

Microsoft Dynamics Business Central - Connect and grow your all business, now in the cloud!

Business Central is a business management solution for small and mid-sized organisations that streamlines all your business processes with automation and optimisation to create a more agile, nimble, innovative ecosystem. Highly adaptable and rich with features, Business Central enables businesses to manage their business, including finance, manufacturing, sales, shipping, project management, services, and more from the same place. Businesses can easily add functionality that is relevant to the region of operation, and that is customized to support even highly specialized industries.

Business Central is fast to implement, easy to configure, and simplicity guides innovations in product design, development, implementation, and usability. Eliminate the need for hardware and infrastructure costs and a dedicated IT team. Get rid of old accounting software and legacy business systems. Fast growing organisations need the flexibility and scalability of the cloud to help them digitalise faster, focus on the customer, and come out ahead.

Become a disrupter in your industry with the right tools to make your job easier, digitalisation simpler, and prioritisation easy. Meet customer demand in real-time with actionable insights, a single source of truth, access to extensible business apps and a solution that helps you focus on what you do best by bringing it all together for you seamlessly.

Get started now to:

- Eliminate departmental silos
- Get better visibility into your overall business
- Grow nimbly with a solution that easily extends and scales

Key Benefits of Microsoft Dynamics 365 Business Central:

Get paid faster

- ✓ Accelerate financial close and reporting by streamlining accounts receivables and payables.
- ✓ Automatically reconcile accounts to close and report on financials quickly and accurately, all while maintaining compliance.
- ✓ Refine financial forecasts by modelling and analysing data across multiple dimensions.
- ✓ Customise reports using seamless Microsoft Excel integration.
- ✓ Connect data across accounting, sales, purchasing, inventory, and customer interactions to get an end-to-end view of your business. Chart financial performance in real time with built-in Power BI dashboards.

Operate more profitably

- ✓ Increase visibility across your supply chain and gain greater control over your purchasing process.
- ✓ Get real-time visibility into stock, sales, purchasing and financial information across multiple locations.
- ✓ Use built-in intelligence to predict when and what to replenish. Purchase only what you need with dynamically updated inventory levels.
- ✓ Get recommendations on when to pay vendors to use vendor discounts or avoid overdue penalties. Prevent unnecessary or fraudulent purchases through approval workflows.
- ✓ Calculate and optimize manufacturing capacity and resources to improve production schedules and meet customer demands.

Project plan more effectively

- ✓ Manage budgets and monitor progress of your projects with real-time data on available resources.
- ✓ Track invoicing for customers against planned costs on orders and quotes.
- ✓ Make effective decisions with real-time insight on project status, profitability, and resource-usage metrics.

Sell smarter

- ✓ Maximize revenue opportunities and better serve customers with built-in recommendations.
- ✓ Prioritize sales leads based on revenue potential. Keep track of all customer interactions and get guidance on best upsell, cross-sell, and renewal opportunities throughout your sales cycle.
- ✓ Accelerate the quote to cash process. Act quickly on sales-related inquiries, manage service requests, and process payments—all from within Outlook.

Features and Functionality:

Essential Licensing



Financial Management

- ✓ Set up a company and start posting to the general ledger, chart of accounts, general journals, VAT facilities, recurring journals, and source codes.
- ✓ Work with budgets in general ledger accounts.
- ✓ Set up deferral templates that automate the process of deferring revenues and expenses over a pre-defined schedule.
- ✓ Keep track of fixed assets and related transactions such as acquisitions, depreciations, write-downs, appreciations, and disposals.
- ✓ Post sales transactions in journals and manage receivables; register customers and manage receivables using general journals.
- ✓ The system automatically assigns audit trails and posting descriptions to every transaction. In addition, users can define reason codes to create complementary audit trails.

- ✓ Create, operate, and manage multiple bank accounts for catering to your diverse business needs and across different currencies
- ✓ Reconcile your bank statement data automatically to open bank account ledger entries and keep track of all your bank statements.
- ✓ Add unlimited dimensions to any ledger for advanced transaction analyses.
- ✓ Manage multiple currencies throughout the system, including payables and receivables, general ledger reports, resource and inventory items, and bank accounts.



Supply Chain Management

- ✓ Manage sales orders, blanket sales orders, and sales order processes.
- ✓ Manage purchases, blanket orders, and purchase order processes.
- ✓ Manage inventory in multiple locations that may represent a production plant, distribution centre, warehouse, showroom, retail outlet, or service car.
- ✓ Track inventory as it's moved from one location to another and account for the value of inventory in transit at various locations.
- ✓ Warehouse functionality in Business Central can be implemented in different complexity levels, depending on a company's processes and order volume.

- ✓ The main difference is that activities are performed order-by-order in basic warehousing when they are consolidated for multiple orders in advanced warehousing.
- ✓ To support companies that supply products to their customers by combining components in simple processes without the need of manufacturing functionality, Business Central includes features to assemble items that integrate with existing features, such as sales, planning, reservations, and warehousing.



Customer Relationship Management

- ✓ Maintain an overview of your contacts and record your contact information for all business relationships.
- ✓ Keep track of sales opportunities, section your sales processes into different stages, and use this information to manage your sales opportunities.



Human Resource Management

- ✓ Group and track employee information and organize employee data according to different types of information, such as experience, skills, education, training, and union membership.
- ✓ Post expenses against employee cards to track and reimburse their expenses.



Project Management

- ✓ Register and sell resources, combine related resources into one resource group, or track individual resources.
- ✓ Monitor resource usage and get a complete overview of your capacity for each resource with information about availability and planned costs on orders and quotes.
- ✓ Keep track of usage on jobs and data for invoicing the customer. Manage both fixed-price jobs and time-and-materials jobs.
- ✓ Time sheets are a simple and flexible solution for time registration with manager approval and integrate with Service, Jobs, and Basic Resources.



Other Features

- ✓ Switch languages on the client in real time.
- ✓ Define a set of reason codes that can be assigned to individual transactions throughout the system, providing user-defined audit trails.
- ✓ Set up an unlimited number of lines to describe inventory items, resources, and general ledger accounts.
- ✓ Automatically retrieve the necessary data to report intrastat information to statistics authorities. Local customs authorities can inform you whether your company is obligated to file such a report.

- ✓ Synchronize your to-do items and your contacts with your meetings, tasks, and contacts in Outlook.

Premium Licensing



Service Order Management

- ✓ Register your after-sales issues including service requests, services due, service orders, and repair requests.
- ✓ Set up, maintain, and monitor your service prices.
- ✓ Record and keep track of all your service items, including contract information, component management, and BOM reference and warranty information.
- ✓ Record details on service levels, response times, and discount levels, as well as on the service history of each contract, including used service items and parts and labour hours.
- ✓ Assign personnel to work orders and log details such as work order handling and work order status.

- ✓ Manage service personnel and field technician information, and filter according to availability, skills, and stock items.



Manufacturing

- ✓ Create and manage production orders and post consumption and output to the production orders.
- ✓ Create and manage different version of the manufacturing bill of materials and routings.
- ✓ Plan rush hours, make exceptions, and handle last-minute changes to your processes with multiple planning options.
- ✓ Plan for material requirements based on demand, with support for master production scheduling and materials requirements planning.

- ✓ Plan and create production and purchase orders, taking into consideration the demand forecast together with the level of available inventory and parameters of requirement planning.
- ✓ Add capacities to the manufacturing process. Set up routings and use these routings on production orders and in material requirements planning.
- ✓ Manage capacity on several levels; on a more detailed level for machine centers and on a consolidated level for work centres.
- ✓ Take capacity constraints into account so that no more work is assigned to a work centre than the capacities can be expected to execute during a given time period.

Looking for an opportunity to easily upgrade your entry-level accounting software and legacy ERP systems or move your NAV solution to the cloud? Let us help you get started today. Contact us to learn more about the benefits of Microsoft Dynamics 365 Business Central; whether you are in discovery, looking for continual support or exploring new possibilities.

About Metaoption

MetaOption is a technology services firm specializing in business applications and cloud solutions. We help mid-market and enterprise customers solve their business challenges through strategic consulting services, innovative offerings and industry-specific solutions built on the latest technologies.

MetaOption focus on learning your business and your business processes to provide total solutions to help you grow your business today and into the future. We are committed to being your trusted business solutions partner. MetaOption's proven track record is built on our ability to maintain a high standard for talent and to retain an experienced staff that knows the ins and outs of our client's business needs as they continue to change and evolve. We help our clients with their business problems every single day, by leveraging the best of what our products and technical support can do to make their business run faster, smarter and more efficiently. The value that we produce commands the loyalty that we maintain with our clients and as organization, our history has been successfully built on those business practices.

To find out how metaoption can partner with you on your digital transformation please contact info@metaoption.com or visit www.metaoption.com