

Modernize finance





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- Transition to the Cloud
- Modernize finance
- Technology modernization
- Adaptable implementation
- Next steps

How do you want to transform your business with Dynamics 365 Finance?





The world's connected AI business cloud



Dynamics 365 & Power Platform

CONCERNS AND CONSIDERATIONS

Supporting modern finance



Key considerations for modernizing finance



Do you have a centralized, global financial management solution that can deliver intelligence and insights in real time?



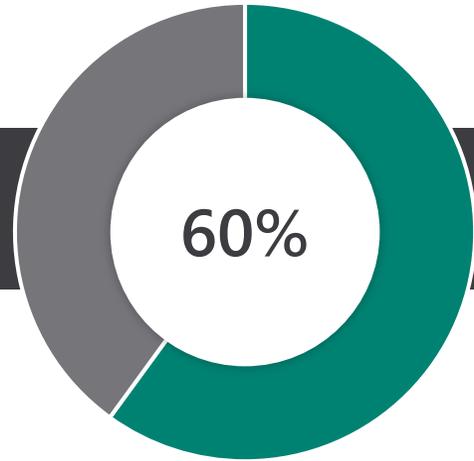
Are the technologies and tools you're using today supporting your business needs?



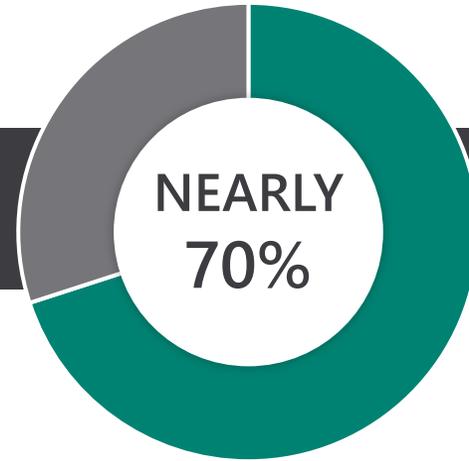
Are you using analytics in your financial process to predict issues and proactively provide solutions?



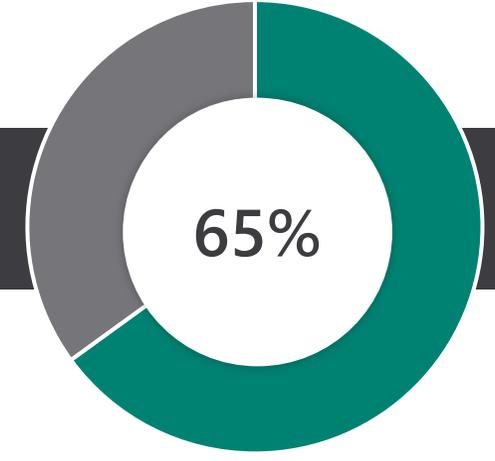
Benefits of embracing modern finance



New mid-sized core financial management application projects, and 30% of large and global ones, which will be public cloud implementations by 2024¹



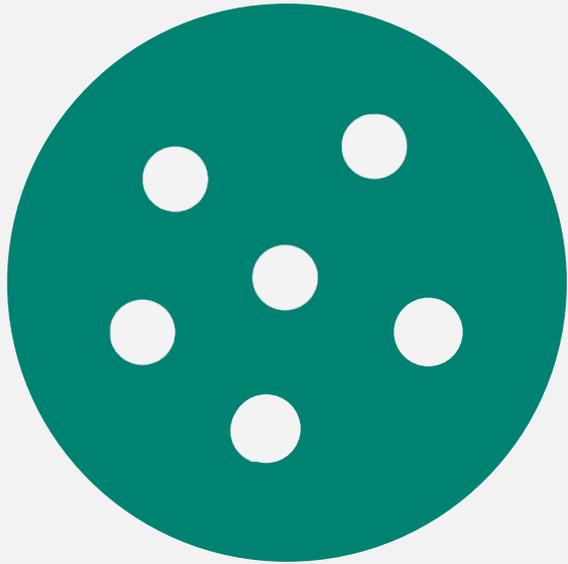
Finance and accounting leaders surveyed who say manual processes are still the biggest bottleneck in financial close and accounting operations²



Finance professionals who anticipate having to develop analytical skills³

“By 2020, embedded AI will become a key differentiating factor in finance systems evaluations, and vendors with this capability will be able to highlight greater functional advantages.” –Nigel Rayner, vice president at Gartner

Typical financial management functional concerns



Isolated systems,
disconnected
applications



Desire to automate business
processes, from channel
touchpoints to backend
financial management
systems



Need for tools to allow
changing workforce to
support customers
quickly

The changing landscape



Leveraging Machine Learning
to understand payment
cycles and patterns



Integrating best-of-breed
financial planning, analysis,
and close capabilities into
the core financial
management suite



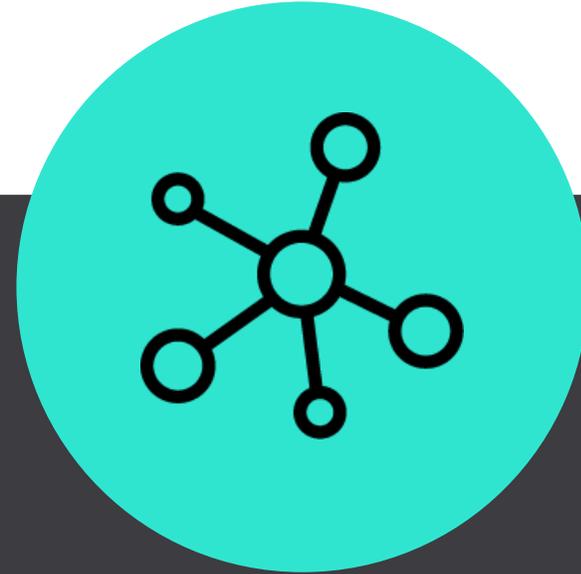
New demand for financial
management apps
deployed as
cloud services

A focused approach to modernizing finance



Modernize finance

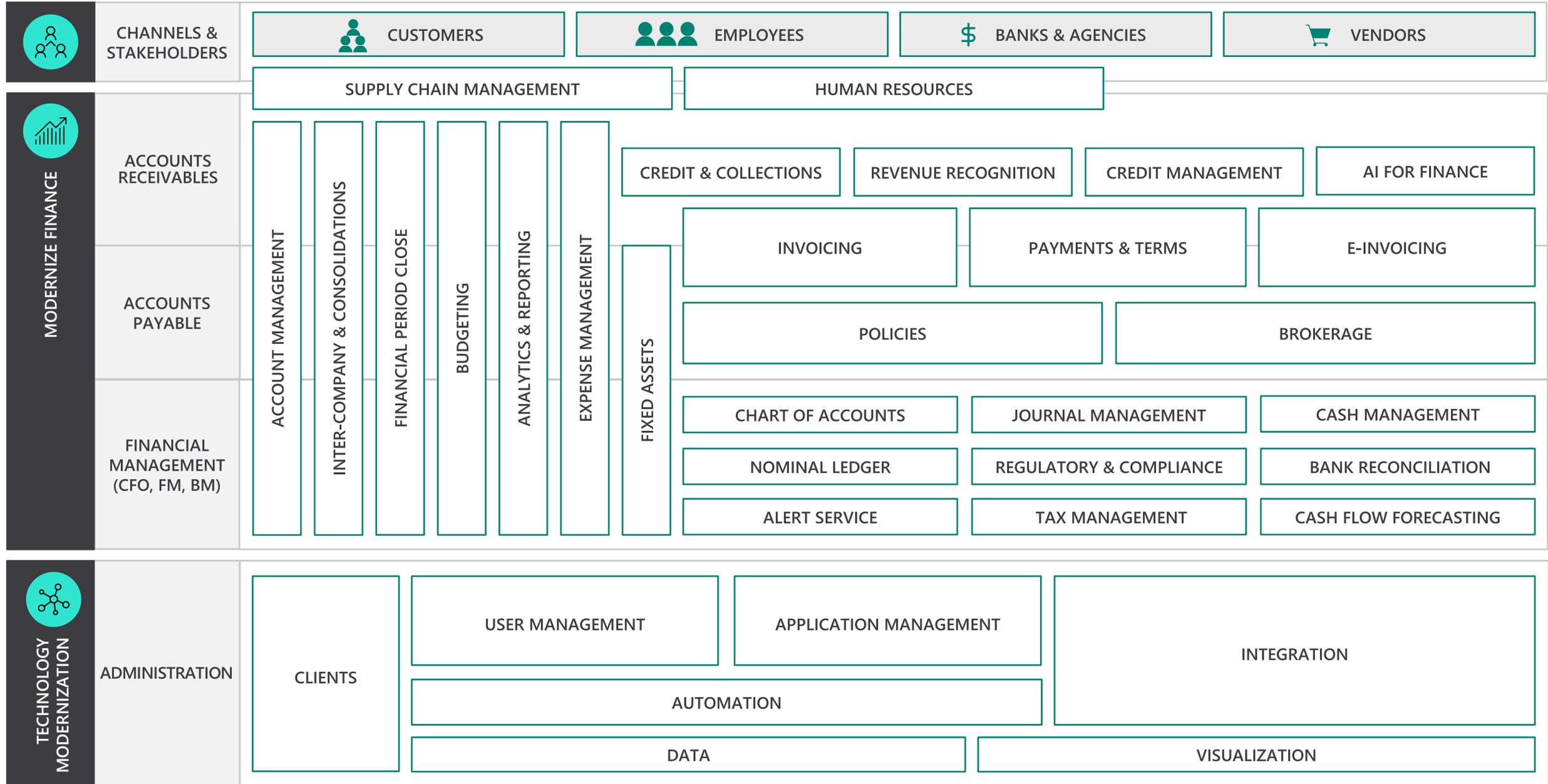
Transform finance with automated, integrated global financial processes
Take advantage of predictive analytics for intelligent recommendations



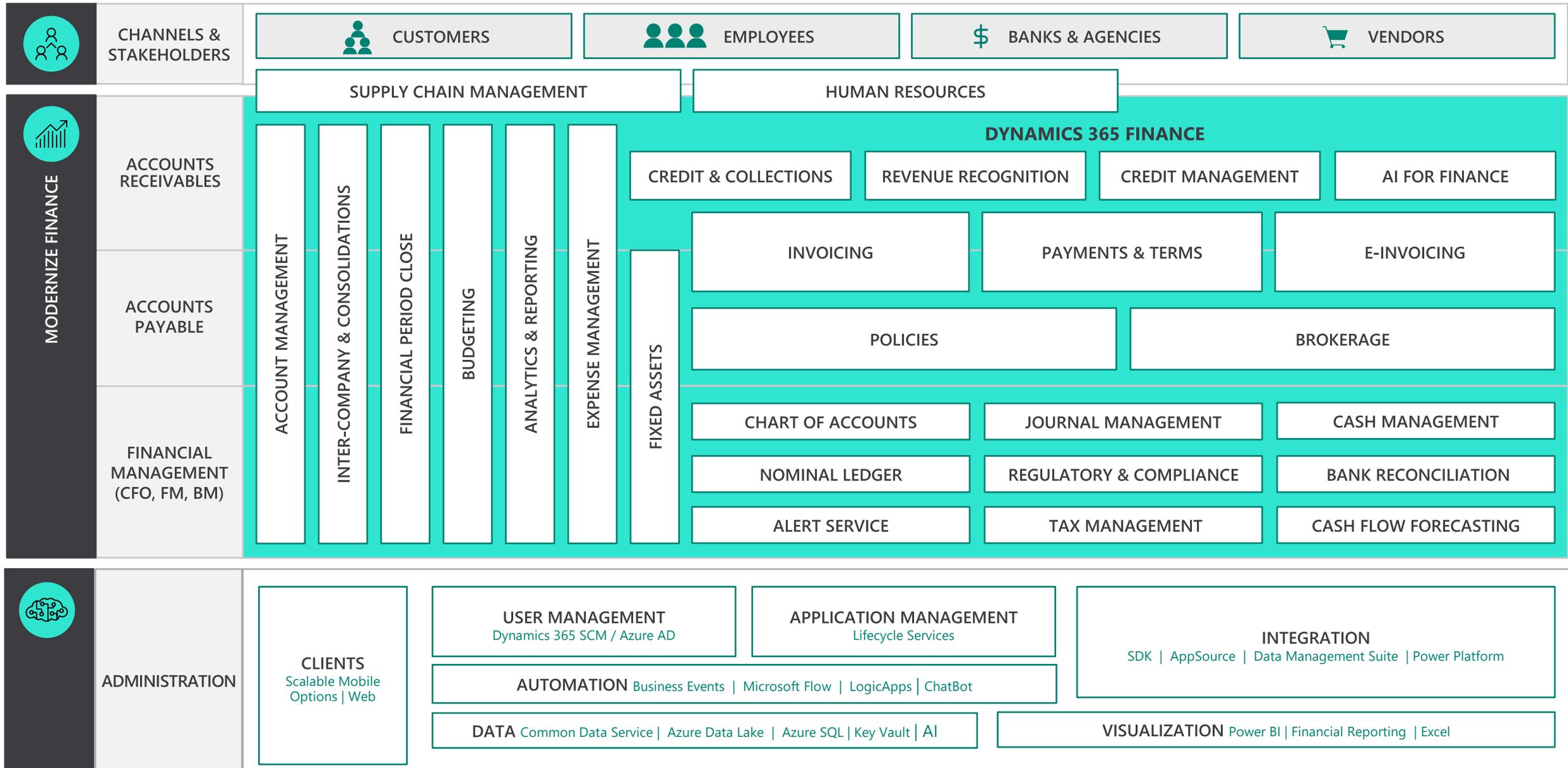
Technology modernization

Unify data and connected processes, apps, and systems
Adapt your business requirements and gain actionable insights in real time

Functions enabling modern finance



Microsoft ecosystem supporting modern finance



Dynamics 365 provides the foundation to optimize finance



Modernize finance

Centralize or distribute financial management with embedded reporting and financial analytics

Optimize your team's productivity with seamless, integrated processes and tasks

Elevate financial capabilities with intelligent processes like proactive credit management, bank management, revenue recognition, and more

Keep up with frequently changing regulatory requirements with globalization and tax configuration, e-invoicing, payment, and reporting formats



Technology modernization

Effectively manage and operate your Dynamics 365 Finance implementation and governance with Lifecycle Services

Become more agile using cloud services, enhancing and integrating processes across business functions

Enable effective financial processes with unified data to promote growth and competitiveness

Personalize your finance management requirements using tools like Power BI, PowerApps, Common Data Service, and Microsoft Flow



Modernize finance

- Centralize or distribute financial management with embedded reporting and predictive financial analytics
- Optimize your team's productivity with seamless, integrated processes and tasks
- Elevate financial capabilities with intelligent processes like proactive credit management, bank management, revenue recognition, and more
- Keep up with frequently changing regulatory requirements with globalization and tax configuration, e-invoicing, payment, and reporting formats



MODERNIZE
FINANCE

Centralize or distribute financial management with embedded reporting and financial analytics



Financial reporting



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Centralize or distribute financial management with embedded reporting and financial analytics



Maximize financial visibility and profitability

- Enable enterprises to monitor the performance of global financial operations in real time, predict future outcomes, and make data-driven decisions to drive growth

1. Drive strategic financial decisions with AI

Assess the health of your business, improve financial controls, optimize cashflow, and make strategic decisions faster to drive growth with AI-driven predictive insights into customer payments.

2. Thrive in a subscription-based economy

Accelerate financial growth with automated recurring billing to easily adapt to new revenue recognition standards, reduce risks, and accurately calculate and report your financial statements.

3. Reduce global financial complexity and risk

Easily manage and comply with frequently changing regulatory requirements by using no-code configuration service for regulatory and tax reports, e-invoices, and payments.

4. Innovate and adapt

Meet your specific business needs and prepare for growth with a modern cloud financial management solution that's easy to customize, integrates with your existing systems, and offers cloud or hybrid deployment options.

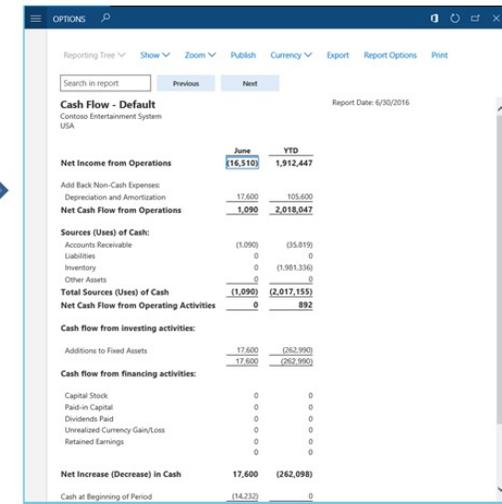
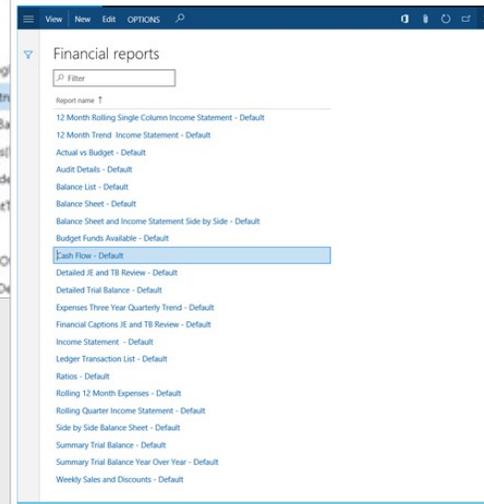


Centralize or distribute financial management with embedded reporting and financial analytics



Financial reporting

- Allow financial and business professionals to create, maintain, deploy, and view financial statements
- Design reports with more flexibility using out-of-the-box Report Designer
- Manage the generation and distribution of reports using financial report collaboration capabilities
- Use interactive report viewing to change different attributes and filters and find the report data you need



Standard templates (GL > Inquiries > Financial reports)

Interactive financial reports



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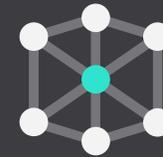
Optimize your team's productivity with seamless, integrated processes and tasks



Single source of
intelligence



Role-based
workspaces



Integration with
Office 365 apps



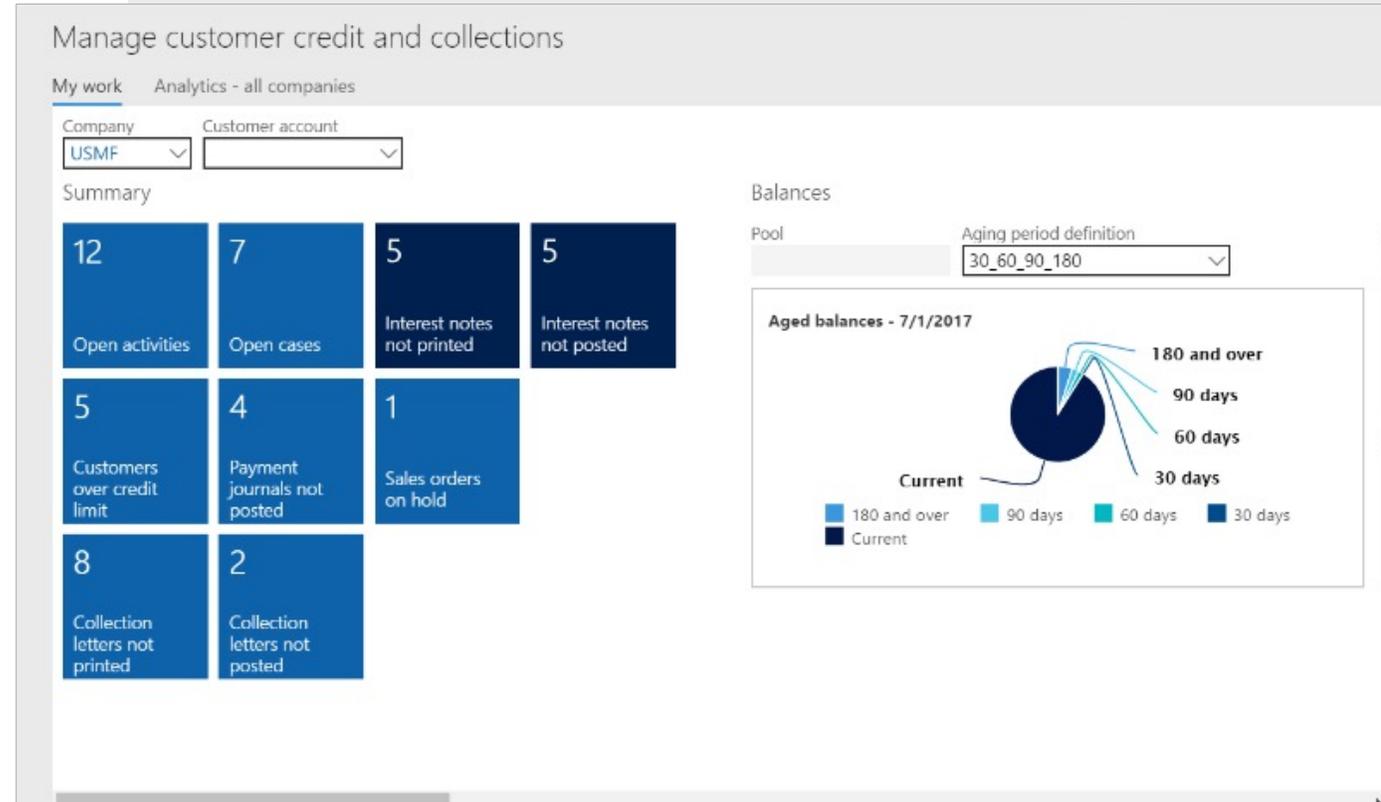
**MODERNIZE
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Optimize your team's productivity with seamless, integrated processes and tasks



Single source of intelligence

- Drive productivity from assets and resources and align employees toward strategic goals
- Take advantage of deep data and process integration across Dynamics 365, Microsoft 365, LinkedIn, and third-party applications for a centralized source of intelligent information that saves your employees time
- Collaborate across your organization and supply chain to make better and faster decisions



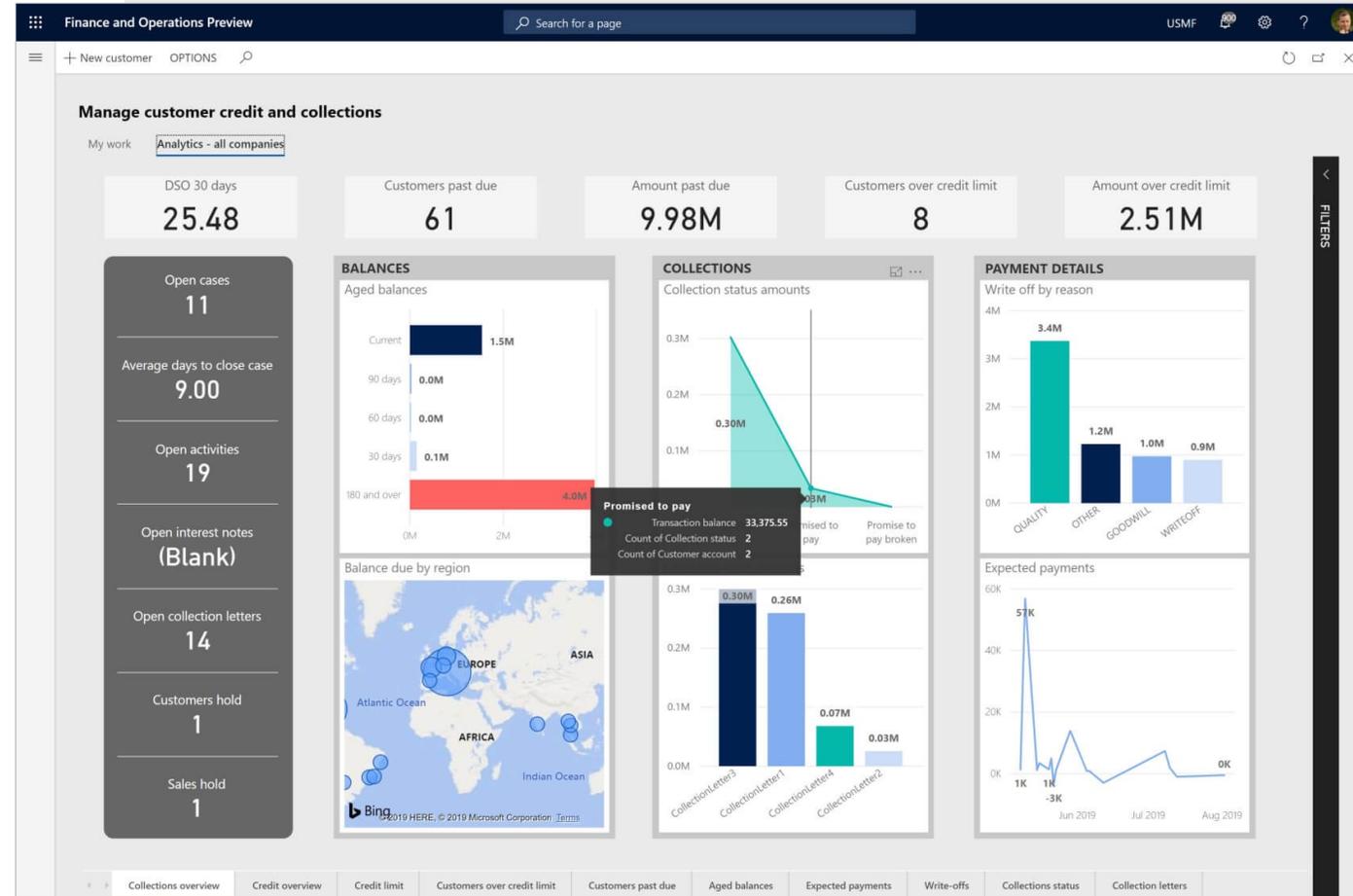


Optimize your team's productivity with seamless, integrated processes and tasks



Role-based workspaces

- Enable fast user actions and decisions with over 50 role-based workspaces
- Gain global visibility into the financial health of your business
- Optimize workforce productivity





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Optimize your team's productivity with seamless, integrated processes and tasks



Integration with Office 365

- Create a more productive environment and empower your employees to get work done
- Interact with Microsoft Excel workbooks and data services using the Excel Data Connector
- Using the Workbook Designer page, design editable custom export workbooks that contain an entity and a set of fields
- Save record attachments in Microsoft Azure Blob storage and SharePoint Online through document management support

The screenshot displays the Microsoft Excel interface with a data table and the Data Connector pane. The data table has the following content:

1	First name	Last name	Drivers license	Phone	Customer group	E-mail	Address 1	Address 2
2	Phil	Spencer	S468-3184-6541	(999) 555-0100	adv_mem_1	phil.spencer1@adatum.com	167 BBN Way	
3	Adrian	Lannin	S688-8944-8185	(188) 555-0101	non_mem_1	adrian.lannin@blueyonderairlines.com	245 Howell Street	
4	Josh	Bailey	B889-1128-6699	(777) 555-0102	adv_mem_1	josh.bailey@fourthcoffee.com	8070 Stratford Street	
5	Andreas	Dziegiel	V347-3489-2984	(456) 555-0103	non_mem_1	andreas@fabrikam.us	2300 3rd Ave	Unit
6	Tony	Smith	B923-2381-9954	(345) 555-0104	non_mem_1	tony.smith@lucernepublishing.com	3456 Ligouri St	Apt
7	Mrina	Natarajan	S615-3939-2354	(312) 555-0105	exec_mem_1	mrina.natarajan@fineartschool.net	449 Long Street	Apt
8						11		
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26								
27								

The Data Connector pane on the right shows the following information:

- Source: Fleet Management Customers 3
- Field: First name 4
- Refresh 5
- Publish 6
- Design 7
- Data refreshed 8



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Elevate financial capabilities with intelligent processes



Proactive credit
Management



Revenue
recognition



Budget planning
and forecasting



Project
accounting



Cash and bank
management

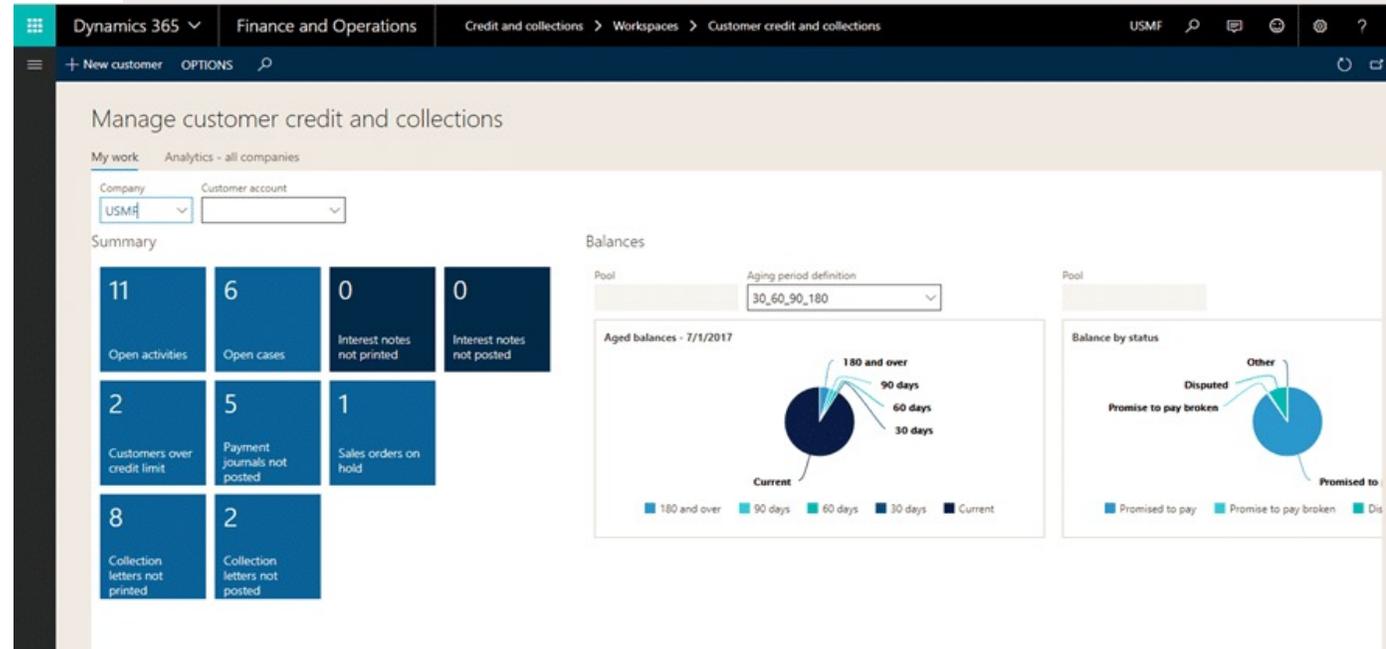


Elevate financial capabilities with intelligent processes



Proactive credit management

- Get enterprise-grade credit management capabilities to proactively suggest credit control activities
- Manage credit risks while ensuring that customers have the flexibility to take advantage of promotions and make the purchases they need.
- Supported functionalities such as:
 - Management of risk scores
 - System-suggested credit limits
 - Configurable blocking rules
 - Automation of credit cases and more





Elevate financial capabilities with intelligent processes



Budget planning and forecasting

- Manage your financial resources using account charts, workflows, source documents and journals, configurable calculation of available funds, budget cycles, and thresholds
- Configure unlimited monetary and quantitative scenarios and define a budgeting organizational hierarchy to support top-down and bottom-up budgeting methods
- Convert the budget plan to a budget register entry while providing tools for maintaining the budget and keeping amounts traceable through budget codes
- Get started setting up budget planning on the budget planning configuration page
- Compare budgets to actuals and identify trends using rolling forecasts, which are supported through budget plan documents as initial planning activities

The image displays two screenshots of the Dynamics 365 Finance and Operations user interface. The top screenshot shows the 'Ledger budgets and forecasts' page for the 'FY2016' budget cycle. It features a summary section with three cards: 'All draft budget register entries' (1), 'Assigned to me' (0), and 'Assigned to others' (0). A table of 'Details' is visible, listing dimension values, descriptions, and financial metrics.

Dimension values	Dimension descriptions	Revised bud...	Actual amount	Variance amount	Percent used
500100-001-	COGS - Finished Goods-Home-	24,829,454.87	25,780,507.79	-951,052.92	103.8%
500100-002-	COGS - Finished Goods-Auto-	931,250.89	976,174.41	-44,923.52	104.8%
601200-001-022	Selling Expense-Home-Sales & ...	35,449.22	32,539.08	2,910.14	91.7%
601200-001-024	Selling Expense-Home-Finance	11,249.98	10,846.32	403.66	96.4%
601200-001-026	Selling Expense-Home-Human ...	10,879.59	10,846.32	33.27	99.6%
601200-002-022	Selling Expense-Auto-Sales & M...	23,632.78	21,692.64	1,940.14	91.7%
601200-002-024	Selling Expense-Auto-Finance	7,500.03	7,230.84	269.19	96.4%
601200-002-026	Selling Expense-Auto-Human R...	6,233.07	7,230.84	-997.77	116.0%

The bottom screenshot shows the 'Budget planning' page for the 'Current year OPEX budget'. It includes a 'Details' section with a table of budget plans, each with a document number, name, and planning stage.

Document number	Budget plan name	Budget planning stage
USMF000033	Plan for Legal	Submitted
USMF000032	Plan for Human Resources	Submitted
USMF000031	Plan for IT Department	Submitted
USMF000030	Plan for Operations	Submitted
USMF000029	Plan for Sales & Marketing	Submitted

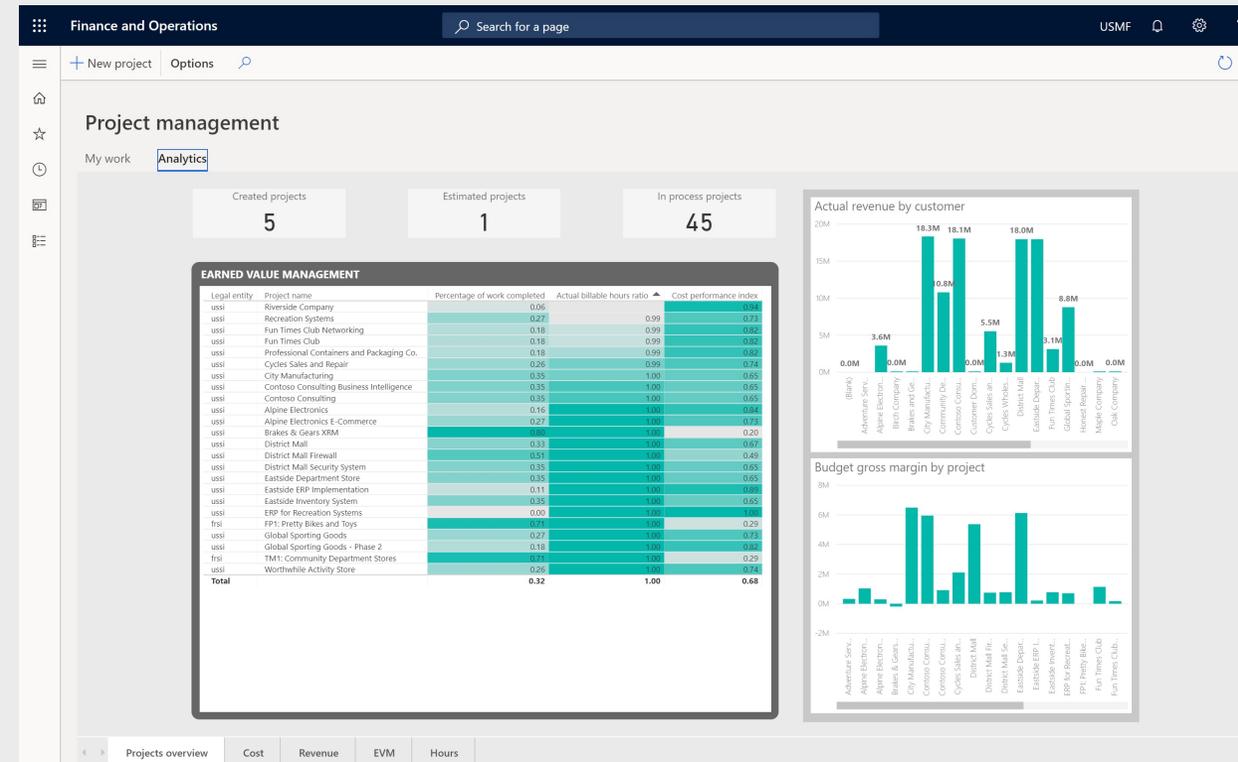


Elevate financial capabilities with intelligent processes



Project accounting

- Build accurate project estimates using embedded cost and bill rates, estimate templates, and WBS tools
- Create industry-focused projects by drawing on features such as contract management, quotations, budgeting, project policies, project parameters, and categories
- Manage and control your projects using project forecasts, which provide an operational perspective, and project budgets, which help you focus more on the financial amounts
- Maintain project cost control by summarizing actual cost, committed cost, and remaining budget to discover total expected cost and compare with the original budget
- Use cash flow monitoring to review both the forecasted cash flows and the actual cash flows for a project





Elevate financial capabilities with intelligent processes



Cash and bank management

- Maintain financial instruments like deposit slips, checks, bills of exchange, and promissory notes
- Reconcile bank statements and print bank data on standard reports
- Analyze upcoming cash flow and currency requirements to estimate the company's future need for cash
- Integrate cash flow forecasting tools with general ledger, accounts payable, accounts receivable, budgeting, and inventory management
- Get a summary view of your bank management, including summary tiles, bank account information, balance chart, and related information
- Use the capabilities of Microsoft Power BI to show visuals related to bank account balances
- Import electronic bank statements and automatically reconcile with bank transactions through advanced bank reconciliation

The screenshot displays the Dynamics 365 Finance and Operations interface for Bank management. The top navigation bar shows 'Dynamics 365', 'Finance and Operations', and 'Cash and bank management > Workspaces > Bank management'. The main content area is divided into several sections:

- Summary:** A vertical list of buttons: 'All bank accounts', 'Open bank reconciliations' (with a '0' indicator), 'All bank statements', and 'Import bank statements' (with a '+' icon).
- Bank accounts:** Three summary cards for different currencies:
 - USMF EUR (EUR):** Current balance 100,000.00, Bridged transactions 0.00, Pending balance 100,000.00.
 - USMF OPER (USD):** Current balance 423,862.61, Bridged transactions -1,578.01, Pending balance 422,284.60, Last reconciled 2/5/2017.
 - USMF PAYRL (USD):** Current balance 232,660.94, Bridged transactions 0.00, Pending balance 232,660.94.
- Balance:** A line chart showing account balances over time from July 2015 to July 2018. The Y-axis ranges from -20M to 100M. The chart shows a steady increase until early 2017, followed by a sharp decline and a period of high volatility.

Below the main content, a navigation pane is visible with the following structure:

- Navigation Pane:**
 - Favorites:** Procurement categories (with a star icon)
 - Recent:**
 - Workspaces:**
 - Modules:** Accounts payable, Accounts receivable, Audit workbench, Budgeting, **Cash and bank management** (highlighted), Common, Consolidations, Cost accounting, Cost management, Credit and collections, Demo data, Expense management, Fixed assets.
 - Workspaces:** Bank management, Cash overview - all companies, Cash overview - current company, **Bank accounts** (highlighted), Bank accounts, Bank account transfers, **Bank statement reconciliation** (highlighted), Bank accounts, Bank statements.



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Keep up with frequently changing regulatory requirements



E-invoicing



Centralized
payments



Globalization and
taxes configuration



E-reporting
formats



Certifications and
accreditations



MODERNIZE
FINANCE

Keep up with frequently changing
regulatory requirements



E-invoicing

- Generate secure, confidential, authentic, and legally acceptable invoices electronically
- Ensure that international standards are applied to your electronic invoices
- Create electronic invoices for the following documents:
 - Sales order
 - Free text invoice
 - Credit note
 - Return order
 - Project invoice
 - Project sales order

The screenshot displays the 'INVOICE PROPOSALS' section for 'IP100003 : PC100004'. It features a table of 'Invoice proposal transactions' with columns for Project date, Project, Project category, and Activity. A summary table on the right, titled 'PROJECT INVOICING', shows the following data:

Description	Quantity	Sales price	Line amount
01/30/2017			
Labor	8.00	100.00	800.00
01/30/2017 Subtotal	8.00		800.00
01/31/2017			
Labor	16.00	100.00	1,600.00
01/31/2017 Subtotal	16.00		1,600.00
02/01/2017			
Labor	16.00	100.00	1,600.00
02/01/2017 Subtotal	16.00		1,600.00



Keep up with frequently changing regulatory requirements



Centralized payments

- Create and manage payments by using a single legal entity that handles all payments—so the same transaction doesn't have to be entered in multiple legal entities
- Streamline processes for payment proposals, settlements, and editing open and closed transactions

The screenshot shows the Dynamics 365 Finance and Operations interface. The top navigation bar includes "Finance and Operations", a search bar with "inter", and user information "USMF". The main content area is divided into several sections. On the left, there is a navigation pane with a search filter and a list of intercompany relationships. The main area displays "Intercompany accounting" with two columns: "ORIGINATING COMPANY" and "DESTINATION COMPANY". The "ORIGINATING COMPANY" section shows "usmf" as the company name and "202100" as the debit account. The "DESTINATION COMPANY" section shows "USSI" as the company name and "110110" as the credit account. Below this, there is a "Centralized payments" section with two columns: "CENTRALIZED CUSTOMER PAYMENTS" and "CENTRALIZED VENDOR PAYMENTS". Each column lists various payment types such as "Post cash discount", "Post currency exchange gain or loss", "Post interest", and "Post fine", each with a "Legal entity of the invoice" field.



MODERNIZE FINANCE

Keep up with frequently changing regulatory requirements



Globalization and taxes configuration

- Take advantage of a customizable and configurable tax engine and rules that determine tax applicability, calculation, posting, and settlement based on legal and business requirements
- Configure features to let partners and customers create extensions and customizations based on their needs, without coding
- Comply with local and regional deployments for government regulations that require data to be stored or serviced differently than other countries/regions
- Offers partner localizations for many locations with availability in 37 countries and 42 languages

The image displays a multi-part interface for configuring tax rules in Dynamics 365. At the top left, a tree view shows the structure of a 'TaxDocumentLauncher' control, including its 'clicked' event. To the right, a code editor shows the implementation of the 'clicked' event, which calls 'this.parameters(classStr(TaxableDocumentDescriptorPurchaseInvoice));' and 'super();'. Below this, a 'Properties' window for 'FormMenuFunctionButtonControl' is visible. The central part of the image shows the 'Tax document' configuration screen, where a 'Tax products' dropdown is set to 'Tax products' and a 'Tax document' field is highlighted with a red box. The bottom part of the image shows the 'Formula designer' interface, which includes a 'DATA SOURCE' list with items like 'Commodity record(Intrastat: Table 'Intrastat' records)' and a 'FUNCTIONS' list with the 'REPLACE' function selected.



Keep up with frequently changing regulatory requirements



E-reporting formats

- Use the electronic reporting (ER) tool to configure formats for electronic documents in accordance with the legal requirements of various countries/regions
- Adopt new regulatory requirements and generate business documents in the required format to electronically exchange information with government bodies, banks, and other parties
- Allow business users to configure reporting formats instead of code

A screenshot of the Dynamics 365 Formula Designer interface. The top navigation bar shows "Dynamics 365 Operations" and "Organization administration > Workspaces > Electronic reporting". The main area is titled "Formula designer" and contains a "DATA SOURCE" list on the left, a "FORMULA" editor in the center, and a "FUNCTIONS" list on the right. The "DATA SOURCE" list includes items like "Commodity record(Intrastat): Table 'Intrastat' records" and "Company(CompanyInfo): Table 'CompanyInfo' records". The "FORMULA" editor contains the text: `REPLACE(Intrastat.'intrastatCommodity()'.Code, "[^0-9]", "", true)`. The "FUNCTIONS" list includes "List", "Logical", "Real", "Record", "String", "LEN", "GETENUMVALUEBYNAME", "NUMERALSTOTEXT", "UPPER", "CONCATENATE", "PADLEFT", "REPLACE", "FORMAT", "RIGHT", "MID", and "REPLACE(input.pattern,replacement,is_regular_expression)". The "REPLACE" function is highlighted in blue.



**MODERNIZE
FINANCE**

Keep up with frequently changing regulatory requirements



Certifications and accreditations

- Adhere to strict privacy and security practices when building features and operating the service
- Pass internal and external audits
- Respond to requirements including:
 - First-priority, cross-industry certifications (ISO 27001, 27017, 27018, SOC 1 [SSAE 18] Type 2, SOC 2 Type 2, PA-DSS)
 - Health- HIPAA BAA
 - Government-EU-US Privacy Shield, EU Model Clauses, UK Official, Spain ENS, Spain LOPD, FINMA (Swiss, FSI), FERPA, New Zealand Gov CIO Fx, Australian CCSL (IRAP), Singapore MTCS

		Dynamics 365 for Sales	Dynamics 365 for Customer Service	Dynamics 365 for Field Service	Dynamics 365 for Project Service Automation	Dynamics 365 for Microsoft Social Engagement	Dynamics 365 for Finance and Operations	Dynamics 365 for Retail	Dynamics 365 for Talent	Dynamics 365 Business Central
Cross industry	ISO 27001	✓	✓	✓	✓	✓	✓	✓	✓	✓
	ISO 27017	✓	✓	✓	✓	✓	✓	✓	✓	✓
	ISO 27018	✓	✓	✓	✓	✓	✓	✓	✓	✓
	SOC 1 (SSAE 18) Type 2	✓	✓	✓	✓	--	✓	✓	--	✓
	SOC 2 Type 2	✓	✓	✓	✓	--	✓	✓	--	✓
	PA-DSS	N/A	N/A	N/A	N/A	N/A	✓	✓	N/A	N/A
	CSA STAR Self-Assessment	✓	✓	✓	✓	--	--	--	--	--
Health	HIPAA BAA	✓	✓	✓	✓	✓	✓	✓	✓	✓
Manufacturing	FDA CFR Title 21 Part 11	✓	✓	✓	✓	--	--	--	--	--
Government	EU-US Privacy Shield	✓	✓	✓	✓	✓	✓	✓	✓	✓
	EU Model Clauses	✓	✓	✓	✓	✓	✓	✓	✓	✓
	UK Official	✓	✓	✓	✓	--	--	--	--	--
	Spain ENS	✓	✓	✓	✓	--	✓	✓	--	--
	Spain LOPD	✓	✓	✓	✓	--	✓	✓	--	--
	FINMA (Swiss, FSI)	✓	✓	✓	✓	--	--	--	--	--
	FERPA	✓	✓	✓	✓	✓	✓	✓	✓	✓
	New Zealand Gov CIO Fx	✓	✓	✓	✓	--	--	--	--	--
	Australian CCSL (IRAP)	✓	✓	✓	✓	--	--	--	--	--
	Singapore MTCS	✓	✓	✓	✓	--	--	--	--	--

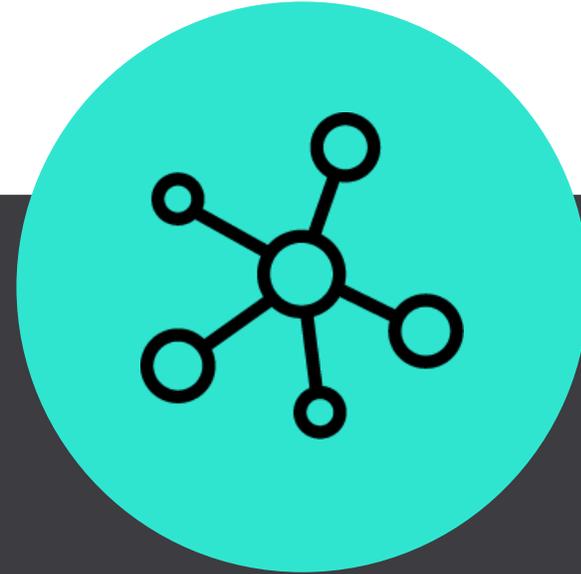
Find more information on [Compliance](#) in the Microsoft Trust Center

A focused approach to modernizing finance



Modernize finance

Transform finance with automated, integrated global financial processes
Take advantage of predictive analytics for intelligent recommendations



Technology modernization

Unify data and connected processes, apps, and systems
Adapt your business requirements and gain actionable insights in real time



Technology modernization

- Effectively manage and operate your Dynamics 365 Finance implementation and governance with Lifecycle Services
- Become more agile using cloud services, enhancing and integrating processes across business functions
- Enable effective financial processes with unified data to promote growth and competitiveness
- Personalize your finance management requirements using tools like Power BI, PowerApps, Common Data Service, and Microsoft Flow



TECHNOLOGY
MODERNIZATION

Effectively manage and operate your Dynamics 365 Finance implementation and governance with Lifecycle Services



Lifecycle
Services



Business process
modeler



Effectively manage and operate your Dynamics 365 Finance implementation and governance



Lifecycle Services

- Manage Dynamics 365 Finance through a cloud-based collaborative workspace using Lifecycle Services
- Obtain up-to-date project information using an intuitive dashboard from a single location
- Use for projects from pre-sales to implementation and operations

The screenshot shows the Lifecycle Services dashboard. The top navigation bar includes the title 'Lifecycle Services' and a user profile 'Manali Dongre'. The main content area is divided into several sections: 'Get started' with an issue search bar and links for 'Learn', 'Blog', and 'Downloadable tools'; 'Recent projects' with a grid of project cards such as 'KidzAzure', 'Sunil RTW', 'AprilPostRelease', 'AX7 APQC Unified Library...', 'Learn Development in Dy...', 'Test sales project', 'Dynamics Demo Project', 'Migrate and Create Dyna...', 'UpdateMethodologyProje...', and 'Project'; 'Announcements' with sections for 'June release notes', 'Functionality to be deprecated', 'May release notes', 'April release notes', 'Known Issues in Lifecycle Services', and 'Latest kernel versi...'; and a 'Setup milestones' dialog box on the right. The dialog box has a table with columns 'Milestone' and 'End date' and buttons for 'Save' and 'Cancel'.

Milestone	End date
Analysis	1/6/2016
Design	2/9/2016
Test	3/17/2016



Effectively manage and operate your Dynamics 365 Finance implementation and governance



Business process modeler

- Create, view, and modify repeatable implementations based on business process libraries and flowchart using the business process modeler (BPM) in Lifecycle Services
- Synchronize BPM library with Microsoft Azure DevOps
- Export to Microsoft Word or Visio to expand communication and documentation of processes

Lifecycle Services > FinOps+Retail LiveDrive (Read only) (Contoso) Ryan Cunningham

← Create a purchase order governed by budget

FLOWCHART

Activities

- Script
- Loop
- Service
- Manual
- Receive
- Send
- User
- Collapsed +
- Validation

```
graph LR; Start(( )) --> A[Budget control configuration]; A --> B[All purchase orders]; B --> C[Distribute amounts]; C --> D[Budget check errors or warnings]; D --> End(( ))
```

Properties

Process steps

1. Review the budget control configuration
 - 1.1. Go to Budgeting > Setup > Budget control > Budget control configuration.
 - 1.2. Click the Budget funds available tab.
 - 1.3. Click the Documents and journals tab.
 - 1.4. Click the Define budget control rules tab.
 - 1.5. Click the Define budget groups tab.
 - 1.6. Close the page.
2. Create the purchase order header
 - 2.1. Go to Procurement and sourcing > Purchase orders > All purchase orders.
 - 2.2. Click New.
 - 2.3. In the Vendor account field, enter or

Usage characteristics

- Setup
- Master
- Transaction

Video

No Video Available



TECHNOLOGY
MODERNIZATION

Become more agile using cloud services, enhancing and integrating processes across business functions



Synchronize products
directly from Dynamics 365
Finance to Dynamics 365 Sales

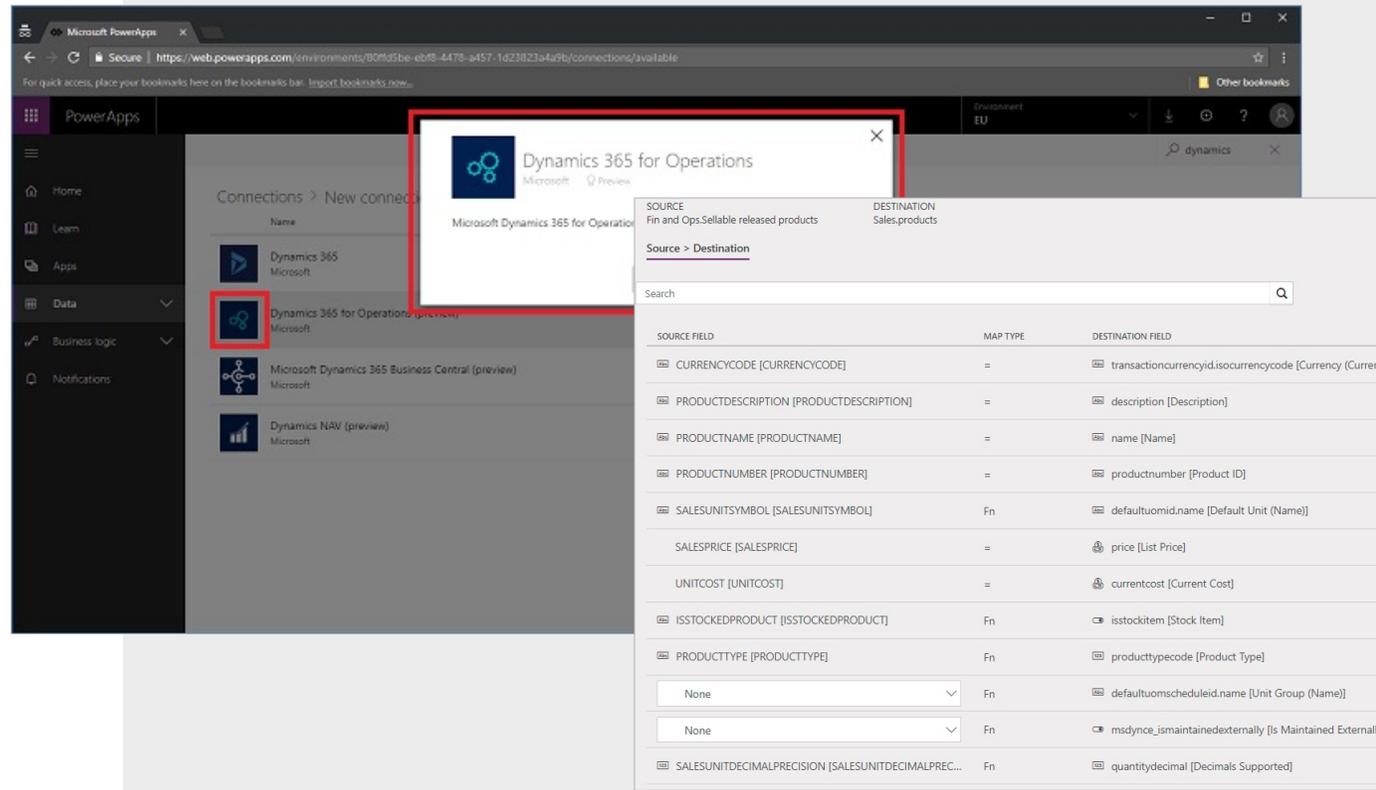
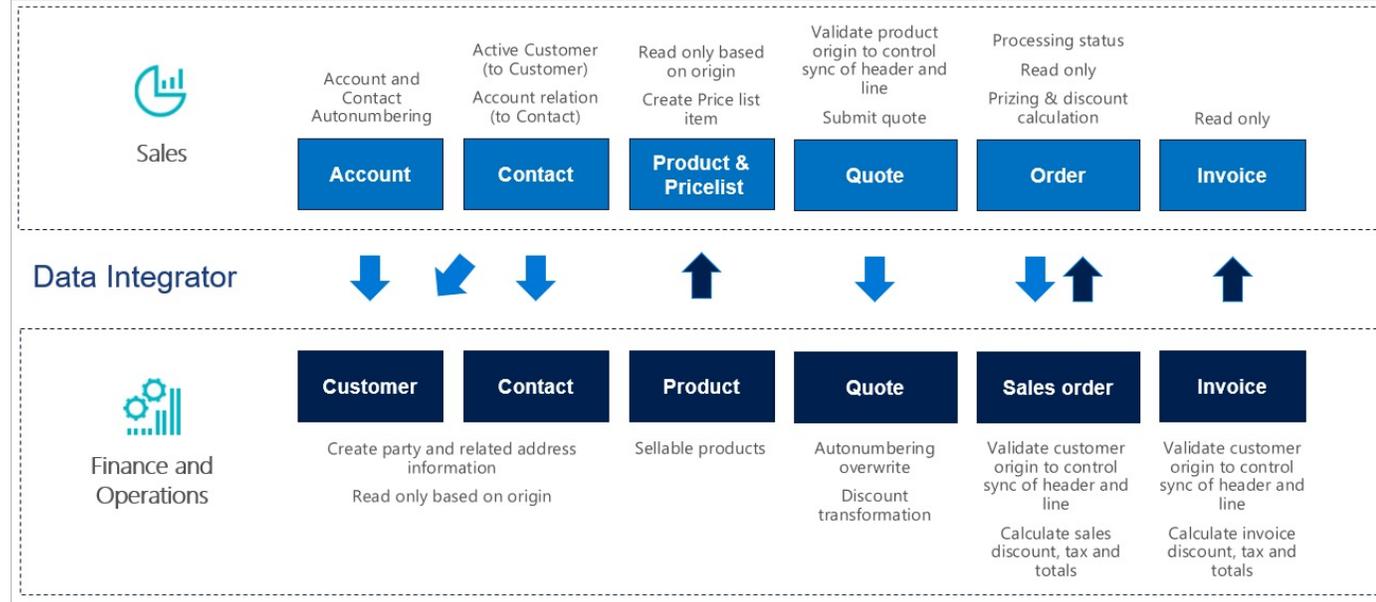
TECHNOLOGY MODERNIZATION

Become more agile using cloud services, enhancing and integrating processes across business functions



Synchronize products directly from Dynamics 365 Finance to Dynamics 365 Sales

- Enable the flow of data for accounts, contacts, products, sales quotations, sales orders, and sales invoices between Dynamics 365 Finance and Sales using cash templates available with the Data Integration feature
- Perform sales and marketing activities in Sales while handling order fulfilment by using inventory management in Finance
- See [Prospect to cash documentation](#) for more information on types of direct synchronization





TECHNOLOGY
MODERNIZATION

Enable effective financial processes with unified data to promote growth and competitiveness



Business intelligence with
Microsoft Power BI



Enable effective financial processes with unified data to promote growth and competitiveness



Business intelligence with Microsoft Power BI

- Derive insights from transactional and observational data and then get those insights into the hands of every employee to support decision making
- Create a data culture where every employee can make decisions based on facts, not opinions
- Create composites of reports from various other Power BI content together with actuals and budget balances from general ledger

The image shows two screenshots. The top screenshot is the 'PowerBI.com configuration' page in Dynamics 365 Finance and Operations. It includes a navigation bar with 'Dynamics 365', 'Finance and Operations', and 'System administration > Setup > PowerBI.com configuration'. The main content area has 'Settings' with a toggle for 'Enable PowerBI.com integration' set to 'No', an empty 'Application ID' field, and an 'Application key' field. On the right, there are 'Links' for 'App Links' (with a sub-link 'Deploy Power BI files') and 'External Links' (with sub-links 'Azure Service Portal' and 'Dynamics Lifecycle Services').

The bottom screenshot is a Power BI dashboard titled 'Finance and Operations Preview' and 'Power BI Ledger CFO Workspace Embedded Report'. It features a KPI card for 'Current ratio' at 358.71 (Goal: 2 (+17835.67%)), a bar chart for 'Revenue' comparing 'Total revenue' and 'Budget revenue' for USMF, a line chart for 'Cash flow' showing 'Inflow', 'Outflow', and 'Balance' over time, and a bar chart for 'Expenses' comparing 'Total expenses' and 'Budget expenses' for USMF. A 'Trial balance' table is also visible:

Account type	2016	2017	2018
Equity	0.00	-42,222,555.29	-1,928.00
Liability	-5,751,451.13	-10,538,482.52	739,540.02
Asset	-48,496,351.56	53,205,301.15	-737,612.02
Expense	71,156,140.73	1,317,737.85	-737,612.02
Revenue	-16,908,338.04	-1,762,001.19	0.00
Total	0.00	0.00	0.00



TECHNOLOGY
MODERNIZATION

Personalize your finance management requirements



Unify your data and
process across sources
using Microsoft Power
Platform



Integrate with
Microsoft
Azure Logic Apps



Build and deploy
scalable native mobile
apps



Personalize your finance management requirements



Unify your data and processes across sources using Microsoft Power Platform

- Easily connect and unify your data from popular data sources using prebuilt connectors
- Create custom entities, populate them with business data using Power Query, and build rich applications with PowerApps
- The new dual-write integration service enables a seamless data exchange between Dynamics 365 Finance, Dynamics 365 Supply Chain Mgmt. and CDS, allowing customers to access their data in CDS in real-time

The screenshot shows a multi-step configuration interface for a flow. The top step is titled "When a Business Event occurs (Preview)" and includes four dropdown menus: "Instance" (empty), "Category" (Accounts receivable), "Business event" (Payment posted), and "Legal entity" (GBSI). The second step is titled "When a record is created" and includes two dropdown menus: "Organization Name" (Name of Dynamics 365 organization like Contoso) and "Entity Name" (accounts). A plus sign icon with a downward arrow indicates the addition of a third step. The third step is titled "Create record" and includes several fields: "Instance" (empty), "Entity name" (Customers), "Customer account" (accountnumber x), "Name" (name x), "Currency" (INR), "Customer group" (10), and "Company" (USMF). A "Show advanced options" link is visible at the bottom of the step. At the bottom of the entire interface are two buttons: "+ New step" and "Save".

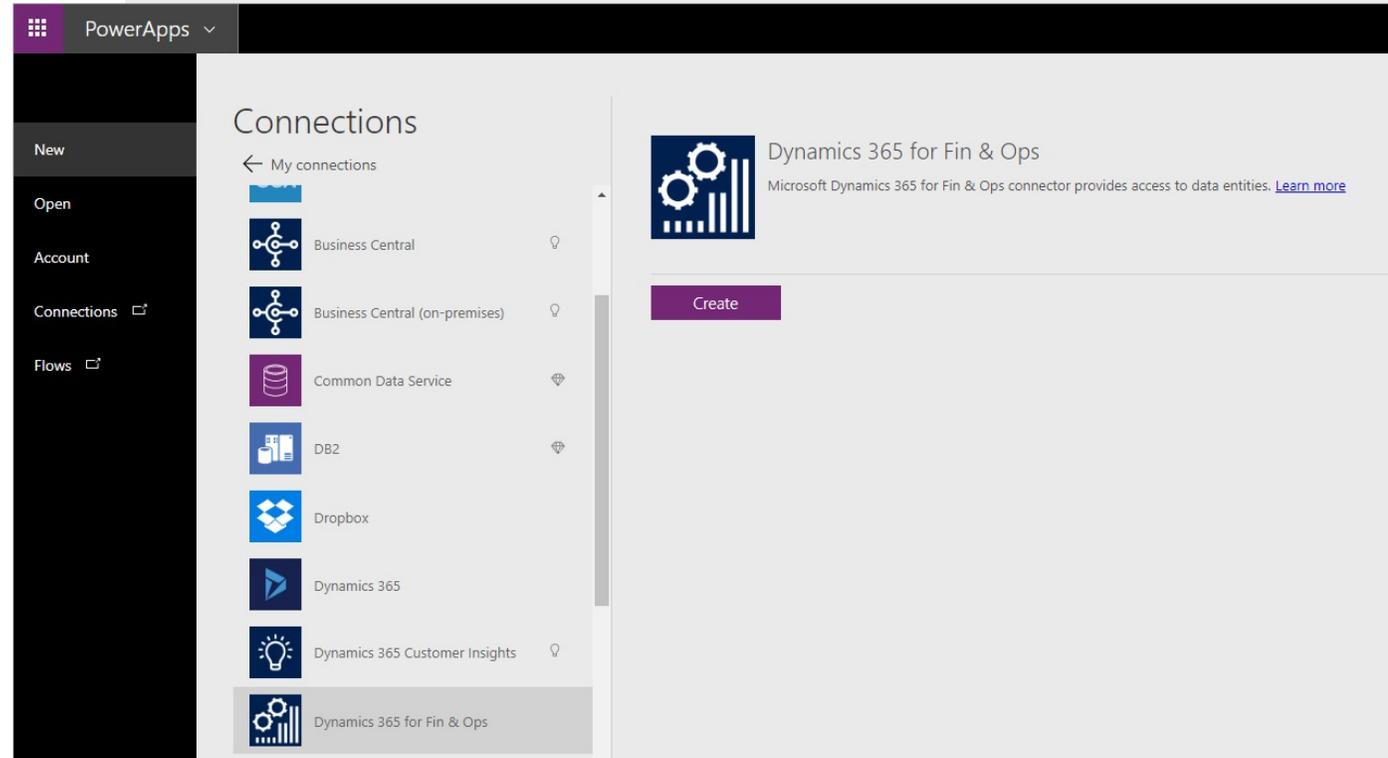


Personalize your finance
management requirements



Integrate with Microsoft Azure Logic Apps

- Automate and orchestrate tasks, business processes, and workflows without needing to code
- Simplify how you design and build scalable solutions for app integration, data integration, system integration, enterprise application integration (EAI), and business-to-business (B2B) communication
- Create logic apps that securely access and process data in real time using triggers, actions, or both via the Dynamics 365 Finance connector
- Use Azure Resource Manager for DevOps, source control, and testing support



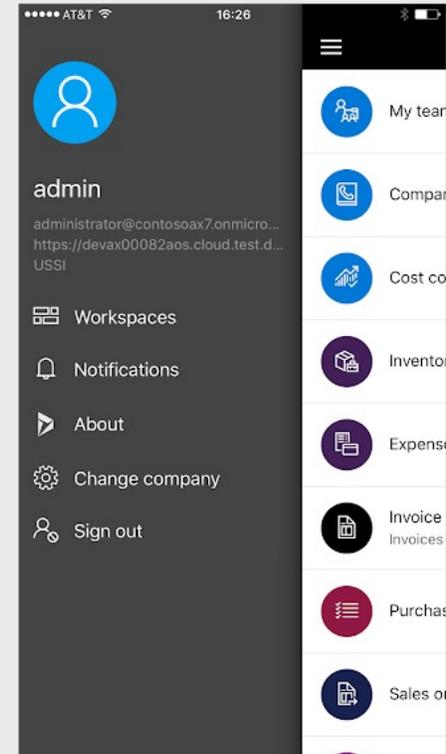
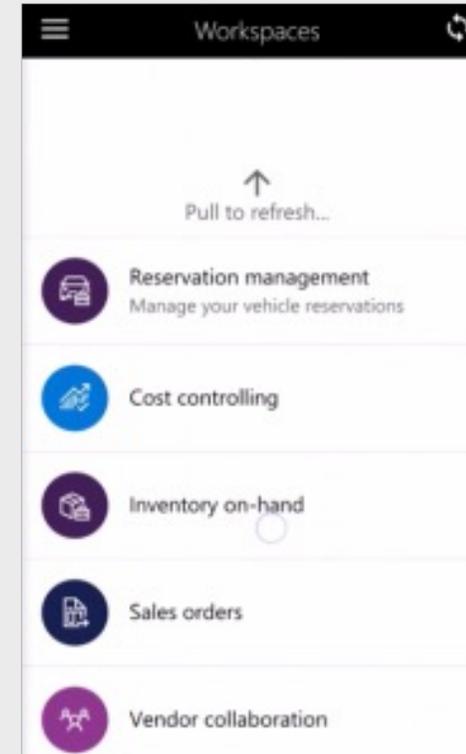
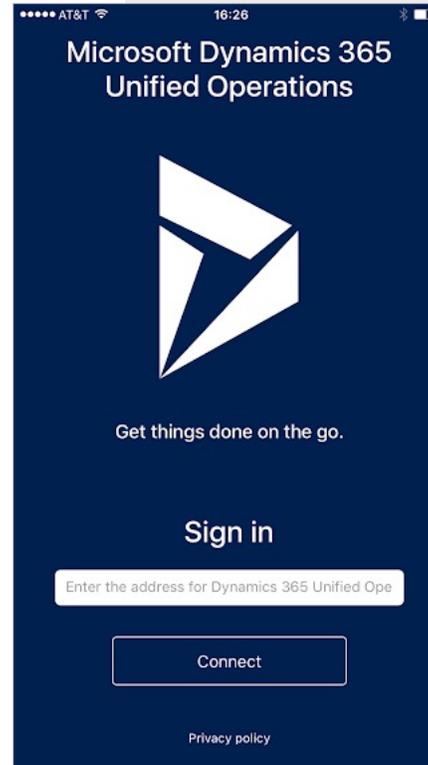


Personalize your finance management requirements



Build and deploy scalable native mobile apps

- Empower employees to work from virtually anywhere, anytime with the seamless access and unified experience of mobile apps
- Enable your organization to make its business processes—like sales orders, project timesheets, and vendor collaborations—available on mobile devices
- Use the point-and-click workspace designer included with the web client to easily create mobile workspaces





TECHNOLOGY MODERNIZATION

Build and deploy scalable web and mobile client apps.



Microsoft PowerApps

- Enable access to important reports, wherever and whenever you need them.
- Build no-code or low-code apps within PowerApps or using Azure SDK.
- Ensure data consistency across apps, regardless of how users choose to access data.

The screenshot displays the Dynamics 365 Finance and Operations interface. The main window shows a sales order for '000785 : North West Park Services' with a table of sales order lines:

Item number	Product name	Quantity
PL-A18SVE95BR	RANGER XP® 1000 EPS Premium Pearl White Ride Command® PKG	25
PL-A182879013	Lock® Ride Real Panel - Glass	25
PL-A182879969	Rear View Mirror	25

Overlaid on the right is a 'Production Status' dashboard for order P000185 at North West Park Services. It features a summary table:

Production order	Customer name
P000185	North West Park Services

Key metrics are displayed in large numbers:

- Work in Progress: 10
- Finished quantity: 15
- Quantity ordered: 25

Below these are completion dates:

Scheduled Completion date	Estimated Completion date	Estimated Delivery Date
12/31/2001	12/31/2001	12/31/2001

A 'Production Progress' bar chart shows the following data:

Category	Value
Completed	15
Accessory ASMB	2
Engine Assembly	2
Final Assembly	2
Start ASMB	2
Body and Lighting	1
Mount/Suspens	1



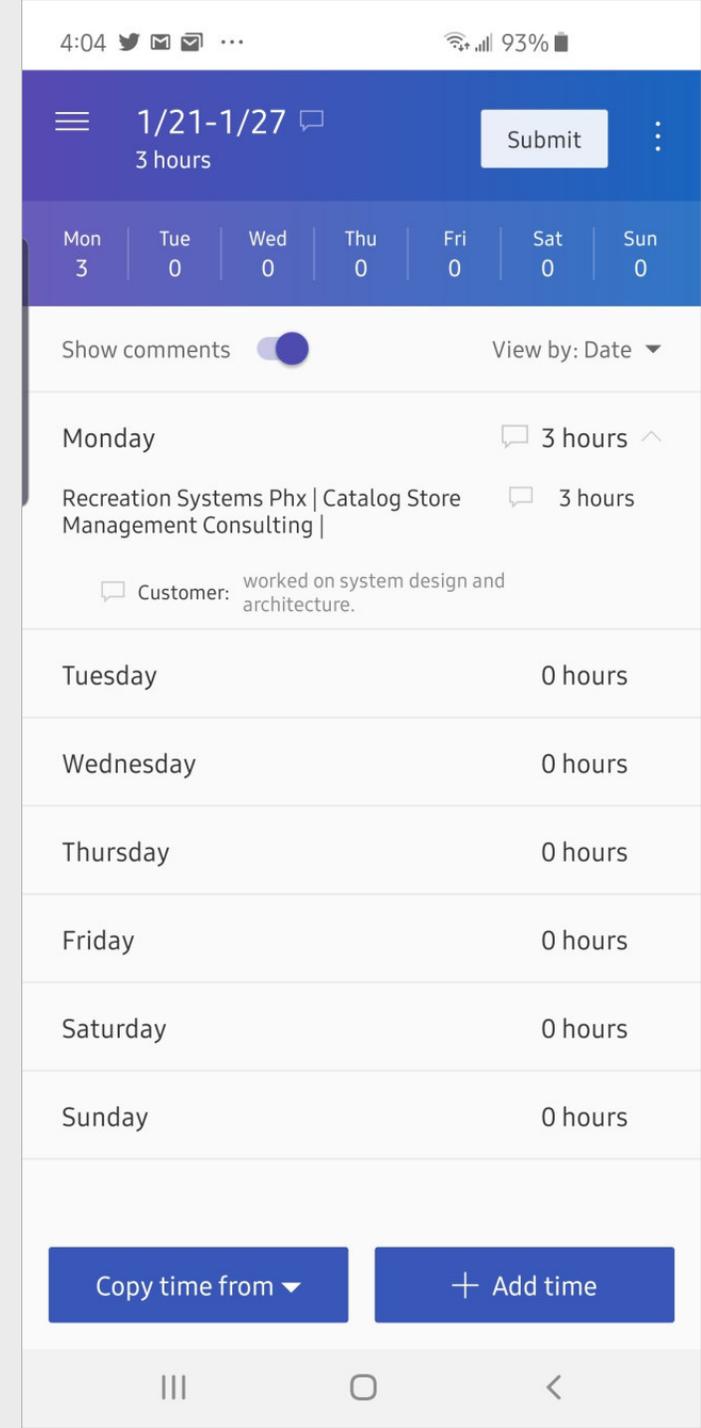
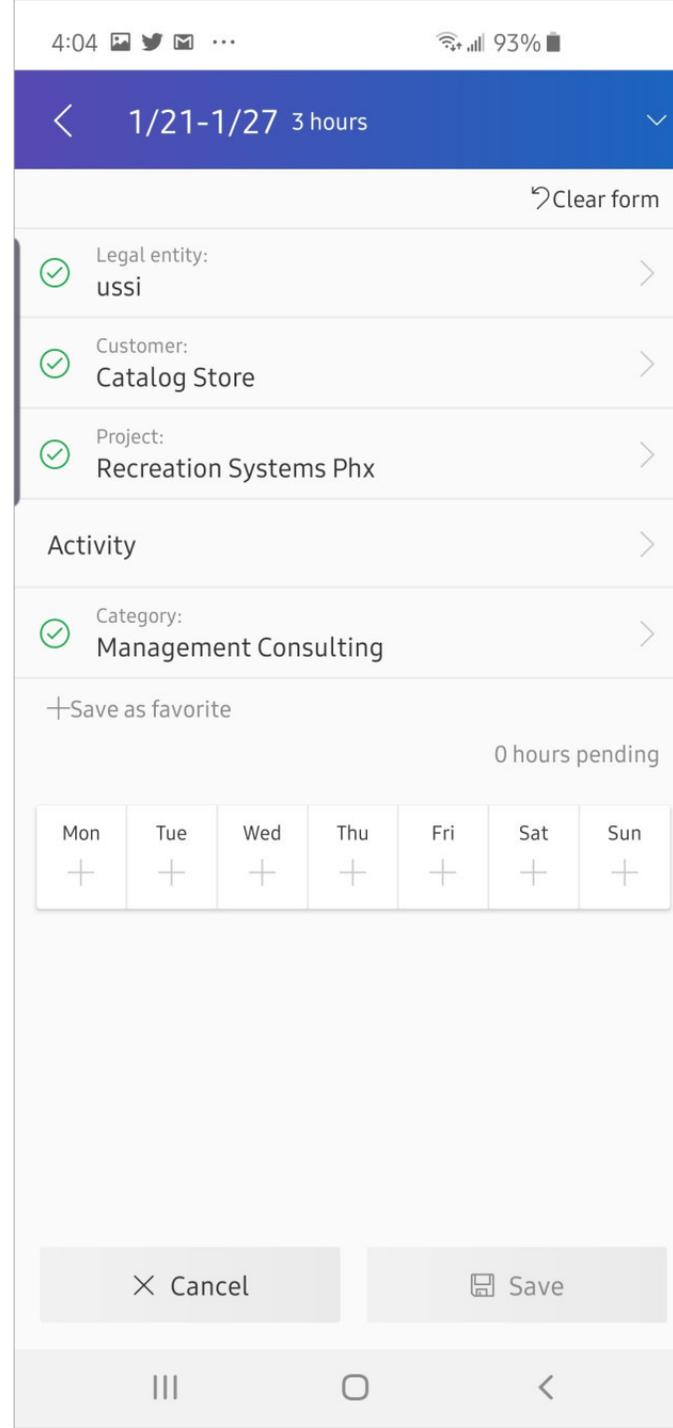
TECHNOLOGY MODERNIZATION

Build and deploy scalable web and mobile client apps.



Custom apps with Xamarin

- Transform your remote workforce with custom apps that streamline specific business processes.
- Deliver native Android, iOS, and Windows apps with a shared Microsoft .NET code base.



An adaptable approach to modernizing finance

Core



Foundational accounting and finance

Lay the groundwork with general ledger, accounts payable, Cashbook AR, budgeting, and fixed assets capabilities

Extended



Expanded reporting and finance

Enable consolidation, intercompany, credit management, and revenue recognition functions

Advanced



Modern finance

Integrate AI-driven predictive analytics and intelligent actionable insights with electronic invoicing and other enterprise applications

Core



Foundational accounting and finance

Dynamics 365 Finance

- Accounts management (payable and receivable)
- Budgeting
- Cash and bank management
- Assets management
- General ledger
- Payment and terms
- Financial reporting
- Cost accounting
- Expense management
- Globalization
- Regional regulatory features



Benefits

- Centralized and global financial management solution
- Robust financial intelligence and embedded analytics in real time
- Role-based workspaces
- Intelligent automation, task prioritization, and integration
- Automation for accounting, controlling, and budgeting workflows
- Extensive functionalities for effective cash flow management
- Ensures complete transparency over running costs, receivables, and liabilities plus budgets, forecasts and cash flow
- Maintains legal entity's bank accounts and financial instruments
- Supports compliance with statutory provisions and expansion into other countries
- Adjusts to changing global financial requirements

Extended



Expanded reporting and finance

Dynamics 365 Finance and Power BI

- Credit Management
- Financial reporting
 - Revenue recognition
 - Cash flow forecasting
- Power BI dashboards



Benefits

- Actionable insights in real time using business intelligence
- Predictive analytics that connects across systems
- Turns data into insightful visualizations to help make business decisions quickly and confidently
- Extends analytical workspaces by integrating external data with Power BI

Advanced



Modern finance

Dynamics 365 Finance

- Lifecycle Services
- Integration with other Dynamics 365 solutions (Field Service, Project Service Automation, Talent, Commerce)
- Microsoft Power Platform, Common Data Service, and Power BI
- Business events, Microsoft Flow, and LogicApps



Benefits

- With Lifecycle Services, it's easier to get support when you need it
- Direct synchronization across Dynamics 365 Finance, Sales, and Project Service Automation
- PowerApps, Power BI, and Microsoft Flow enable you to customize, extend, and build the apps you need for your business and unlock the potential of Dynamics 365
- By embedding PowerApps in Dynamics 365 Finance, you can add custom fields without writing code

ADAPTIVE IMPLEMENTATION



Core

Foundational accounting and finance

- Accounts management (payable and receivable)
- Budgeting
- Cash and bank management
- Assets management
- General ledger
- Payment and terms
- Financial reporting
- Cost accounting
- Expense management
- Globalization
- Regional regulatory features



Extended

Expanded reporting and finance

- Credit Management
- Financial reporting
 - Revenue recognition
 - Cash flow forecasting
- Power BI dashboards



Advanced

Modern finance

- Lifecycle Services
- Integration with other Dynamics 365 solutions (e.g. Field Service, Project Service Automation, Talent, Commerce)
- Microsoft Power Platform, Common Data Service, and Power BI
- Business events, Microsoft Flow, and LogicApps

Next steps



Take the next step

Get started with [Dynamics 365 Finance](#)—empower your digital transformation by applying intelligence and connecting your data.

Lean on the next generation of business applications with trusted Microsoft cloud services.

[Dynamics 365 learning paths](#)

[Dynamics 365 Finance](#)





Microsoft Dynamics 365