Microsoft Dynamics 365

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?

Transform products
Optimize operations
Data & AI
Engage customers
Empower people

The world's connected AI business cloud

Dynamics 365 & Power Platform

CONCERNS AND CONSIDERATIONS

Supporting modern finance

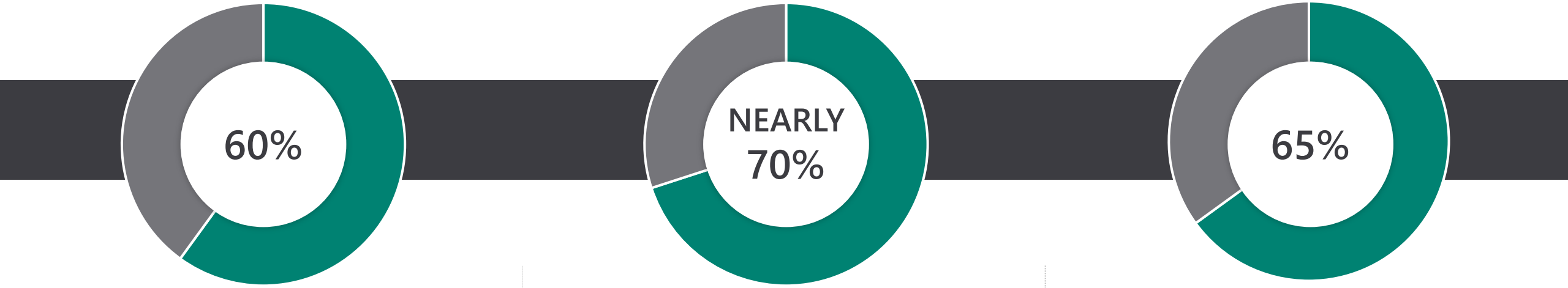
Key considerations for modernizing finance

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 2024[1]

Finance and accounting leaders surveyed who say manual processes are still the biggest bottleneck in financial close and accounting operations[2]

Finance professionals who anticipate having to develop analytical skills[3]

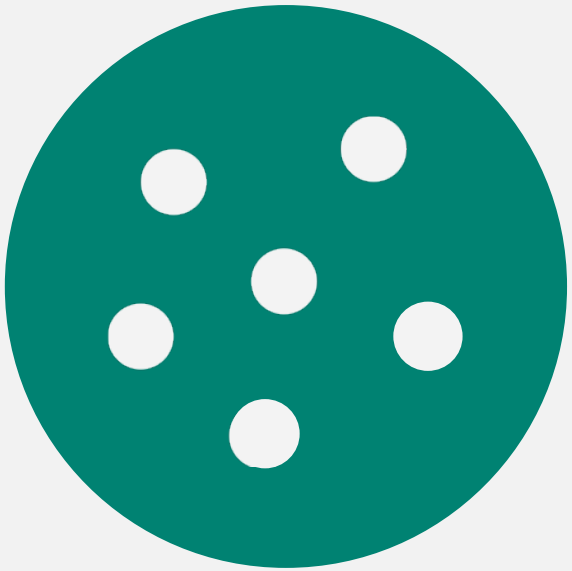
"By 2020, embedded AI will become a key differentiating factor in finance systems evaluations, and vendors with this capability will be able to highlight greater functional advantages." –Nigel Rayner, vice president at Gartner

1 Gartner Magic Quadrant for Cloud Core Financial Management Suites for Midsize, Large and Global Enterprises

2 The Hackett Group

3 2019 FinTech Barometer survey

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

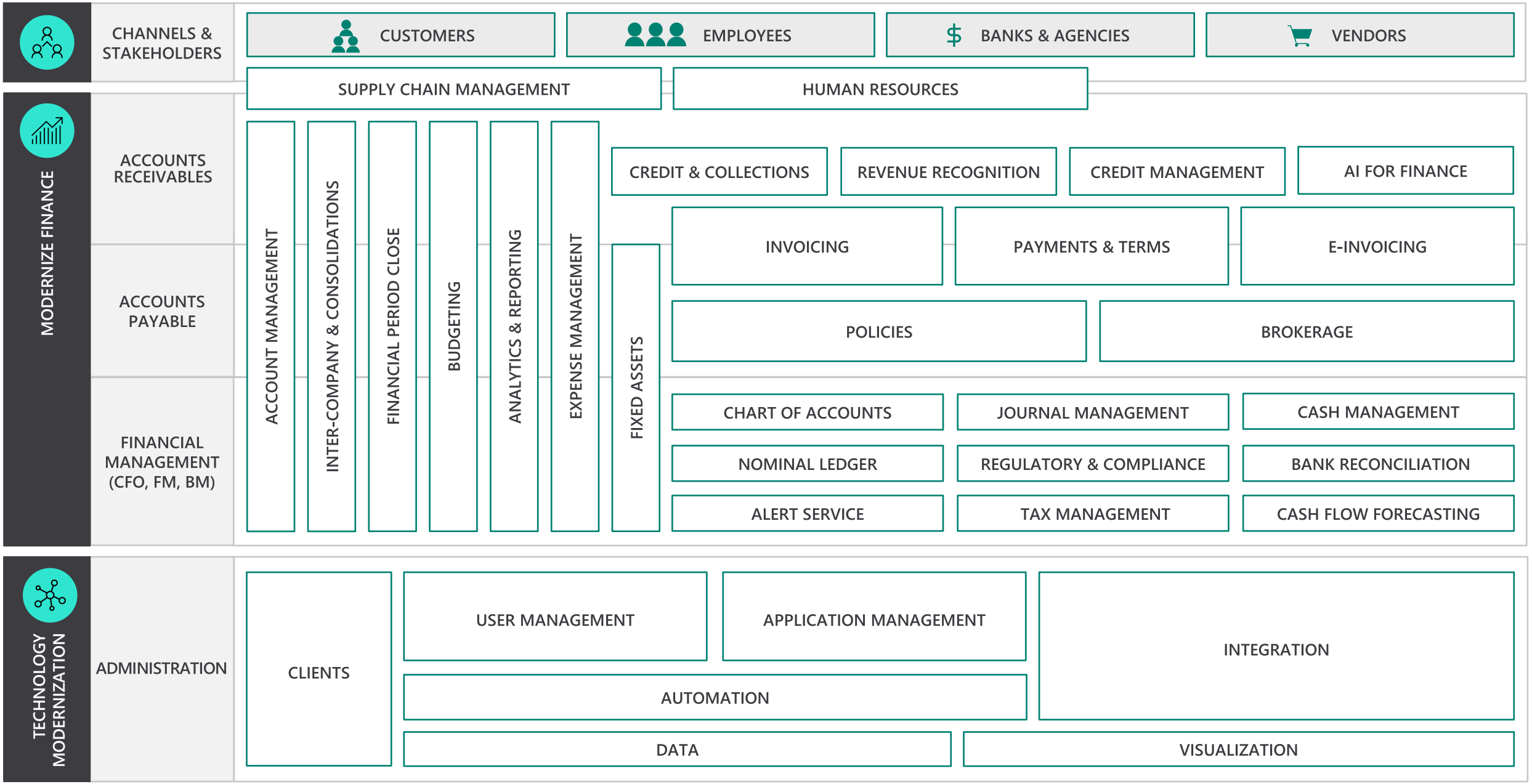
Take advantage of predictive analytics for intelligent recommendations

Technology modernization

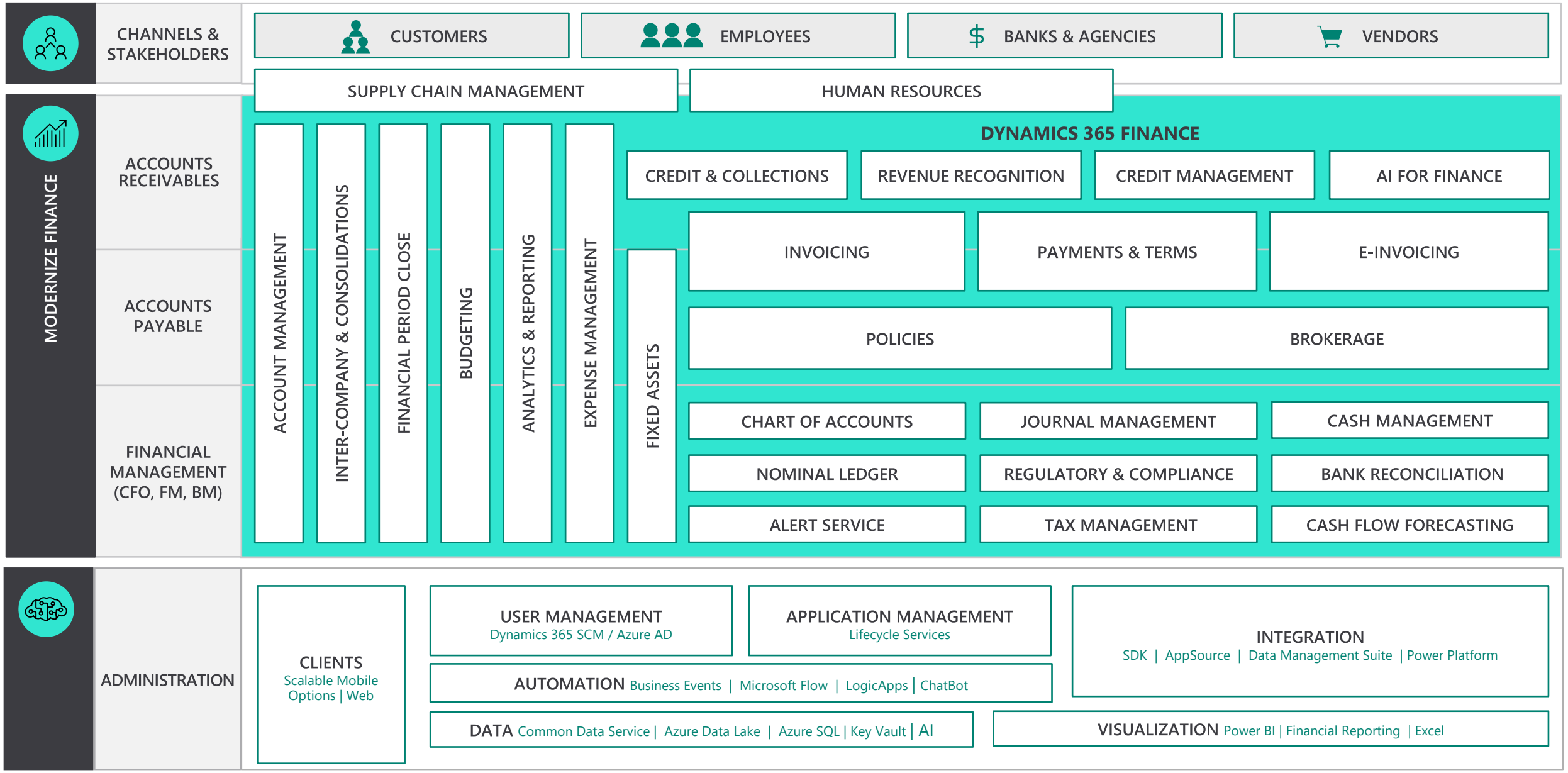
Unify data and connected processes, apps, and systems

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
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MODERNIZE
FINANCE

Centralize or distribute financial management with embedded reporting and financial analytics

Financial reporting

MODERNIZE FINANCE

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

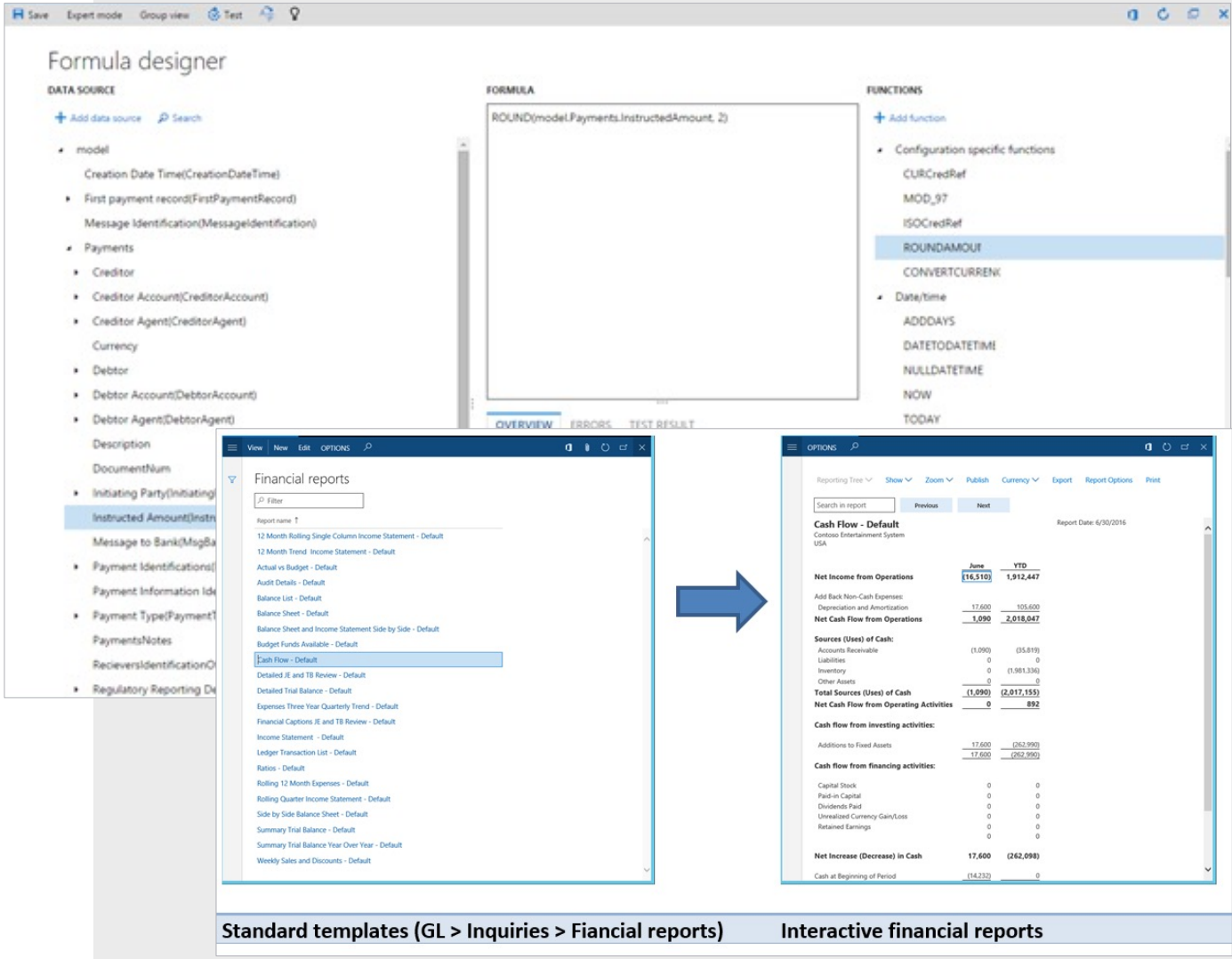
Meet your specific business needs and prepare for growth with a modern cloud financial management solution that's easy to customize, integrates with your existing systems, and offers cloud or hybrid deployment options.

MODERNIZE FINANCE

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



MODERNIZE
FINANCE

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

Single source of intelligence

Role-based workspaces

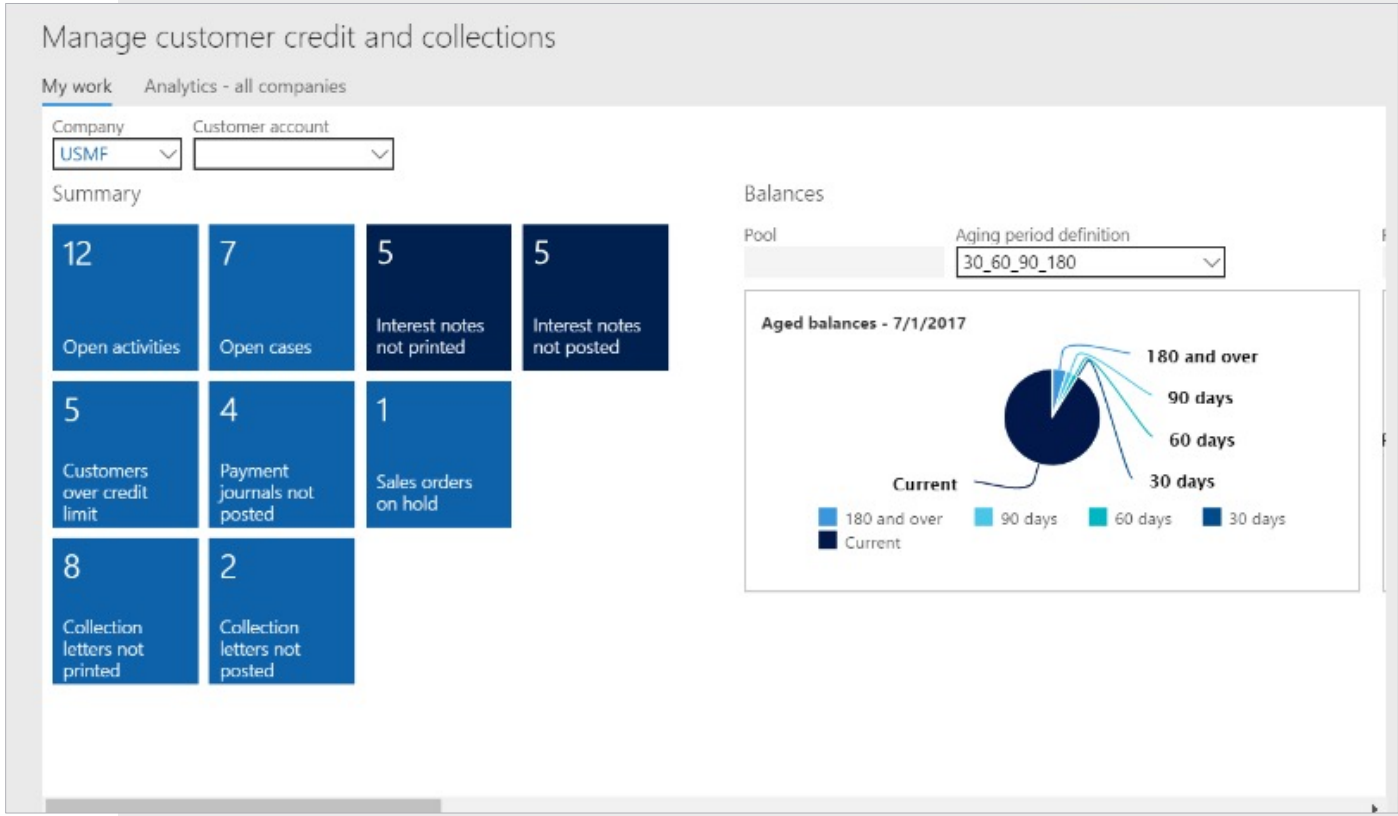
Integration with Office 365 apps

MODERNIZE FINANCE

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

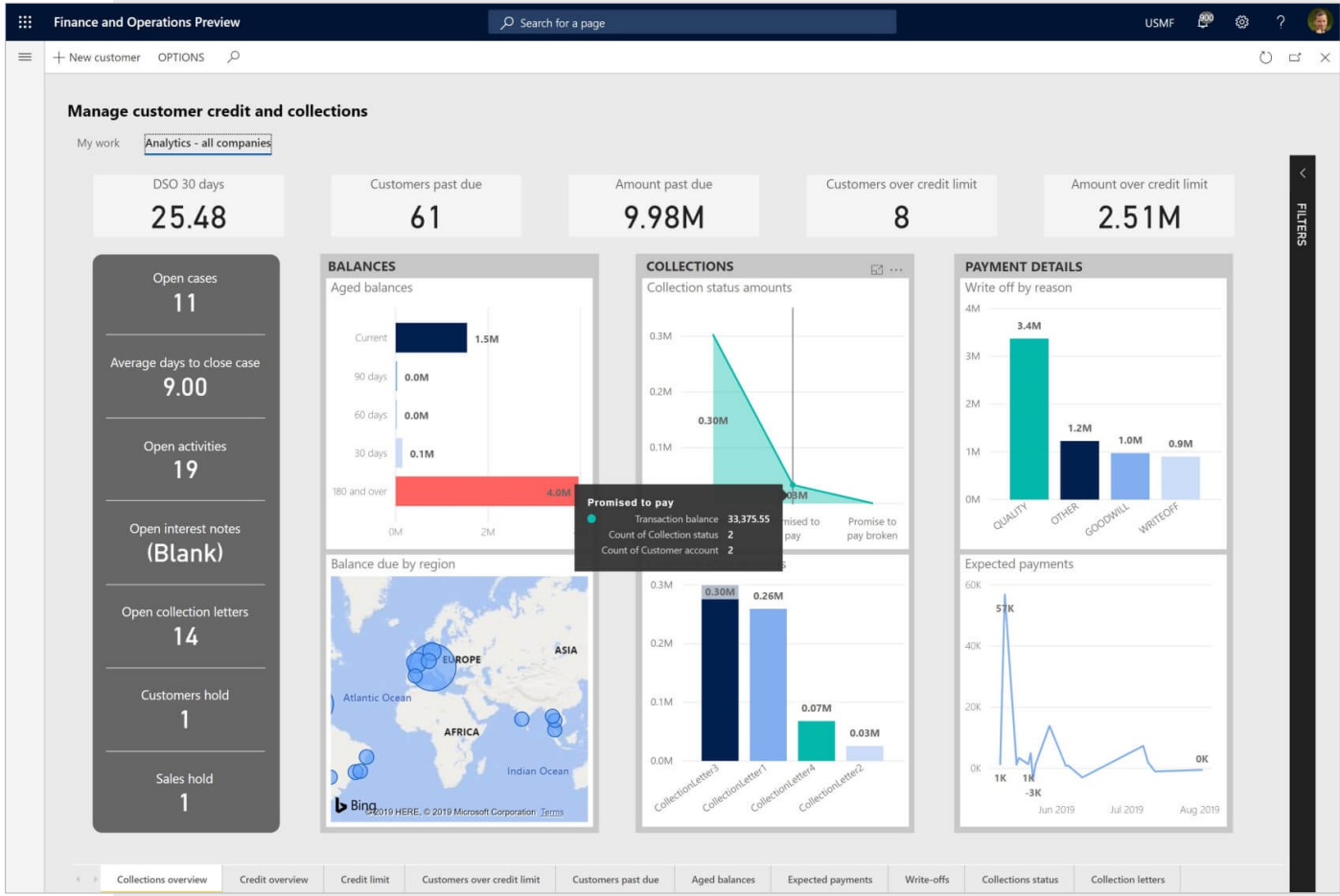


MODERNIZE FINANCE

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

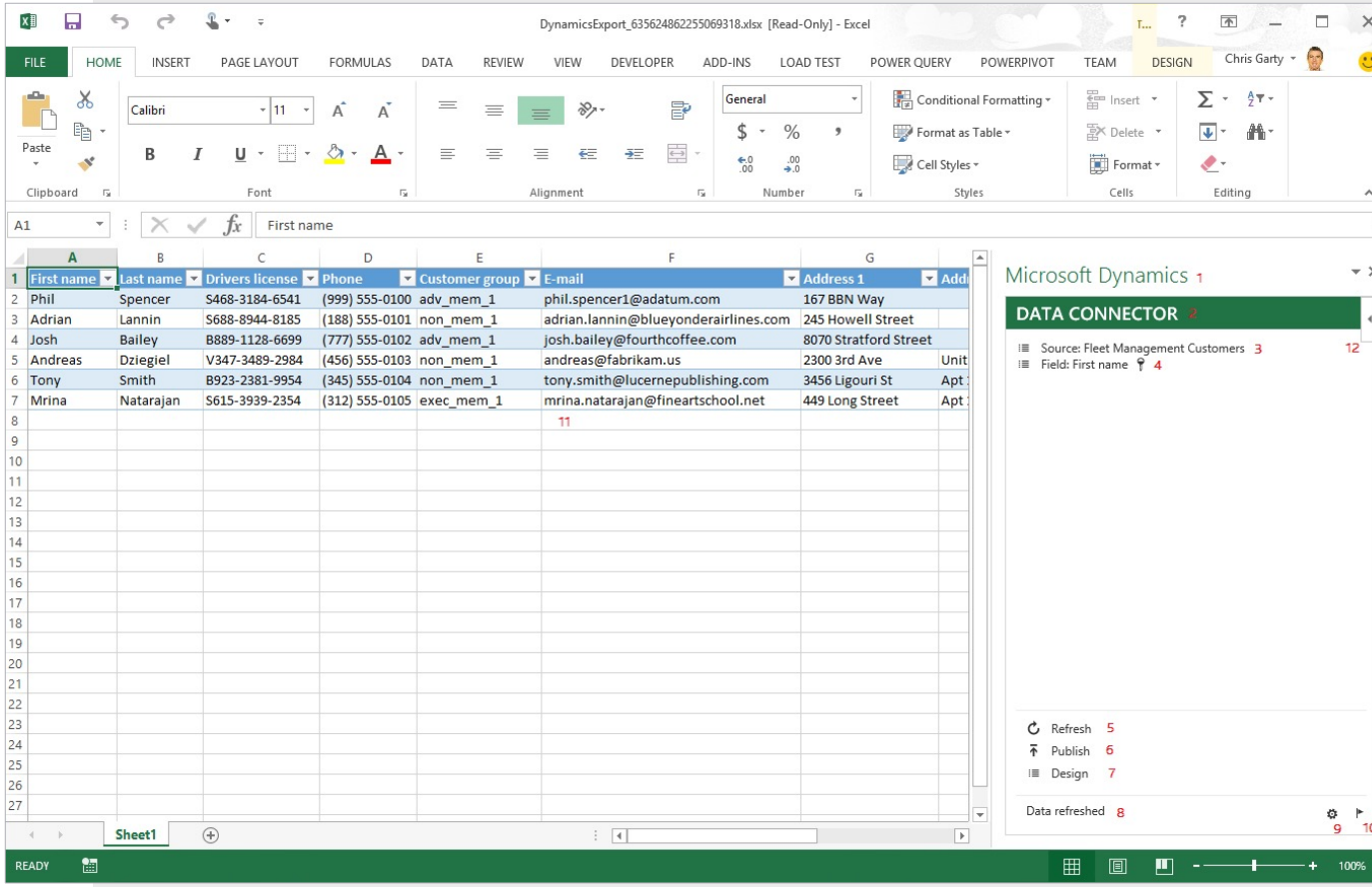


MODERNIZE FINANCE

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



MODERNIZE
FINANCE

Elevate financial capabilities with intelligent processes

Proactive credit Management

Revenue recognition

Budget planning and forecasting

Project accounting

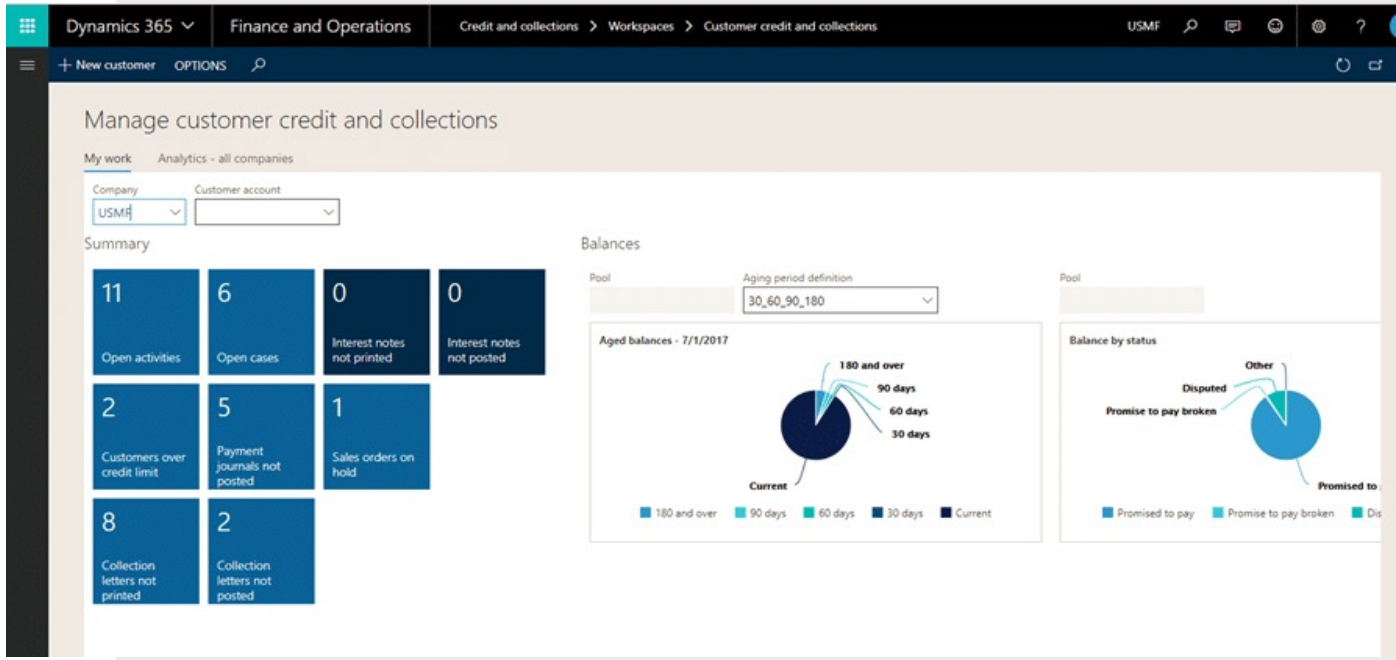
Cash and bank management

MODERNIZE FINANCE

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

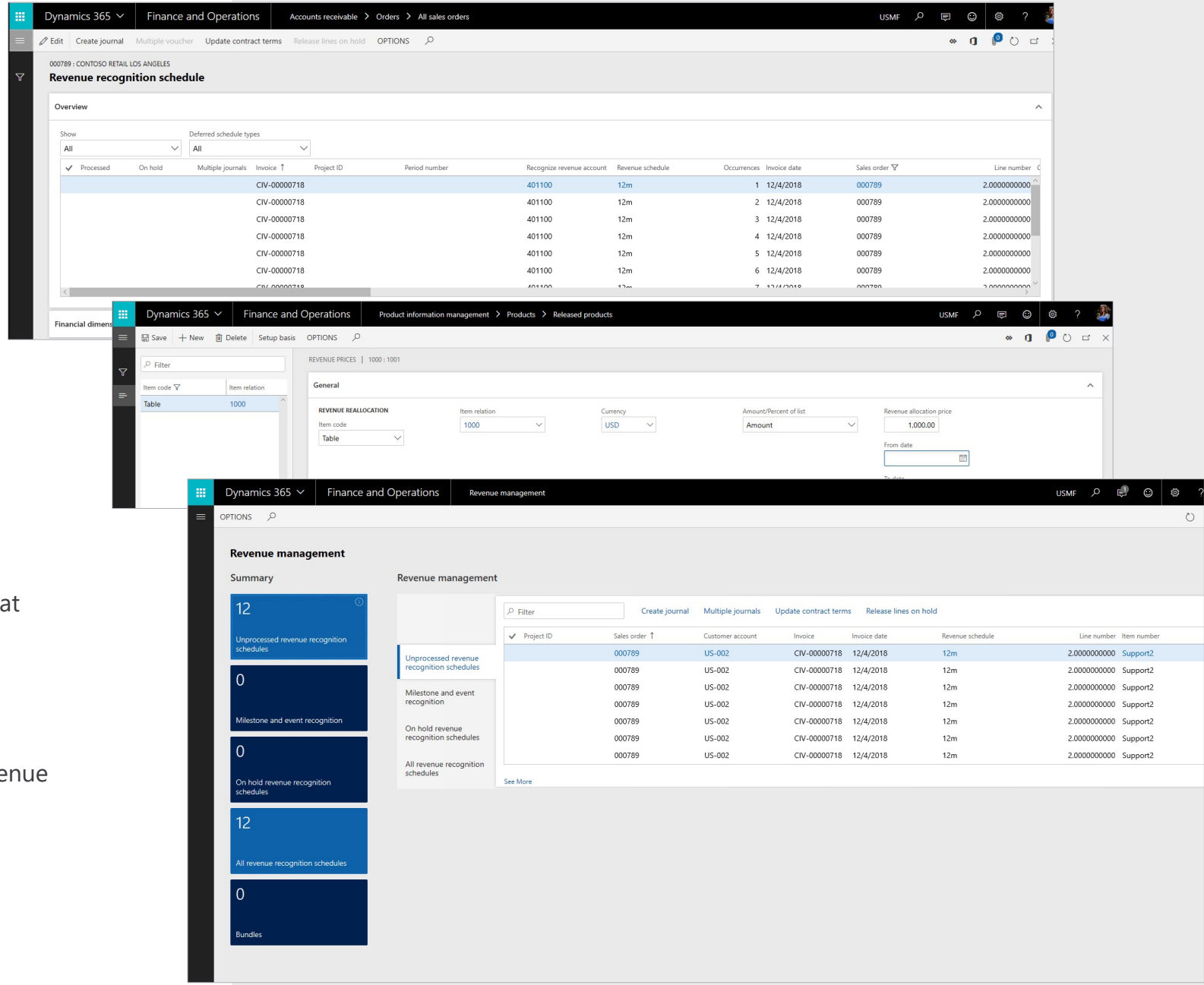


MODERNIZE FINANCE

Elevate financial capabilities with intelligent processes

Revenue recognition

- Manage revenue pricing, schedule, sale order reallocations, reporting, and more
- Enable users to enter prices recognized as different from what the customer is charged
- Use revenue schedules to determine the number of months for the revenue deferral
- Reallocate multiple sales orders
- View the status of schedule records created for deferred revenue
- Comply with IFRS 15 and ASC 606.

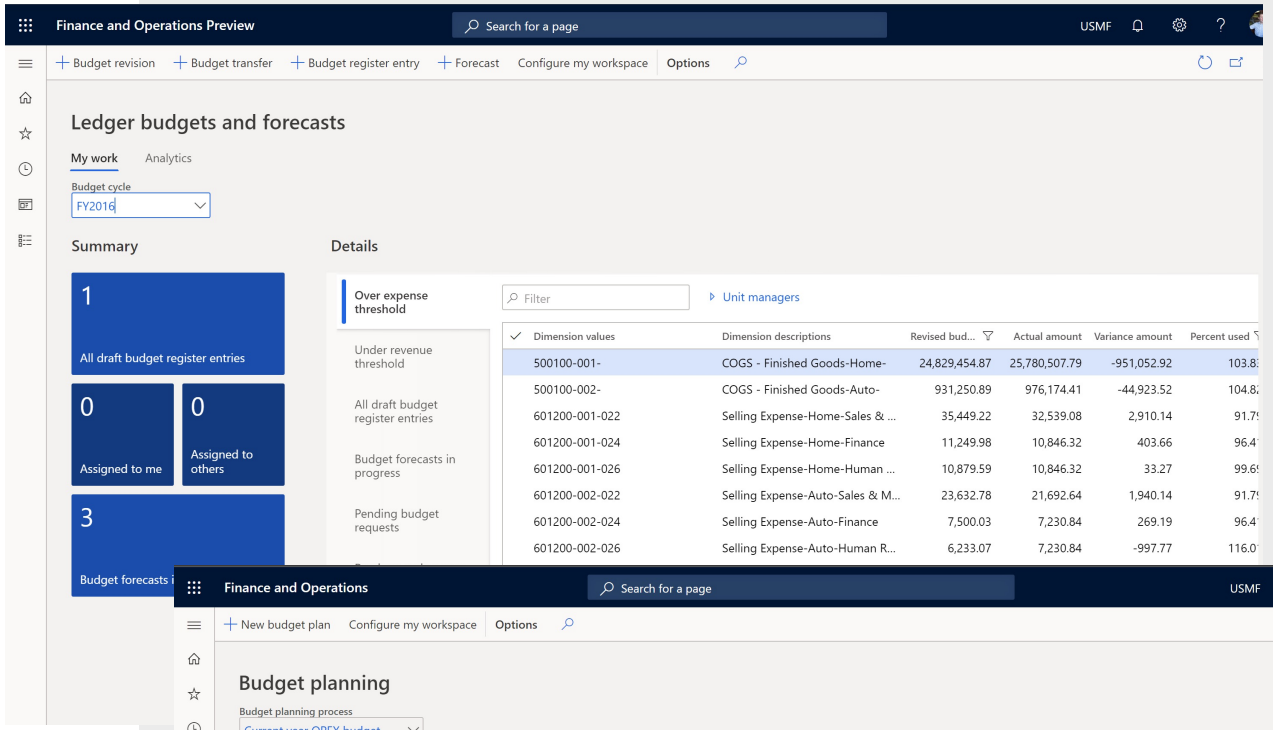


MODERNIZE FINANCE

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

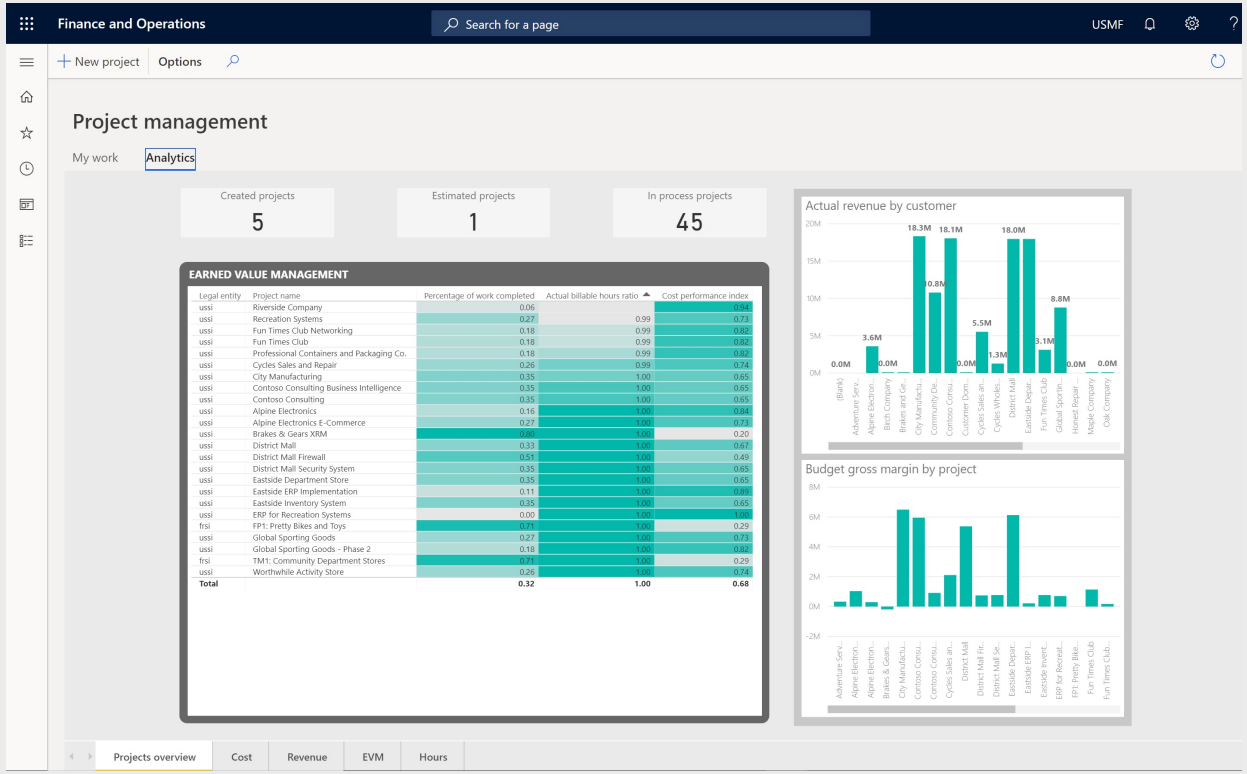


MODERNIZE FINANCE

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

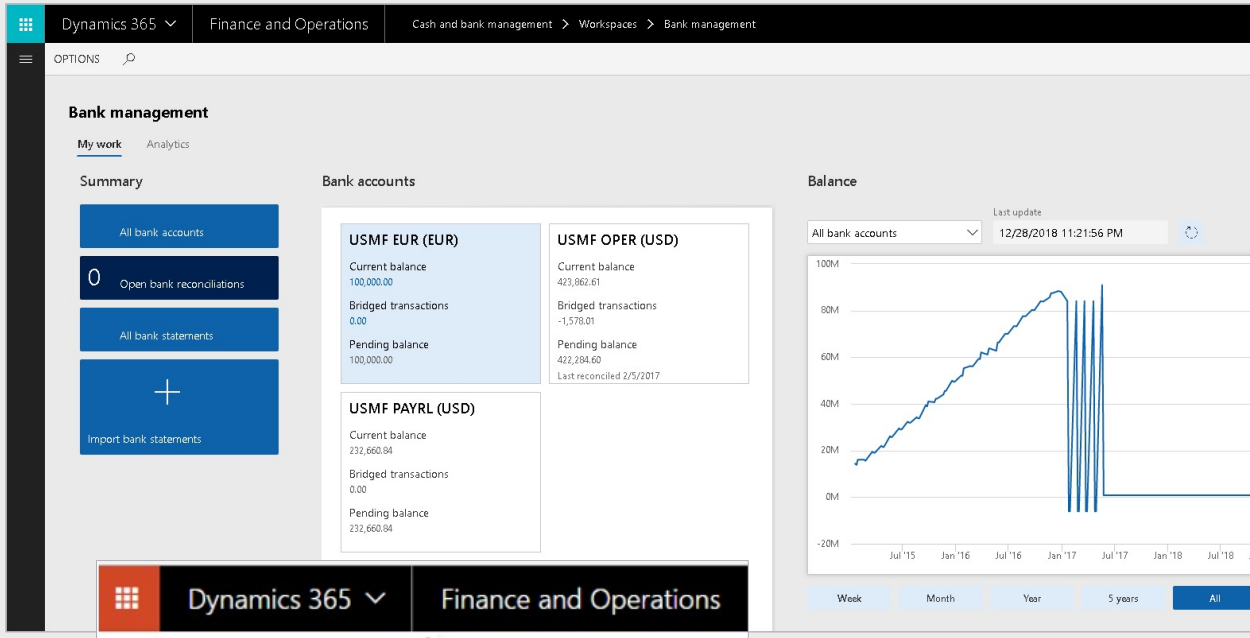


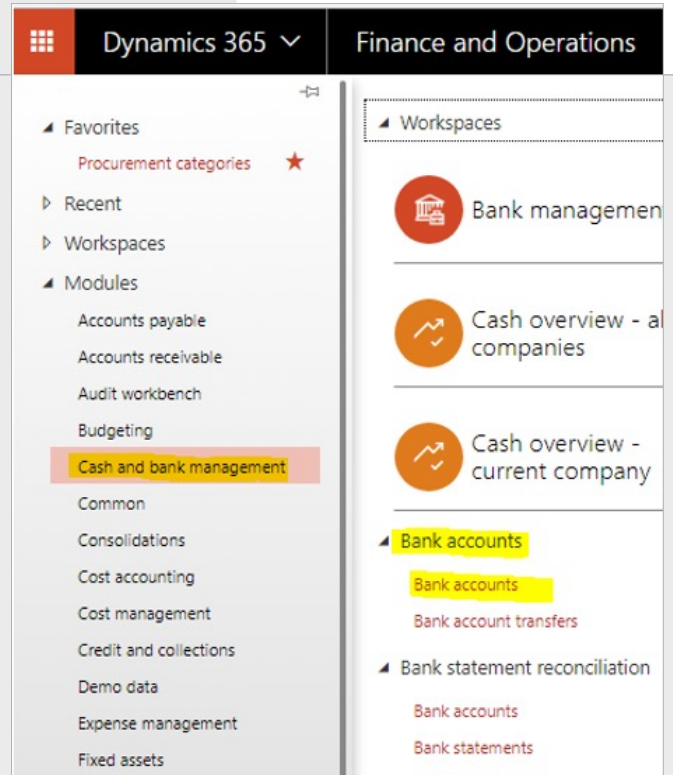
MODERNIZE FINANCE

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





MODERNIZE FINANCE

Keep up with frequently changing regulatory requirements

E-invoicing

Centralized payments

Globalization and taxes configuration

E-reporting formats

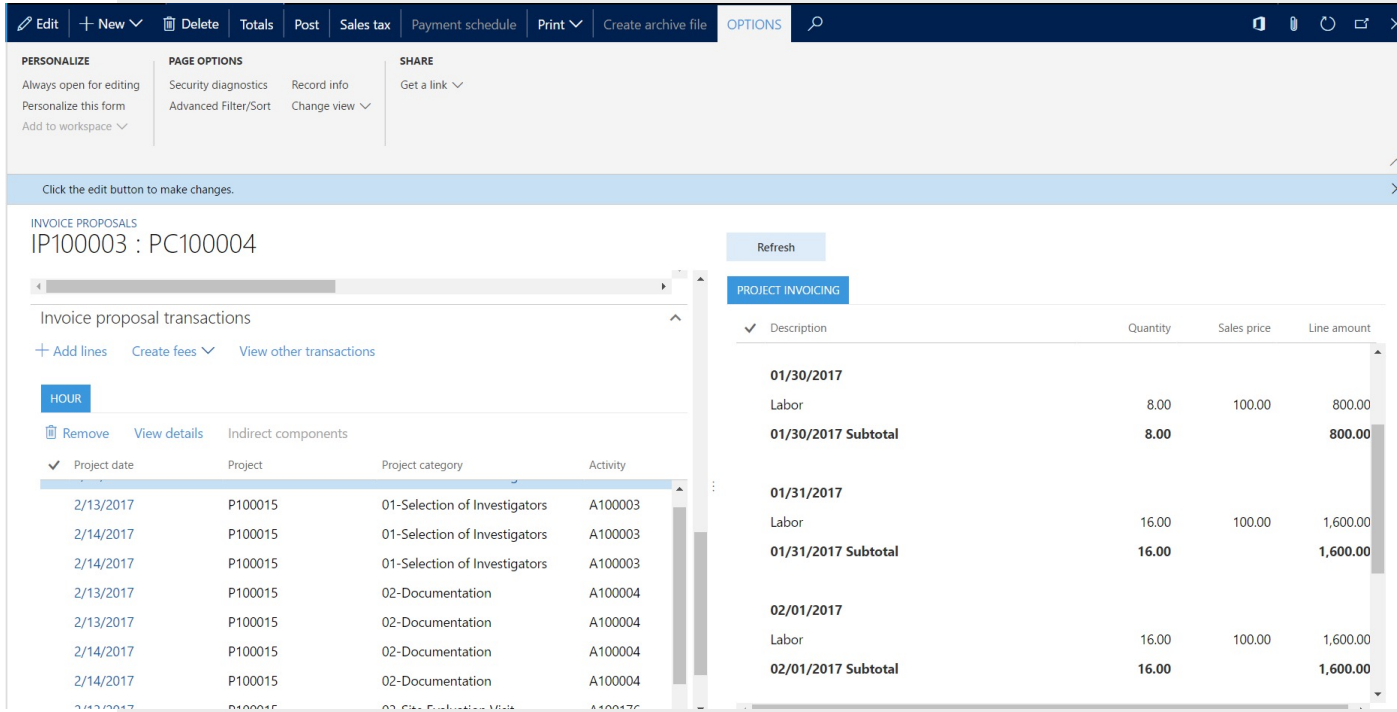
Certifications and accreditations

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

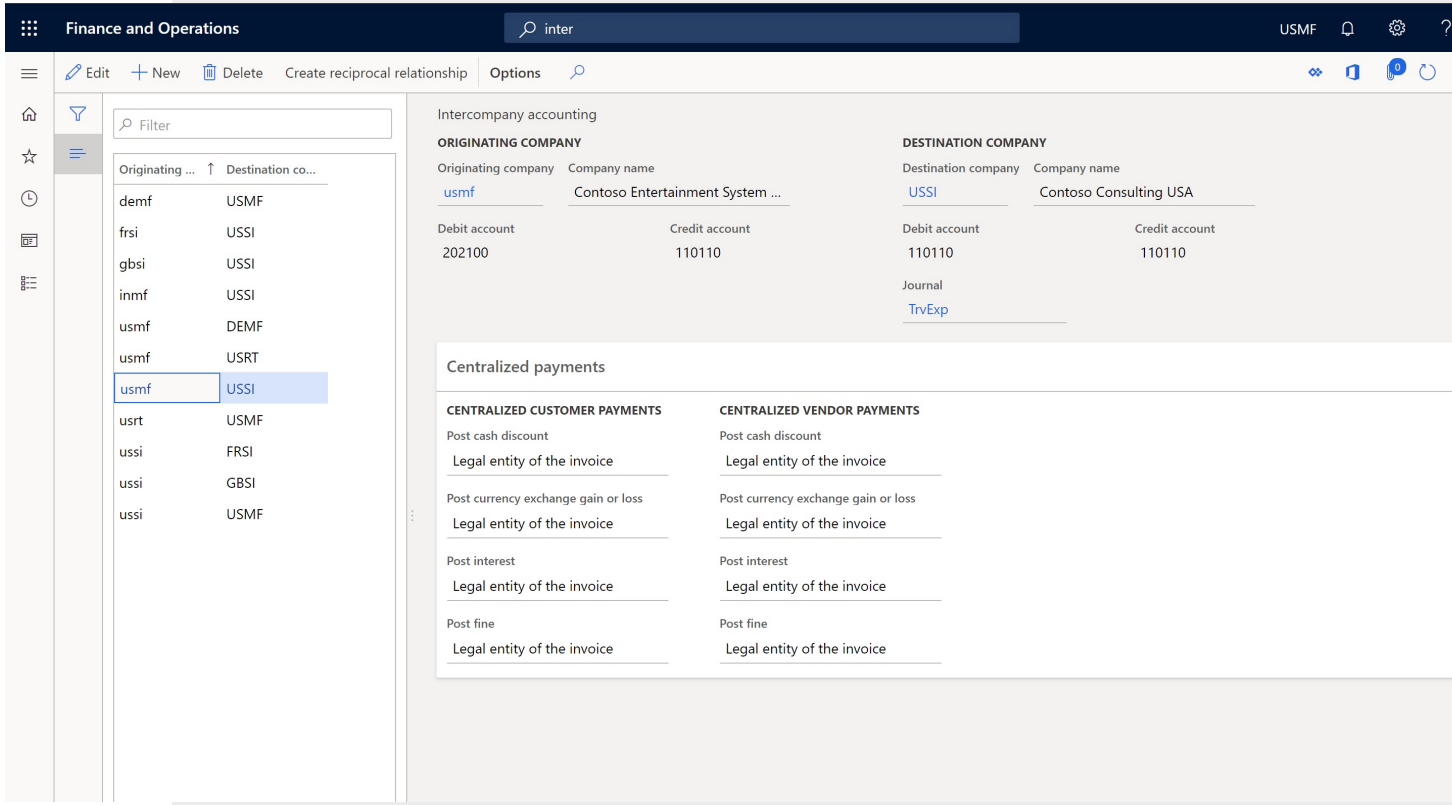


MODERNIZE FINANCE

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

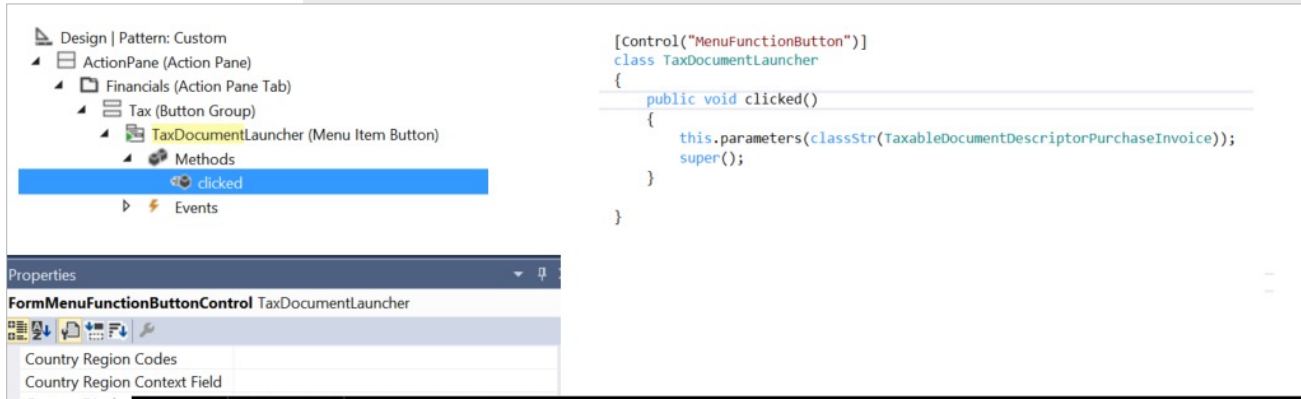


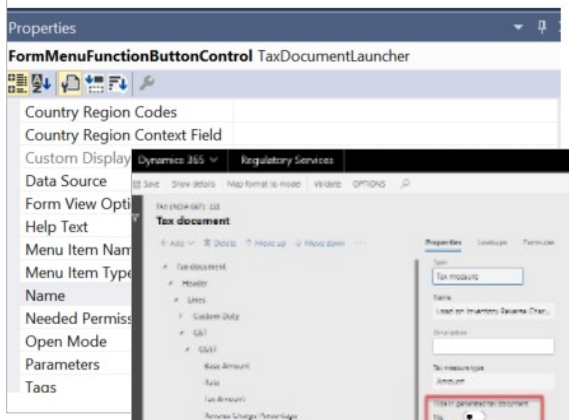
MODERNIZE FINANCE

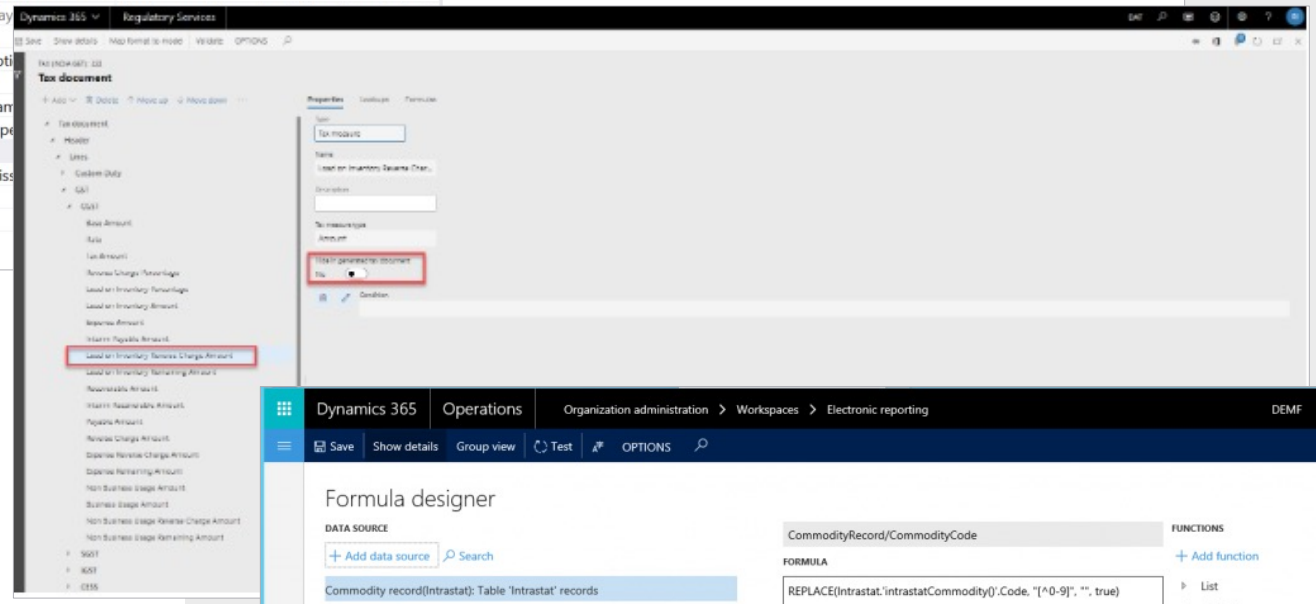
Keep up with frequently changing regulatory requirements

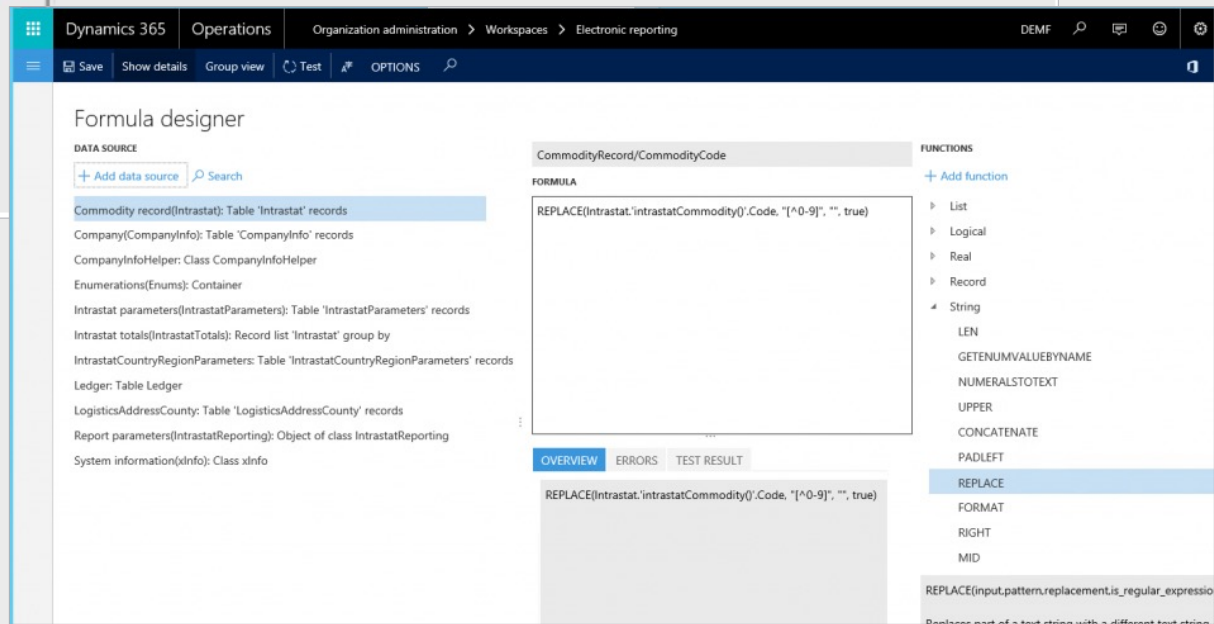
Globalization and taxes configuration

- 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







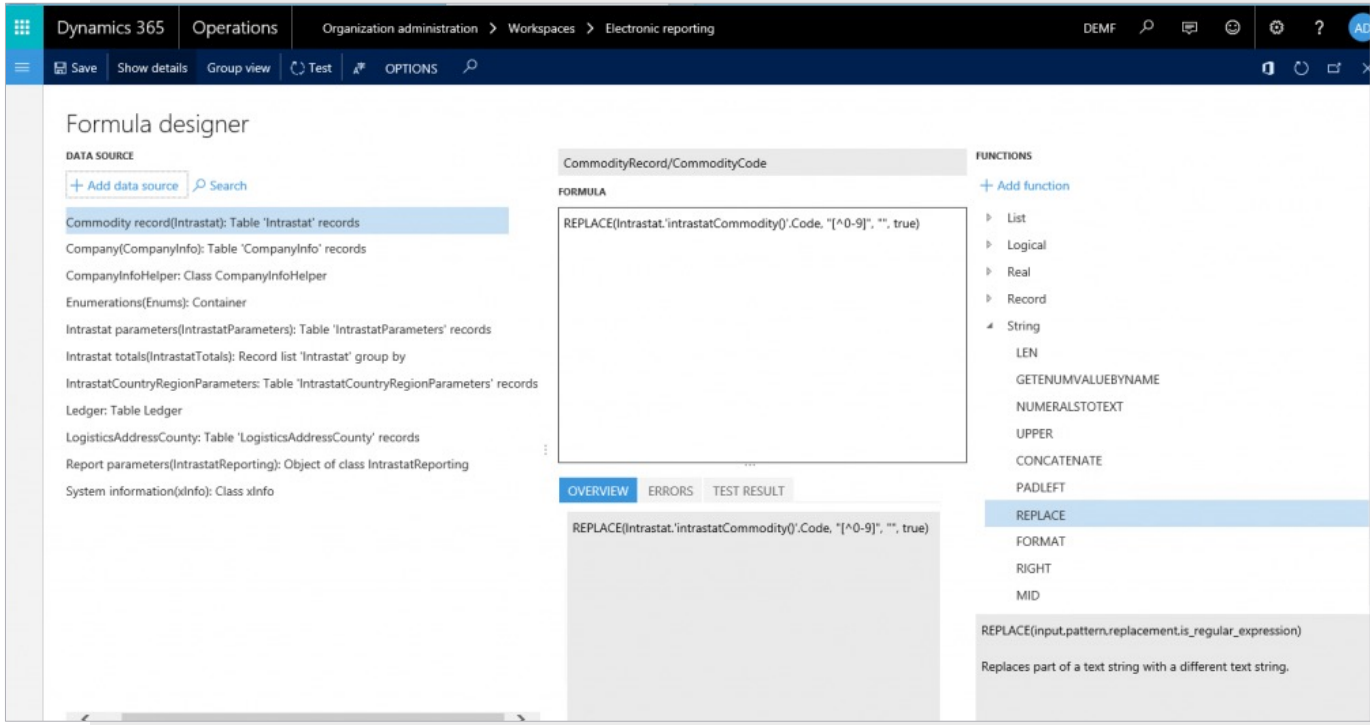


MODERNIZE FINANCE

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



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

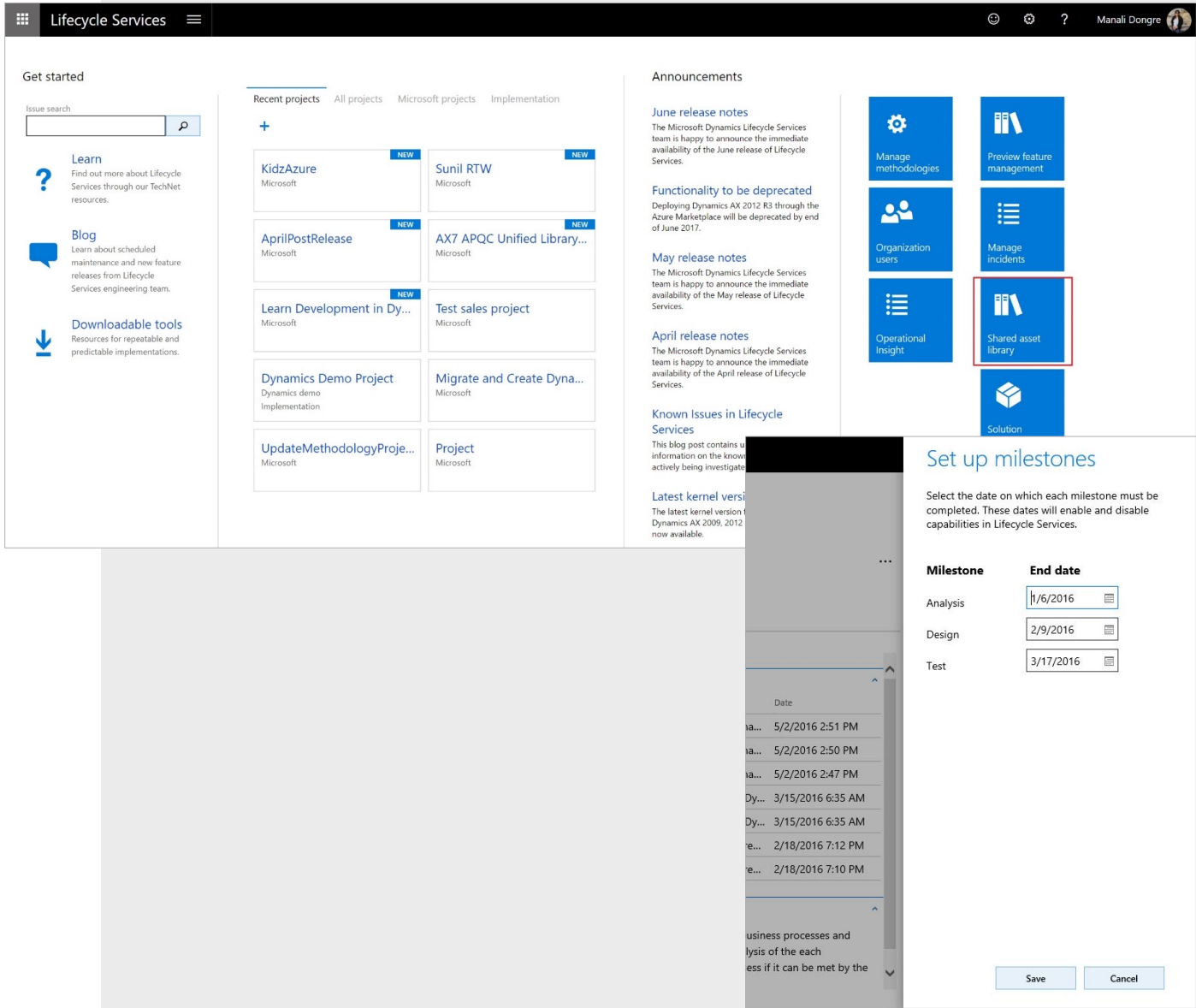
Business process modeler

TECHNOLOGY MODERNIZATION

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

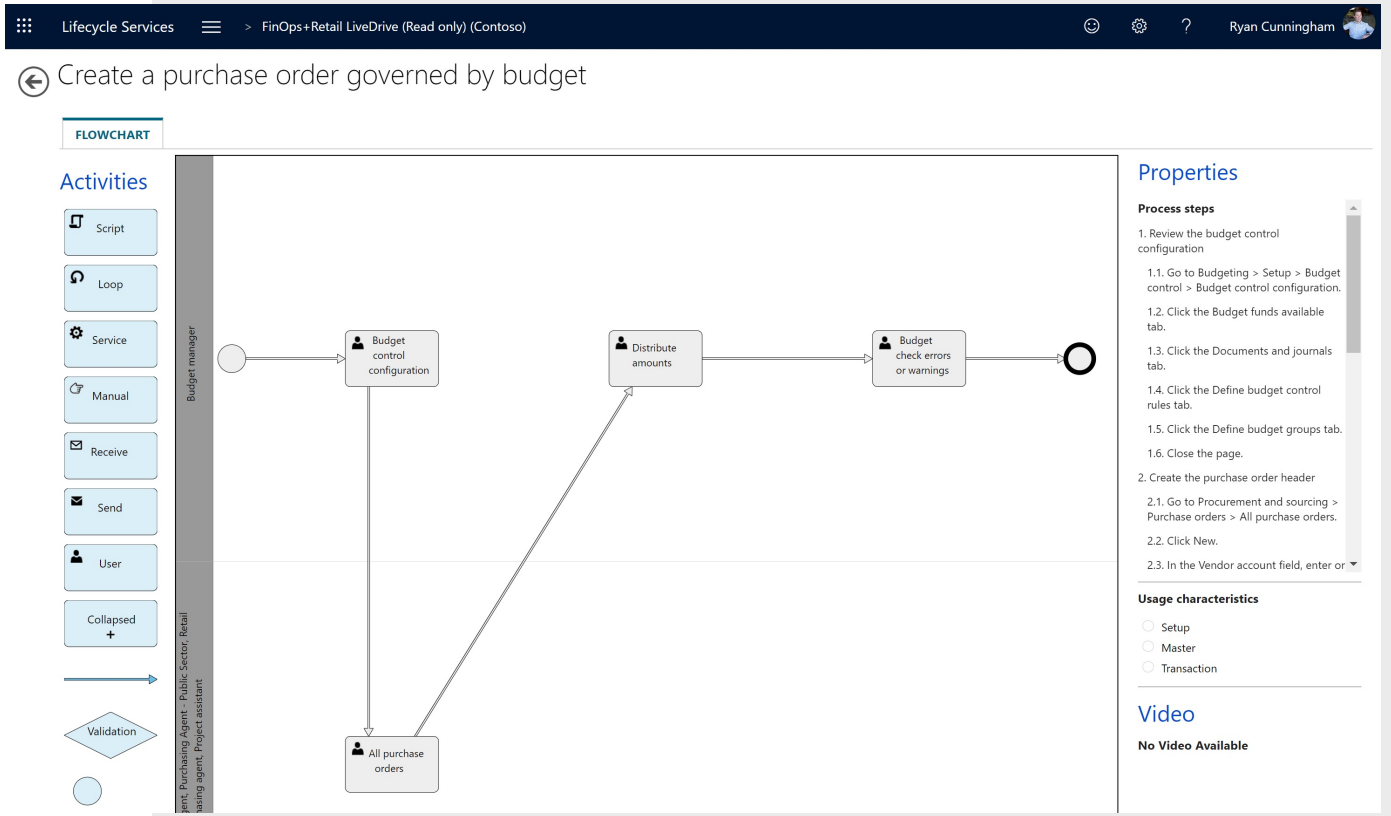


TECHNOLOGY MODERNIZATION

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



TECHNOLOGY
MODERNIZATION

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

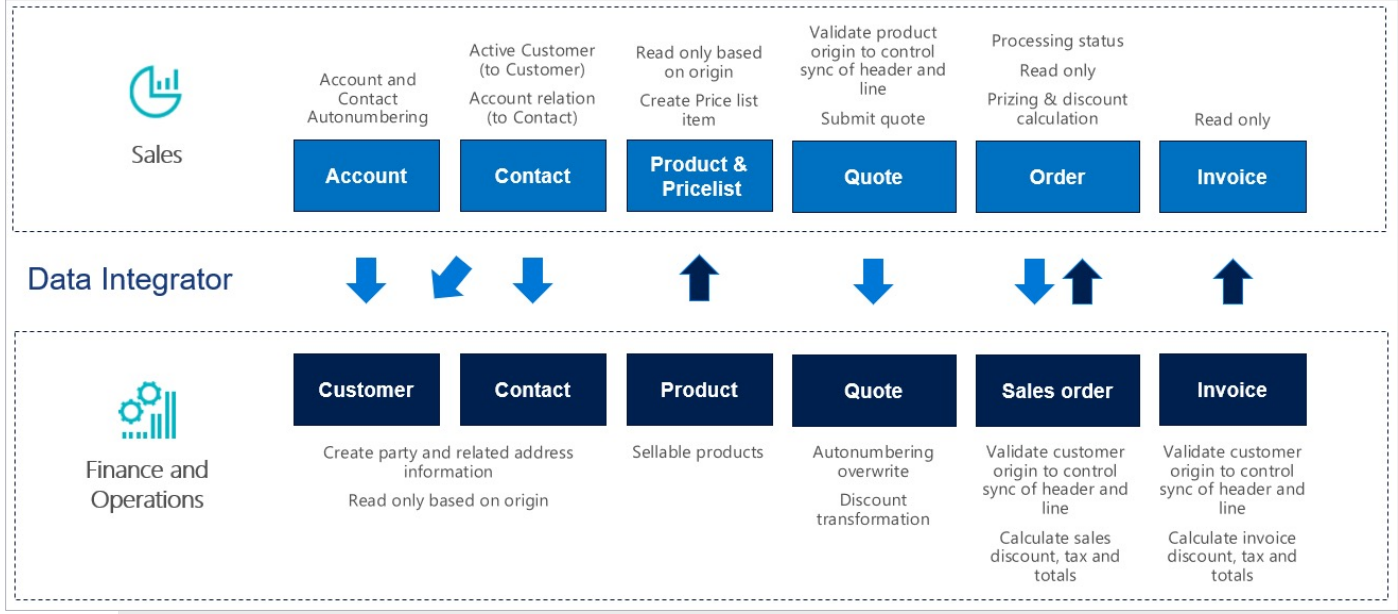
Synchronize products
directly from Dynamics 365
Finance to Dynamics 365 Sales

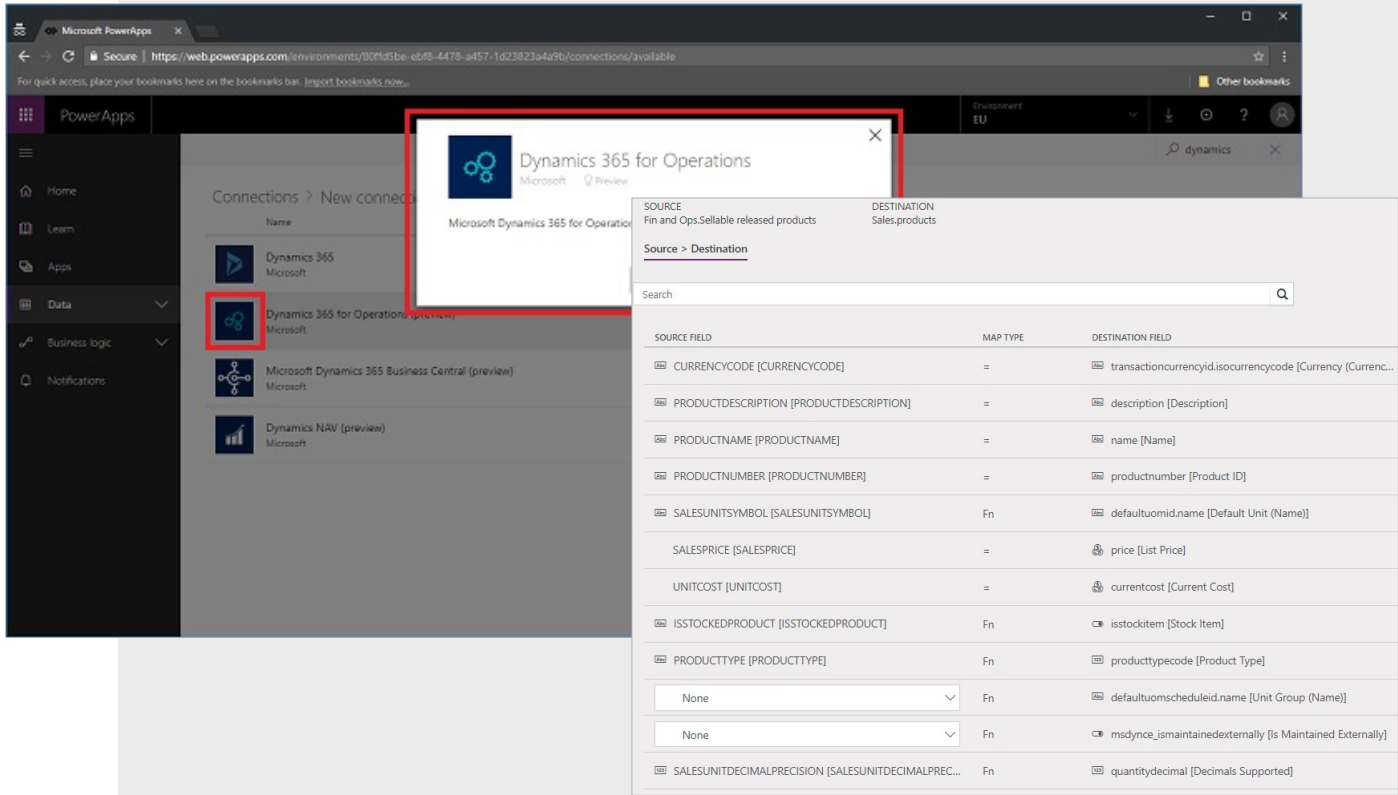
TECHNOLOGY MODERNIZATION

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

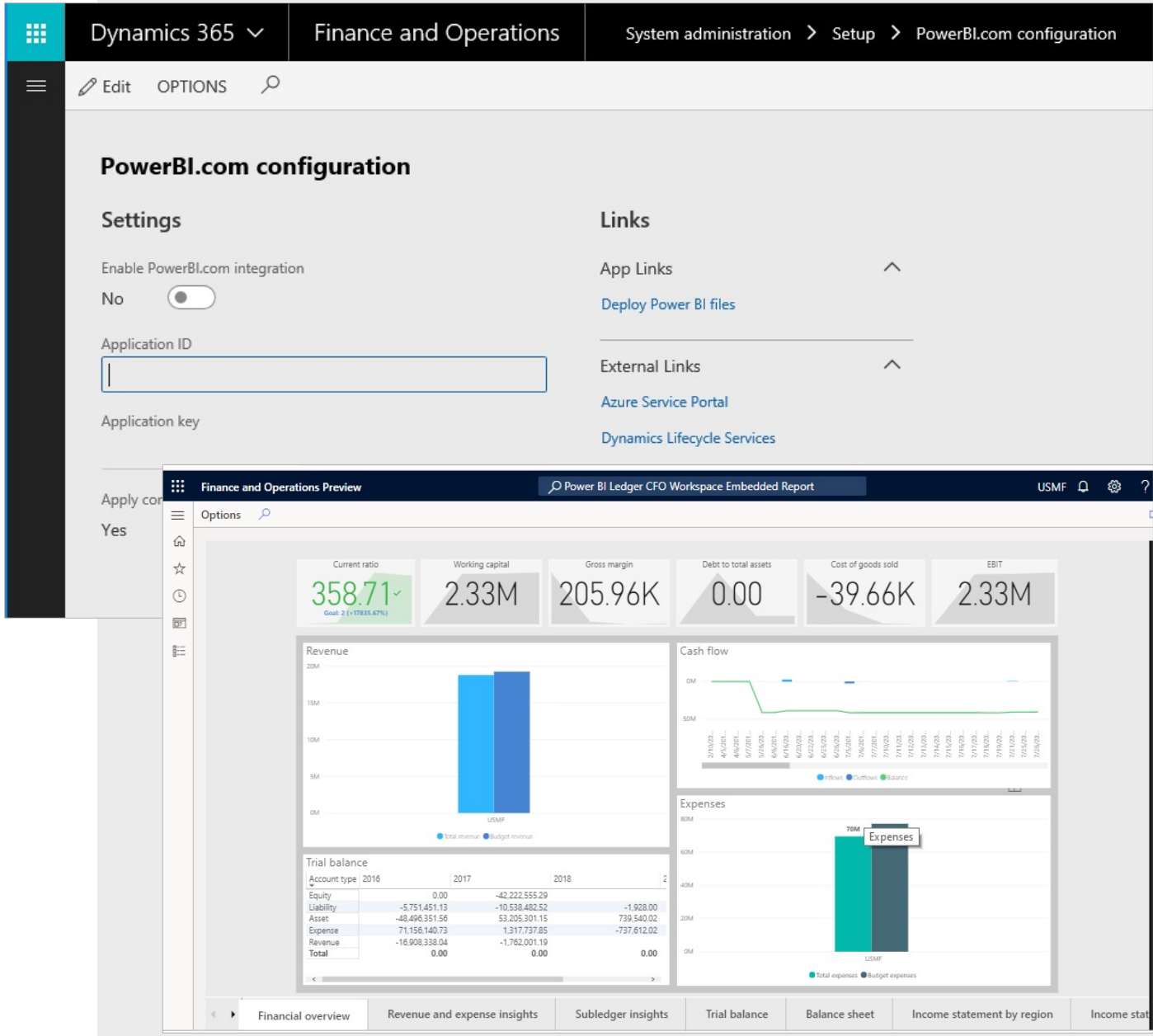
Business intelligence with
Microsoft Power BI

TECHNOLOGY MODERNIZATION

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

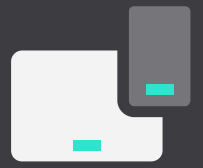


TECHNOLOGY
MODERNIZATION

Personalize your finance management requirements

Unify your data and process across sources using Microsoft Power Platform

Integrate with Microsoft Azure Logic Apps



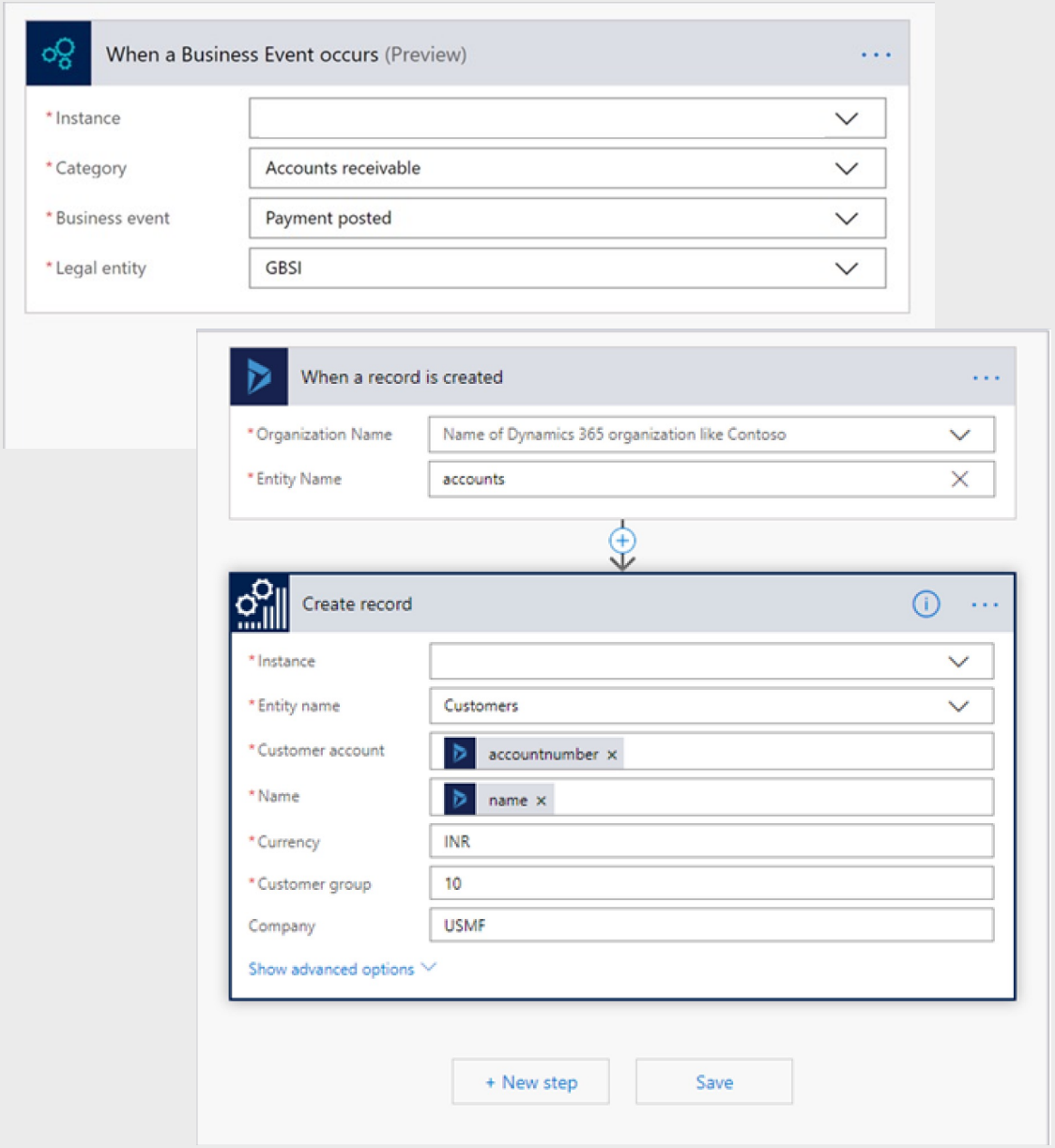
Build and deploy scalable native mobile apps

TECHNOLOGY MODERNIZATION

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

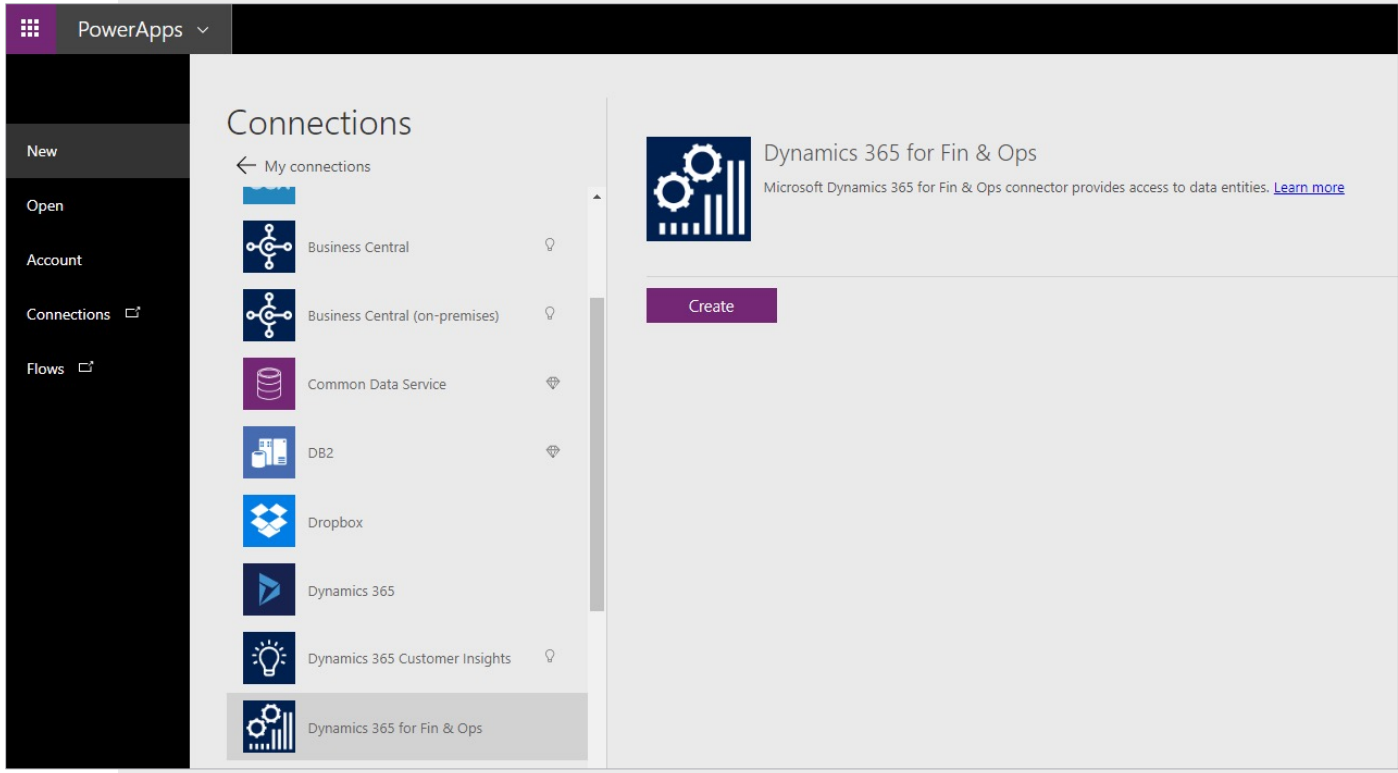


TECHNOLOGY MODERNIZATION

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

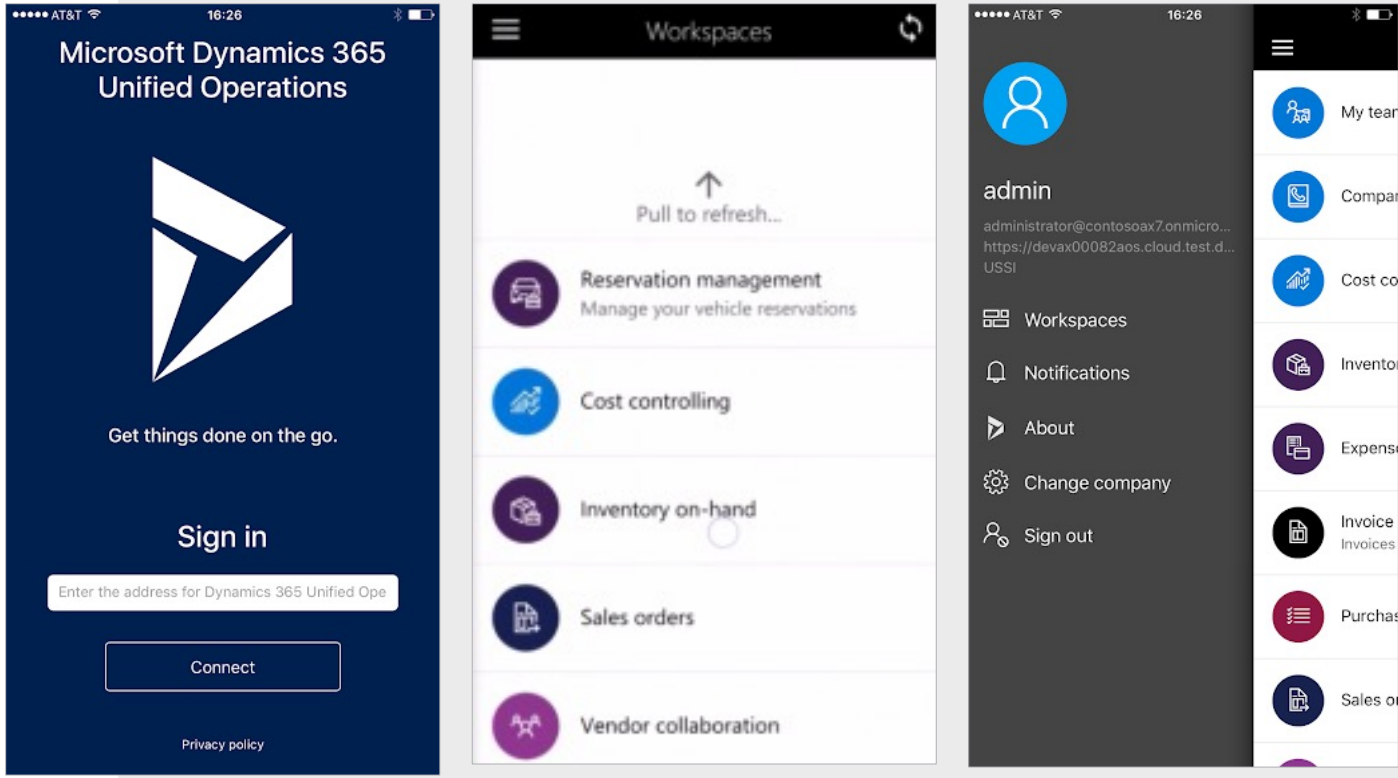


TECHNOLOGY MODERNIZATION

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

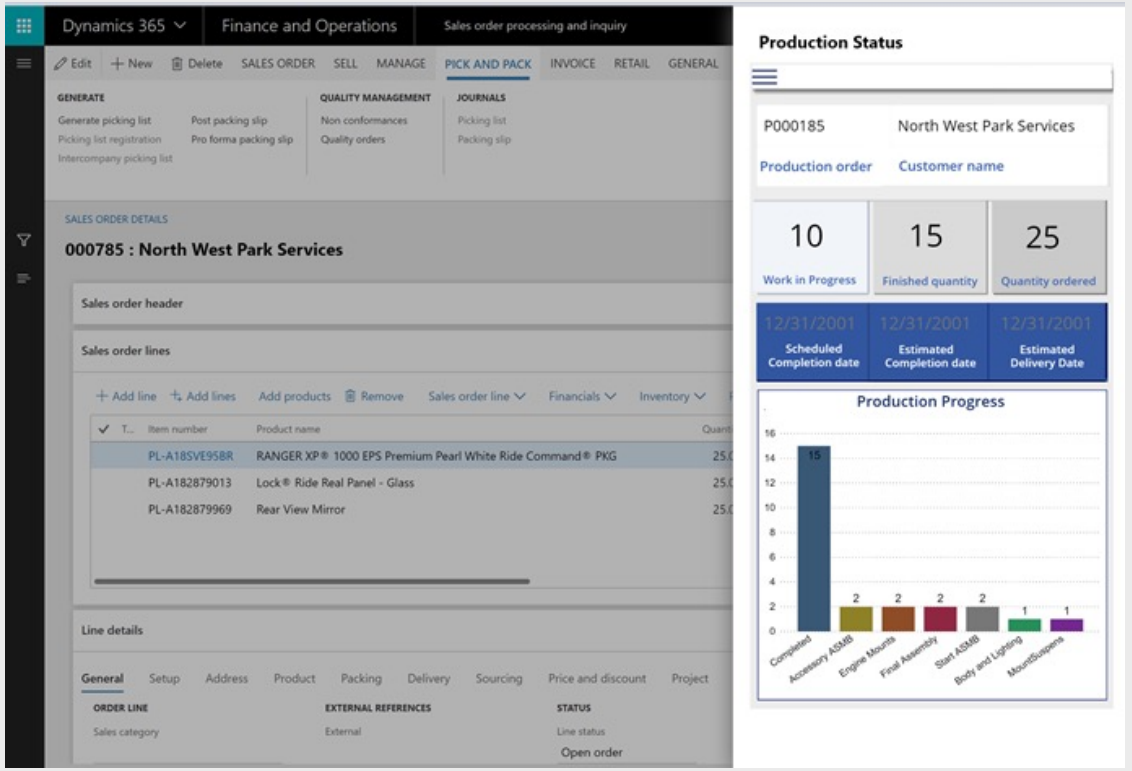


TECHNOLOGY MODERNIZATION

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.

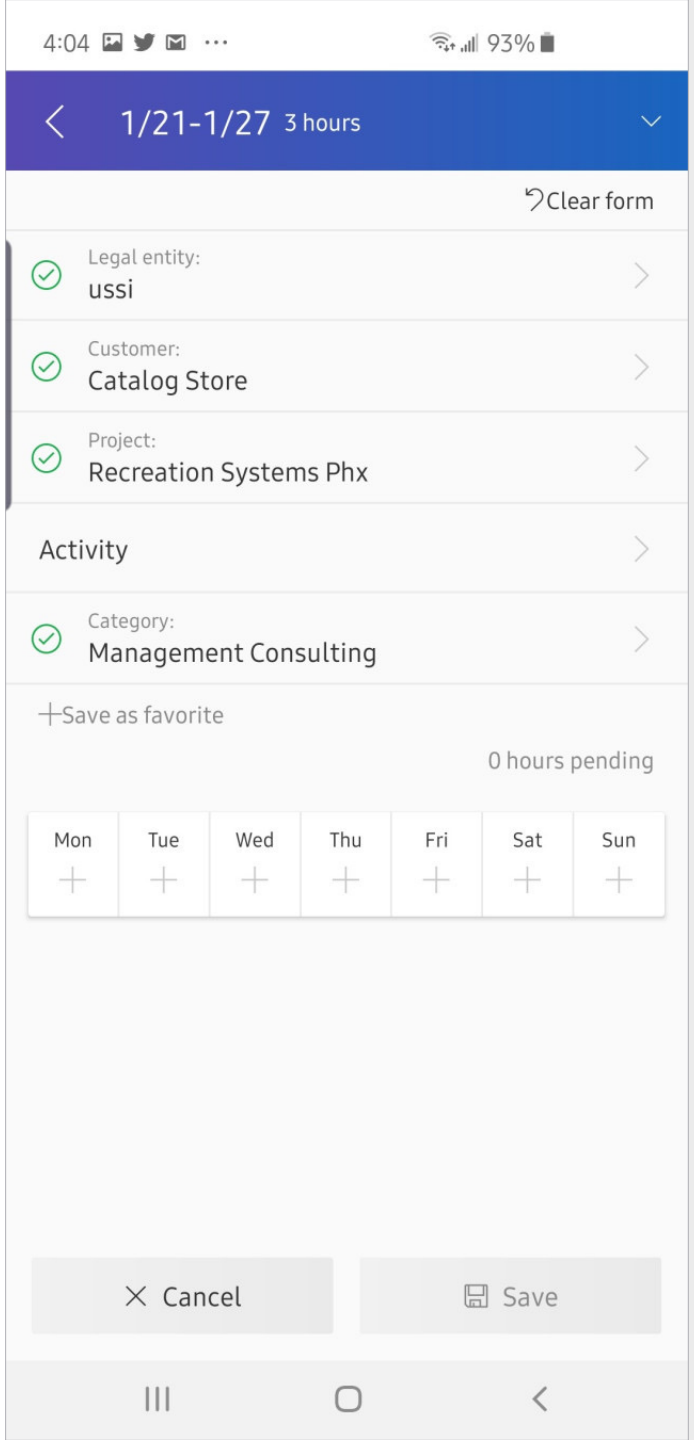


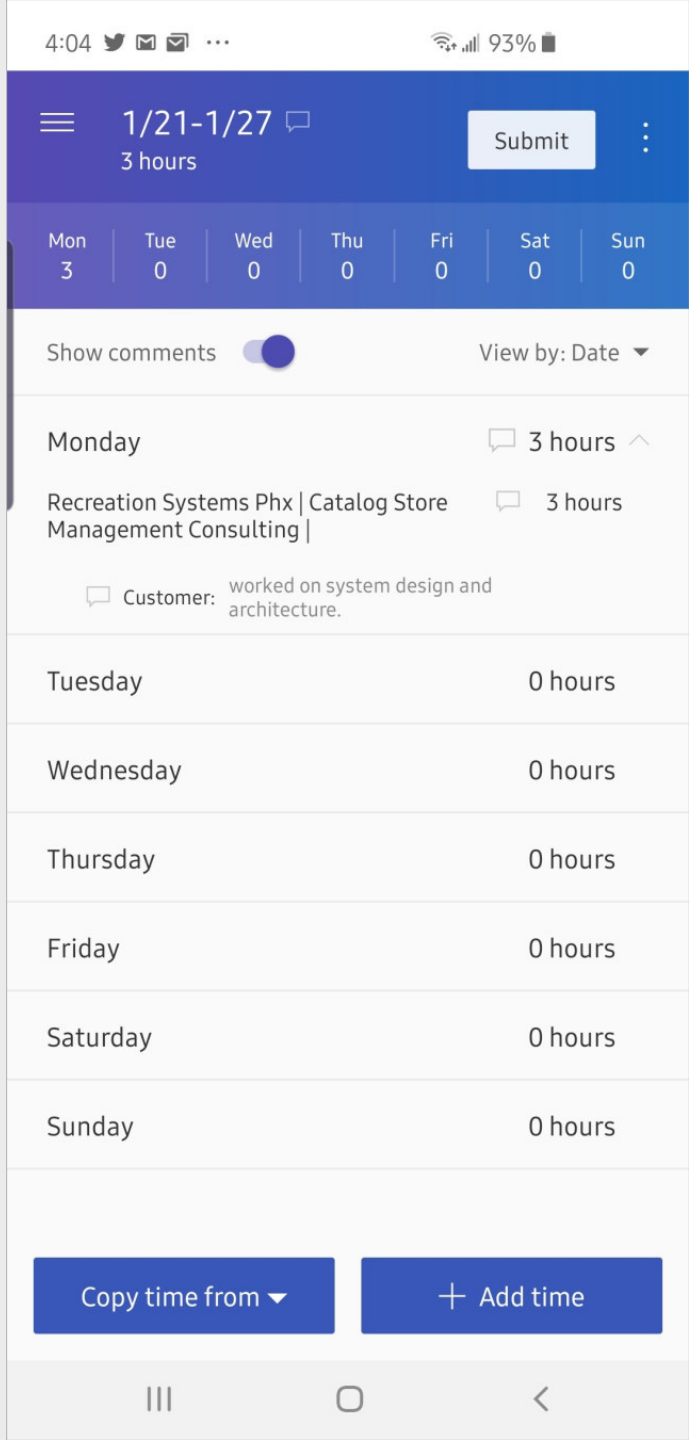
TECHNOLOGY MODERNIZATION

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

ADAPTABLE IMPLEMENTATION

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

ADAPTABLE IMPLEMENTATION

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

ADAPTABLE IMPLEMENTATION

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
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Microsoft Dynamics 365

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