ERPFOCUS

MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

EXTENDED PROFILE

Microsoft Dynamics 365
Business Central

OVERVIEW

Microsoft Dynamics 365 Business Central (formerly NAV) is a comprehensive ERP for small to medium-sized businesses

FEATURE OVERVIEW

Renowned for its adaptability and scalability, Dynamics NAV has evolved within the Microsoft Business Central ecosystem, making it accessible as both an on-premises and cloud-hosted solution.

MICROSOFT DYNAMICS NAV TRANSITION TO BUSINESS CENTRAL

In 2002, Microsoft acquired Navision (an accounting suite that started as PCPlus and Navigator). It was then rebranded as Microsoft Dynamics NAV in 2005.

By 2018, the platform's user base had surpassed 2.7 million across 195 countries, and in April of that year, NAV was rebranded as Dynamics 365 Business Central.

KEY FEATURES OF D365 BUSINESS CENTRAL:

- **Financial management:** Advanced tools to manage accounting, budgeting, and financial reporting.
- **Supply chain and inventory control:** Efficient inventory and supply chain management for improved operational efficiency.
- **Manufacturing and warehouse management:** Tools to simplify and automate manufacturing and warehouse processes.
- **Project and resource management:** Comprehensive project tracking and resource allocation to maximize productivity.

Business Central includes advanced capabilities like multi-currency support, business intelligence, and enhanced data security measures.

INTEGRATED WITH MICROSOFT OFFICE SUITE

Dynamics 365 Business Central works intuitively with Outlook, Word, and Excel, letting users manage tasks directly in the app.

DEPLOYMENT FLEXIBILITY

Dynamics 365 BC offers flexible deployment options:

- **On-premises:** Allows for full control over data and infrastructure, ideal for businesses with unique compliance requirements.
- **Cloud-based:** Supports remote access and enhanced scalability, appealing to businesses looking for cost-effective growth and maintenance.

The cloud-hosted model includes native iOS, Android, and Windows mobile app compatibility, empowering employees with on-the-go access to Business Central's ERP functionalities.

FREQUENTLY ASKED QUESTIONS

WHAT IS BUSINESS CENTRAL USED FOR? IS IT AN ERP OR CRM?

Business Central is an ERP system used to manage financials, operations, sales, and services, making it ideal for small to mid-sized businesses.

It does include some CRM functionalities too, particularly around customer interactions, sales, and service

management.

WHAT IS THE DIFFERENCE BETWEEN DYNAMICS NAV AND BUSINESS CENTRAL?

NAV is the predecessor to Business Central. The platform is now cloud-optimized, more scalable, and seamlessly integrates with the full Dynamics 365 suite.

HOW MUCH DOES IT COST?

D365 BC offers two plans: Essentials and Premium. Essentials covers finance, sales, and operations, with Microsoft Copilot included. Premium includes all Essentials features plus advanced tools for service management and manufacturing.

Microsoft Dynamics 365
Business Central

SOFTWARE SPECIFICATION

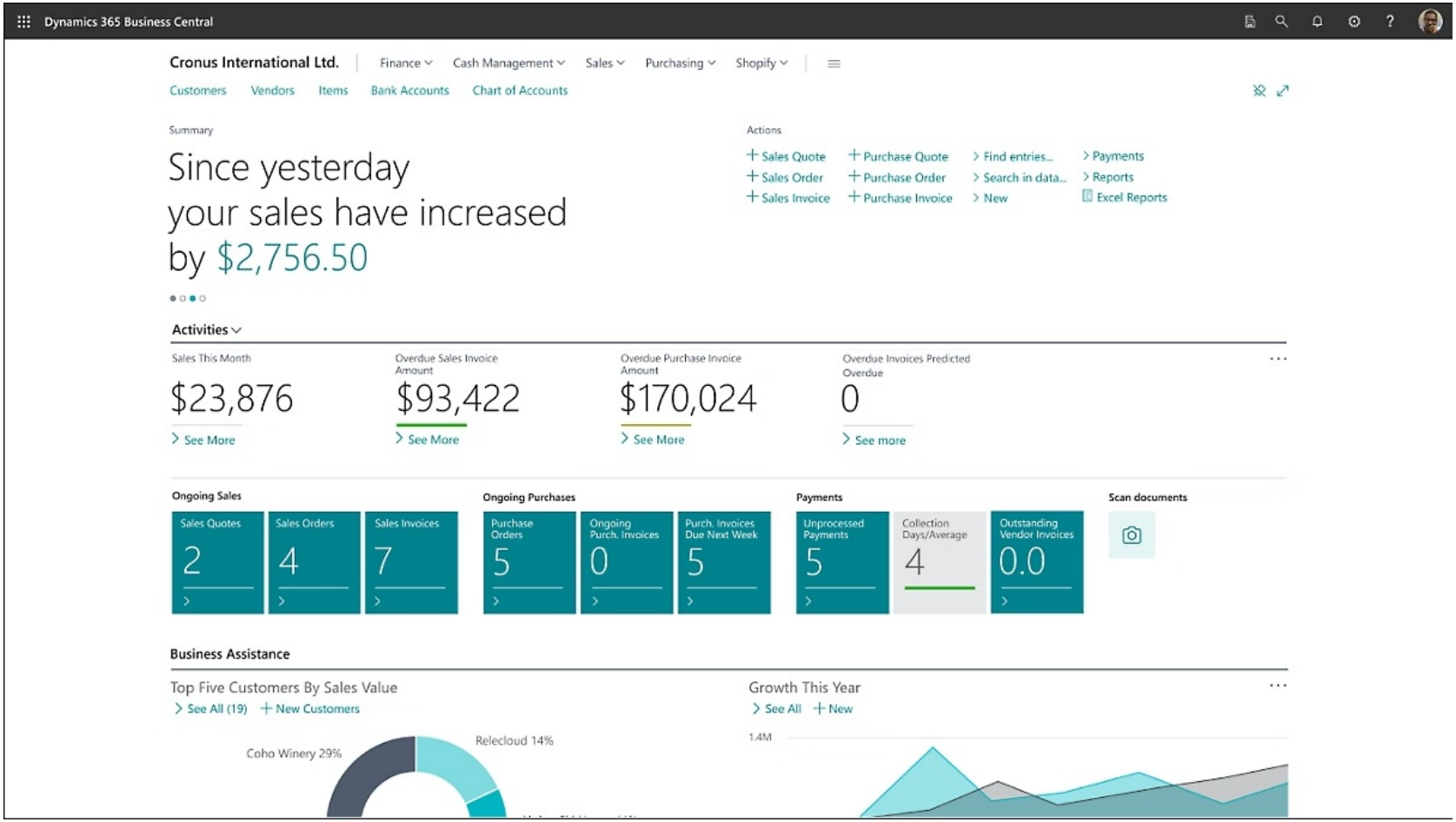
OVERVIEW	
PRODUCT NAME	Microsoft Dynamics 365 Business Central
BUSINESS SECTORS	
DISTRIBUTION	✔
GOVERNMENT & NPO	✘
MANUFACTURING	✔
RETAIL	✔
SERVICES	✔
INDUSTRY	
AEROSPACE & DEFENSE	✔
AUTOMOTIVE	✔
CHEMICAL	✔
CONSTRUCTION	✔
COSMETICS	✔
ELECTRONICS	✔
ENERGY/POWER/UTILITIES	✔
ENGINEERING	✔
FASHION	✔
FINANCIAL SERVICES	✔
FOOD & BEVERAGE	✔
LOCAL GOVERNMENT	✔

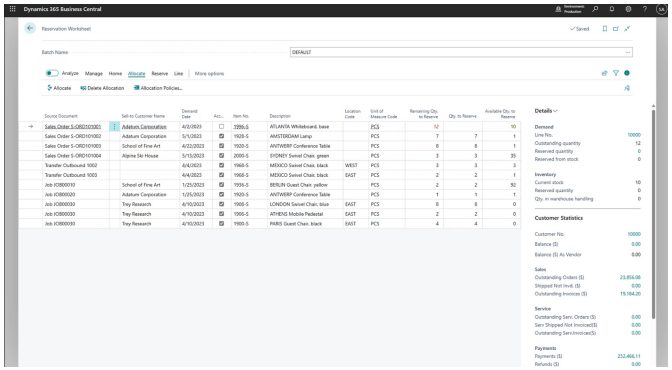
MEDIA	✓
MEDICAL & HEALTHCARE	✓
METALWORKING	✓
OILFIELD	✓
PACKAGING	✓
PAINT & ADHESIVES	✓
PHARMACEUTICAL	✓
PLASTICS & RUBBER	✓
PRINT & DESIGN	✓
RENTAL	✓
TELECOMMUNICATIONS	✓
WOODWORKING	✓
CANNABIS	✗
EDUCATION	✗
NONPROFIT	✓
ERP SOFTWARE FEATURES	
BILLING	✓
BUSINESS INTELLIGENCE/ANALYTICS	✓
COSTING	✓
CRM	✓
CUSTOMER SERVICE	✓
PRODUCT DESIGN	✗
FINANCIALS & ACCOUNTING	✓
HR	✗
INVENTORY MANAGEMENT	✓

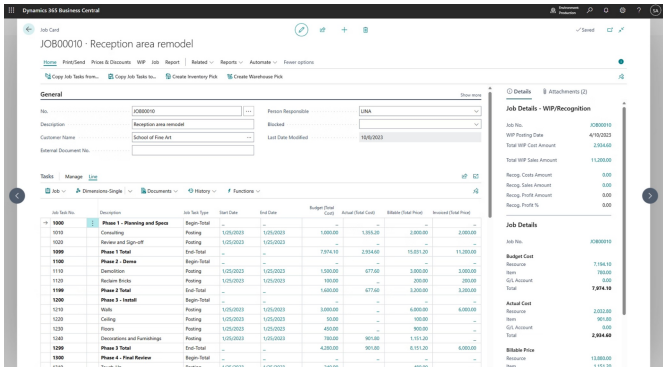
ORDER MANAGEMENT	✓
PLANNING & SCHEDULING	✓
PROJECT MANAGEMENT	✓
PURCHASING	✓
QUALITY CONTROL	✗
SALES	✓
SHIPPING & DISTRIBUTION	✓
SUPPLY CHAIN MANAGEMENT	✓
WAREHOUSE MANAGEMENT	✓
ASSET MANAGEMENT	✓
DOCUMENT MANAGEMENT	✓
CUSTOMER SUITABILITY	
ENTERPRISE (1000+ EMPLOYEES)	✗
MEDIUM SIZE (251-1000 EMPLOYEES)	✓
SMALL BUSINESS (1-250 EMPLOYEES)	✓
ADDITIONAL PRODUCT INFO	
MULTI LANGUAGE	✓
MULTI CURRENCY	✓
CUSTOMIZABLE	✓
SYSTEM HOSTING	
CLOUD	✓
INSTALLED ON PREMISE	✓
FURTHER INFORMATION	
PRICING	30-day free trial available, Essentials: $70/user/month, Premium: $100/user/month. Paid annually.

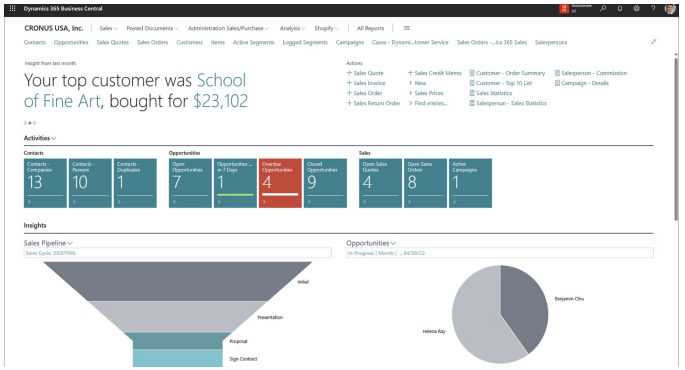
Microsoft Dynamics 365
Business Central

SOFTWARE SCREENSHOTS




Dynamics 365 Business Central
Reservation Worksheet
Batch Name
DEFAULT
Analyze
Manage
Home
Allocate
Reserve
Line
More options
Allocate
Delete Allocation
Allocation Policies...
Source Document
Sell-to Customer Name
Demand Date
Item No.
Description
Location Code
Unit of Measure Code
Remaining Qty. to Reserve
Qty. to Reserve
Available Qty. to Reserve
Sales Order S-ORD101001
Adatum Corporation
4/1/2023
1996-S
ATLANTA Whiteboard, base
PCS
52
10
Sales Order S-ORD101002
Adatum Corporation
5/1/2023
1928-S
AMSTERDAM Lamp
PCS
7
7
1
Sales Order S-ORD101003
School of Fine Art
4/22/2023
1920-S
ANTWERP Conference Table
PCS
8
8
1
Sales Order S-ORD101004
Alpine Ski House
5/15/2023
2000-S
SYDNEY Swivel Chair, green
PCS
3
3
35
Transfer Outbound 1002
4/4/2023
1968-S
MEXICO Swivel Chair, black
WEST
PCS
3
3
3
Transfer Outbound 1003
4/4/2023
1968-S
MEXICO Swivel Chair, black
EAST
PCS
2
2
1
Job JOB00010
School of Fine Art
1/25/2023
1936-S
BERLIN Guest Chair, yellow
PCS
2
2
92
Job JOB00020
Adatum Corporation
1/25/2023
1920-S
ANTWERP Conference Table
PCS
1
1
1
Job JOB00030
Trey Research
4/10/2023
1908-S
LONDON Swivel Chair, blue
EAST
PCS
8
8
0
Job JOB00030
Trey Research
4/10/2023
1906-S
ATHENS Mobile Pedestal
EAST
PCS
2
2
0
Job JOB00030
Trey Research
4/10/2023
1900-S
PARIS Guest Chair, black
EAST
PCS
4
4
0
Details
Demand
Line No.
10000
Outstanding quantity
12
Reserved quantity
0
Reserved from stock
0
Inventory
Current stock
10
Reserved quantity
0
Qty. in warehouse handling
0
Customer Statistics
Customer No.
10000
Balance ($)
0.00
Balance ($) As Vendor
0.00
Sales
Outstanding Orders ($)
23,856.00
Shipped Not Invd. ($)
0.00
Outstanding Invoices ($)
19,184.20
Service
Outstanding Serv. Orders ($)
0.00
Serv Shipped Not Invoiced($)
0.00
Outstanding Serv.Invoices($)
0.00
Payments
Payments ($)
232,466.11
Refunds ($)
0.00


Dynamics 365 Business Central
Job Card
JOB00010 · Reception area remodel
Home
Print/Send
Prices & Discounts
WIP
Job
Report
Related
Reports
Automate
Fewer options
Copy Job Tasks from...
Copy Job Tasks to...
Create Inventory Pick
Create Warehouse Pick
General
No.
JOB00010
Description
Reception area remodel
Customer Name
School of Fine Art
External Document No.
Person Responsible
LINA
Blocked
Last Date Modified
10/6/2023
Tasks
Manage
Line
Job
Dimensions-Single
Documents
History
Functions
Job Task No.
Description
Job Task Type
Start Date
End Date
Budget (Total Cost)
Actual (Total Cost)
Billable (Total Price)
Invoiced (Total Price)
1000
Phase 1 - Planning and Specs
Begin-Total
1010
Consulting
Posting
1/25/2023
1/25/2023
1,000.00
1,395.20
2,000.00
2,000.00
1020
Review and Sign-off
Posting
1/25/2023
1/25/2023
1099
Phase 1 Total
End-Total
7,974.10
2,954.60
15,831.20
11,200.00
1100
Phase 2 - Demo
Begin-Total
1110
Demolition
Posting
1/25/2023
1/25/2023
1,500.00
677.60
3,000.00
3,000.00
1120
Reclaim Bricks
Posting
1/25/2023
1/25/2023
100.00
200.00
200.00
1199
Phase 2 Total
End-Total
1,600.00
677.60
3,200.00
3,200.00
1200
Phase 3 - Install
Begin-Total
1210
Walls
Posting
1/25/2023
1/25/2023
3,000.00
6,000.00
6,000.00
1220
Ceiling
Posting
1/25/2023
1/25/2023
50.00
100.00
1230
Floors
Posting
1/25/2023
1/25/2023
450.00
900.00
1240
Decorations and Furnishings
Posting
1/25/2023
1/25/2023
780.00
901.80
1,151.20
1299
Phase 3 Total
End-Total
4,280.00
901.80
8,151.20
6,000.00
1300
Phase 4 - Final Review
Begin-Total
Details
Attachments (2)
Job Details - WIP/Recognition
Job No.
JOB00010
WIP Posting Date
4/10/2023
Total WIP Cost Amount
2,934.60
Total WIP Sales Amount
11,200.00
Recog. Costs Amount
0.00
Recog. Sales Amount
0.00
Recog. Profit Amount
0.00
Recog. Profit %
0.00
Job Details
Job No.
JOB00010
Budget Cost
Resource
7,194.10
Item
780.00
G/L Account
0.00
Total
7,974.10
Actual Cost
Resource
2,032.80
Item
901.80
G/L Account
0.00
Total
2,934.60
Billable Price
Resource
13,880.00
Item


Dynamics 365 Business Central
CRONUS USA, Inc.
Sales
Posted Documents
Administration Sales/Purchase
Analysis
Shopify
All Reports
Contacts
Opportunities
Sales Quotes
Sales Orders
Customers
Items
Active Segments
Logged Segments
Campaigns
Cases - Dynami...tomer Service
Sales Orders - ...lcs 365 Sales
Salespersons
Insight from last month
Your top customer was School of Fine Art, bought for $23,102
Actions
Sales Quote
Sales Invoice
Sales Order
Sales Return Order
Sales Credit Memo
New
Sales Prices
Find entries...
Customer - Order Summary
Customer - Top 10 List
Sales Statistics
Salesperson - Sales Statistics
Salesperson - Commission
Campaign - Details
Activities
Contacts
Contacts - Companies
13
Contacts - Persons
10
Contacts - Duplicates
1
Opportunities
Open Opportunities
7
Opportunities ... in 7 Days
1
Overdue Opportunities
4
Closed Opportunities
9
Sales
Open Sales Quotes
4
Open Sales Orders
8
Active Campaigns
1
Insights
Sales Pipeline
Initial
Presentation
Proposal
Sign Contract
Opportunities
Benjamin Chiu
Helena Kay