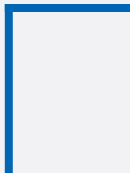


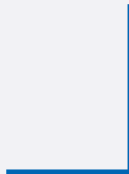


POWER
OBJECTS

An HCL Technologies Company



**Dynamics 365 for
Finance & Operations**



Carri Lesatz, ERP Practice Director (North America)

Carri.Lesatz@hcl-powerobjects.com

920-819-9107

Gary Screeton, Senior Finance Consultant, CPA

Gary.Screeton@hcl-powerobjects.com

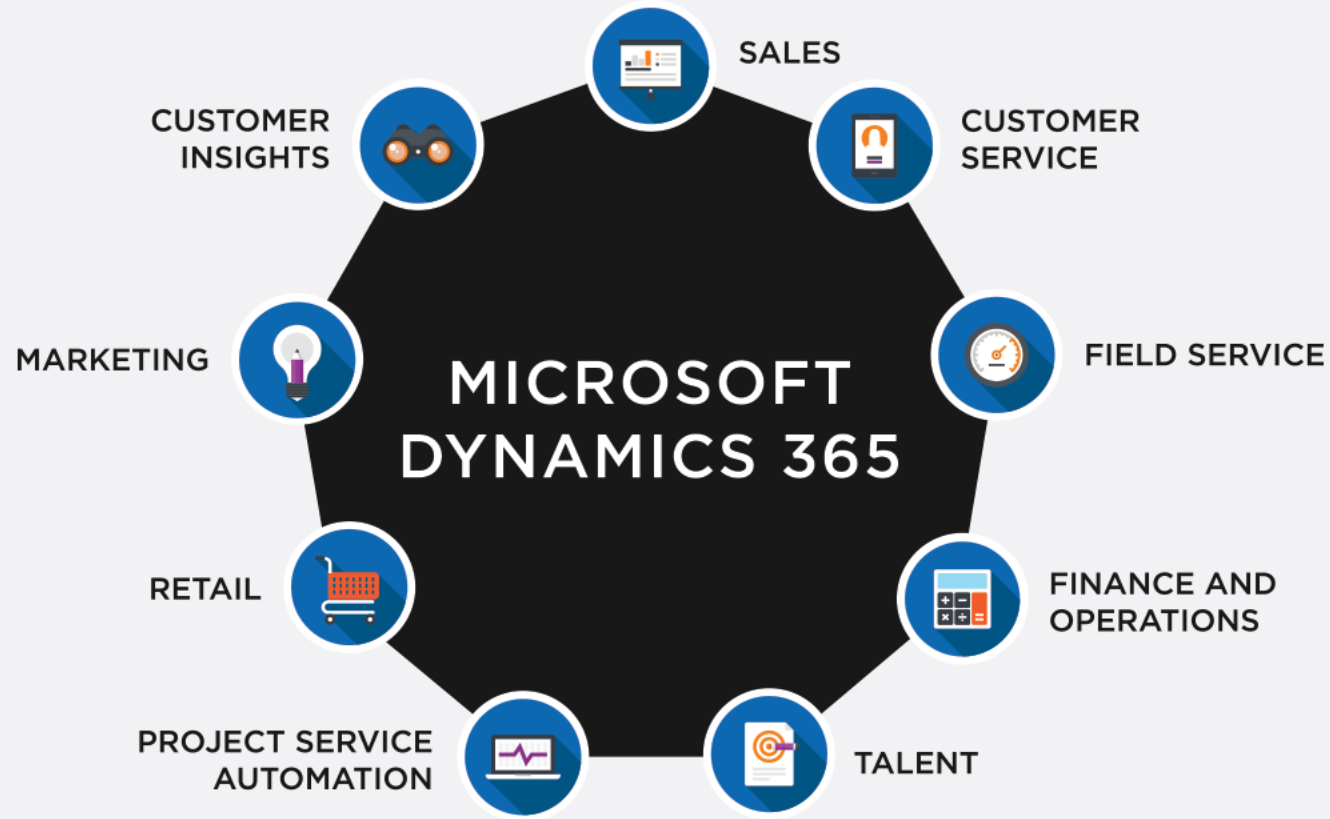
317-833-3921

AGENDA

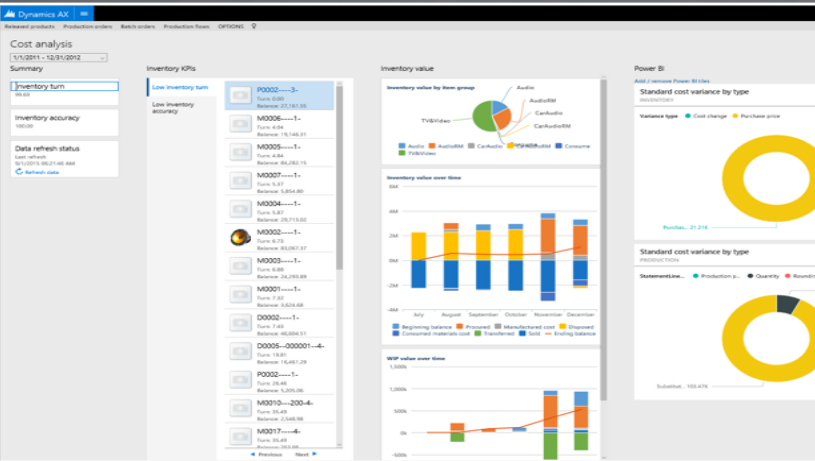
- 1 Review the Microsoft Dynamics 365 Finance and Operations Capabilities
- 2 Demonstration
- 3 Q&A



Driving Success for Your End-to-end Journey



Business process Immersive experience



A screenshot of the Dynamics AX Production floor management dashboard. It shows a 'Summary' section with a bar chart for 'Number of jobs' and a 'Production orders to release' button. The 'Jobs and people' section includes a table of jobs with columns for 'H.', 'St.', 'Order', 'Operation', 'Product number', 'Quantity', and 'Resource'. A 'Jobs to complete' filter is also present.

H.	St.	Order	Operation	Product number	Quantity	Resource
✓		P000107	Wiring	D0001	184.00	1111
		P000107	Assembly	D0001	184.00	1121
		P000155	Assembly	D0004 : 000005 : :	147.00	1311
		P000123	Assembly	D0003	5.00	1211
		P000124	Assembly	D0003	6.00	1211
		P000123	Testing	D0003	5.00	1225
		P000123	TestOpr	D0003	5.00	1221
		P000124	Testing	D0003	6.00	1225
		P000124	TestOpr	D0003	6.00	1221
		P000124	Packing	D0003	5.00	1222
		P000124	Packing	D0003	6.00	1222
		B000050	Mix/Heat	P0001	3.063.00	3115
		B000050	MixOpr	P0001	3.063.00	3111
		P000134	Assembly	D0004 : 000005 : :	4.00	1311

OPTIMIZED UX

- HTML 5 client
- Mobile
- Flattened navigation
- Familiar Microsoft UX
- Office integration
- Multi-browser, Multi-Form Factor

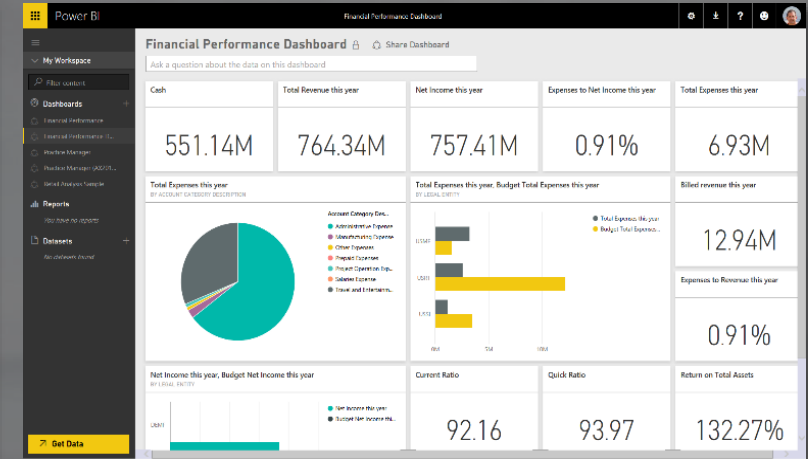
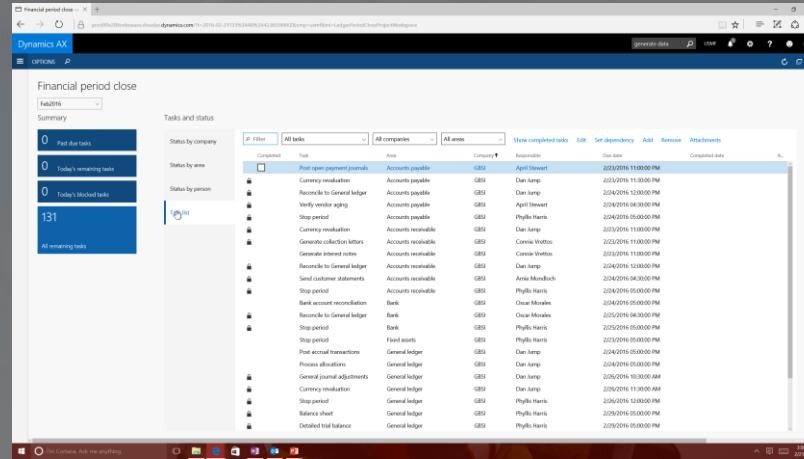
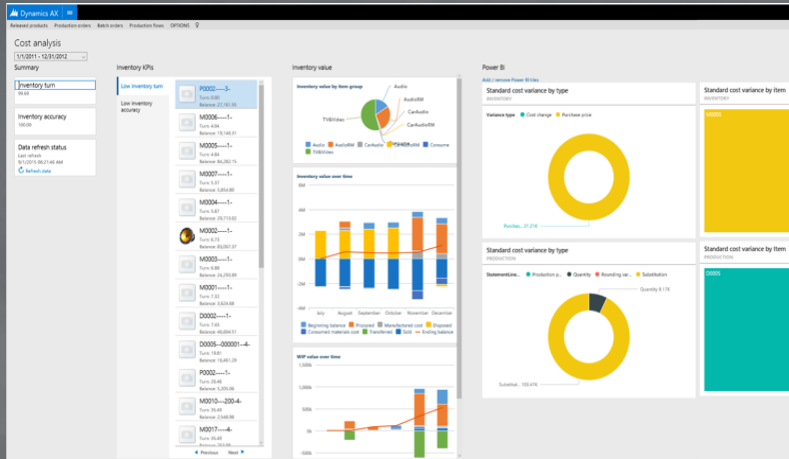
RIGHT CLIENT FOR THE ROLE

- MPOS client for retailers
- PowerBI Report Packs
- Excel Front End for budgeters
- Tablet/Touch for shop floor

PRODUCTIVITY

- Navigation and action search
- Tiles for frequent filtered searches
- Intelligent lookup
- Hotkeys and shortcuts

Business process insight



INTEGRATED EXPERIENCE

- Transactional and analytical data side-by-side
- Real-time KPIs to monitor business metrics
- PowerBI embedded in workspaces

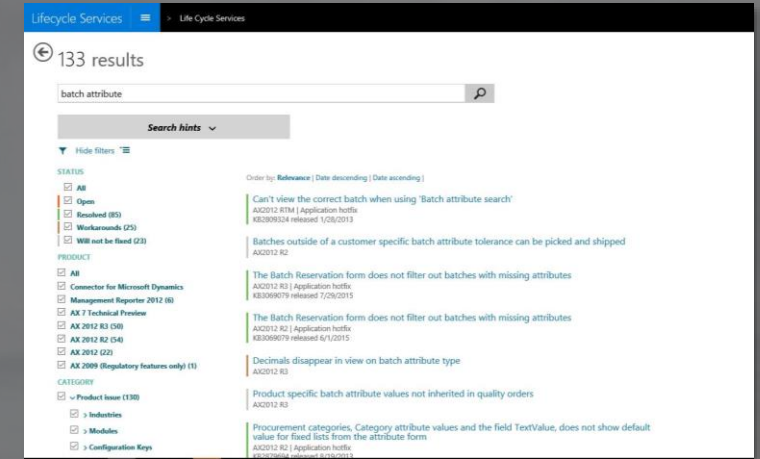
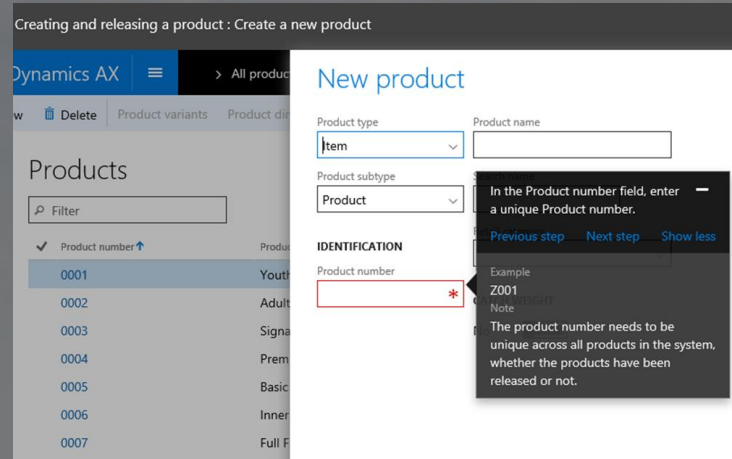
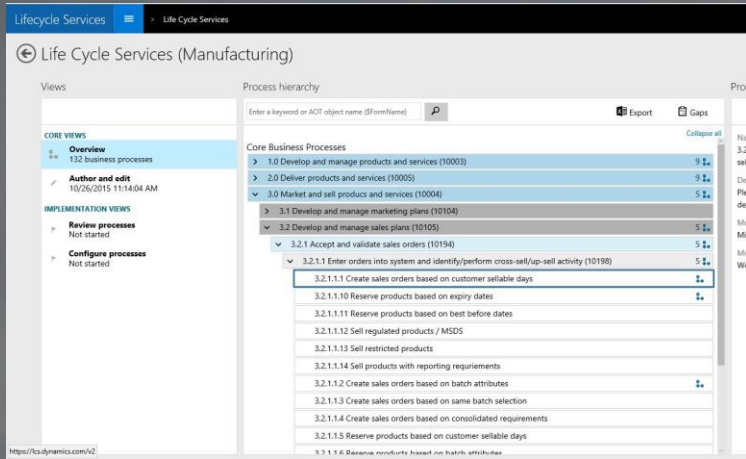
ACTIONABLE

- Workbenches to take action based on insight
- Filtering based on exceptions and priorities
- Drill-down capabilities to transaction details
- 20+ out-of-the-box financial reports

BEST OF MICROSOFT TECHNOLOGY

- Real-time insight for the CXO on PowerBI portals
- Office integration including import/export
- Data management through Data Entities

Business process lifecycle



DISCOVER BUSINESS PROCESSES

- Business process descriptions based on APQC
- Extending and updated demo data
- Enhanced LCS project methodology through BPM

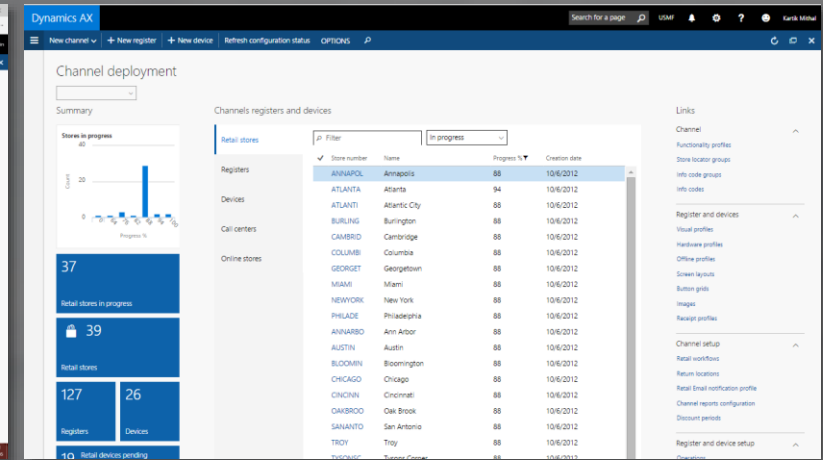
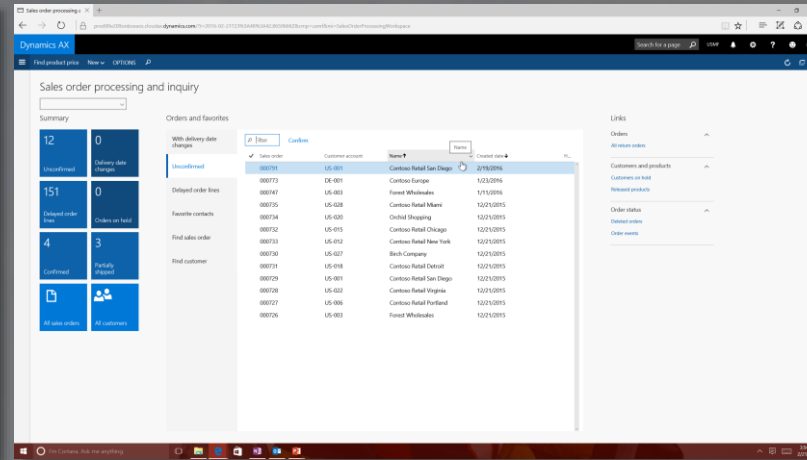
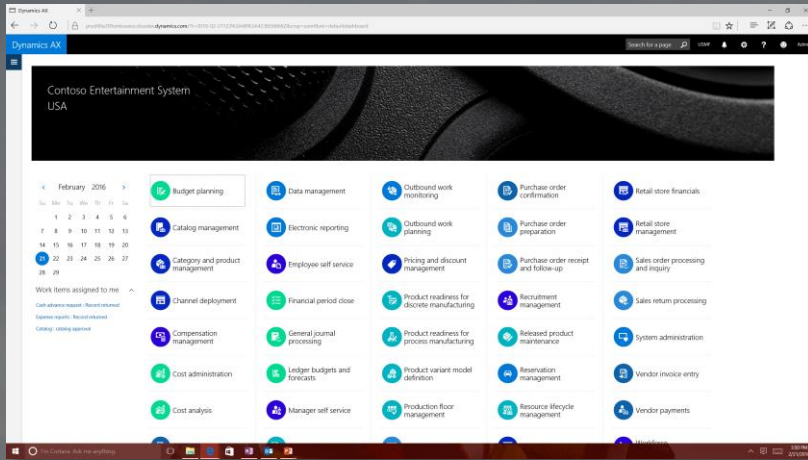
DEPLOY BUSINESS PROCESSES

- Wiki-based help
- Extensive task recordings
- Comprehensive Getting Started task guides
- Data Entities for data migration and integration

SUPPORT BUSINESS PROCESSES

- New diagnostics and monitoring
- Data driven, contextual update experience
- Re-engineered Cloud Powered Support (CPS) to reduce overall issue cycle time

Business process – complete solutions



DASHBOARD

- Entry point for all your workspaces
- Personalize-able for individuals' needs
- Multiple navigational models
- O365 look and feel

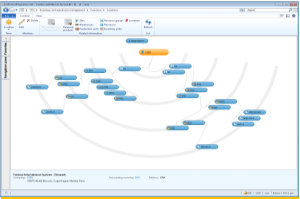

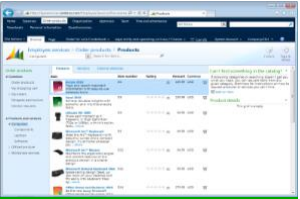
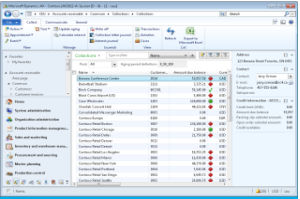


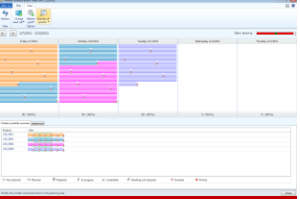
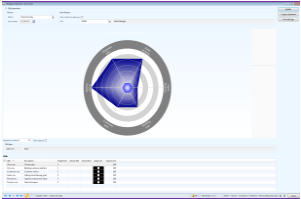
PERSONA-BASED WORKSPACES

- 30+ workspaces designed for personas
- 360° view of activities related to particular business processes
- Immediate insight with 1 Click-to-Action

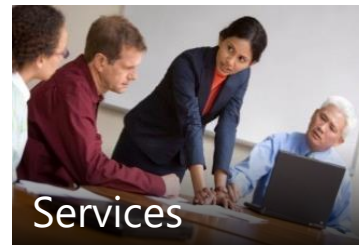
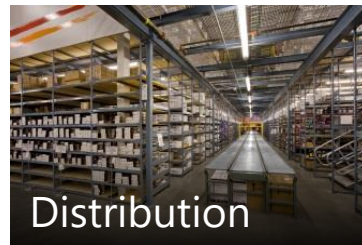
HORIZONTAL AND INDUSTRY

- Monitor and track period-end close
- Sales order to production order
- Rapid configuration for store/e-commerce
- Global journal entry experience

Microsoft Dynamics 365 for Finance and Operations – Complete Solutions

Organization Structure	Financials	Procure-to-Pay	Quote-to-Cash	Multi Channel	Supply Chain Management	Manufacturing Operations	Hire-to-Retire
							
Intuitively model your organization graphically	Make decisions based on facts and comply	Set company policies and collaborate with your vendors	Gain loyalty with improved customer services and accuracy	Centrally manage your operations across sales channels	End-to-end visibility throughout the supply chain	End-To-End Visibility Through the production cycle	Manage the entire career of your employees

Overview of Industry workloads to run your operations

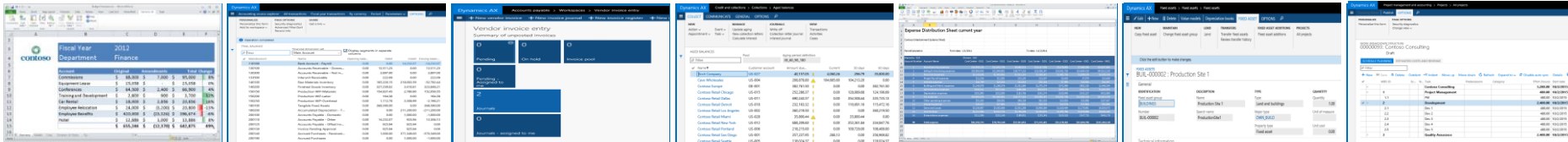


Financials Backbone

Make decisions on real time data and manage organizational compliance



Reporting and consolidation



Budget **General Ledger** **Accounts Payable** **Accounts Receivable** **Cost Accounting** **Fixed Assets** **Project Accounting**

Build and maintain your budgets with Microsoft Excel **Analyze your finances the way you want** **Manage your vendor relations and disbursements** **Efficiently manage customer invoices and collections** **Distribute costs and analyze profitability** **Automate your acquire-to-retain process** **Manage your project tracking profitability**



Key Benefits

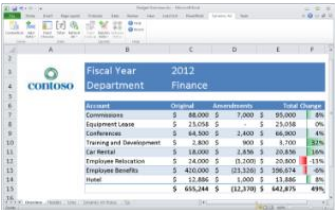
Enable users to make decisions based on facts

Comply with local regulations

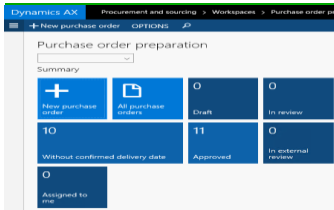
Comply with global regulations (IFRS, SOX)

Powerful account structure for deeper analysis

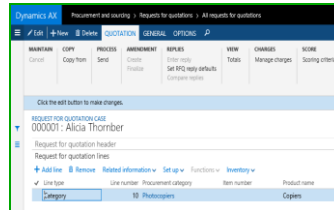
Procure-to-Pay



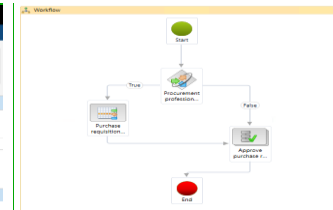
Build and maintain your budgets with Excel



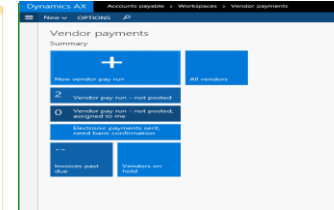
Accessible KPIs and Business Intelligence



Onboard vendors and send RFPs online



Catalog-based procurement model




Collaborative process, workflow

Set company policies and collaborate with your vendors



Key Benefits



Facilitate employee ordering experience



Enforce policy control

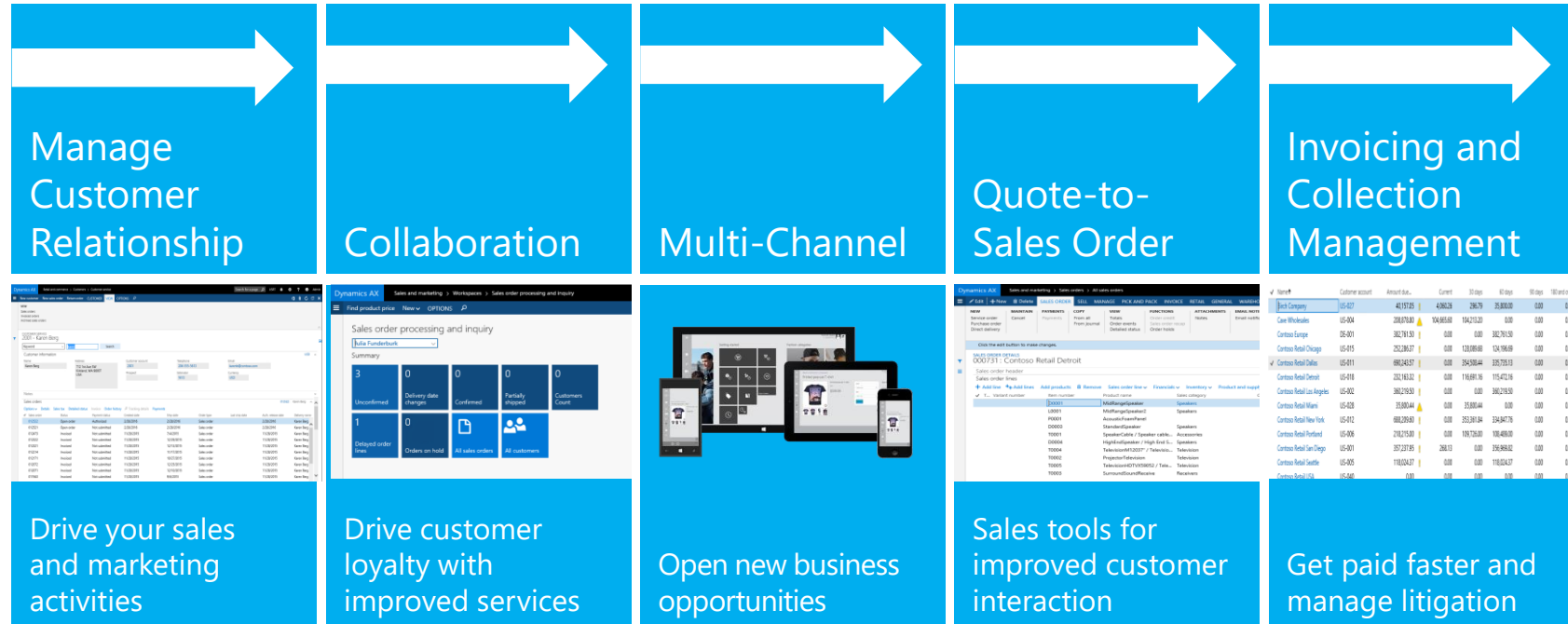


Efficient procurement process for direct and indirect goods



Empower vendor collaboration

Quote-to-Cash



Develop a streamlined order-taking and fulfillment process



Key Benefits

Empower users with efficient sales order entry

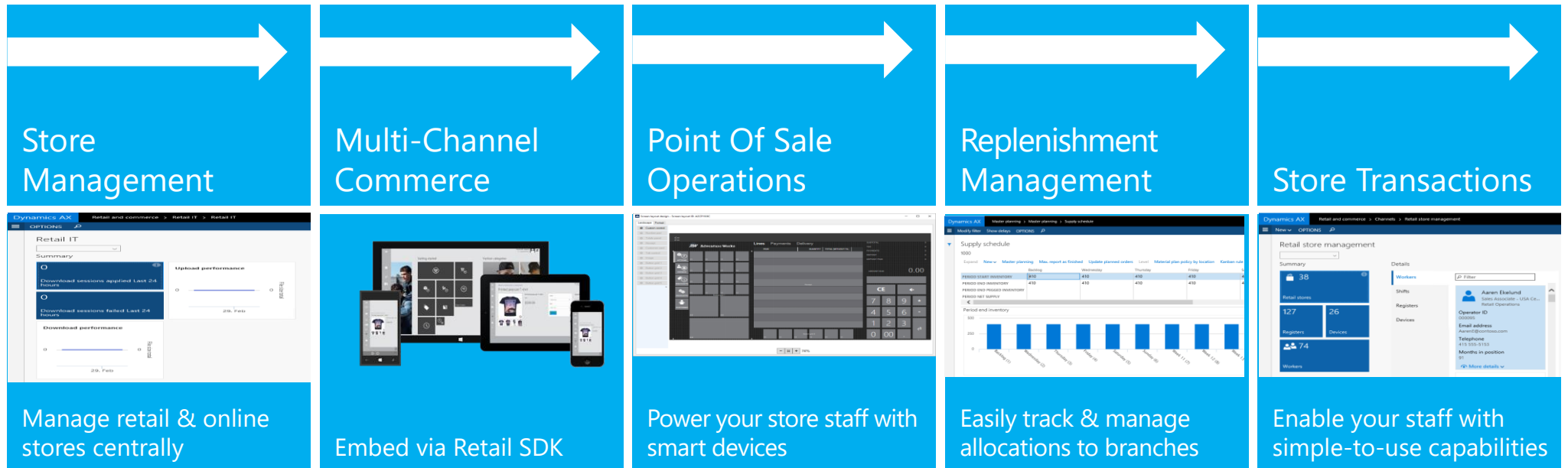
Connect to web store, marketplaces, social media

Track results through KPIs and BI

Retail SDK for integration to portals.

Multi-Channel and Store Operations

Centrally manage your operations across sales channels



Key Benefits

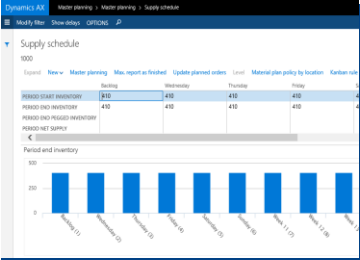
Easily manage your stores across geographies

Empower your store staff with efficient, easy-to-use POS

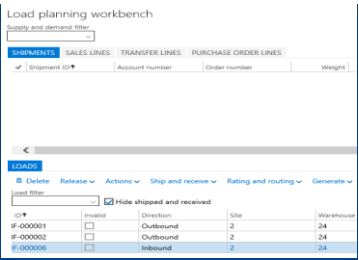
Go multi-channel with an integrated solution

Be ready for new customer shopping experiences

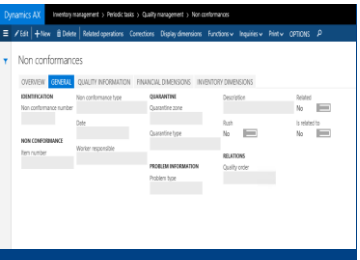
Supply Chain Management



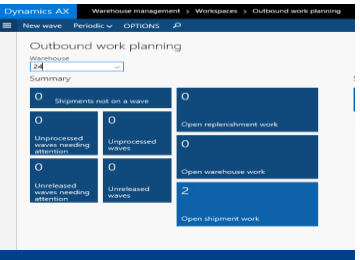
Balance your need in resources and inventory



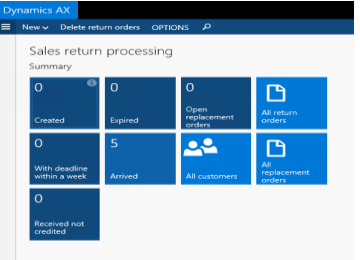
Optimize your receipt and put-away processes



Make customer satisfaction a priority



Efficient customer deliveries and distribution



Manage return process and track issues

End-to-end visibility throughout the supply chain



Key benefits

Empower users with role-based access to information

Manage supply chain across geographies and time zones

Streamline end-to-end supply chain processes

Manage product compliance and traceability

Manufacturing Operations Management

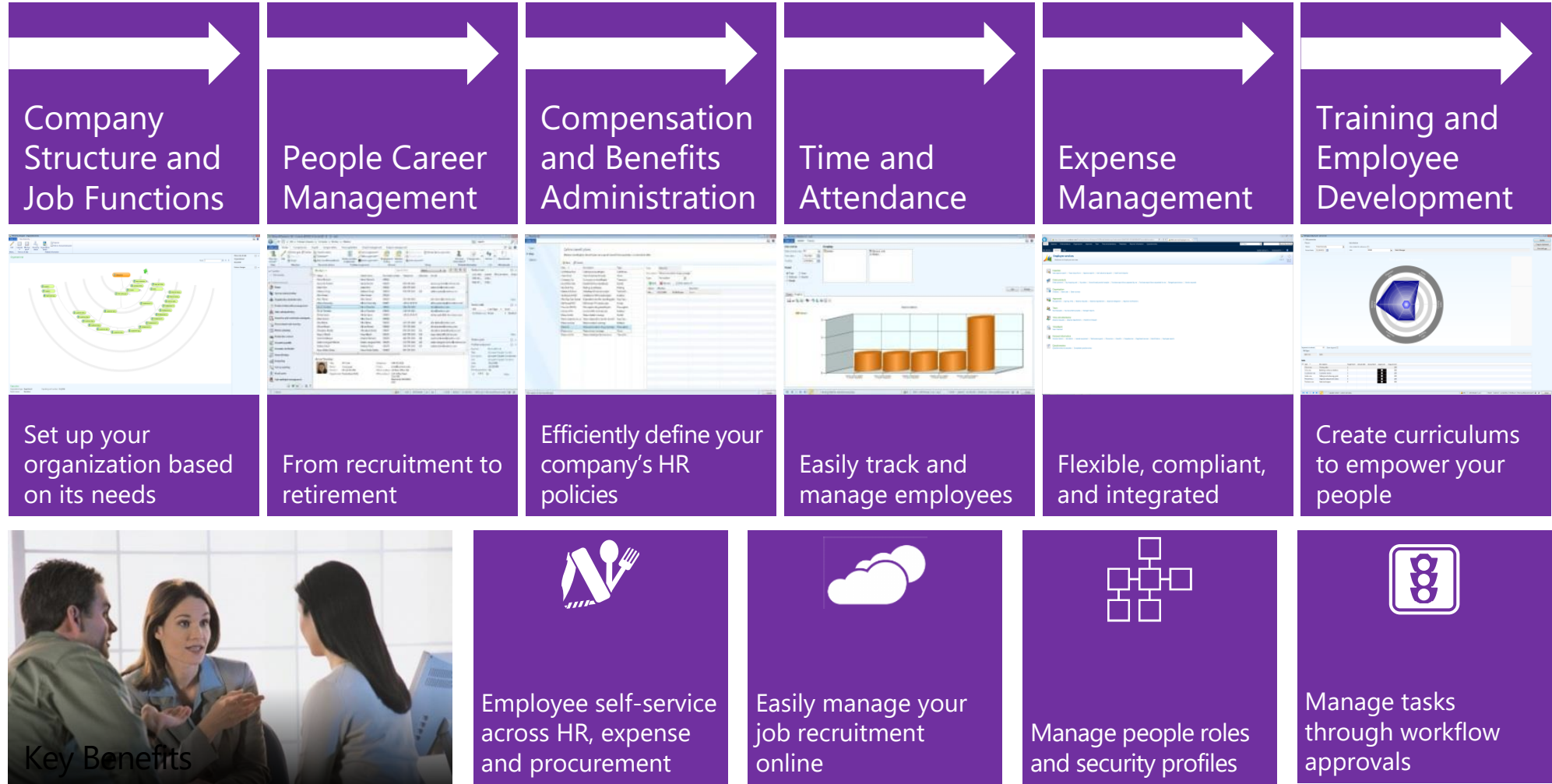
End-to-end visibility throughout the production cycle

Material Requirement Planning	Capacity Requirement Planning	Work Order Management	Production Control	Shop Floor Control
Manage supply & demand across supply chain	Fast decisions based on realistic capabilities	Prioritize, track, maintain & manage your orders	Regulate manufacturing performance	Tighter control of manufacturing execution

Key Benefits	Extend product design process to production	Real-time, flexible resource management	Productivity measures & business analytics	Leverage mobile device integration & adoption

Hire-to-Retire

Manage the entire career of your employees





Dynamics 365 for Finance and Operations



The Power of Microsoft Cloud



Intelligent Insights

Turning data into actionable intelligence



Productive Experiences

Engaged & empowered employees on the strength of productivity, user experience, business process, & mobility



Continuous Life

Customer in control, business agility, scale with your business, familiar developer tools



Business Anytime, Anywhere

Mobilize your work, simply powerful, cloud-powered compliance, Intelligent Cloud

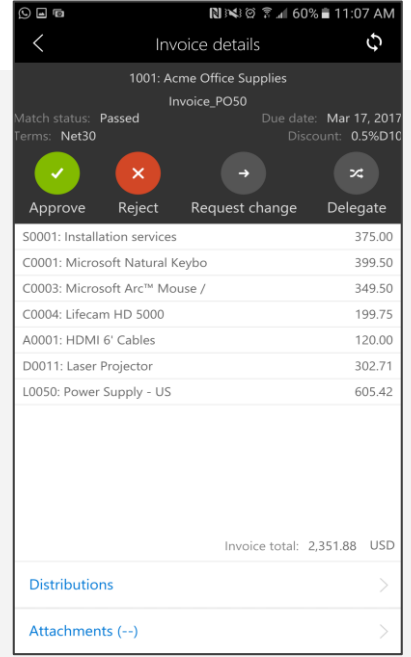
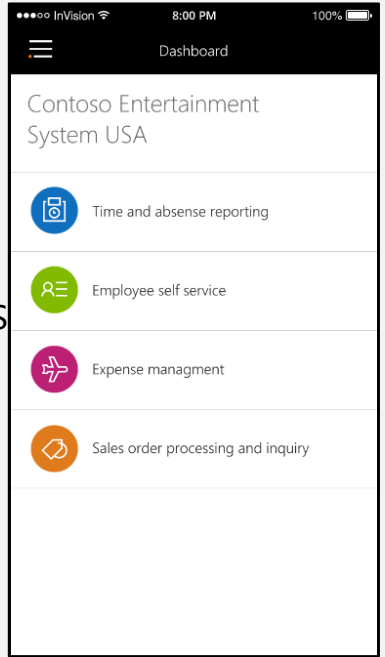


Productive Experiences - Business Anytime, Anywhere

Mobilize your work with the Microsoft Intelligent Cloud

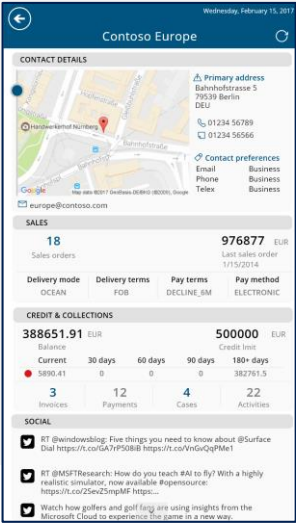
Mobilize your work

- Mobile Application Framework – custom-tailored user experiences
- Familiar, browser-based UX, allowing access from multiple devices
- Mobilize your business processes in Dynamics 365 for Finance and Operations
 - Across a broad device ecosystem – Android, iOS, Windows Phone
 - Online and offline capabilities
 - Process your business logic, authorization, localization
 - Invoice Approvals and Project Time Entry



PowerApps, Flow and Common Data Service:

- Build modern applications fast – Power User
- Define immersive experiences across data sources
- Integration and write-back to Dynamics 365 Finance and Operations



Item	Description	Qty	Unit	Price	Est Price
D0001	Mid-Range Speaker	151	ea	330	49830
L0001	Mid-Range Speaker 2	121	ea	308	37268
P0001	Acoustic Foam panel	2524	ea	27.5	69410
D0003	Standard Speaker	141	ea	198	27918
D0004	High End Speaker	121	ea	1210	146410

Dynamics 365 for Finance and Operations Demonstration

Upcoming Webinars

- Oct 31 – 9am CST

Partnering with PowerObjects for an End-to-End Dynamics 365 Solution for Sales, Operations, and More

- Nov 2 – 9am CST

What's New to Dynamics 365 for Finance and Operations

- Nov 7 – 9am CST

Upgrading from Dynamics AX or Other Legacy Systems to Dynamics 365 for Finance and Operations

- Nov 9 – 9am CST

Dynamics 365 for Finance and Operations: Cloud, On-Premises, and Hybrid Deployment Options



Send questions to
[Carri.Lesatz@hcl-
powerobjects.com](mailto:Carri.Lesatz@hcl-powerobjects.com)





Thank You

