Microsoft Dynamics 365 Business Central

An end-to-end business management (ERP) solution

Microsoft Dynamics 365
Business Central

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Business contexts

Peripheral and core automation

Value from technology

Enterprise architecture

Services verticals

- Construction (EPC/AEC/Realty)
- Energy, utilities, and infrastructure
- Professional services
- Manufacturing
- Education and non-profits

Representative solutions

- Customer engagement
- Work and operations management
- Leveraging data

Technology expertise

- Business Applications
- Data & AI
- Cloud

Microsoft Solutions Partner
Business Applications

Microsoft Solutions Partner
Modern Work

Microsoft Solutions Partner
Data & AI
Azure

Microsoft Solutions Partner
Digital & App Innovation
Azure

sitecore
Silver Partner

Making technology work

Realizing value

- **Enterprise architecture-based** core and peripheral automation
- Rich repertoire of **intellectual assets**
- **AI-enabled** teams and development
- **Comprehensive decomposition** of business needs and technical execution steps
- Robust **talent management**

Driving benefits

- **Reliable** project execution and delivery
- Faster and deeper **technology adoption**
- **Better value** from existing technology investments
- **Extensibility** and **upgradability**
- **Accelerated digital transformation journey** with minimum distraction and disruption.

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Recent clientele

Construction (EPC/AEC/Realty)

- The House of Abhinandan Lodha
- AA Asphalting LLC
- Sterlite Power
- Larsen & Toubro

Energy, utilities, & infrastructure

- FAST Water Heater Co. Est 1986
- Resound Energy Services
- adani Airports
- BSES

Manufacturing

- MP Birla Group
- Quaker Houghton
- Tata Steel
- LATICRETE

Professional services

- Tata Technologies
- TMF Group
- إجادة EJADA
- Digital Labs

Education & non-profits

- Forsyth Tech Community College
- AS UCLA Associated Students UCLA
- ANA American Nurses Association
- UNC Kenan-Flagler Business School

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Advaiya expertise and engagement areas

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Business applications

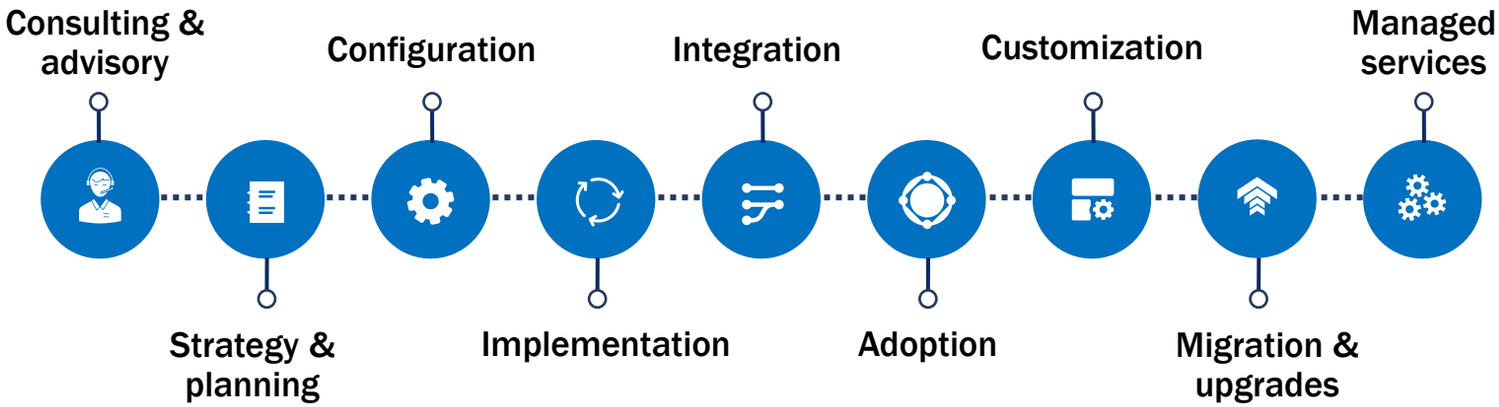
- Dynamics 365 Sales
- Dynamics 365 Marketing
- Dynamics 365 Customer Service
- Dynamics 365 Business Central
- Dynamics 365 Supply Chain Management
- Power Platform
- Data verse
- Dynamics 365 Finance
- Microsoft .Net
- Project for web
- Microsoft 365
- Teams
- Copilot
- Sitecore

Data & AI

- Dynamics 365 Insights
- Synapse Data Warehouse
- Microsoft Fabric
- Azure SQL
- Synapse Realtime Analytics
- Azure Open AI services
- Synapse Data Engineering
- Synapse Data Science
- Data factory
- Power BI
- Data Activator
- Onelake

Cloud

- Azure
- SharePoint
- Microsoft 365
- Azure Open AI services
- Azure DevOps
- Microsoft .Net
- Azure SQL



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Business applications practice highlights

Teams across 2 countries

and 5 locations. Scale partnerships.

90+ Available biz apps professionals

20+ Functional consultants

15 Solution architects and project managers

25+ Technical consultants

24 Integration and automation developers

Average professional experience – 6 years

70% of team Microsoft certified professionals.

5 countries where we've implemented projects

10,000+ users currently supported worldwide

Deep investments in partnerships

Microsoft Solutions Partner

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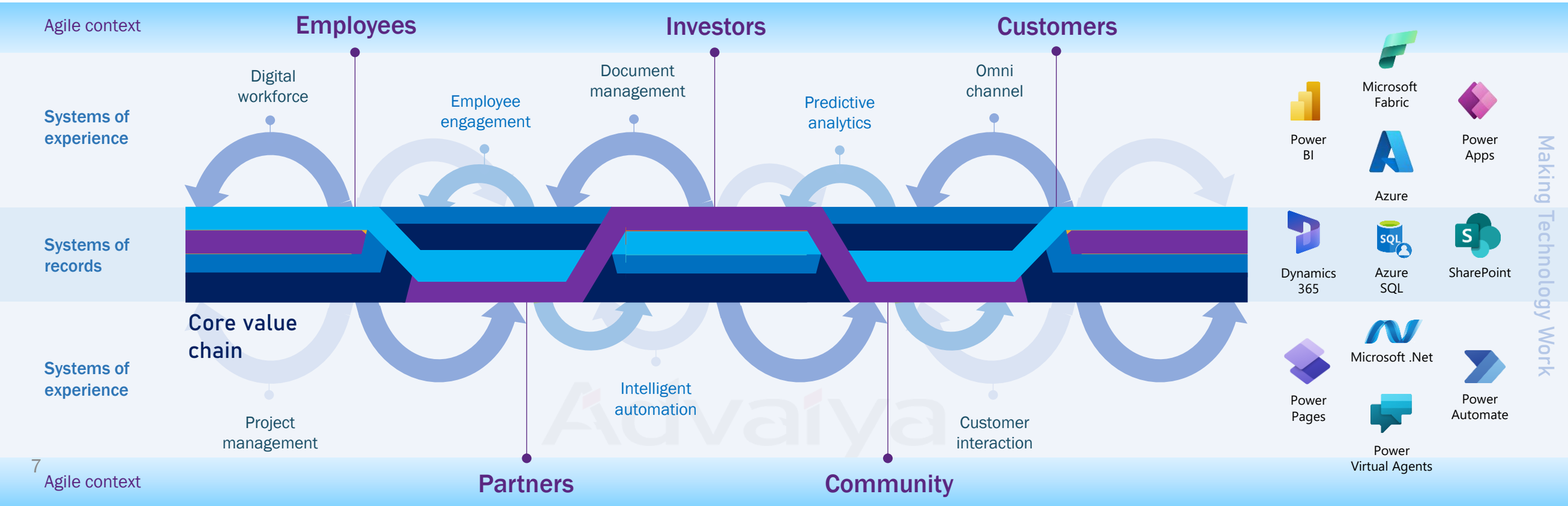
Peripheral automation

- Accelerate the digital transformation journey with minimum distraction and disruption.
- Scale and adapt to changes in core systems
- Robust, reliable core systems with agile elements

- Optimize workflows and reduce manual tasks
- Break down silos and encourage team involvement
- Work with new tech and AI innovations



Migration/upgrade services

Dynamics NAV → Dynamics 365 Business Central

Dynamics GP → Dynamics 365 Business Central

Dynamics GP → Dynamics 365 Finance

Dynamics AX → Dynamics 365 Finance

Dynamics CRM → Dynamics Customer Service, Dynamics Field Service, Dynamics Sales

Sage, Oracle, QuickBooks, Zoho, Tally, and many more → Other CRM or ERP → Dynamics 365 (Cloud)

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Dynamics 365 Business Central

Connects sales, service, finance, and operations teams in a single solution to help them adapt faster, work smarter, and deliver results.

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Dynamics 365 Business Central capabilities

Finance and Accounting

- General Ledger
- Unlimited Dimensions
- Multiple currencies
- Multiple companies
- Budgets
- Financial reporting
- Consolidation
- Intercompany postings
- Statistical accounts
- Cash flow forecast (AI)
- Fixed assets
- Cost accounting
- Deferrals
- Electronic payments/direct debits
- Customer payment process
- Late payment prediction (AI)
- Bank account reconciliation (AI)
- Bank account management
- Check writing

Sales and marketing

- Contact management
- Campaign management
- Interaction and email logging
- Opportunity management
- Dynamics 365 Sales integration

Sales and delivery

- Sales invoicing
- Sales order management
- Sales line pricing and discounting
- Campaign pricing
- Sales invoice discounts

Purchasing and payables

- Purchase invoicing
- Purchase order management
- Purchase return order management
- Alternative order addresses
- Purchase invoice discounts

Inventory

- Inventory control
- Item categories and attributes
- Item tracking
- Multiple locations
- Location transfers

Supply planning and availability

- Supply planning
- Demand forecasting
- Sales and inventory forecasting (AI)
- Order promising
- Calendars

Project management

- Basic resources
- Capacity management
- Multiple costs
- Jobs
- Time sheets

Service management*

- Planning and dispatching
- Service contract management
- Service item management
- Service order management
- Service price management

Warehouse management

- Bin Tracking
- Inventory picks and put-aways
- Warehouse receipt
- Warehouse shipment

Manufacturing*

- Assembly management
- Standard cost worksheet
- Production bill of materials
- Basic capacity planning
- Machine centers
- Version management

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Advaiya Accelerators – Business Central

Advaiya Purchase Requisition App

Automate and streamline purchase requests and approvals in Business Central.

Check Lot Manager

Efficiently track check books and manage stock control in Business Central.

Interest Calc Pro

Auto calculation of the interest on fixed investments and financial postings in Business Central.

Auto E-invoicing

Seamlessly generate and cancel GST-compliant E-invoices within Business Central.

Banking Automation

Automate financial transactions and reconciliation with banks for streamlined cash management.

India TaxSync Suite

Simplify GST compliances like reconciliation, returns, etc. within Business Central.

Document Short Close

Document Short Close tool lets you short close the purchase and sales order for unfulfilled quantities in just few clicks.

Insights Central

Ready-to-use Power BI dashboards and reports to help unlock the potential of data distributed across Business Central.

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Why Dynamics 365 Business Central as your next ERP

Microsoft Dynamics 365
Business Central

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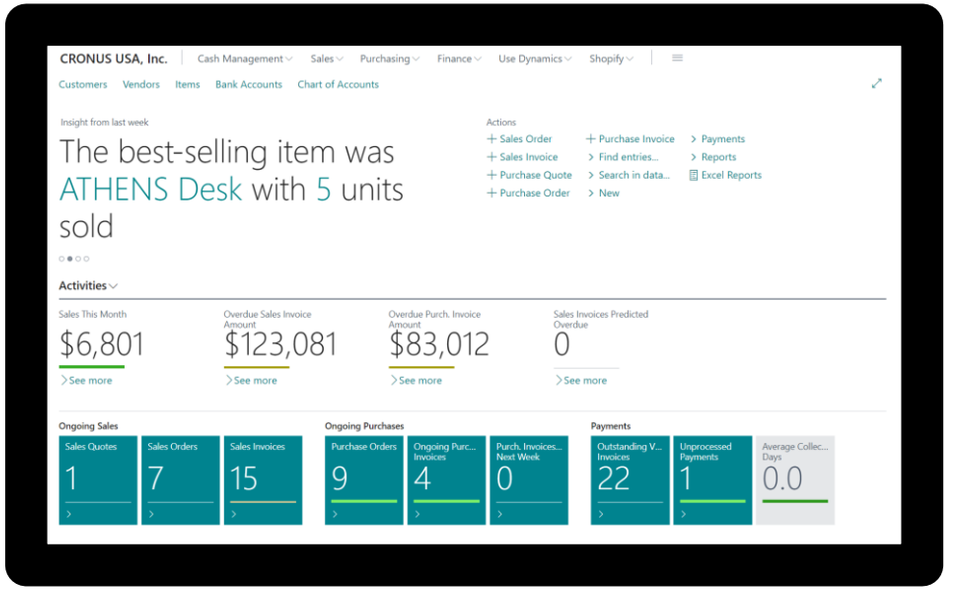
User-friendly interface

- Intuitive navigation for easy learning and use.
- Personalization options for user-specific preferences and workflows.
- Customizable dashboard for personalized user experience.
- Streamlined workflows for efficient operations.
- Role-tailored interfaces for relevant information presentation.
- Contextual help and tooltips for instant support.
- Responsive design for seamless accessibility on different devices.
- In-app notifications for timely updates and reminders.
- Global search functionality for quick data retrieval.
- Data export to Excel for further analysis & seamless integration with Microsoft Excel.



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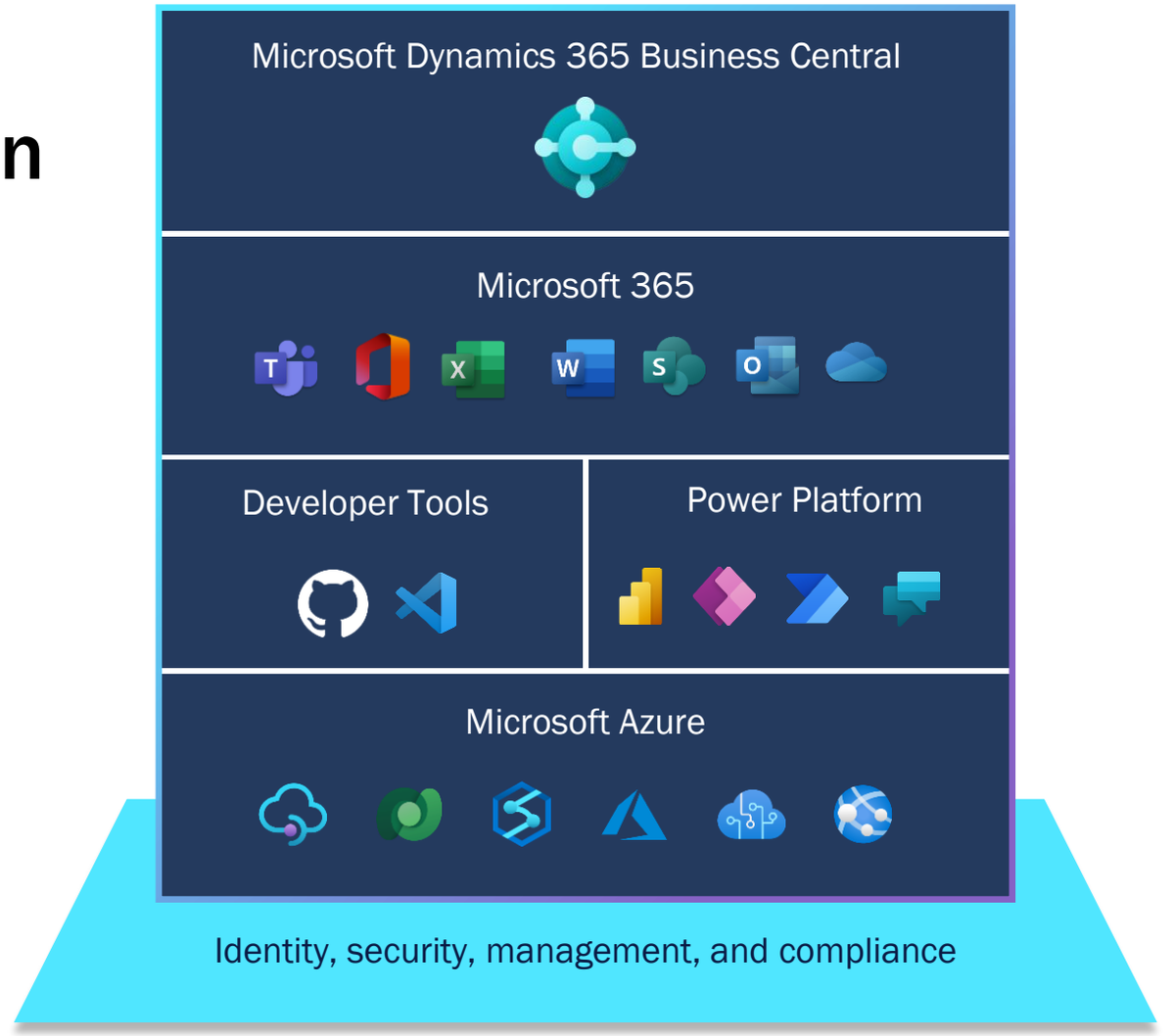
Dynamics 365 Business Central outcompetes with the only fully integrated stack, on the world's most trusted and comprehensive cloud

- Works seamlessly with the Microsoft applications you already use and know – Outlook, Teams, Excel and Power Platform
- AI infused throughout the solution brings you continuous insights to speed decision making
- A single system that works across international locations
- Extensible to grow and adapt with your growing business



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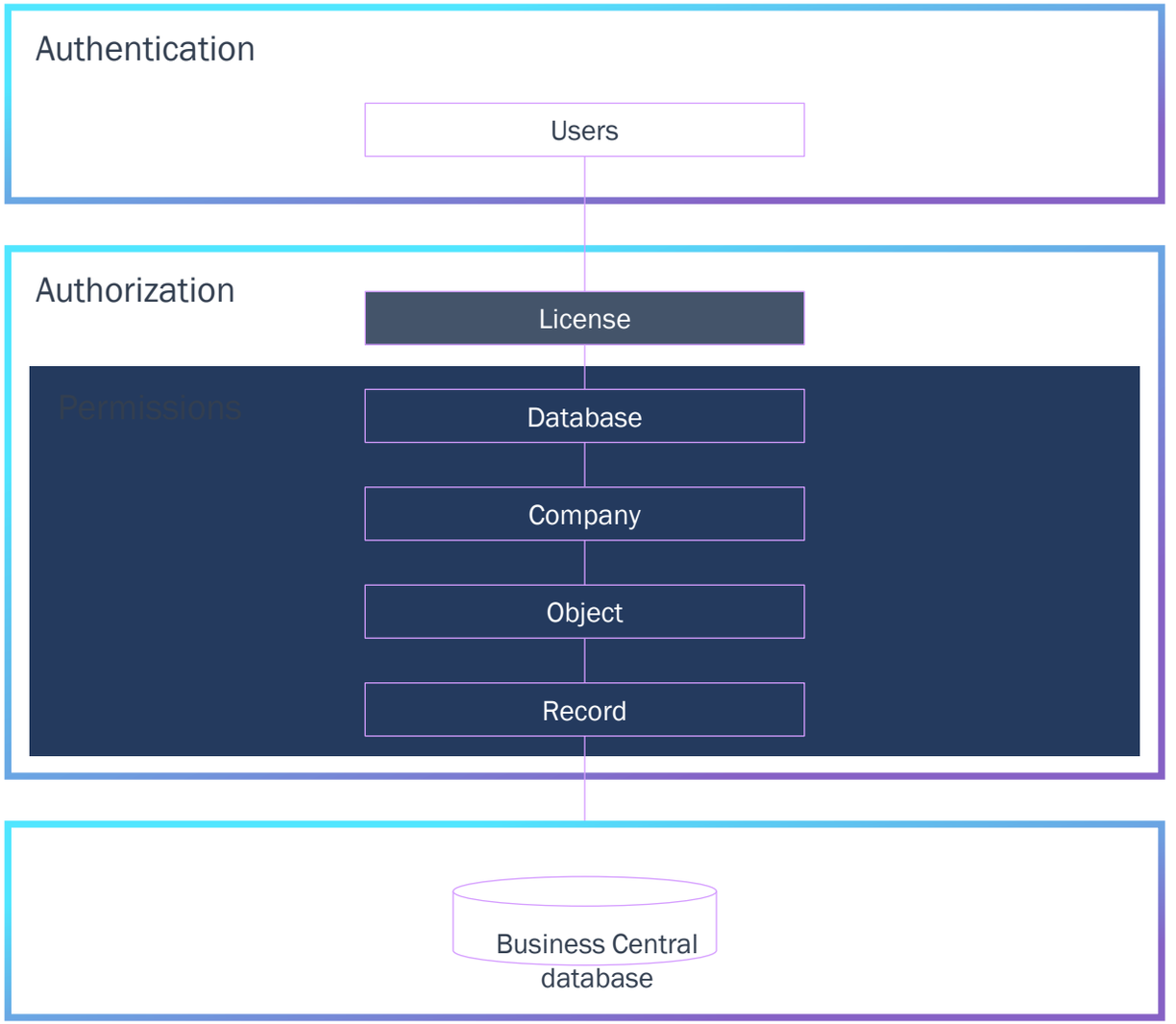
Application Security in Business Central

- Authentication
- Authorization
- Auditing
- Data Encryption
- Security Development Lifecycle



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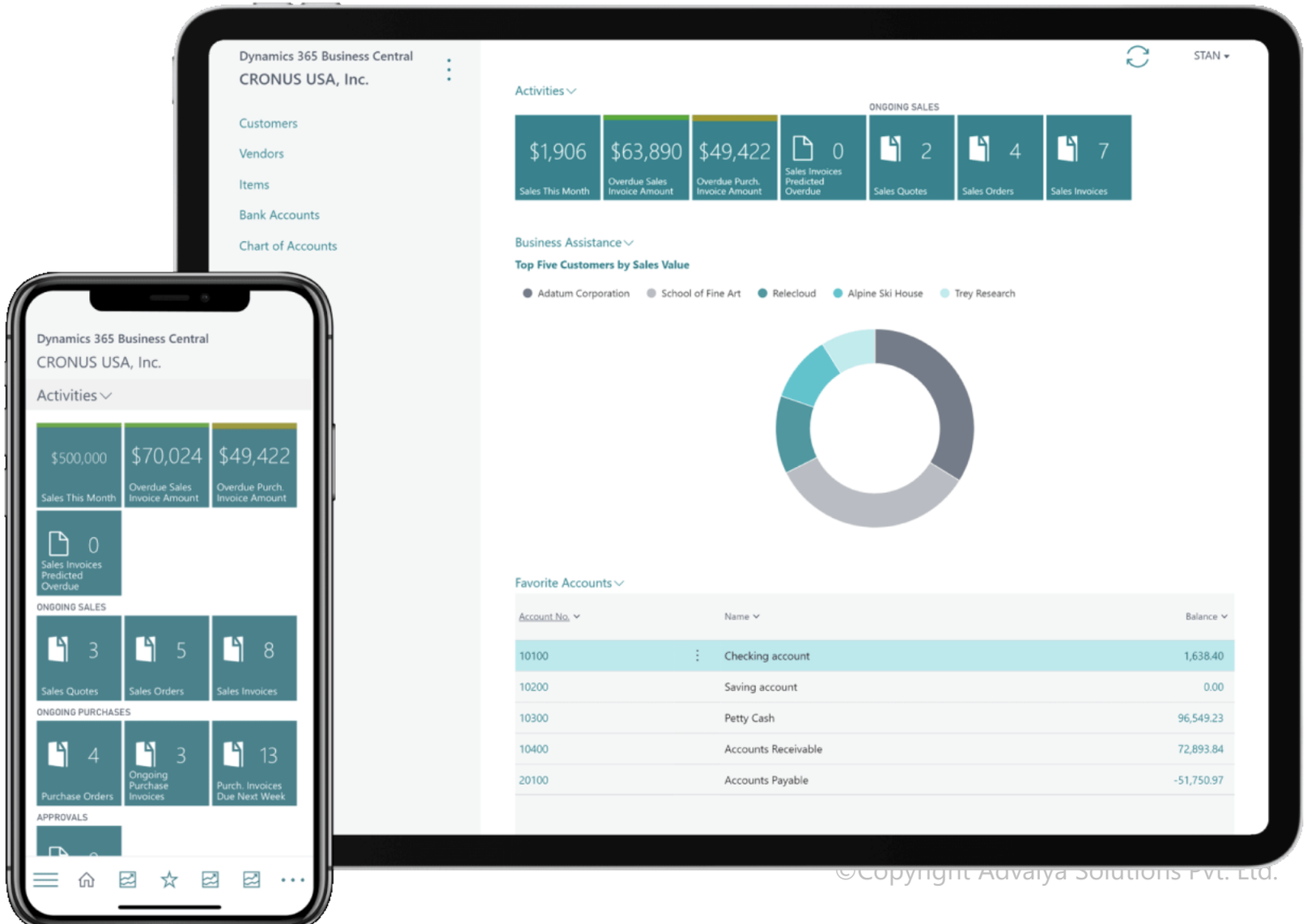
Take your business on the go

Work wherever your business takes you with full capabilities on desktop, tablet, or mobile, on premises or in the cloud, across Windows, Android and iOS devices.

Get a consistent experience across all your devices.



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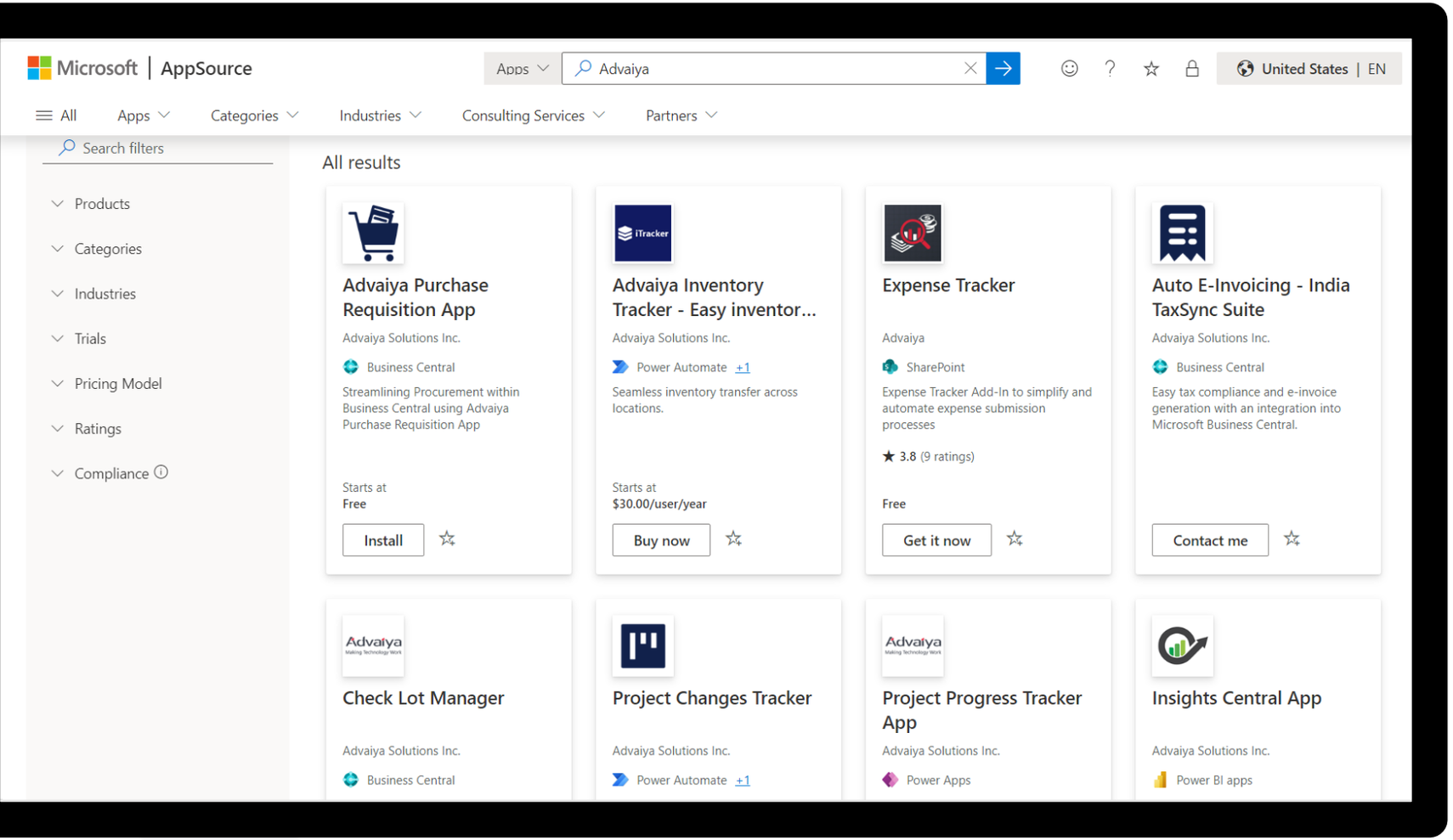
Industry-specific apps



Extend the solution to meet you unique vertical or business-specific requirements.

2000+ apps on Microsoft AppSource designed for Business Central.

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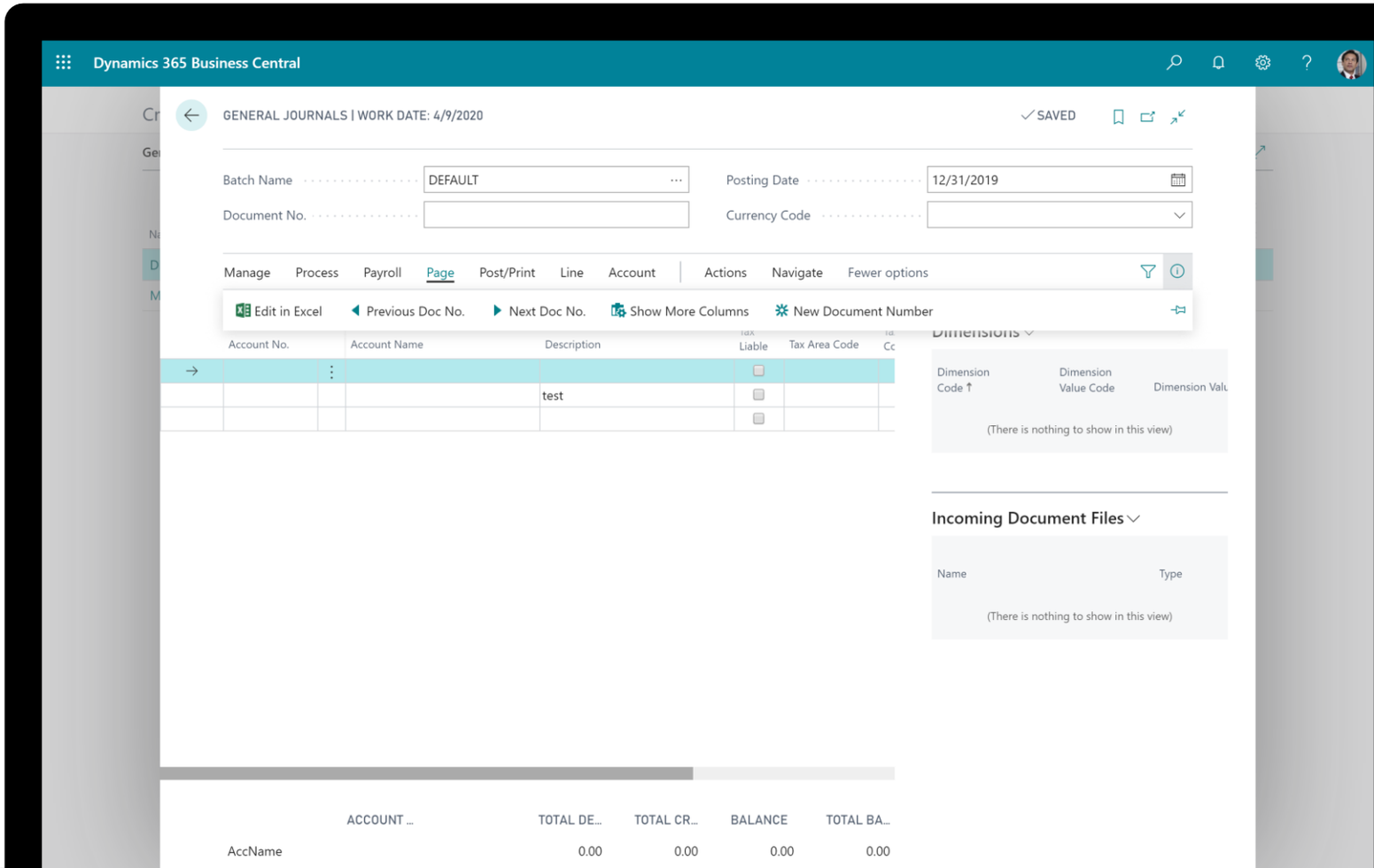
Dynamics 365 Business Central with Excel

Access Excel within Business Central to view data and create transactions such as general ledger journals.

Export data from Business Central to Excel for efficient data entry and accuracy and publish data back to Business Central.

Easily analyze transactions using familiar Excel functionality, add additional data, and publish.

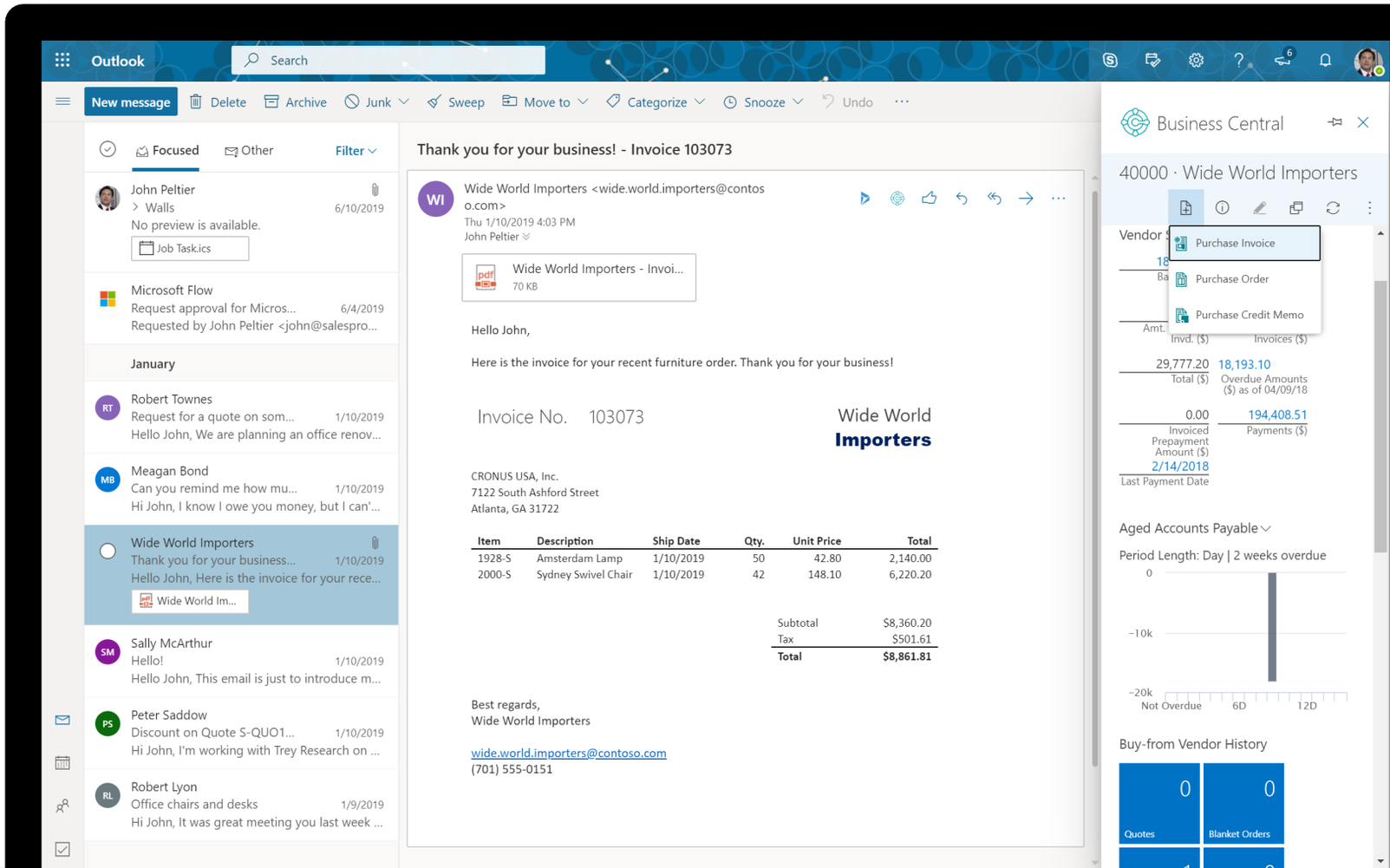


Dynamics 365 Business Central with Outlook

Interact with customers and vendors directly from Outlook to accelerate transactions and business decisions.

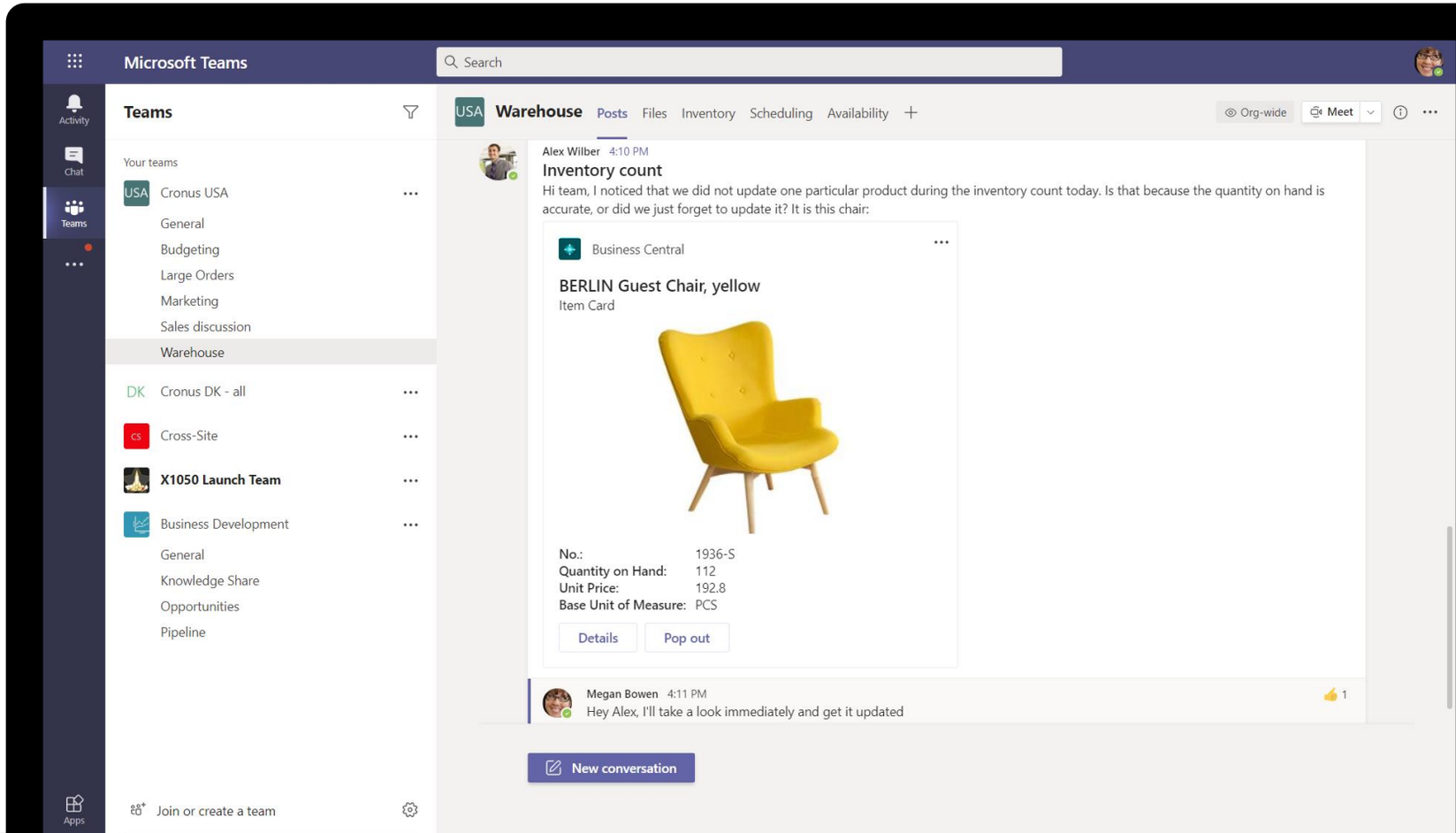
Promptly manage inquiries, service requests, or process payments to accelerate the sales cycle.

Get insights into customer history, previous discounts, and more without leaving Outlook.



Dynamics 365 Business Central with Teams

- Make faster decisions by sharing Business Central data within Microsoft Teams conversations and tabs.
- Look up business contacts from Teams, along with insights, a history of interactions, and related records.
- Easily edit data and take action without switching apps.



Access Business Central data with only a Microsoft 365 license at no additional cost

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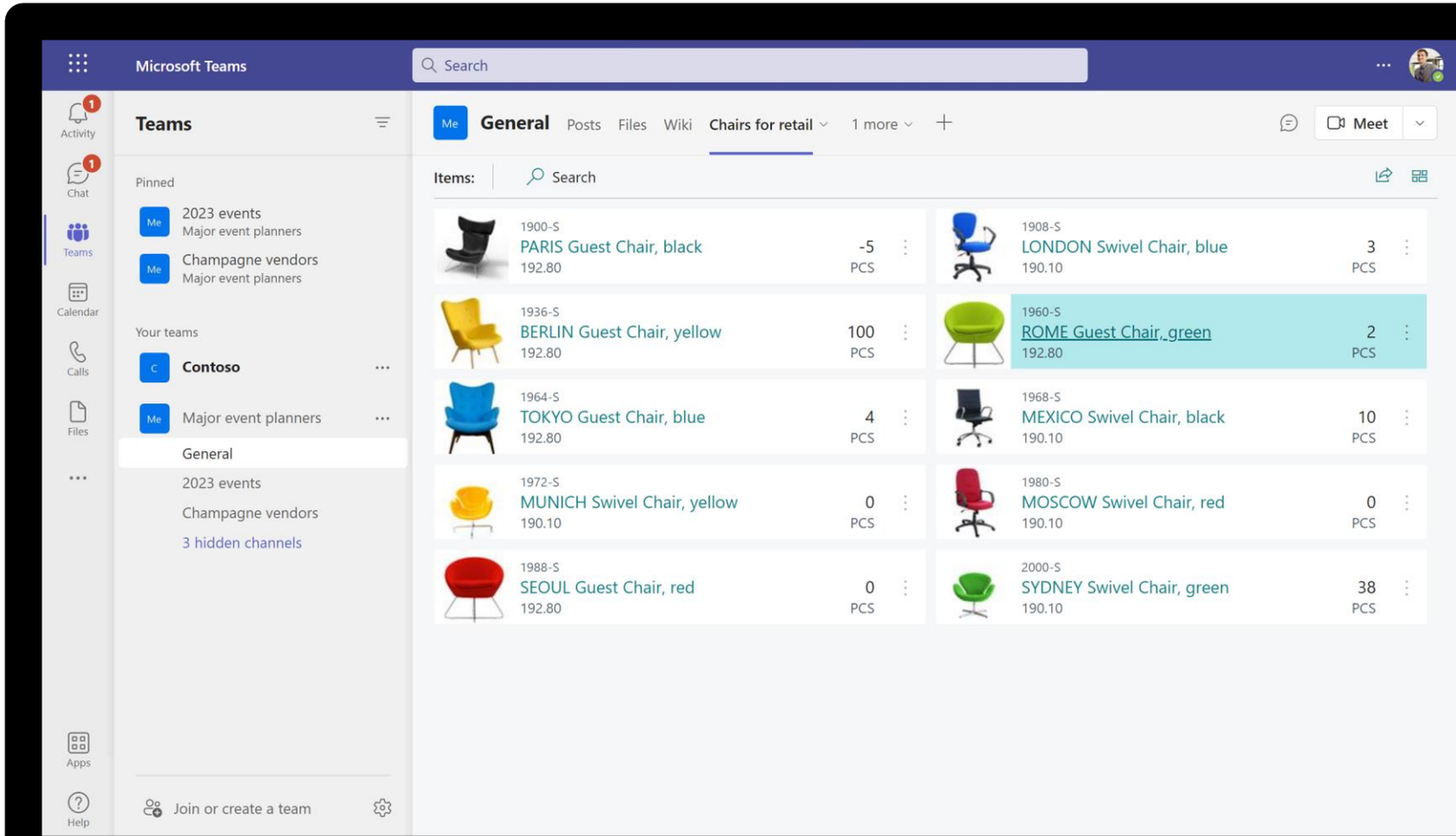
- Access Business Central cards and tables that have been shared with you in Teams.
- Unlock data, improve collaboration, and enhance decision making without purchasing additional Business Central licenses.
- Read-only access is granted through your Microsoft 365 license as configured by your admin.



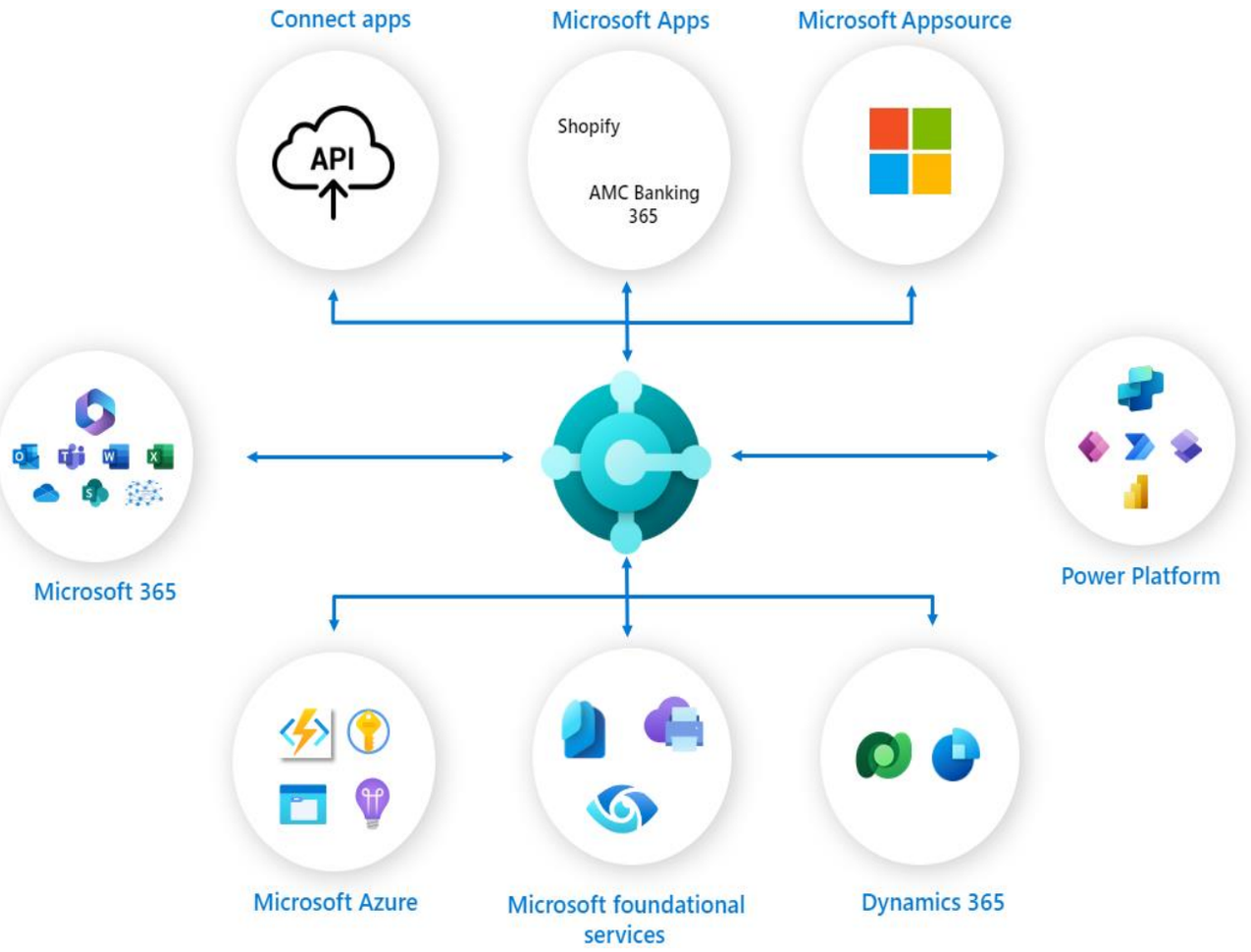
Integration and extensibility

Data synchronization that replicates data between Business Central and other apps.

Business Central API for (Create/Read/ Update/Delete) operations.

Data change ((Create/Update/Delete)) events using webhooks.

Business events for notifying when actions are done on Business Central.



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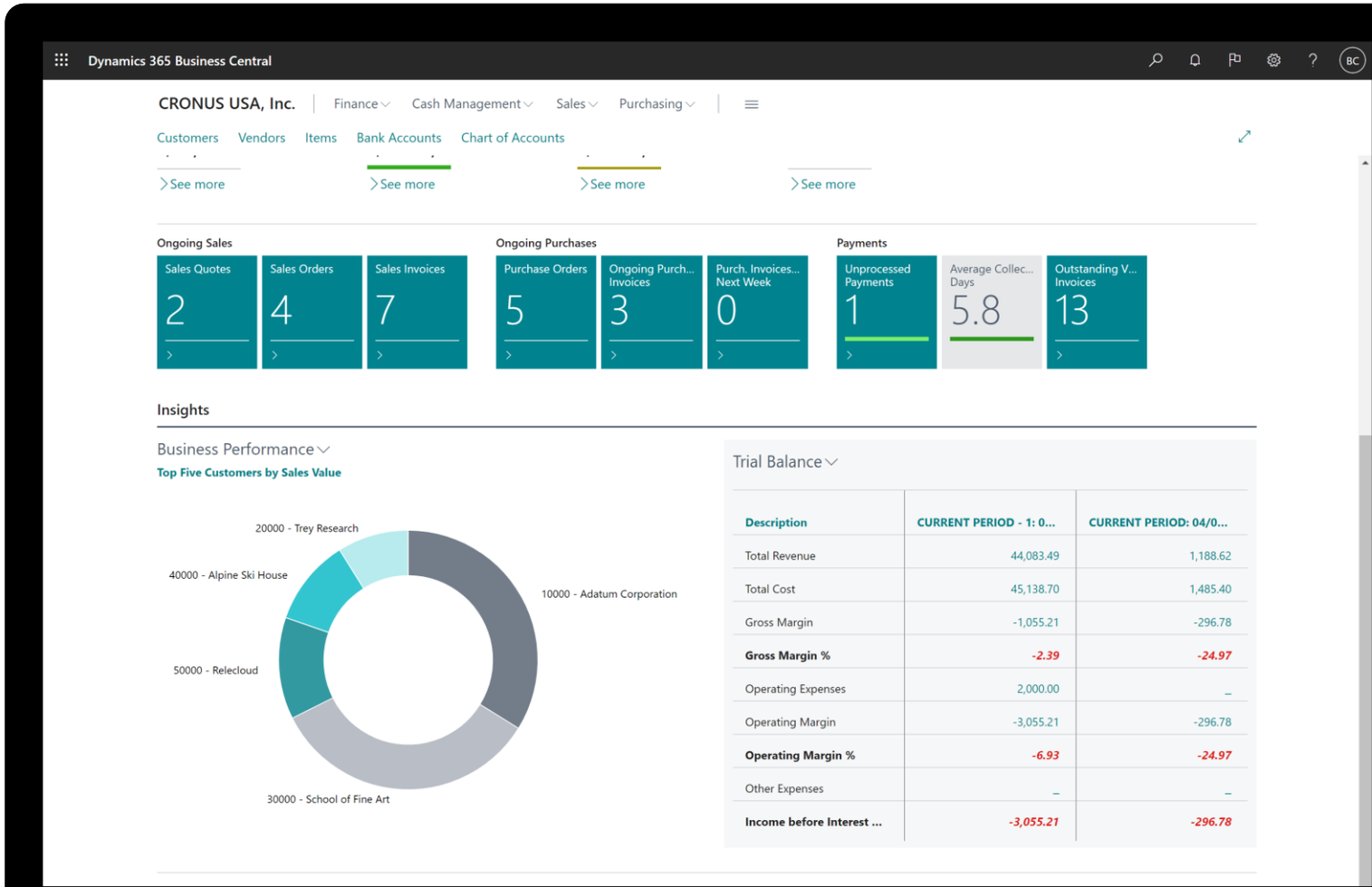
Increase financial visibility and performance

Accelerate financial close, improve forecasting, and get real-time performance metrics while fostering compliance and security across subsidiaries.

Easily manage and predict cashflow with Advanced AI and reporting.



With Microsoft Dynamics 365 Business Central, we’re introducing the world’s first AI-enabled ERP

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Smart sales and inventory forecasting

- Business Central leverages AI technology for intelligent sales and inventory forecasting.
- AI algorithms analyze historical sales and inventory data to predict future trends.
- Accurate forecasting helps optimize inventory management and maintain appropriate stock levels.
- Reduced stockouts and overstocking result from effective inventory planning.
- Make informed decisions about inventory planning, purchasing, and sales strategies.
- The integration of AI improves operational efficiency and customer satisfaction.

AI-driven cash flow predictions

- AI in Business Central enables cash flow predictions for financial planning.
- Advanced AI algorithms analyze historical financial data and transaction records.
- Forecasting helps anticipate cash inflows and outflows for better financial planning and budgeting.
- Gain insights into future cash positions for effective decision-making.
- Navigate uncertain economic conditions, manage working capital efficiently, and make strategic investments confidently.
- AI enhances financial management and supports cost-cutting measures.

Intelligent payment suggestions

- AI in Business Central provides intelligent payment suggestions for cash management.
- Vendor payment history, cash flow projections, and payment terms are analyzed for recommendations.
- Businesses can optimize cash management, maintain vendor relationships, and benefit from discounts.
- Timely payments and favorable terms improve financial efficiency.
- Sufficient funds for essential expenditures are ensured while minimizing cash holding.

Smart inventory replenishment

- AI algorithms in Business Central offer intelligent inventory replenishment recommendations.
- Historical inventory data, sales patterns, and lead times are analyzed for optimal reorder points and quantities.
- The proactive approach prevents stockouts and overstocking, reducing carrying costs and potential losses.
- Smart inventory replenishment balances stock levels and working capital, improving profitability.
- Warehouse space utilization is optimized, leading to smoother operations.

The late payment prediction extension

- The Late Payment Prediction extension in Business Central predicts payment timeliness for sales invoices.
- It assists in managing receivables and fine-tuning collections strategies.
- Users can enable the extension manually or opt-in during sales document processing.
- The extension provides information about predicted payment status and confidence levels for each invoice.

Automate repetitive tasks with Copilot in Business Central

- AI in Business Central automates repetitive tasks for small and medium-sized businesses.
- Customer service is improved through AI-powered support and assistance.
- Business challenges are anticipated, and decision-making is enhanced with AI insights.
- Copilot generates AI-powered product descriptions, streamlining product launches and driving sales growth.

The Advaiya advantage

Project management

- Comprehensive decomposition of business needs and technical execution steps
- Integrated opportunity, project, backlog, and performance management.
- Kanban based tracking

Enterprise architecture

- Platform best practices for extensibility and upgradability
- Utilizing existing tech investments
- Peripheral automation approach and phased execution

Quality processes

- Process checks and metrics
- Audits (internal and external)
- Release management

AI enabled

- Team members trained on latest AI tools
- Active incorporation and embedding of AI based use cases in solutions

Talent management

- Right teams for the right projects
- Team continuity and seamless handover
- Scalability on demand

Intellectual assets

- Growing library of accelerator components
- Comprehensive leverage of Microsoft learning and certification program
- Comprehensive CPE program

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Our presence

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