



Product Roadmaps

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New Business & Account Managers



Microsoft Dynamics 365

Office 365

Azure

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Microsoft
Partner





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Agenda



- Introductions & Roadmaps
- Business Central
- Dynamics GP
- Dynamics CRM



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Product Roadmaps



- I will kick off by looking at Business Central

“If you do not know where you come from, then you don't know where you are, and if you don't know where you are, then you don't know where you're going. And if you don't know where you're going, you're probably going wrong.”

Terry Pratchett.



Business Central Evolution



Navigation Financials

File Edit View Tools Window Help

SALES & RECEIVABLE

- Customers
- Reports
- Sales Journals
- Documents
- Cash Receipt Journals
- Posted Shipments
- Fin. Charge Journals
- Posted Invoices
- Quotes
- Orders
- Invoice
- Credit

Sales List

No.	Sell-to Customer	Sell-to Customer Name
941005	30000	John Haddock Insurance Co.
941009	38126456	MEMA Lubjano d.o.o.
941015	49630603	Auto-Gunther KG
941016	10000	The Cannon Group PLC
941017	20000	James Daley Ltd.

OK Cancel Help

General Invoicing Shipping Foreign Trade

No: 941015 Posting Date: 01/22/96

Sell-to Customer No: 49630603 Order Date: 01/22/96

Sell-to Customer Name: Auto-Gunther KG Document Date: 01/22/96

Sell-to Address: Porschestraße 311 Salesperson Code: JRI

Sell-to Address 2:

Sell-to Post Code/City: DE-22417 Hamburg 35

Sell-to Contact:

	Qty	No.	Description	Quantity	Unit of Measure	Unit Price	Amount	Line Desc
Item	1972-S	MUNICH	Swivel Chair, yellow	5	pcs	272.63633	1,363.18	
Item	1968-S	ME900	Swivel Chair, black	5	pcs	272.63633	1,363.18	

Order Functions Posting Print Help

No: 941015 05/30/96



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The screenshot displays the Microsoft Business Solutions-Navision interface for CRONUS International Ltd. The window title is "CRONUS International Ltd. - Microsoft Business Solutions-Navision". The menu bar includes "File", "Edit", "View", "Tools", "Window", and "Help". The toolbar contains various icons for file operations, navigation, and system functions. The main menu is open, showing a list of modules:

- General Ledger
- Fixed Assets
- Sales & Receivables
- Relationship Management
- Service Management
- Purchases & Payables
- Inventory
- Warehouse Management
- Manufacturing
- Cap. Regts. Planning
- Resources
- Jobs
- Human Resources
- Commerce Portal

At the bottom of the menu, there is a "Help" option. The status bar at the bottom of the window shows the date "25/01/01". The text "MICROSOFT BUSINESS SOLUTIONS-NAVISION" is visible in the bottom right corner of the main menu area.



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CRONUS International Ltd. - Microsoft Business Solutions - Navigation - [Chart of Accounts]

File Edit View Look Window Help

Financial Management

- General Ledger
 - Chart of Accounts
 - Budgets
 - General Journals
 - Analysis & Reporting
 - Intercompany Postings
 - Reports
 - History
 - Periodic Activities
- Cash Management
- Receivables
- Payables
- Fixed Assets
- Inventory
- Setup

Financial Management

- Sales & Marketing
- Purchase
- Warehouse
- Manufacturing
- Resource Planning
- Service
- Human Resources
- Administration
- Shortcuts

No.	Name	D. A.	Totalled	G. G. G.	Net Change	Balance
1000	BALANCE SHEET	E. H.				
1000	ASSETS	E. B.				
1005	Fixed Assets	E. B.				
1100	Tangible Fixed Assets	E. B.				
1100	Land and Buildings	E. B.				
1110	Land and Buildings	E. P.			1,479,480.60	1,479,480.60
1120	Increases during the Year	E. P.		P. M. M.	142.73	142.73
1130	Decreases during the Year	E. P.		S. M. M.		
1140	Accum. Depreciation, Buildings	E. P.			-526,620.38	-526,620.38
1190	Land and Buildings, Total	E. E.	1000, 1190		953,007.95	953,007.95
1200	Operating Equipment	E. B.				
1210	Operating Equipment	E. P.			582,672.18	582,672.18
1220	Increases during the Year	E. P.		P. M. M.	25,126.08	25,126.08
1230	Decreases during the Year	E. P.		S. M. M.		
1240	Accum. Depr., Oper. Equip.	E. P.			-508,176.74	-508,176.74
1290	Operating Equipment, Total	E. E.	1000, 1290		99,621.41	99,621.41
1300	Vehicles	E. B.				
1310	Vehicles	E. P.			67,000.00	67,000.00
1320	Increases during the Year	E. P.		P. M. M.		
1330	Decreases during the Year	E. P.		S. M. M.		
1340	Accum. Depreciation, Vehicles	E. P.			-60,633.78	-60,633.78
1390	Vehicles, Total	E. E.	1300, 1390		75,670.13	75,670.13
1395	Tangible Fixed Assets, Total	E. E.	1005, 1395		1,128,689.52	1,128,689.52
1999	Fixed Assets, Total	E. E.	1005, 1999		1,128,689.52	1,128,689.52
2000	Current Assets	E. B.				
2100	Inventory	E. B.				
2110	Raw Materials	E. P.			507,086.10	507,086.10
2111	Raw Materials (Interim)	E. P.				
2112	Cost of Raw Materials Sold (Interim)	E. P.				
2120	Finished Goods	E. P.			175,642.95	175,642.95
2121	Finished Goods (Interim)	E. P.				
2130	Raw Materials	E. P.				
2131	Raw Materials (Interim)	E. P.				

Account Balance Function Help

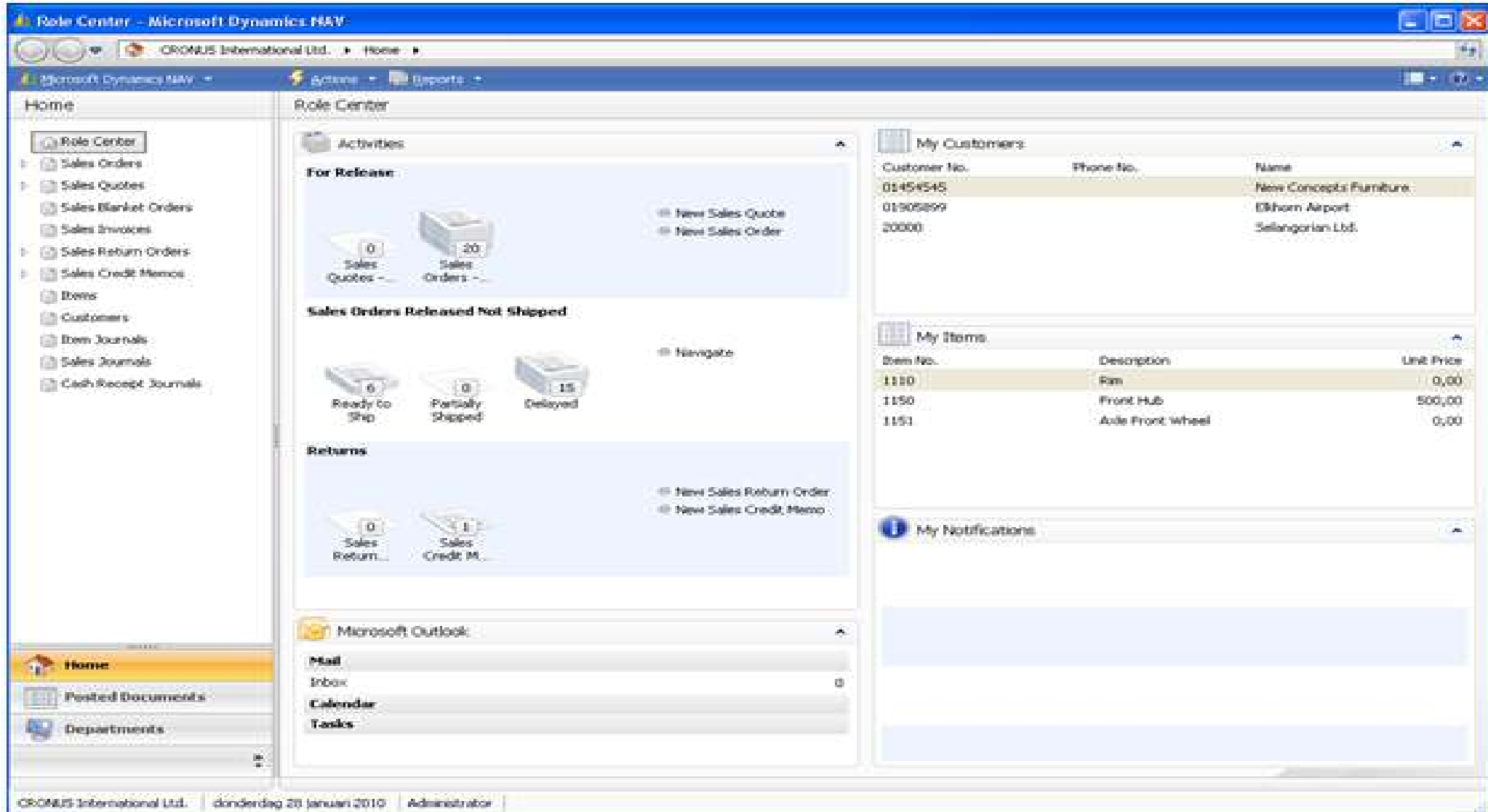
New: BALANCE SHEET

31 01/25/01 IN

Start CRONUS International 11:27 AM



Business Central Evolution



The screenshot shows the Microsoft Dynamics NAV Role Center interface for a user named Administrator. The interface is divided into several sections:

- Home (Left Sidebar):** A navigation pane with options like Role Center, Sales Orders, Sales Quotes, Sales Blanket Orders, Sales Invoices, Sales Return Orders, Sales Credit Memos, Items, Customers, Item Journals, Sales Journals, and Cash Receipt Journals.
- Role Center (Main Area):**
 - Activities:**
 - For Release:** Shows 0 Sales Quotes and 20 Sales Orders. Includes links for 'New Sales Quote' and 'New Sales Order'.
 - Sales Orders Released Not Shipped:** Shows 6 Ready to Ship, 0 Partially Shipped, and 15 Delayed. Includes a 'Navigate' link.
 - Returns:** Shows 0 Sales Return and 1 Sales Credit M. Includes links for 'New Sales Return Order' and 'New Sales Credit Memo'.
 - Microsoft Outlook:** Shows Mail, Inbox (0), Calendar, and Tasks.
- My Customers (Right Panel):** A table listing customer information.

Customer No.	Phone No.	Name
01454545		New Concepts Furniture
01905899		Edhorn Airport
20000		Selangorian Ltd.
- My Items (Right Panel):** A table listing item information.

Item No.	Description	Unit Price
1110	Rim	0,00
1150	Front Hub	500,00
1151	Axle Front wheel	0,00
- My Notifications (Right Panel):** A section for notifications, currently empty.

The status bar at the bottom indicates the user is Administrator, the date is Thursday, 20 January 2010, and the company is CRONUS International Ltd.



Business Central Evolution



Sales Order Processor - Microsoft Dynamics NAV

CRONUS USA, Inc. Home Search (Ctrl+F3)

CRONUS USA, Inc.

ACTIONS

Sales Order
 Sales Return Order
 Sales Credit Memo
 Sales Price Worksheet
 Prices
 Navigate
 Refresh
 Sales Journal
 Line Discounts
 Credit Management
 Order Status
 Customer
 Sales

Role Center

- Sales Orders
- Dynamics CRM Sales Orders
- Sales Quotes
- Blanket Sales Orders
- Sales Invoices
- Sales Return Orders
- Sales Credit Memos
- Items
- Customers
- Item Journals
- Sales Journals
- Cash Receipt Journals

Sales Order Processor

Activities
 Set Up Cues Filter Clear Filter

For Release

0
 20
 New Sales Quote
 New Sales Order

Sales Orders Released Not Shipped

3
 0
 17
 72.4
 Navigate

Returns

0
 1
 New Sales Return O...
 New Sales Credit M...

Self-Service
 Show/Hide Activities

Time Sheets

Trailing Sales Orders

Show Period Length Options Setup Filter

All Orders|Month|No. of Orders. (Updated at 6:54:06 AM.)

Month	Blue Category	Purple Category
Jun 2018	19	15
Jul 2018	19	15
Aug 2018	19	15
Sep 2018	19	20
Oct 2018	23	20

My Items

Manage List Open New Find Filter Clear Filter

Item No.	Description	Unit Price
1000	Bicycle	4,000.00
1001	Touring Bicycle	4,000.00

CRONUS USA, Inc. Monday, April 2, 2018 WIN-R4KM65GIF\ADMINISTRATOR

Activate Windows

Business Central Today



CRONUS GB, Inc. | Finance | Cash Management | Sales | Purchasing | Setup & Extensions | Intelligent Cloud Insights

Customers | Vendors | Items | Bank Accounts | Chart of Accounts

ACTIONS
+ Sales Quote | + Sales Order | + Sales Invoice | + Purchase Quote | + Purchase Order | + Purchase Invoice | > Reports Financials | > New | > Payments | > Reports | > Setup | Excel Reports

Activities

Activities | SALES THIS MONTH: £7,682 | OVERDUE SALES INVOICE AMOUNT: £78,653 | SALES INVOICES PENDING OVERDUE: 0

ONGOING SALES
SALES QUOTES: 11 | SALES ORDERS: 15 | SALES INVOICES: 14

ONGOING PURCHASES
PURCHASE ORDERS: 22 | ONGOING PUR. INVOICES: 16 | PENDING INVOL. NEXT WEEK: 15

APPROVALS
REQUESTS TO APPROVE: 0

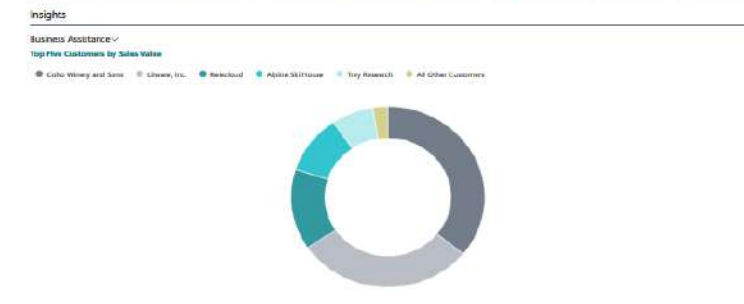
INTERCOMPANY
PENDING OUT. TRANSACTIONS: 11

PAYMENTS
UNPROCESSED PAYMENTS: 1 | DEFERRED COLL. DUES: 0.0 | OUTSTANDING INVOICES: 15

MY INCOMING DOCUMENTS
MY INCOMING DOCUMENTS: 1

PENDING USER TASKS
PENDING USER TASKS: 0

PRODUCT VIDEOS | GET STARTED

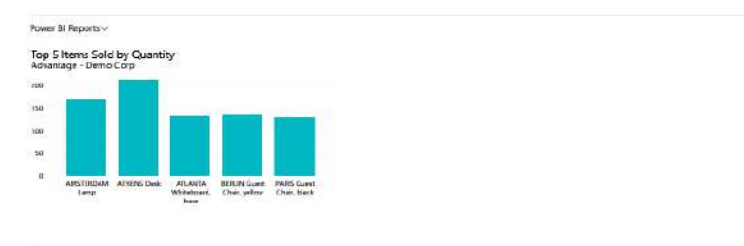


Favourite Accounts

ACCOUNT NO.	NAME	BALANCE
80130	Checking account	320076.61
80300	Savings account	0.00
80330	petty Cash	-33664.73
80400	ACCOUNT RECEIVABLE	106402.27

Trial Balance

Description	01/04/2020-04/20	01/05/2020-11/05/20
Total Income	130.00	-23,023.03
Total Cost	-	387.33
Gross Margin	130.00	-23,367.70
Gross Margin %	100.00	98.73
Operating Expenses	-5,000.00	-983.33
Operating Margin	5,130.00	-41,555.57
Operating Margin %	5,130.00	94.38
Other Expenses	-	-500.13
Income before Interest and VAT	5,130.00	-25,478.20



Self-Service TIME SHEETS

OPEN TIME SHEETS: 0

PENDING TIME SHEETS: SUBMITTED TL SHEETS: 0 | REJECTED TIME SHEETS: 0 | APPROVED TL SHEETS: 0

APPROVALS: REQUESTS TO APPROVE: 0

Report InBox

CREATED DATE-TIME	DESCRIPTION	OUTPUT TYPE
(There is nothing in there in this view)		



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Business Central Tomorrow



- Microsoft push through major release waves for Business Central in April & October each year





Business Central Tomorrow



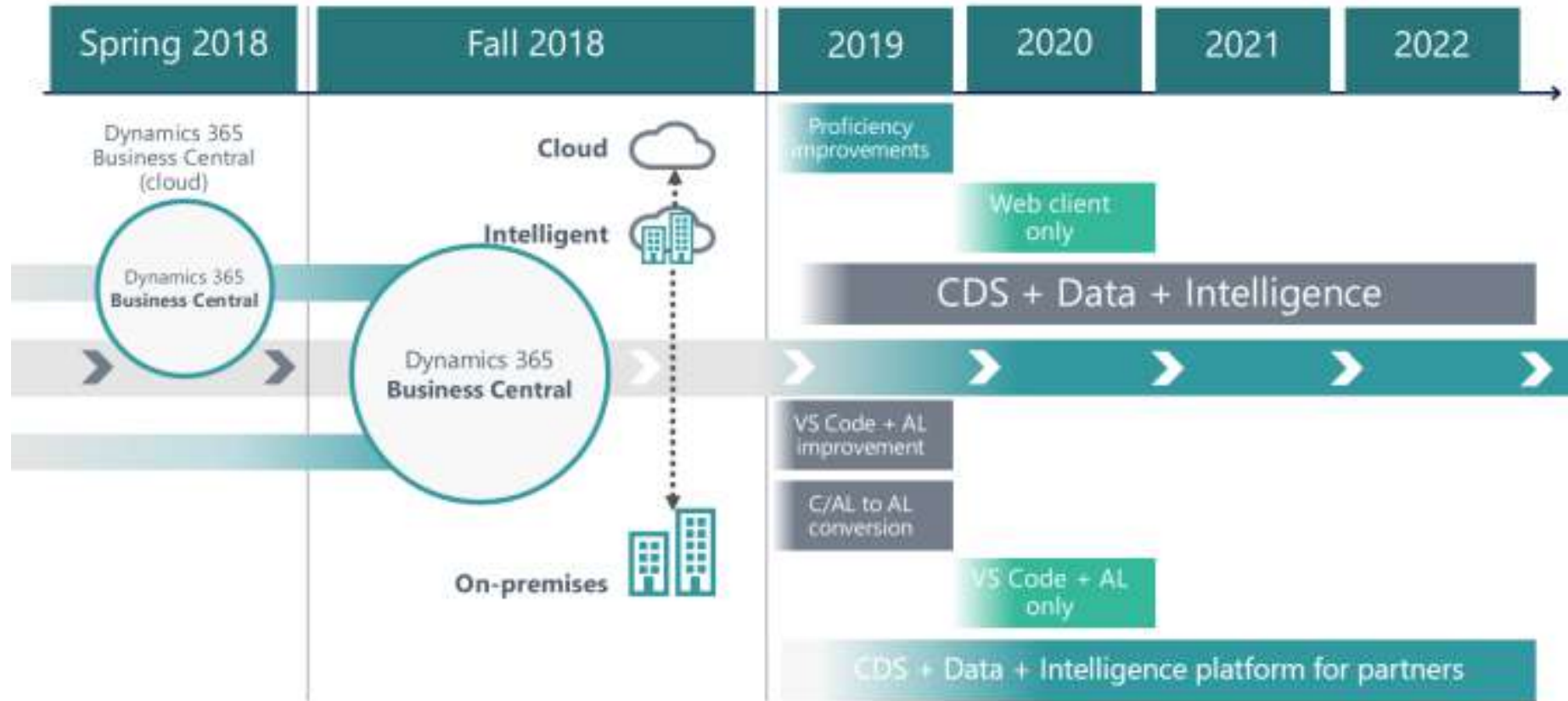
- The latest release this month includes:
 - **Service fundamentals:** focus on performance, reliability, supportability and security.
 - **Modern client:** Users access Business Central in a browser, Windows 10 desktop app, mobile apps on Android and iOS, or in Outlook.
 - **Modern developer tools:** Development is based on Visual Studio Code with Azure DevOps, and an AL language that supports an extension-based approach to customization.
 - **Empower ISV acceleration:** Delivery of features designed to simplify ISV development for new solutions by Partners such as Advantage.
 - **Customer migration tools:** Easing the journey from Dynamics NAV, Dynamics GP, or Dynamics SL to migrate from their current on-premises solutions to Business Central online.



Business Central Tomorrow



Business Central Roadmap





Business Central Summary



- Evolution from Navision to a SaaS solution over last 35 years
- Core application has developed from pure finance through to full blown ERP
- Underlying technologies / coding have become Microsoft orientated
- User interface and navigation has been dramatically streamlined, increasing the speed of adoption
- Rafts of new functionality have been incorporated, e.g.
 - Role Tailored Client – simplifying navigation
 - Web browser interface - providing complete mobility
 - KPIs and dashboards – providing instant snapshots of your business
 - > dozen workflow templates – introducing governance of process
 - OCR – easing the burden of processing inbound documents
 - Interoperability with the Microsoft stack (Office 365, 365 CRM solutions, Power BI, SharePoint, Power Apps, Flow, etc, etc)
 - True SaaS - negating the need to upgrade the application
 - AI
 - Etc, etc



Roadmap – Dynamics GP



Microsoft Dynamics GP Roadmap





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Dynamics GP on Premise or Cloud Current GP2015 ; GP2016 & GP2018



- Advantage - Supported Versions include GP2015 , GP2016 & GP2018.
- Dynamics GP2015 ; GP2016 ; GP2018 – 5 year mainstream support cycle
- Dynamics GP2015 loses mainstream support April 2020
- Advantage – Support On Premise or Cloud (Azure Cloud or Private Cloud).
- Managed services support for Azure Cloud.



Dynamics GP on Premise or Cloud

Dynamics GP



- Dynamics GP AKA Dynamics GP2019 – Modern life cycle
- Year removed with move to Modern Life Cycle
- Minimum 3 updates per year – October , Mid Year & Year End.
- MTD supported versions GP2016 ; GP2018 ; Dynamics GP
- April 2020 – MTD – with transactions in addition to summary submission



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Dynamics GP on Premise or Cloud (Azure)



- GP new release - What's new – 4 Pillars
- Financial Features
- System Features
- Workflow
- Top Feature requests by customers



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Dynamics 365 for Sales 2019 Release Wave 2



- **Reliability and performance**
- **Modern and simple user interface**
- **Relationship-selling enhancements**
- **Sales productivity**
- **Ecosystem enablement**

Unified Interface

Dynamics 365 | Sales Hub | Sales > Leads > Helen Thomas | Guide | Jeff Hay

Refresh | Open Yammer | Collaborate | Share | Email a Link | Follow | Flow | Send For Signature | Word Templates | Run Report

Helen Thomas

Lead to Opportunity Sale... Completed in 50 days

Qualify | Develop | Propose | Close

Summary | Relationship Analytics | Details | Related

Street 2	Northeast
Street 3	Suite 600
City	New Orleans
State/Province	Louisiana
ZIP/Postal Code	90847
Country/Region	United States

4226 Denny Way Louisiana 90847 United States

EARLIER THIS MONTH

- Email from Ben - Friday, August 2, 2019 9:02 PM
Sales Quote for Products
This is regarding your query about 3D printer.
Sent August 02 9:02 PM . Not yet opened
- Fax from Ben - Friday, August 2, 2019 7:56 PM
Discuss products
Close Activity | Open Entry Record
- Fax from Ben - Friday, August 2, 2019 7:56 PM
Review development progress
Close Activity | Open Entry Record
- Appointment from Ben - Saturday, August 3, 2019 4:26 AM

Good relationship and Steady

Next Interaction
Monday, August 26, 2019
Phone call

Last Interaction
Tuesday, August 20, 2019
Email re: Digital Transformation

Who Knows Whom

Molly Clark
Strong Connection Strength
mollyc@pmgdemo.onmicrosoft.com

Unified Interface

Dynamics 365 | Sales Hub | Sales > Accounts > Northwind Traders | Guide | Jeff Hay

Open Org Chart | Deactivate | Assign | Email a Link | Refresh | Open Yammer | Collaborate | Process | Geo Code | Share | Flow | Send For Signature

Account: Information | **Northwind Traders** | Read only | Annual Revenue: \$77,000,000.00 | Number of Employees: 1,875

Summary | Relationship Analytics | Details | Related

SALES NAVIGATOR | Saved

Connections | **Recommended Leads** | News

Mark Hanson
 Las Vegas, Nevada, United States
[Save in Sales Navigator](#)

Tavia R.
 Developer at Northwind Traders
 Greater Seattle Area
 You both worked at Microsoft
[Save in Sales Navigator](#)

Help | Privacy & Terms | [Linked in](#)

Good relationship and Steady

Relationship Assistant

Alex asked you to send a file in a recent email
Northwind Traders
 Can you send me the proposal a few days earlier?
 Thank you.
[Send Email](#)

Timeline

OLDER

Tracked Appointment from **Kirk Robinson** - Wednesday, June 12, 2019 10:18 PM
Re-negotiating on discounts offered
[Open Appointment](#)

Untracked Appointment from **Kirk Robinson** - Wednesday, June 12, 2019 10:14 PM

SALES NAVIGATOR | Saved

Profile | Icebreakers | More

Alex Wu
 Purchasing Manager
 Greater Toronto Area Metropolitan Area
Current
 Purchasing Manager at Northwind Traders • 4 yrs 7 mos
Education
 Ryerson University
[View in Sales Navigator](#) | Lists

Help | Privacy & Terms | [Linked in](#)

ACCOUNT INFORMATION

Phone: **425-228-2728**

Primary Contact

[Alex Wu](#)



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Auto Update of Leads



- **Existing contact details are populated automatically**
- **Existing account details are populated automatically**
- **Only Topic needs to added**



Lead Qualification Additional Options



- **Pop up selecting what is required to be saved**
- **Option to create a contact automatically or not**
- **Option to create an account automatically or not**



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Microsoft Teams Integration



- **On Contact, Lead or Opportunity**
- **Once linked to Dynamics chat or channels can be controlled from Teams or Dynamics**



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Contact



Martyn Kemp – Dynamics NAV / Business Central Business Development
martyn.kemp@advantage.co.uk



Padraig Kelly – Dynamics GP Account Manager
Padraig.kelly@advantage.co.uk



Sven Kolczak – Dynamics 365 Account Manager
sven.kolczak@advantage.co.uk



Find out more about Advantage by visiting:
www.advantage.co.uk