Our vision for AI-led ERP

The next generation of ERP is intelligent and autonomous

Design	Plan	Procure	Produce	Deliver	Operate
Design to Operate	Forecast to Plan	Source to Pay	Plan to Produce	Order to Cash Inventory to Deliver	Acquire to Retire

Record to Report

Business Performance Planning, Business Performance Analytics, Business Performance Insights

Finance powered by Copilot	Supply Chain powered by Copilot	Commerce powered by Copilot	Human Resources powered by Copilot	Project Operations powered by Copilot	Field Service powered by Copilot

E2E Business Processes   Common Data and Analytics Foundation   Modular and Extensible

Extensibility | Industry solutions

Cloud

Security, Privacy & Responsible AI	Connectors & Common Data Framework	AI & Analytics	Collaboration	Low-Code Agility	Sustainability

Copilot

Autonomous ERP Investment Priorities

Fundamentals and Security

Portfolio maturity, customer commits and industries

Acceleration of Copilots and Agents

Cross Finance & Operations 2024 Release wave 2

- ODOP
  - A-sync Dual write

- Copilot
  - Client Actions
  - AI Actions

Autonomous Finance

Our objective is to help finance teams:

1. Achieve financial performance during market uncertainty

2. Improve finance worker productivity and experience

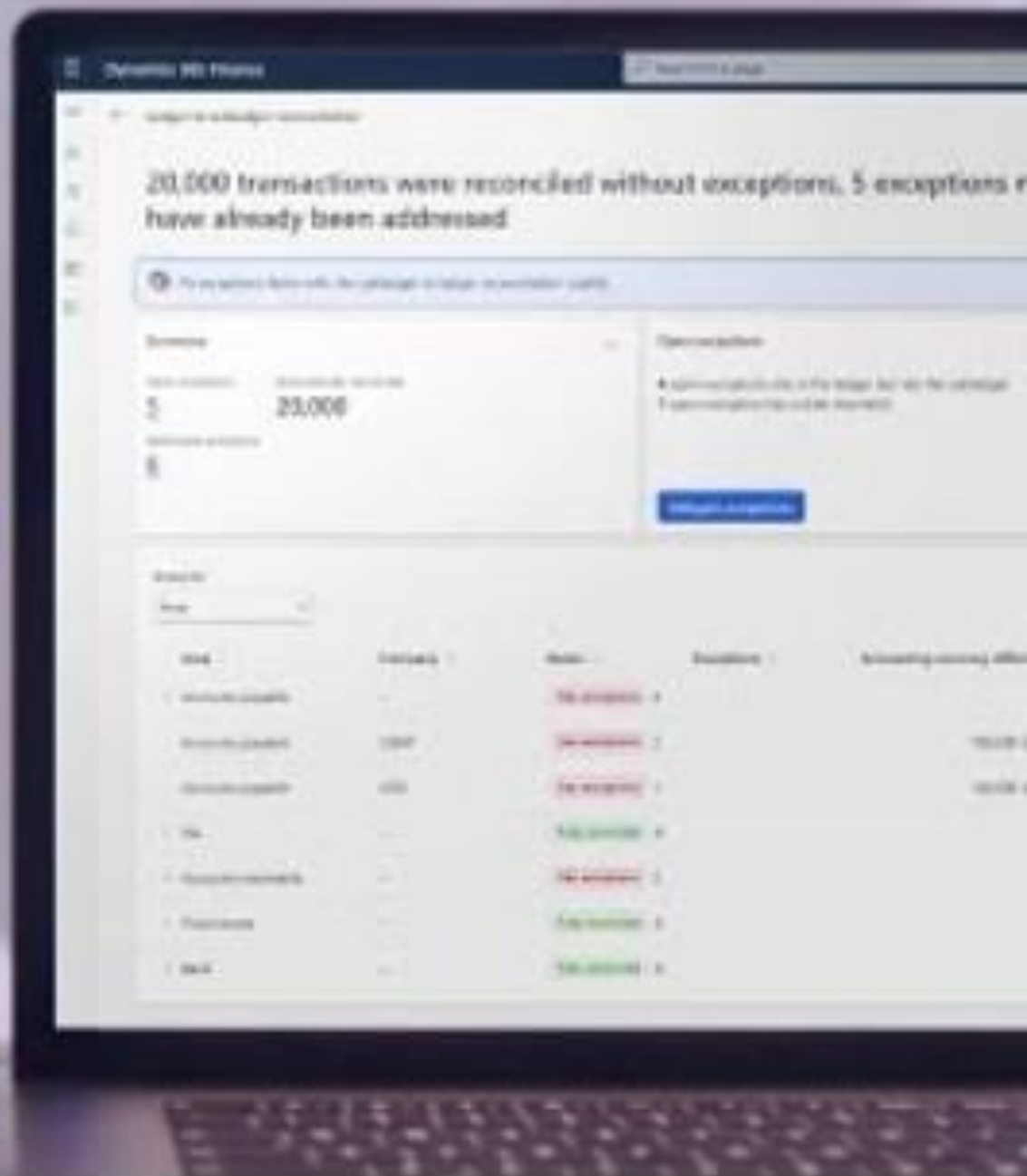3. Empower finance's role in data and analytics strategy

Multi-entity management and continuous accounting close

Dynamics 365 Finance
Roadmap Investments

Copilot

Process optimization and automation

Business performance planning

Globalization, regulatory compliance, Tax automation

📈 Finance 2024 Release wave 2

- Business Performance
  - Record to Report
  - Procure to Pay
  - Order to Cash
  - Acquire to Dispose
- Core financials
  - Advanced Bank Reconciliation
  - Prepayment sales invoices
- Globalization
  - LATAM

- Copilot in D365 Finance
  - Account Reconciliation Agent
- Copilot for Finance
  - Excel
    - Reconciliation
    - Variance analysis
  - Outlook

Autonomous Supply Chain

Our objective is to help organizations:

1. Drive efficiency with AI and Automation in every process

2. Enhance resilience with adaptive optimized strategies

3. Improve workers productivity and experience

Distribution Cloud

Asset Optimization

Supply Chain Planning and Optimization

Dynamics 365 Supply Chain
Roadmap Investments

Copilot

End-2-End Supply Chain Traceability

Collaborative Manufacturing

Agile and Resilient Procurement

Modern Manufacturing

Quality management
Include quality management tasks in all aspects of shop floor operations.

Resource Allocation and Scheduling
Increase efficiency and optimize throughput through intelligent resource allocation.

Production process execution & control
Gain insights and predictions with real-time IoT data.

Traceability
Gain transparency and compliance from tracking history and use of materials in the production process.

Copilot and Agents
Continuous improvement through accurate master data and corrective actions.

Inventory & warehouse management
Seamless physical flows between shop floor and warehouse.

Subcontracting
Continuous collaboration with through integrated visibility across supply chains.
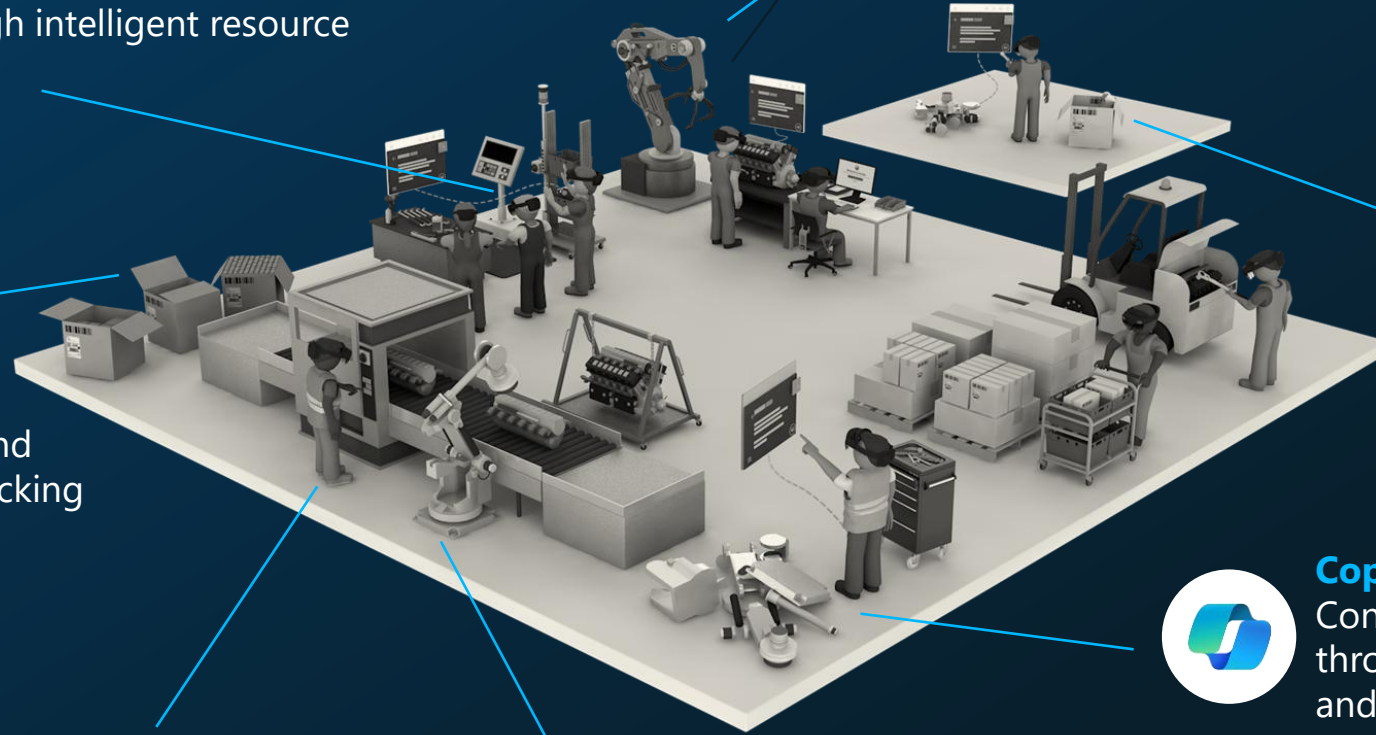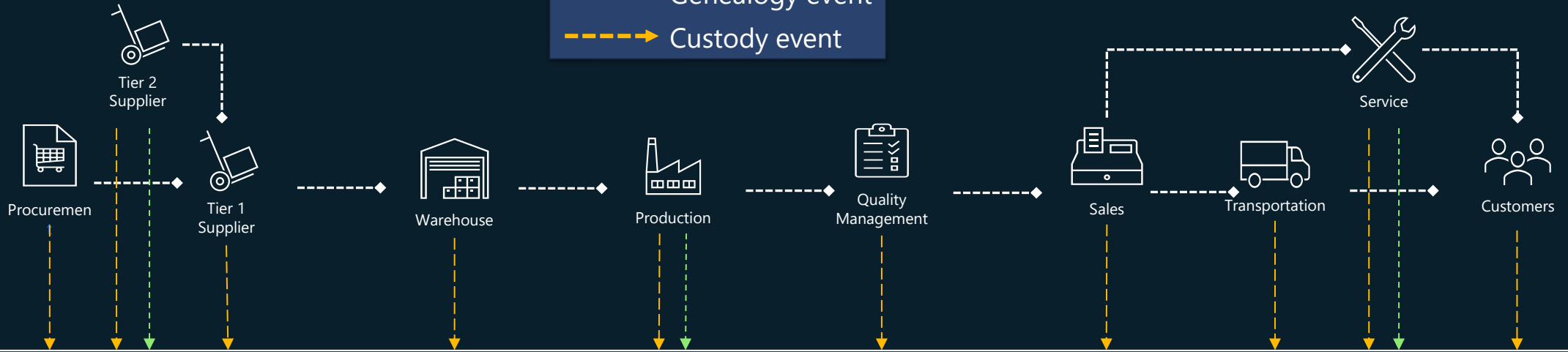
Supply Chain Management 2024 Release wave 2

- Inventory and Logistics
  - Traceability Add-in
- Planning
  - Demand Forecasting
  - CTP Real time
- Procurement
  - Approve PO from mobile

- Copilot in D365 SCM
  - Demand planning
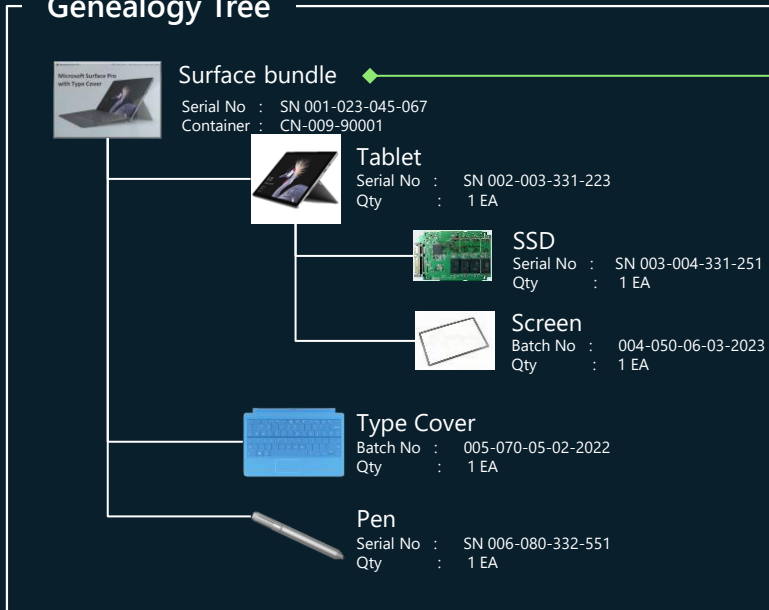 - Side-cart Follow up
  - Supplier Communications Agent

PUBLIC PREVIEW

Value Chain

Legend
- - - - → Genealogy event
- - - - → Custody event

Tier 2 Supplier

Tier 1 Supplier

Procurement

Warehouse

Production

Quality Management

Sales

Transportation

Service

Customers

Supply Chain Traceability

Genealogy Tree

Surface bundle
Serial No : SN 001-023-045-067
Container : CN-009-90001

Tablet
Serial No : SN 002-003-331-223
Qty : 1 EA

SSD
Serial No : SN 003-004-331-251
Qty : 1 EA

Screen
Batch No : 004-050-06-03-2023
Qty : 1 EA

Type Cover
Batch No : 005-070-05-02-2022
Qty : 1 EA

Pen
Serial No : SN 006-080-332-551
Qty : 1 EA

Activity Events

Date: 2023-02-06 Time: 14:42:00 Operator: JL001
Create, Sales Order - SO0001

Date: 2023-02-16 Time: 14:42:00 Operator: MY001
Create, Production Order - PO0001

Date: 2023-02-16 Time: 14:43:00 Operator: MY001
Release, Production Order - PO0001

Date: 2023-02-17 Time: 15:42:00 Operator: CK002
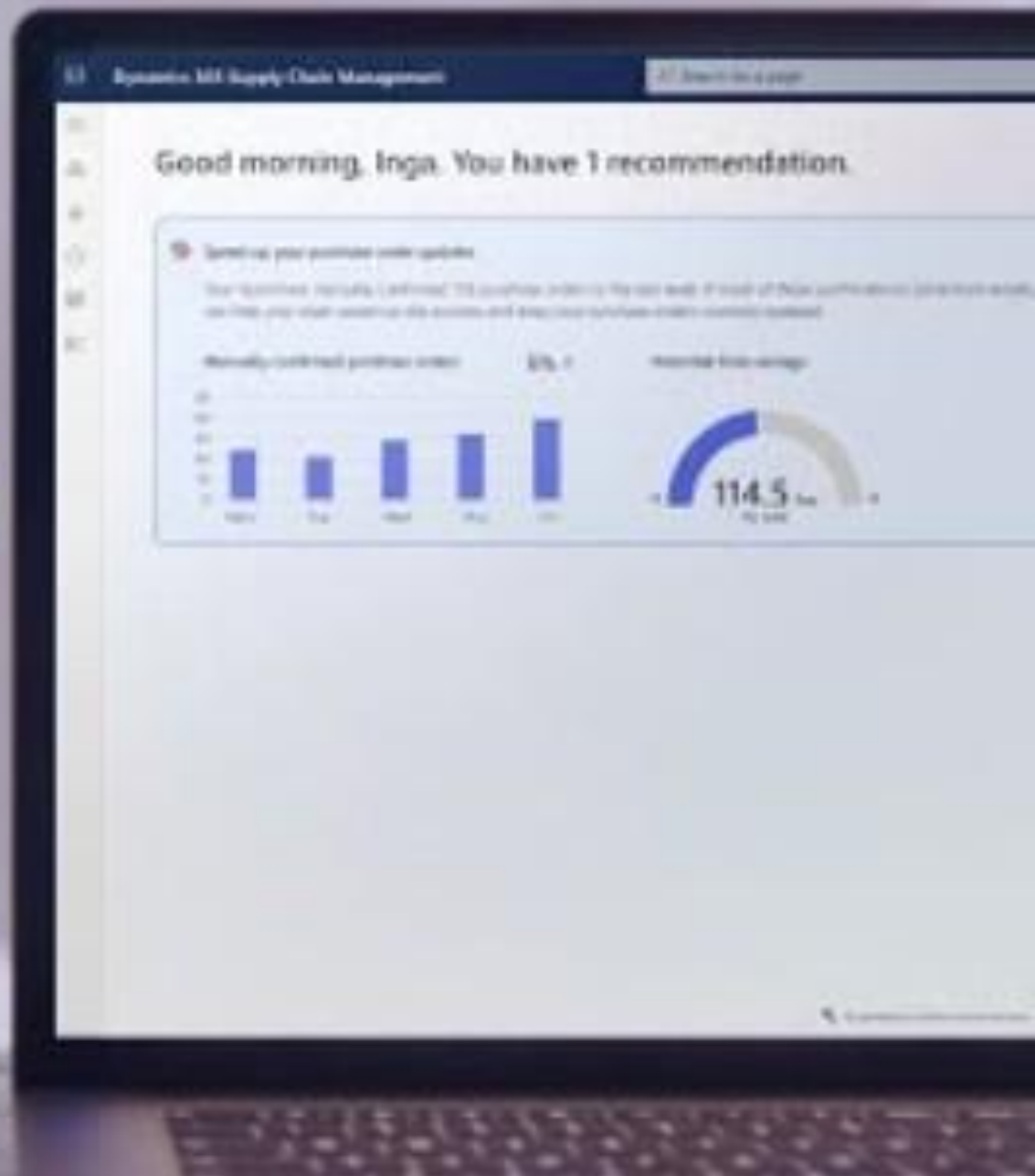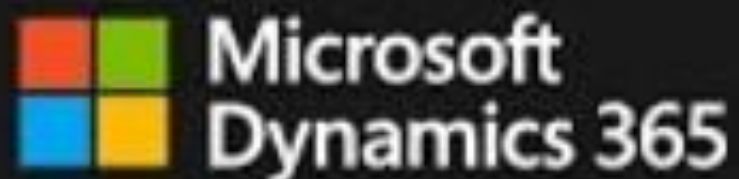Start, Operation -OP1, Resource - RSC001

Date: 2023-02-17 Time: 14:50:00 Operator: CK002
Consume, Type Cover,
Batch No: 005-070-05-02-2022, Qty: 1 EA

Data Collection

Vendor   :   PS001

Vendor Batch :   PS001-05-02-2022

Test item: Outfit   Result: PASS

Test item: Size   Result: PASS

Test item: Color   Result: PASS

Autonomous Project Operations

Our objective is to help manufacturing and service organizations:

1 Drive insights into project selling to delivery

2 Streamline resource management and collaboration

3 Drive efficiency into project execution and revenue recognition

Seamless handoffs between front- and backoffice

Collaboration & tracking

Dynamics 365 Project Operations

Roadmap Investments

Copilot

Time & Expense agent

Inventory visibility & stocked materials

Project Operations 2024 Release wave 2

- Core functionality
  - Time zone Agnostic
  - Modern Quote
  - One grid (Material + Expense)
  - Progress billing

- Copilot
  - Time and expense agent
  - Quote summary

Dynamics 365

Time and Expense Agent

Microsoft Dynamics 365

Modernize Retail

Endless Aisle Shopping
Enable customers to find and purchase products in-store or shipped to their home.

Merchandising Efficiency & Inventory Visibility
Quickly identify and address merchandizing errors that can lead to lost sales and have a single view of your inventory across front of store, back of store, digital channels and warehouses.

Self Checkout
Increase efficiency and optimize throughput with POS optimized for self-checkout.

Offline
Offline mode on iOS, Android and Windows mobile devices.

Modern UX
Simplified and optimized experiences that will increase employee productivity.

Channel/Report Summaries & Statement Insights
Quickly generate channel summaries, receive business insights and identify statement errors before submitting.

Customer & Product Summaries
Quickly understand your customer, create personalized shopping experiences and quickly identify the key selling characteristics to close the sale.

Payment Modernization
Utilize digital wallet and BNPL payment methods in POS and utilize optimized payment UX.

Commerce 2024 Release wave 2

- Omni Channel
  - Multifaceted pricing strategies
- Store Commerce
  - Optimized payment flows

- Copilot
  - Retail statements
  - Merchandising copilot
  - Clienteling
  - Store trends & patterns
  - Product insights

2024 Wave 2 - Copilot Features

Dynamics 365 Commerce

Human Resources

Our objective is to help HR teams:

1. Achieve a more efficient, responsive, and personalized HR experience for both employees and managers

2. Improve HR professionals' productivity and experience

3. Empower HR's role in data and analytics strategy

Recruiting & Recruiting Copilot

Dynamics 365 Human Resources
Roadmap Investments

Copilot

Hire to retire Copilot automation

HR Teams App

Viva & Entra-ID Integrations

Human resources 2024 Release wave 2

- Human resources
  - Entra ID integration
  - Viva connections integration
  - Recruitment

- Copilot
  - Recruitment copilot

Spørsmål?