

Microsoft Business Applications strategy and Business Central 2024 Wave 1 And a tiny bit of Copilot

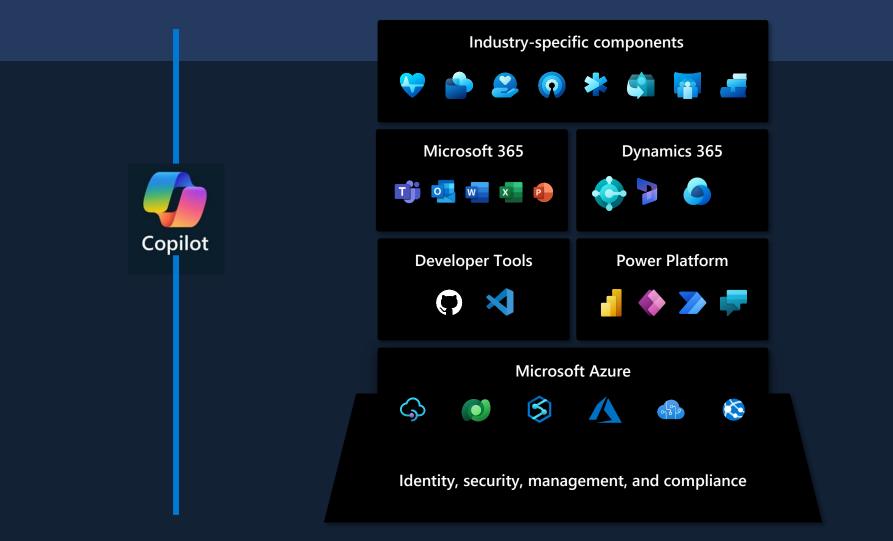
DYNUG 28th May 2024

Aina Gjøstøl Channel Manager, Business Applications Microsoft Norway

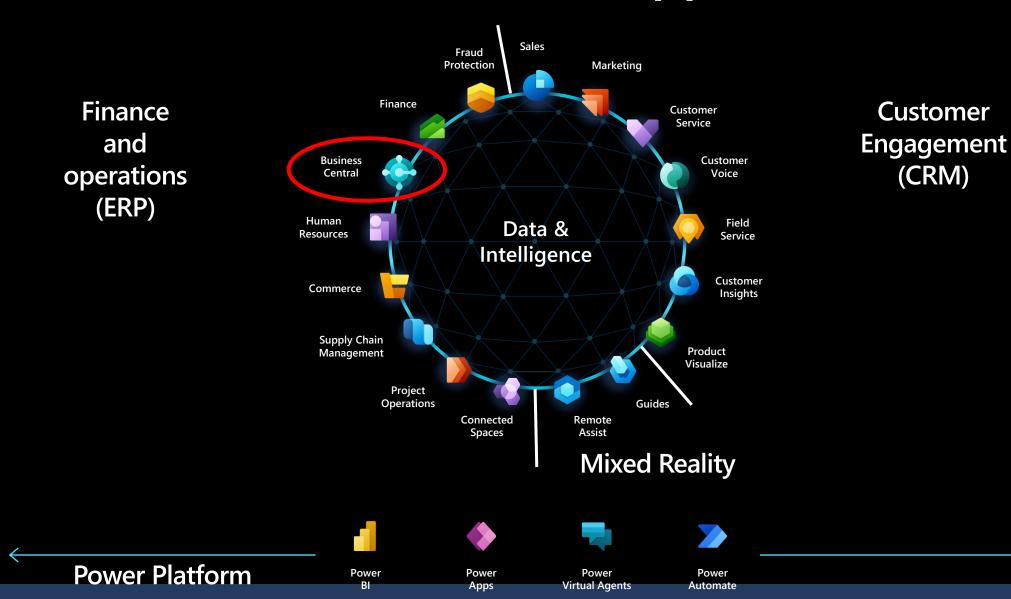


Business Applications and Business Central Online Strategy

Microsoft Cloud



Microsoft Business Applications



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Microsoft Copilot empowering your business

	<u> </u>	oductivity across your organization				
	Persona	Copilot	Scenario	Availability	Blogs	Demo/Video
		Microsoft Copilot	l want to introduce my entire organization to generative Al without putting my company data at risk—allowing employees to get answers, summarize documents, or generate images and text in Windows, Edge, Bing, and the Copilot mobile app	Generally Available	<u>LINK</u>	LINK
		Copilot for Microsoft 365	I want to bring Copilot to my entire organization to use AI-powered chat with secure access to organizational graphs and access Copilot across all M365 apps.	Generally Available	<u>LINK</u>	<u>LINK</u>
		Copilot for Dynamics 365 Project Operations	I want to rapidly create new project plans for new engagements in minutes, instead of hours, simply by describing details of the project using natural language.	Generally Available	<u>LINK</u>	<u>LINK</u>
	Knowledge Workers	Copilot for Dynamics 365 Finance	I want collections managers to have quick access to credit and payment history so they can prioritize and personalize customer communication, helping to increase successful collection rates and proactively keep customers in good standing.	Generally Available	<u>LINK</u>	<u>LINK</u>
		Copilot for Dynamics 365 Supply Chain	I want to efficiently handle changes to purchase orders at scale and assess the impact and risk to help optimize procurement decisions.	Public Preview	<u>LINK</u>	<u>LINK</u>
		Copilot in Microsoft Viva	I want to accelerate workforce insights and actionable OKR development, automate processes, and boost employee engagement with next-generation AI	Limited Preview		
		Copilot in Dynamics 365 Business Central	I want to accelerate product launches by generating and publishing engaging product descriptions in my own voice with help from Al.	Generally Available	<u>LINK</u>	<u>LINK</u>
		Microsoft Copilot for Service	I want to modernize my contact center to enhance service experiences and boost agency productivity.	Generally Available	<u>LINK</u>	<u>LINK</u>
	Customer	Copilot in Dynamics 365 Customer Service	I want to level up my customer care by generating contextual responses to customer questions and quick access to case resolution expertise with AI assistance.	Generally Available	<u>LINK</u>	<u>LINK</u>
Ý	Service	Copilot in Dynamics 365 Field Service	I want to help frontline service workers spend less time on repetitive tasks and more time focused on customers by using AI to prepopulate data in work orders.	Generally Available	<u>LINK; LINK</u>	LINK; LINK
		Copilot in Dynamics 365 Customer Insights	I want to use generative AI to generate insights about customers and curate highly personalized, targeted customer segments using natural language dialogue.	Generally Available	<u>LINK</u>	<u>LINK; LINK</u>
	Sales	Microsoft Copilot for Sales	I want to transform the way sellers work by automating and simplifying tasks, personalized customer interactions, and maintain selling focus.	Generally Available	<u>LINK</u>	<u>LINK</u> ; Guided: <u>LINK</u>
\mathbf{i}		Copilot in Dynamics 365 Sales	I want to help sellers prioritize ROI-generating tasks by reducing mundane work with AI assistance for email replies, meeting prep, and information tracking.	Generally Available	<u>LINK</u>	
	Data	Copilot in Microsoft Fabric	I want an AI assistant to help my data professionals analyze and visualize data using natural language.	Public Preview	<u>LINK</u>	<u>LINK</u>
	Professionals	Copilot in Power Bl	I want to use AI to illuminate hidden patterns, opportunities, and anomalies in my data.	Public Preview	<u>LINK</u>	<u>LINK</u>

	Safeguard your business				
Persona	Copilot	Scenario	Availability	Blogs	Demo/Video
Security Analysts	Microsoft Copilot for Security	I want a generative AI-powered security solution that helps increase the efficiency and capabilities of defenders to improve security outcomes at machine speed and scale.	Early Access Program	<u>LINK</u>	LINK

Build o	and extend your AI capabilities				
Persona	Copilot	Scenario	Availability	Blogs	Demo/Video
	Microsoft Copilot for Azure	I want to use generative AI to help users gain new insights into their workloads, unlock untapped Azure functionality, and orchestrate tasks across cloud & edge.	Public Preview	<u>LINK</u>	
ІТ	Microsoft Copilot Studio	I want to gain greater control and efficiency by authoring responses to predictable scenarios within Copilot for Microsoft 365 and/or create custom Copilots and GPTs by incorporating my data and plugins.	Generally Available	<u>LINK</u>	LINK
Professionals	Copilot in Power Apps	I want to build enterprise-grade applications faster and more easily with generative AI.	Public Preview	<u>LINK</u>	<u>LINK</u>
	Copilot in Power Automate	I want to build, edit, and extend workflows using natural language and get help from AI powered chat.	Public Preview	<u>LINK</u>	<u>LINK</u>
	Copilot in Power Pages	I want to revolutionize my web development experience by leveraging AI to generate text, build detailed forms, and chatbots—all in a matter of minutes.	Private Preview	<u>LINK</u>	<u>LINK</u>
	GitHub Copilot	I want to provide my developers contextualized assistance throughout the software development cycle in several languages.	Generally Available	<u>LINK</u>	<u>LINK</u>
Developers	GitHub Copilot X	I want to enhance GitHub Copilot with a more personalized experience by bringing in chat and voice interfaces, pull request support, and the ability to get answers on documents.	Private Preview	<u>LINK</u>	LINK
	Build your own copilot with Azure Al Studio	I want to build, evaluate, and deploy my Al solutions securely and responsibly all within one space.	Public Preview	<u>LINK</u>	<u>LINK</u>

Business Central online momentum

30,000+

Customers

5000+

Apps on AppSource

155

countries where Business Central online is available

Why Business Central?





Core functionality Finance, supply chain management



Ease and speed of implementation

Business is changing faster than ever and SMBs need agility



Al and Collaboration

The lines between productivity, communication, and business applications are blurring



Reliability, performance, security, compliance, and scale

Business Central differentiation: Core functionality

Global core ERP capabilities in the SMB segment without customization through a unique combination of built-in features and rich ISV ecosystem

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SMART Payroll

Free trial

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SMART Data Protectio

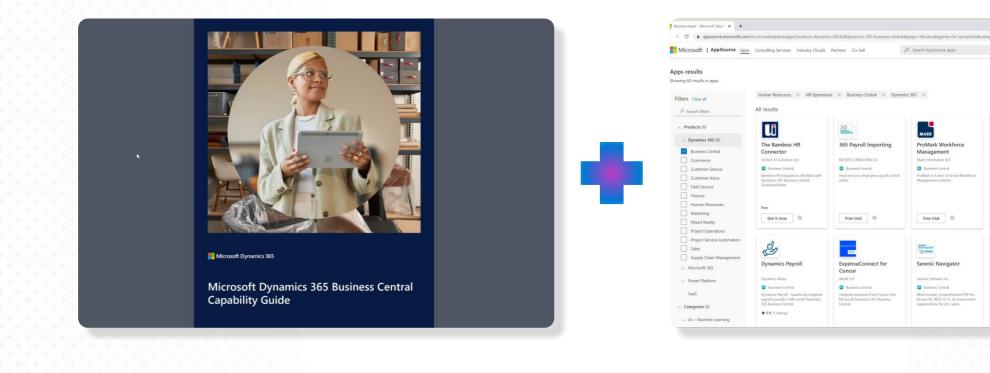
Business Central

Free trial

Aproda Interface Yokoy

APRODA

(ASER)



Business Central differentiation: AI and Collaboration Unmatched experiences built on the broad Microsoft ecosystem



Microsoft Dynamics 365 Copilot



We listen and we deliver 67

Ideas delivered on average pr. release 27%

Votes represented by Delivered ideas

Https://aka.ms/bcideas

New version 2024 Wave 1

Plan and prepare for Dynamics 365 Business Central in 2024 release wave 1

Article • 02/15/2024 • 4 contributors

A Feedback

In this article

Overview

Investment areas

For application administrators

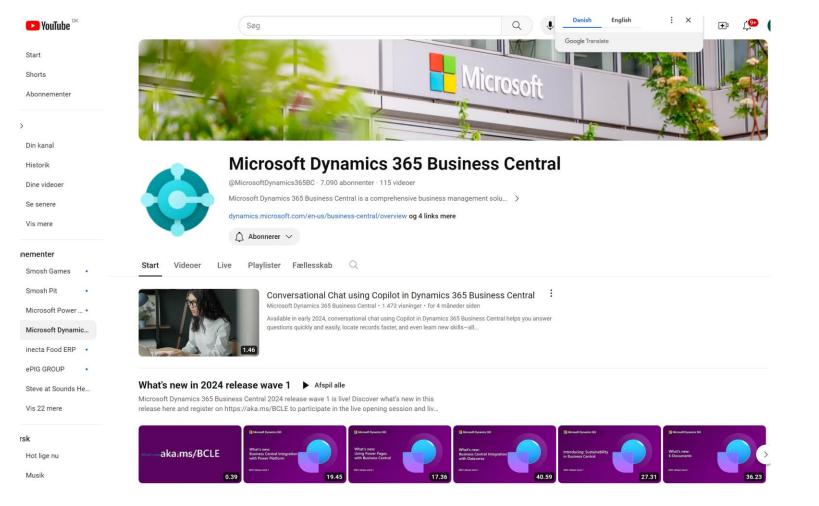
Get the most out of Business Central

(i) Important

The 2024 release wave 1 plan covers all new functionalities planned to be delivered to market from April 2024 to September 2024. In this article, you'll find the product overview and what's new and planned for **Dynamics 365 Business Central**.

https://aka.ms/bcreleaseplan

Business Central Videos



https://aka.ms/BCYoutube

Business Central 2024 Wave 1

Dynamics 365 Business Central

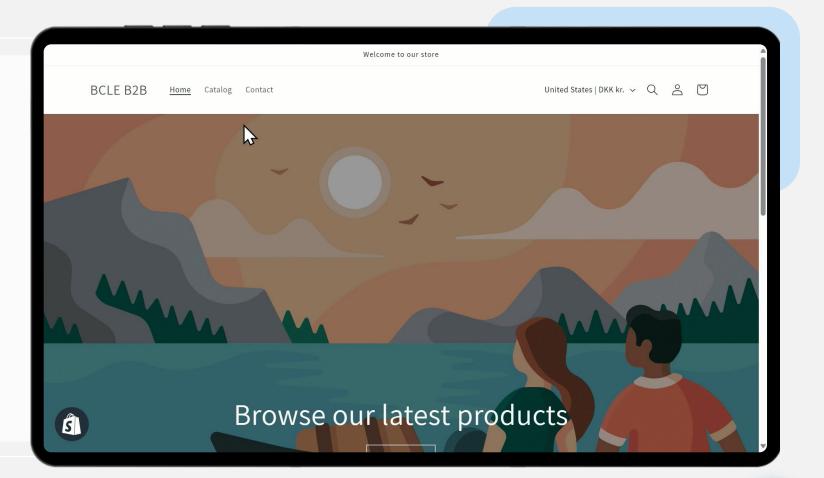
2024 release wave 1 investment areas

Core functionality	Al and collaboration	Ease and speed of implementation	World class service
Finance	Generative AI	Geographic expansion	Fundamentals
G/L – Currency revaluation A/R & A/P	 Map e-documents with Copilot Chat with Copilot 	Additional countries	PerformanceScalability
Regulatory (1099 submission)	 Create sales lines with Copilot 	User experience	Reliability
Reporting	 Generate analysis tabs with Copilot Ask Copilot for help about fields 	Intuitive error messagesSharing error messages	 High Availability Efficient development
More 'Out of the box' reports	 Development Tools for Copilot 	 Drag and drop multiple files 	Easy testing with Page Scripting
Discover report and data analysis easily	Microsoft 365 Integration	Power Platform	Drag & Drop API for ALPrompt dialog improvements
Sustainability journals	 Improved discoverability and 	 Start creating Power Automate flows with Copilot 	 Easier refactoring of apps AppSource improvements
Supply chain	usability	Power BI dashboards for core ERP	• AL Go: No friction in testing app
Field Service integration		 More data and business events exposed 	dependencies
Shopify B2B		caposed	Administration
Service management improvements Jobs -> Project			More granular access to environments

- Advanced data privacy: CMK and Lockbox
- Auditing in M365

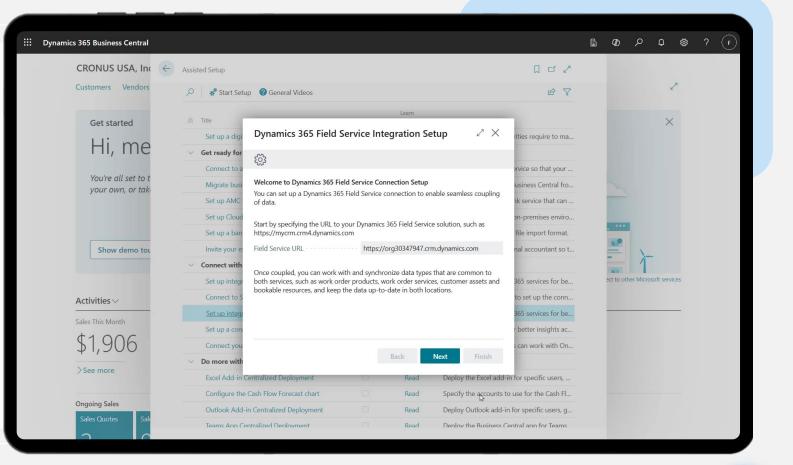
Connect Business Central with Shopify B2B

Streamline B2B operations by managing multiple buyers and groups, offer different pricing and discounts.



Field Service integration

Reduce inventory costs, improve service and invoicing. Product and resource information consistency.



Sustainability tracking

Measure your sustainability impact with Business Central.

Dynamics 365 Business Central ₿ *Ф* CRONUS USA. Inc. All Reports 🛛 🔤 Finance \checkmark Cash Management \checkmark Sales \checkmark Purchasing \checkmark Shopify Customers Vendors Items Bank Accounts Chart of Accounts Chart of Sust...ility Accounts Get started Hi, meet Business Central! You're all set to try out our demo company, Cronus. Go explore on your own, or take a quick tour first. Show demo tours Some features connect to othe Activities ∨ Overdue Sales Invoice Amount Sales This Month Sales Invoices Predicted Overdue Overdue Purch. Invoice \$8,932 \$63,890 \$49,422 $\left(\right)$ >See more >See more >See more >See more **Ongoing Sales Ongoing Purchases** Payments Scan documents Outstanding V Invoices Average Collec. Days Completely Re from Stock Ongoing Pure Invoices Purch. Invoice Next Week 0. 5.9 15 9 14 3 6 Create Incomin... from Camera

Finance Improvements (multi-company)

G/L revaluation (G/L subledger) Currency posting to Employee Ledger Consolidation improvements

Excel Layout reports

Feature Management				√Sa	ved	Ω	ď	2
Feature Management: All ~	P 🖬		Edit List			ß	7	-
Feature Feature Update: Replace the	e existing EU	J 3-Party	y Trade Purchas	e functionality with the new EU 3-Party Tr		Learn n	nore	
Feature Update: Replace the		al a la policie de la constante		e functionality with the new EU 3-Party Tr djustment, including posting review		Learn n		
Feature Update: Replace the	of new exte	nsible e	exchange rate a	djustment, including posting review			nore	
Feature Update: Replace the Feature Update: Enable use	of new exte	nsible e nsible ir	exchange rate a nvoice posting	djustment, including posting review	:	Learn n	nore	

 Feature Update: Enable using 1099 forms to transmit the tax data to the IRS in the United States
 Learn more

 Feature Update: Enable use of package tracking in physical inventory orders
 Learn more

J

Project Management improvements

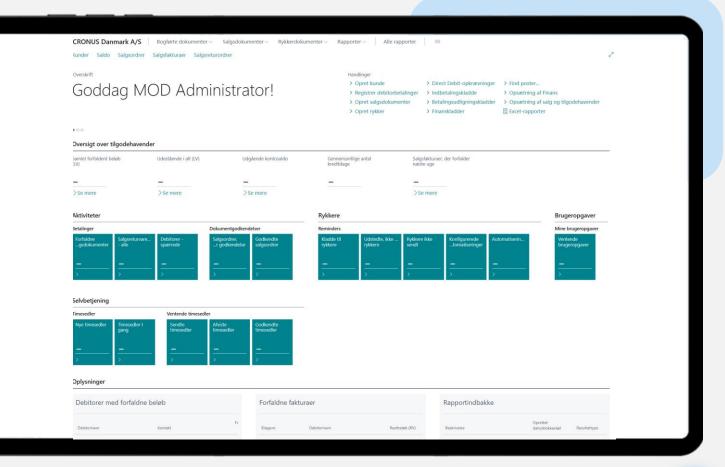
Projects (formally known as Jobs) Fact boxes Default location Select items Explode BOM Archive orders Assemble-to-project Billing to multiple customers Get project lines

Ø	⁸ Edit ෙ	View	1 New 🗦 New Line 🗦	× Delete Line			
	Project Task No.		Description	Project Task Type	Customer No.	Bill-to Customer No.	Start Date
	100		Phase 1 - Planning and specs	Begin-Total			_
	110		Pre-installation requirements	Posting	10000	20000	2/6/2024
	199		Phase 1 - Total	End-Total			_
	200		Phase 2 - Installation	Begin-Total			_
	220	1	Delivery	Posting	30000	30000	2/6/2024
	240		Installation	Posting	10000	10000	2/6/2024
\rightarrow	260	÷	Configuration	Posting	10000 ~	10000	2/6/2024
	299		Phase 2 - Total	End-Total			
					No.↑	Name	

Reminder improvements

New Accounts Receivable role center

Automation for reminders Customizable emails for reminder levels



Timesheet improvements

Reduced clutter on time sheet lines Reduced the number of clicks required to access activity details Fill out time sheets faster using by copy values from previous lines

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	Submit 1								1			25	26	Description	Reception area remodel	
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	Type Project		Stat Open	JOB00010	No.		<	Code STANDARD		Tue	Wed					
	Type Project → Project	:	Stat Open Open		No.	Absence Code		Code	Mon			Thu		Task Description		
	Type Project		Stat Open	JOB00010	No.		<	Code STANDARD	Mon	Tue	Wed					
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Ease and Speed of Implementation

Actionable errors

Resolve errors faster Share error details

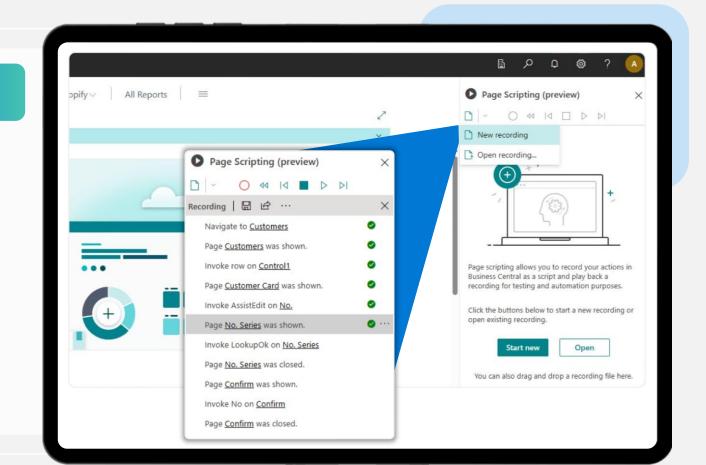


Transforming testing from dread to delight!

Say hello to the Page Scripting tool!

Enable customers and consultants to effortlessly record and play user acceptance tests directly within the Business Central web client

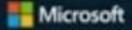
- Higher confidence dealing with changes
- Better quality with higher test coverage and testing agility
- Lower running and maintenance costs



Copilot and Al innnovation in Dynamics 365 Business Central

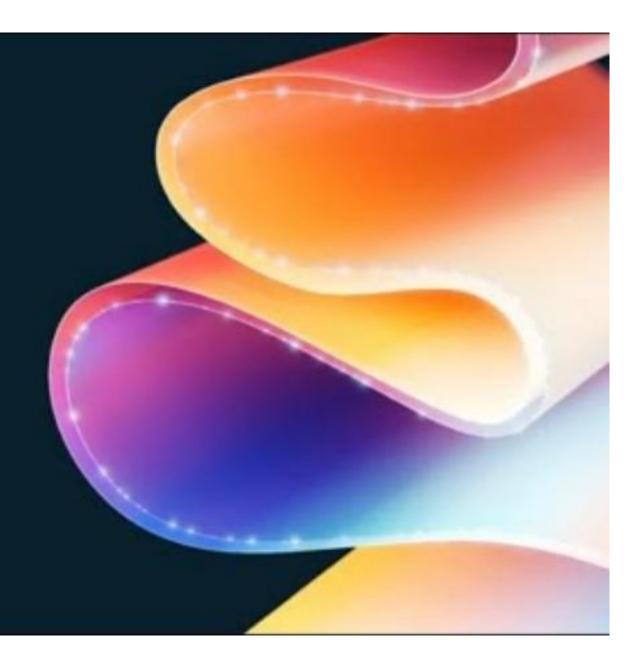
You are the Pilot. Copilot is your assistant

Video: <u>A new era of AI in Dynamics 365 Business Central - Youtube</u>



A new era of Al in Dynamics 365 Business Central





Microsoft Azure Cloud

Runs on trust

Your data is your data

Data is stored encrypted in your Azure subscription

Your data from any fine-tuning is <u>not</u> used to train the foundation AI models

Azure OpenAI Service provisioned in your Azure subscription

Model fine tuning stays in your Azure subscription and never moves into the foundation AI models

Your data is <u>protected</u> by the most comprehensive enterprise compliance and security controls Encrypted with Customer Managed Keys

Private Virtual Networks, Role Based Access Control

Soc2, ISO, HIPPA, CSA STAR Compliant

Al and collaboration

Chat with Copilot

Quickly find and go to your data and get explanation and help with tasks.

Dynamics	365 Business Central							Environment Production	Ф., У	D Û C	¢\$?
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No. †	Description	Туре	Quantity on Hand	Substi Exist	Assem BOM	Base Unit of Measure	Cost is Adj	Unit Cost	Unit Price	Vendor No.	Default Deferral Template
<u>1896-S</u>	ATHENS Desk	Inventory	4	No	No	PCS		780.70	1,000.80	30000	
1900-S	PARIS Guest Chair, black	Inventory	0	No	No	PCS		150.30	192.80	20000	
1906-S	ATHENS Mobile Pedestal	Inventory	5	No	No	PCS		338.20	433.60	30000	
1908-S	LONDON Swivel Chair, blue	Inventory	3	No	No	PCS		148.10	190.10	30000	
1920-S	ANTWERP Conference Table	Inventory	10	No	No	PCS		505.40	647.80	20000	
1925-W	Conference Bundle 1-6	Inventory	0	No	Yes	PCS		0.00	188.80		
1928-S	AMSTERDAM Lamp	Inventory	8	No	No	PCS		42.80	54.90	10000	
1929-W	Conference Bundle 1-8	Inventory	0	No	Yes	PCS		0.00	233.80		
1936-S	BERLIN Guest Chair, yellow	Inventory	100	No	No	PCS		150.30	192.80	20000	
1953-W	Guest Section 1	Inventory	-49	No	Yes	PCS		0.00	125.80		
1960-S	ROME Guest Chair, green	Inventory	2	No	No	PCS		150.30	192.80	20000	
1964-S	TOKYO Guest Chair, blue	Inventory	4	No	No	PCS		150.30	192.80	20000	
1965-W	Conference Bundle 2-8	Inventory	-81	No	Yes	PCS		0.00	233.80		
1968-S	MEXICO Swivel Chair, black	Inventory	10	Yes	No	PCS		148.10	190.10	30000	

Al and collaboration

Create sales lines easily with Copilot

Expedite creation of sales documents and minimizes time spent on repetitive tasks and lookup

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G	General								Show more	① Details	Attachmer	nts (0)			- 8
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	Contact	Robert Townes			Status		Open			Customerrior					
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Al and collaboration

Copilot for E-Documents

Match E-invoices with Purchase Orders using Copilot assistance

	e ∨ Cash Management ∨ Sales ∨ Purchasing ∨	Shopify \vee All Reports \equiv		
	はAccounts Chart of Accounts ♦0෮,४४४	2 U		
>See more >	See more Setup Service Integration of Supported Do	See more		
Ongoing Sales	General Ongoing Purchases	s Paym	ents	Scan documents
	Completely Re Sales Invoices Purchase Orders from Stock	Invoices Next Week 🥚 Payr	ments Days Invoid	
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Looking into the crystal ball

ERP and Business Apps <u>will</u> fundamentally change

A SI

And we know we are not smart enough to predict exactly when and how...

It is not a question of if, but when, the AI Era will make a dramatic increases in productivity.

Dynamics 365 Business Central 2024 release wave 2 investment areas

Al powere	d business	World class service					
• Finance	• Generative AI	 Geographic expansion 	 Fundamentals 				
Collections improvementsRegulatory requirements	Create orders from ChatPage summarization	Additional countries	Performance – Easier profilingScalability				
 Supply chain 	Payment reconciliationE-document more matching	 User experience 	ReliabilityHigh Availability				
Project and Service optimizationsField Service Integration with Service	 Drag and Drop on Prompt Dialog Late payment prediction – new model 	 Share errors details with Power Automate Actionable permissions errors 	 Efficient development 				
Management	 3rd party knowledge bases More languages 		 No friction in testing app dependencies 				
	And more to come	 Power Platform Additional Power Automate templates 					
	Reporting	 More data and business events exposed 	 Administration 				
	 Power Bl apps Embedded Power Bl pages Improved Report Explorer More Excel Layout reports Improved Data Analysis Improved Document Reporting Sustainability Role Center and Goals 	CAPOSCO	 Flexible update management Comprehensive Admin Center app management Auditing in Microsoft Purview 				



Thank you!



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