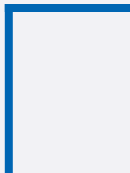


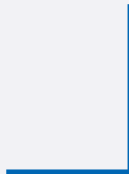


POWER
OBJECTS

An HCL Technologies Company



**Dynamics 365 for
Finance & Operations**





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Practice Director
(North America)

Carri.Lesatz@hcl-poweobjects.com

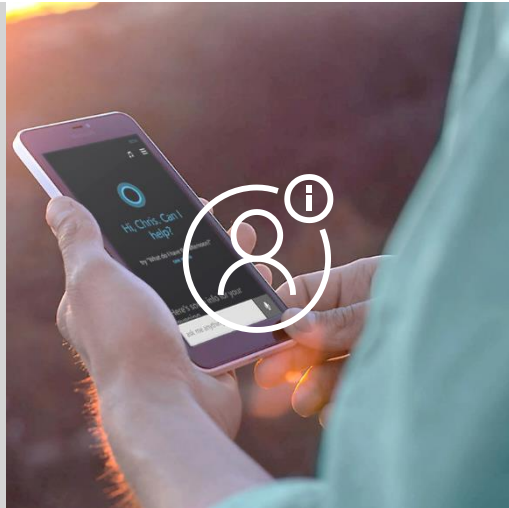
920-819-9107

AGENDA

- 1 The Evolution of Microsoft Dynamics AX to Dynamics 365
- 2 Overview of Microsoft Dynamics 365 Solution
- 3 High Level Review of Microsoft Dynamics 365 Finance and Operations Workload
- 4 Microsoft Dynamics as your end-to-end Solution



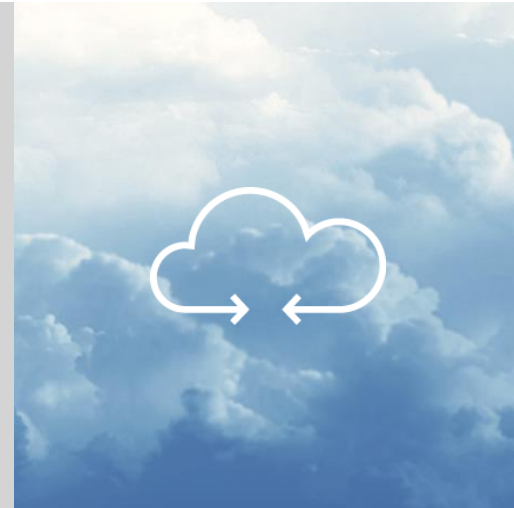
Empower every person and every organization on the planet to achieve more



Create more
personal computing



Reinvent productivity
& business processes



Build the
intelligent cloud



Microsoft Cloud

Microsoft Dynamics 365



Productivity

Office 365



Business
apps

Dynamics 365



Application
innovation

Azure



Data &
intelligence

Cortana
Intelligence



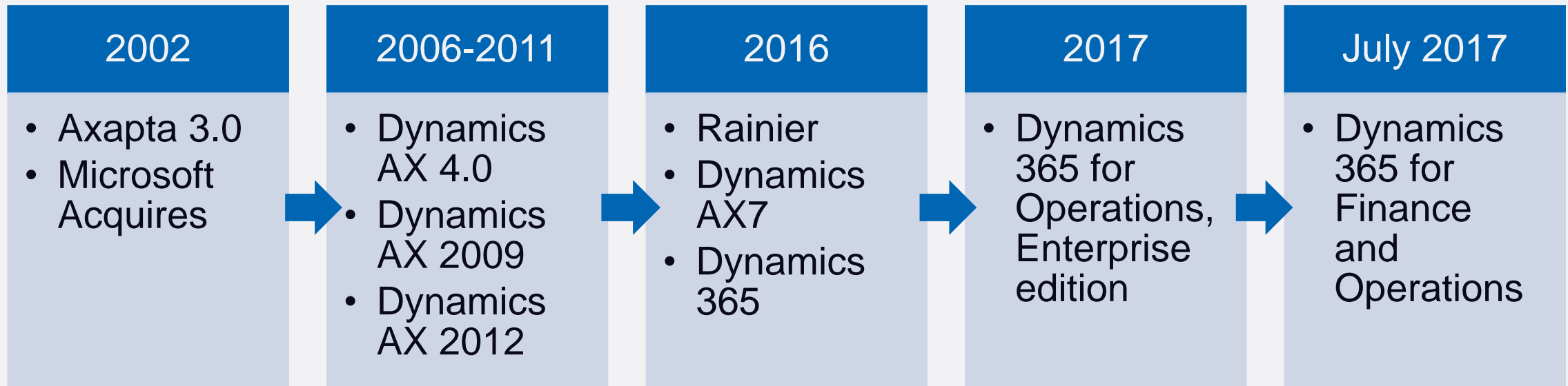
Security &
management

Enterprise Mobility + Security
Operations Mgmt. + Security

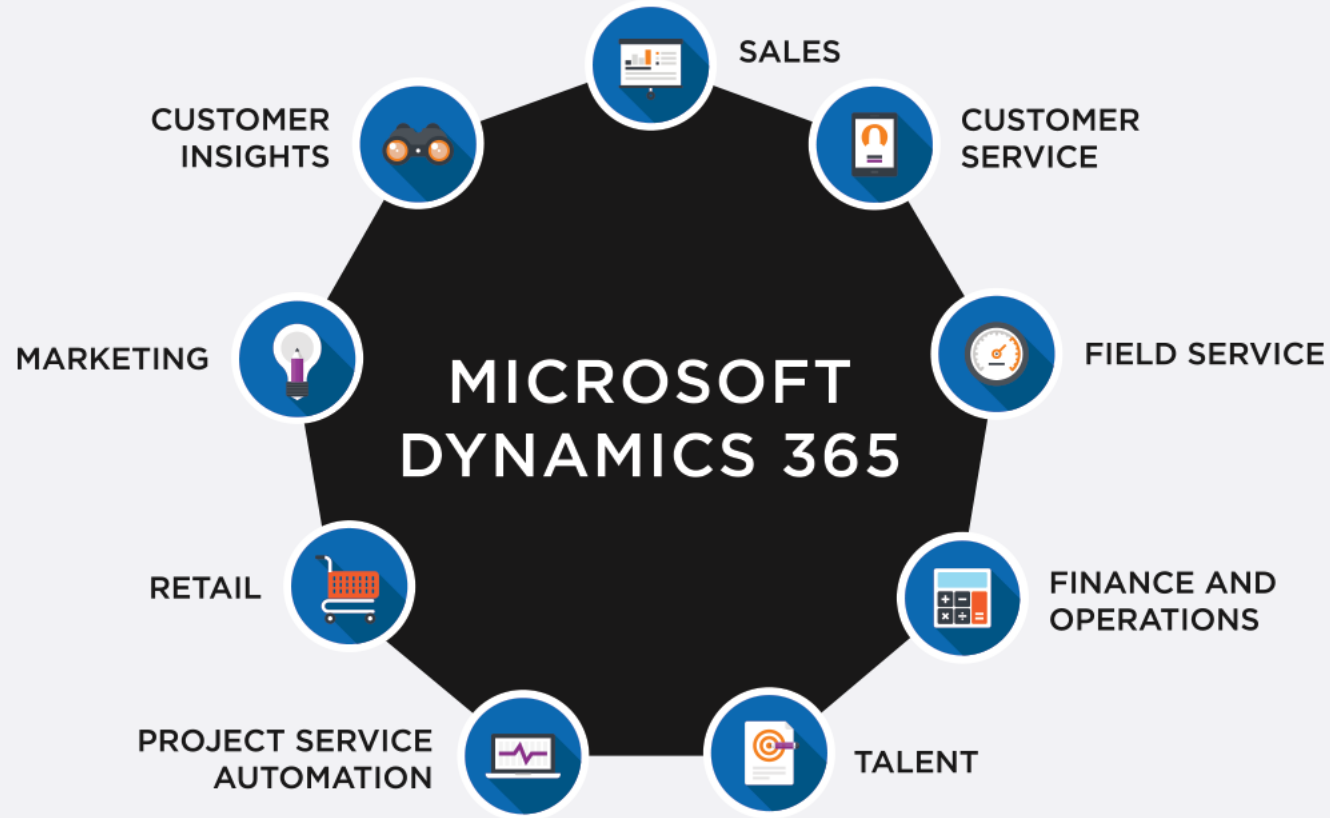
Microsoft Dynamics 365



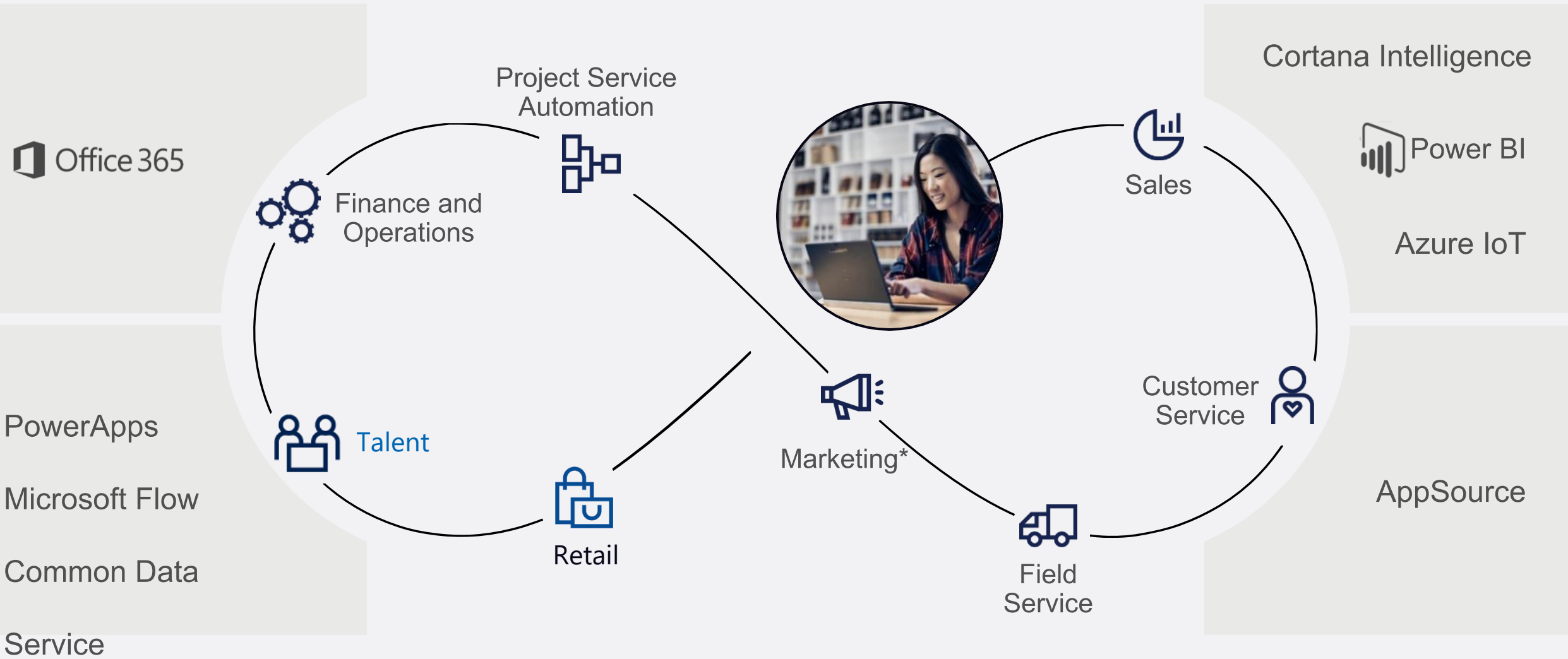
The Evolution of Dynamics AX



Driving Success for Your End-to-end Journey



Microsoft Dynamics 365



*Brought to you by Adobe Marketing Cloud



Powering the digital transformation



Microsoft Dynamics 365 for **Finance and Operations**



Deliver efficiency through seamless end-to-end integration of Microsoft Business Applications.



Turn data from financial and business operations into accurate and actionable insights.



Drive faster innovation and continuous improvement to satisfy customer demands.

Intelligent insights



Financial

Provide unified view of your business performance and customer needs to deliver real-time response and increase revenue.



Supply chain

Streamline and better execute supply chain and distribution process that delivers on customer demands.



Warehousing & transportation

Empower employees to effectively run operations, reduce transportation costs and increase delivery accuracy.



“Microsoft technology runs our business. Dynamics 365 for Operations provides the backbone infrastructure for the Renault Sport Formula One team, supporting everything from design to manufacturing to our success on the race track.”

Cyril Abiteboul, Managing Director, Renault Sport Racing



Productive experiences



Employee empowerment

Enable cross-functional collaboration and access to real-time and actionable data to deliver business impact.



Innovation at pace

Drive faster innovation and continuous improvement to satisfy customer demands.



Seamless integration

Implement seamless integration of financial and business operations to keep ahead of the competition.

“Because Microsoft Dynamics 365 for Operations is a global solution that fosters increased collaboration and reduces administrative work, we’re going to better meet the needs of our employees, and in turn we’ll deliver better service to customers.”

Rob Teitelbaum, Controller, Chemonics

Power of cloud



Predictable, repeatable implementations

Deliver fast and repeatable implementation, update or upgrade through Microsoft Dynamics Lifecycle Services (LCS).



Business continuity

Implement seamlessly integrated applications to ensure business continuity with high availability and disaster recovery.



Global footprint

Grow new business in existing market or expand to new markets easily and confidently.



“I’m convinced that with the Microsoft solutions we brought in, we are able to much better compete.”

Paul Ossewold, VP of Digital Operations, Priva



Business anytime, anywhere



Mobile interface

Enable intuitive and seamless user interface to do business anywhere, anytime, on any device.



Task-based mobile apps

Enable your employees to complete commonly repeated tasks easily on their preferred mobile device.



Innovate business models

Better enable your business and find new business models to perform local or remote point-of-sale from any device.

“Our focus in moving to the cloud was to allow our team to access our data anywhere. [It] is revolutionizing our relationship with our customers and it’s empowering us with information on hand to answer questions anytime, anywhere.”

Ben Hagler, VP of Engineering and Operations, Hagler



Favorites

Favorites created using the navigation pane will show up here.

Recent

Workspaces

Modules

- Accounts payable
- Accounts receivable
- Audit workbench
- Budgeting
- Cash and bank management
- Common
- Consolidations
- Cost accounting
- Cost management
- Credit and collections
- Demo data
- Expense management
- Fixed assets
- Fleet management
- General ledger
- Human resources
- Inventory management
- Master planning
- Organization administration
- Payroll
- Procurement and sourcing
- Product information management
- Production control
- Project management and accounting
- Questionnaire
- Retail
- Sales and marketing
- Service management
- System administration
- Tax
- Time and attendance

Microsoft Dynamics 365 for Finance and Operations, Enterprise

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5	6	7
12	13	14
19	20	21
26	27	28

added to me
here after they are



Bank management



Compensation management



Benefits



Cost accounting ledger administration



Budget planning



Cost administration



Business processes for human resources



Cost analysis



Business processes for payroll



Cost control



Cash overview - all companies



Customer credit and collections



Cash overview - current company



Customer invoicing



Catalog management



Customer payments



Dynamics 365

Finance and Operations

HOME

 OneDrive	 SharePoint	 Project
 Social Engagement	 Word	 Excel
 PowerPoint	 OneNote	 PowerApps
 Flow	 Dynamics 365	 Store

Microsoft Dynamics 365 for Finance and Operations, Enterprise edition



Bank management



Compensation management



Employee self service



Benefits



Cost accounting ledger administration



Expense management



Budget planning



Cost administration



Financial period close



Business processes for human resources



Cost analysis



Fixed asset management



Business processes for



General journal

General Business Processes Supported by Finance & Operations



Engineer to Market

- Product configuration (complex=ISV)
- Bills of Materials
- Campaigns
- Telemarketing



Prospect to Quote

- Sales Management
- Leads, Prospects, Opportunities
- Pricing
- Sales Agreements
- Quotations



Order to Cash

- Customer
- Sales order fulfillment
- Pricing
- Transportation
- Project Management and Accounting
- Service Management
- Accounts Receivable



Procure to Pay

- Vendor
- Purchase order fulfillment
- Request for Quotes
- Purchase Requisitions
- Pricing
- Purchase Agreements
- Accounts Payable



Plan to Production

- Inventory management
- Production control and scheduling
- Material and capacity planning
- Shop floor control
- Quality
- Warehouse
- Costing (with Finance)



Finance

- General Ledger/Chart of Accounts
- Tax
- Cash and Bank Management
- Credit & Collections
- Travel & Expense
- Fixed Assets
- Budgeting
- Consolidations
- Multi-Currencies
- Financial Reporting



Hire to Retire > Talent

- Recruiting
- Benefits
- Compensation
- Absence
- Competencies
- Performance
- Courses
- Payroll

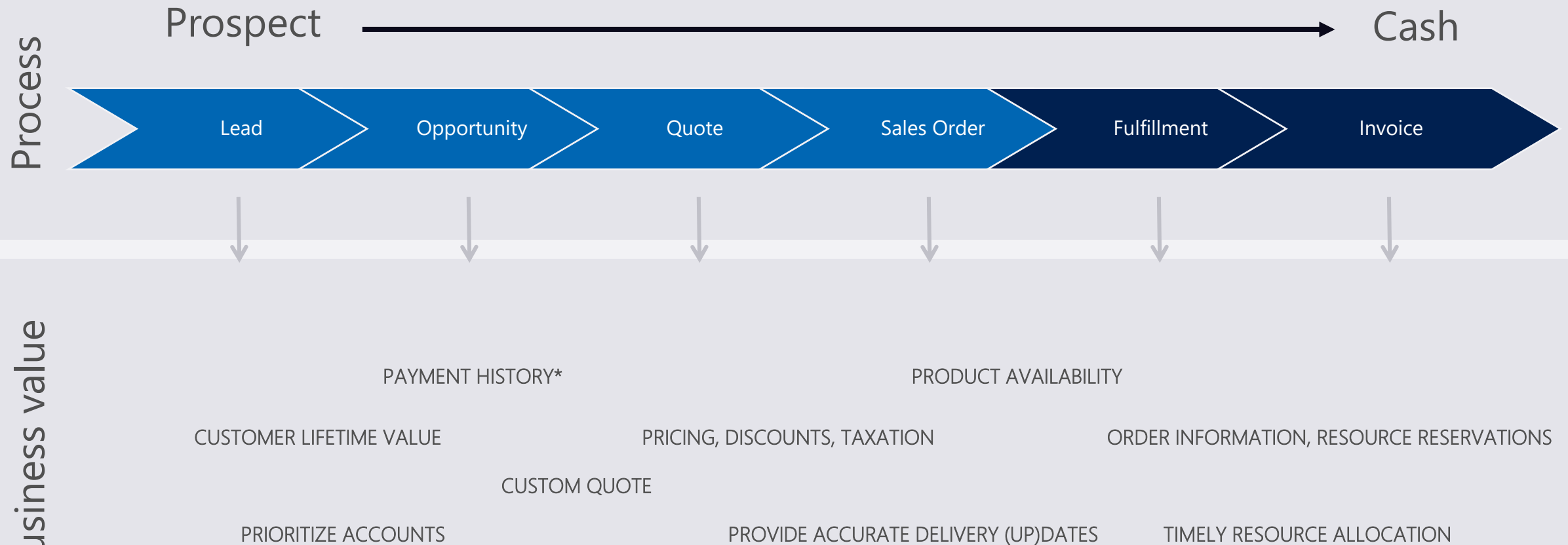


Retail

- Product Configurations
- Catalogs
- Pricing/Discounts
- Retail Stores
- Gift Cards
- Point of Sales (POS)
- Call Center

General Business Processes Supported by Finance & Operations

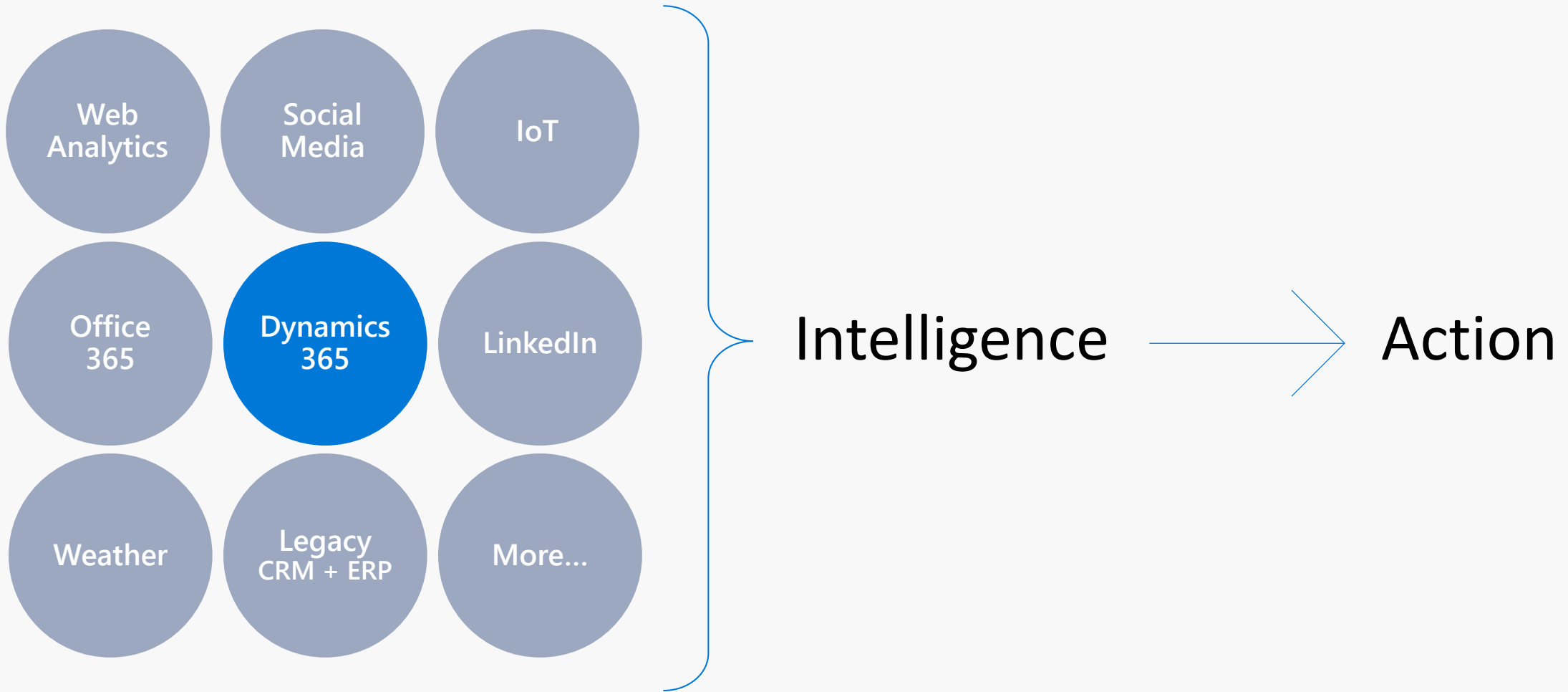
Empower People to delight customers through an end-to-end view



Transformational intelligence platform



Transformational intelligence platform



Reporting



 Office

SQL
Server

Power BI



Ad-hoc

Operational

Business
Intelligence



 Microsoft

PowerBI: Experience Your Data

Any data, any way, anywhere

DATA



Cloud



On-premises



INSIGHTS



Get started quickly



Live Reports & Dashboards



Natural Language Query



Custom Visualizations

Power BI



ACTION



People



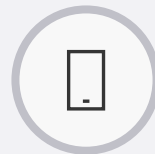
Apps



Automation



PC



Mobile



HoloLens

PowerBI

Ask a question about your data



Cash

44.20M

Total Revenue this year



10.71M

Total Expenses this year

12.50M

Net Income this year

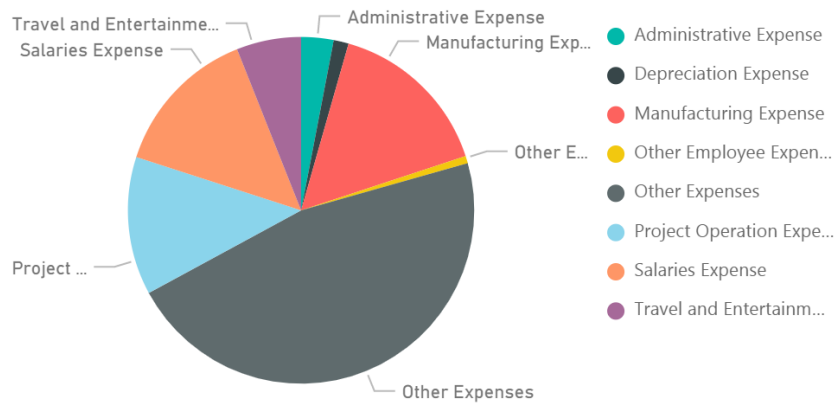
-1.79M

Quick Ratio

-19.87

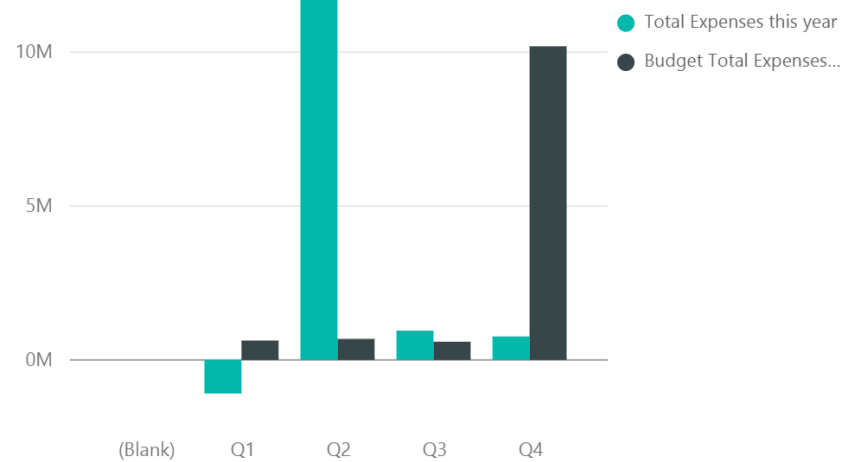
Total Expenses this year

BY ACCOUNT CATEGORY DESCRIPTION



Actual vs Budget Expenses - All companies

BY QUARTER



Current Ratio

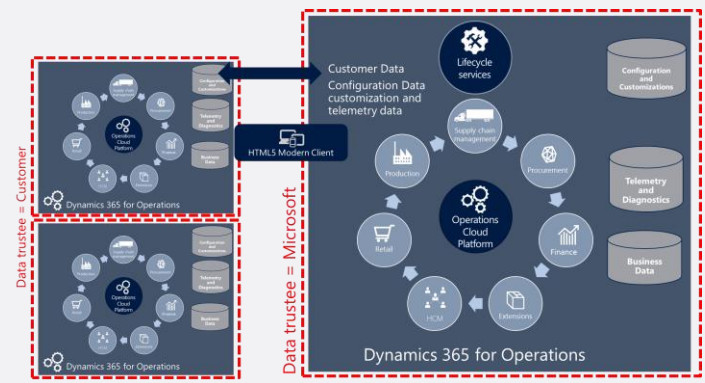
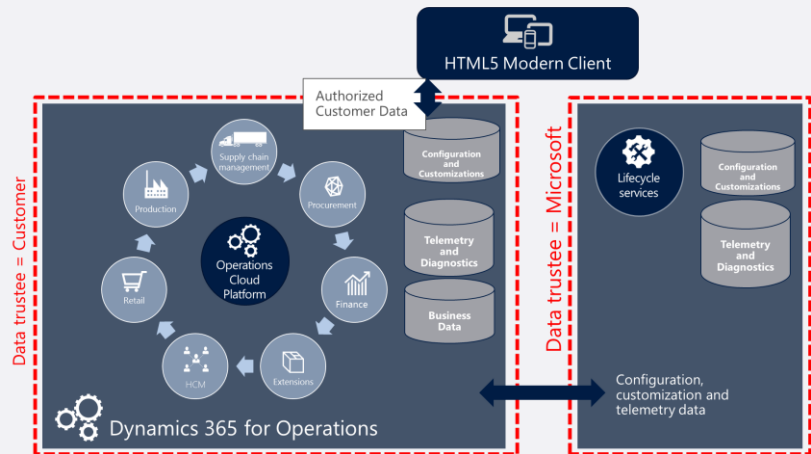
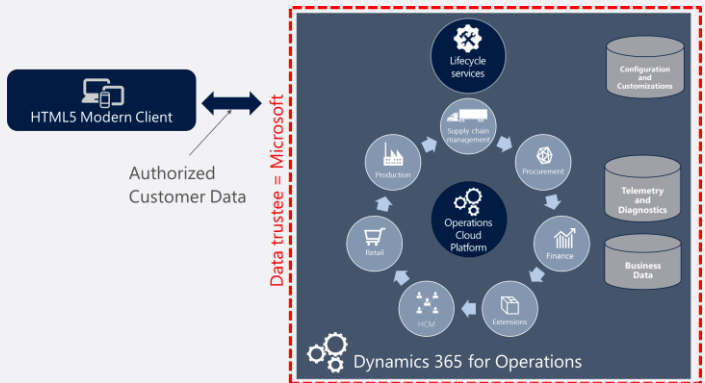


-2.31

Debt to Total Assets

-73.90%

Dynamics 365 for Finance & Operations Deployment options



- Fully managed by Microsoft cloud service
 - Systems of Intelligence
- Planned multi Instance federation
 - Elastic scale out

- Disconnected data center
 - Local data residency
- Capitalize HW investments
 - Single instance only

- Cloud – MS managed,
 - Edge – customer managed
- Multiple local compute and storage workplaces for retail, shop floor and warehouse while utilizing cloud for scale, master data mgmt., data aggregation
- Local data residency in addition to cloud

Dynamics 365 Roadmap

What's New

In Development

Previously Released

Editions



Enterprise

Business

Applications



- Dynamics 365 for Sales
- Dynamics 365 for Customer Service
- Dynamics 365 for Field Service
- Dynamics 365 for Project Service Automation
- Dynamics 365 for Operations

Expand All

Collapse All

Reset Filter

Search for...



Asset management Power BI content

Asset Management Power BI reports will provide CFOs and Operations management with deep insights into fixed assets, including acquisitions, book value, and depreciation.






Power BI reports will help you to understand the impact of various depreciation models and forecasts on your asset portfolio. This means that you can proactively plan asset retirement and strategic investments in key assets, and project the impact of various depreciation models on your bottom line and make decisions backed by data.

You will be able to view key asset book lifetime metrics, such as Net book value (NBV), depreciation, and accumulated depreciation by asset category and location. You can dive into patterns and understand trends

Dynamics 365

Service Level Agreements

What service levels do the services have?

	SERVICE AVAILABILITY Monthly	DISASTER RECOVERY Failover/RPO/RTO	SUPPORT INCIDENT RESPONSE TIMES	PLANNED MAINTENANCE Notice/Schedule	MONTHLY SERVICE CREDIT
 Sales	99.9%	Up to 15 minutes/ Up to 20 minutes	24x7* < 1 hour*	5 days	< 99.5%–25% < 99%–50% < 95%–100%
 Customer Service	99.9%	Up to 15 minutes/ Up to 20 minutes		5 days	
 Field Service	99.9%	Up to 15 minutes/ Up to 20 minutes		5 days	
 Project Service Automation	99.9%	Up to 15 minutes/ Up to 20 minutes		5 days	
 Operations	99.5%	<5 s/2 days		5 days/weekend Customer controls timeslot	

*Applies to ProDirect or Premier Support plans only

Customer Support plans

Get tiered support plans for every business type

- Customer's who purchase via Enterprise Agreement
- Professional Direct targeted at customers who do not need full Premier support, but require elevated support
- Basic support features included in Subscription are not enough

For large enterprise >250 people operating a 24/7 complex environment and requires immediate access to experts and full range of proactive services

For Med/Large business, operating a 24/7 production environment and requires access to experts for lite advisory and escalation services

SUBSCRIPTION

For basic support

Price: Included

- Maximize uptime with unlimited break/fix support
- Start with Getting Started catalogue, self-help guides
- Get responses to technical support calls within one business day
- Access self-directed support on our customer portals
- Find help quickly from an online community of experts and peers

PROFESSIONAL DIRECT

Price: \$9 p/user p/mo min \$900 p/mo

	Receive expert advice, escalation assistance and more from a pool of service delivery managers
	Receive 24x7 support for your most critical issues with escalation support during business hours
	Initial response time of less than one hour for your most critical issues
	Get faster time to resolution with direct access to Tier 2 escalation engineers
	Self-learning resources available 24 hours and unlimited access to our e-learning catalog

PREMIER

Price: Starts @ \$30K/year

	Online Service Delivery Management to Map, Plan, and Review your Cloud environment
	Proactive support services, mentoring and on-site services
	Direct 1:1 relationship with a Technical Account Manager and strategic review
	Receive expert advice, escalation assistance and a monthly service review from your assigned service delivery managers
	24x7 prioritized resolution support & critical situation escalation management
	Initial response time of less than one hour for your most critical issues
	Get the fastest time to resolution with direct access to Tier 3 escalation engineers
	Self-learning resources available 24 hours and unlimited access to our e-learning catalog

Upcoming Webinars

- Oct 26 – 9am CST

Is Dynamics 365 for Finance and Operations Right for Me?

- 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

