Order Management	Service Item Management	Planning and Dispatching
Service Price Management	Service Contract Management	
Manufacturing		
Production Orders	Basic Supply Planning	Finite Loading
Production Bill of Materials	Demand Forecasting	Sales and Inventory Forecasting
Version Management	Basic Capacity Planning	Agile Manufacturing
Machine Centers		