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Microsoft

Business Central – Live Demo

Presented by : James Bowles – Service Delivery Director

Date: 20th January 2026

Agenda:

- My transition story from GP to BC
- Business Central Overview
- Business Central demos
  - Chart of Accounts structure [GP v BC]
  - My 5 favorite BC features
  - Copilot, Agents and Ai

Microsoft Solutions Partner
Modern Work

Microsoft Solutions Partner
Business Applications

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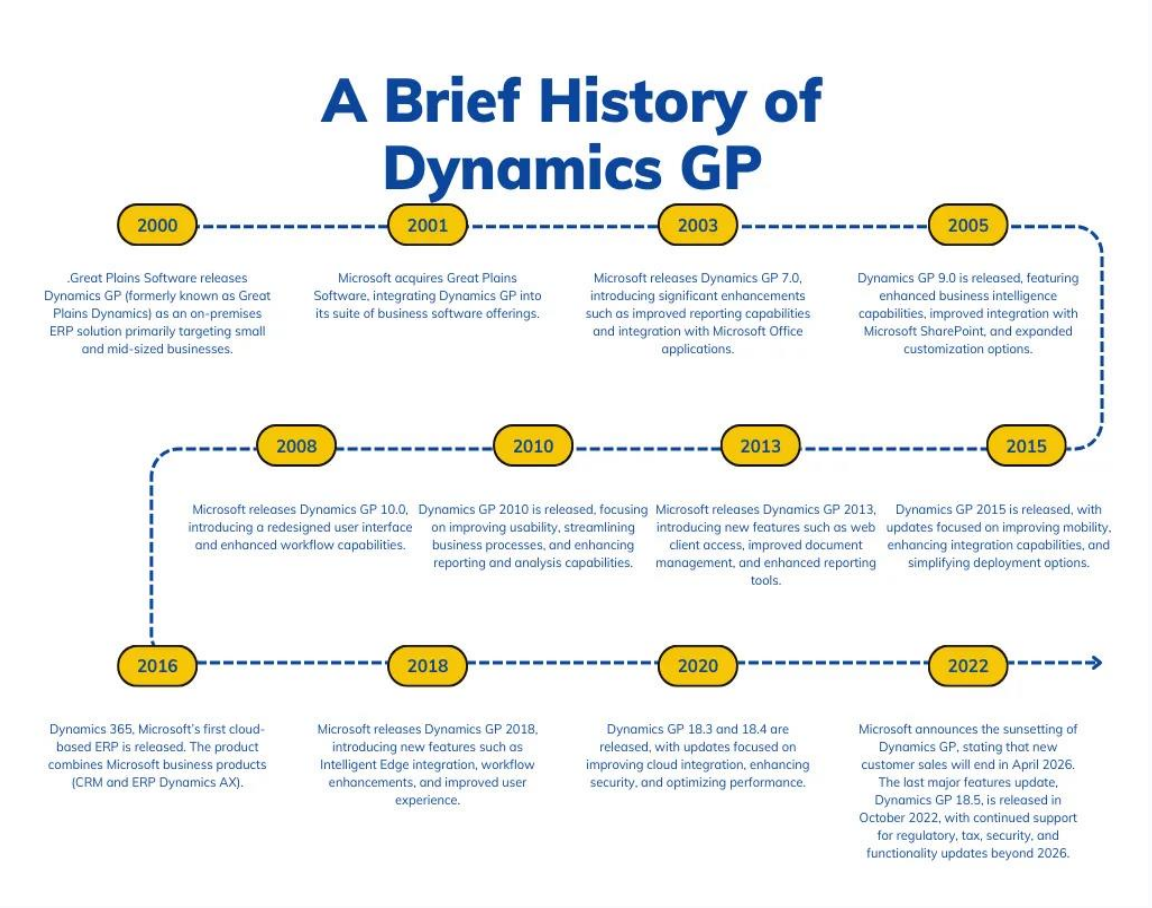
From Great Plains to Business Central – My journey



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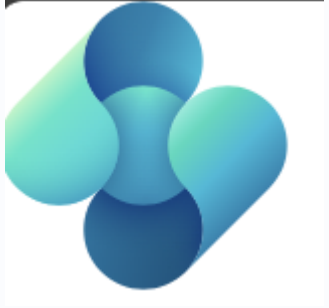
Business Central - OVERVIEW



- Multi-company
- Multi-currency
- Evergreen and smooth upgrades (bi-annual managed upgrades and monthly updates)
- Full DR functionality
- Azure hosted in secure datacenters – no hardware costs

- FULL ERP functionality including:
  - Warehousing
  - Inventory
  - Manufacturing
  - Projects
  - Fixed Assets
  - HR
  - Bonus CRM functionality

- Sustainability
- Statistical accounts
- Subscription Billing
- Core finance
- Banking
- Workflows
- Copilot, Agents and AI first evolution
- Web services / API connections

ALL ON 1 TRANSPARENT LICENSE PER USER

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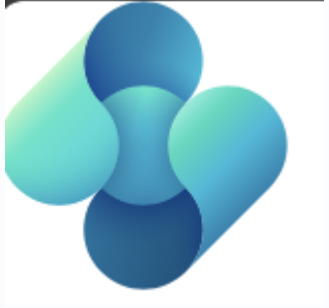
Business Central - OVERVIEW



Some Facts:

- One of Microsoft s fastest growing cloud products
- In excess of 50,000 customers, almost doubled in 2 years, outpacing NetSuite
- BC is NOT only for SMB and the focus is expanding.100+ user sites grew 105% in 2025
- 97% satisfaction rates
- 250%+ ROI, very quick payback.
- 15-20% productivity gains for finance teams
- Scalable
- Significant investment from Microsoft in BC and AI
- Materially lower TCO than NetSuite (c50-60% less over 5 years)
- Transparent licensing
- 3-6 months implementation cycle.
- Localization for over 160 countries ensuring full compliance
- 4000+ partners
- 4800+ Appsource extensions

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Chart of Accounts Structure – KEY DIFFERENCE

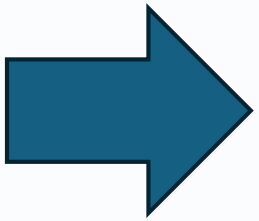
GP segments > BC dimensions

EXAMPLE

GP Structure:

AA/BBBB/CCCC/DDD

AA = Department
BBBB = G/L code
CCCC = Region
DDD = Employee code



BC Dimensions:

1 GL code + 3 dimensions

G/L code = BBBB
Dimension 1 = Department
Dimension 2 = Region
Dimension 3 = Employee

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My 5 favorite BC features [Excluding Copilot!]

1) User and User role Personalization and Customization
2) Data views, filtering and reporting
3) Structure workflows
4) Contextual help
5) Multi company, intercompany, consolidations and Master data

BONUS – NO MORE COMPLEX /TIME CONSUMING UPGRADES. NO MORE TECHNICAL DEBT. UPGRADES ARE MANAGED BY OUR SUPPORT TEAM.

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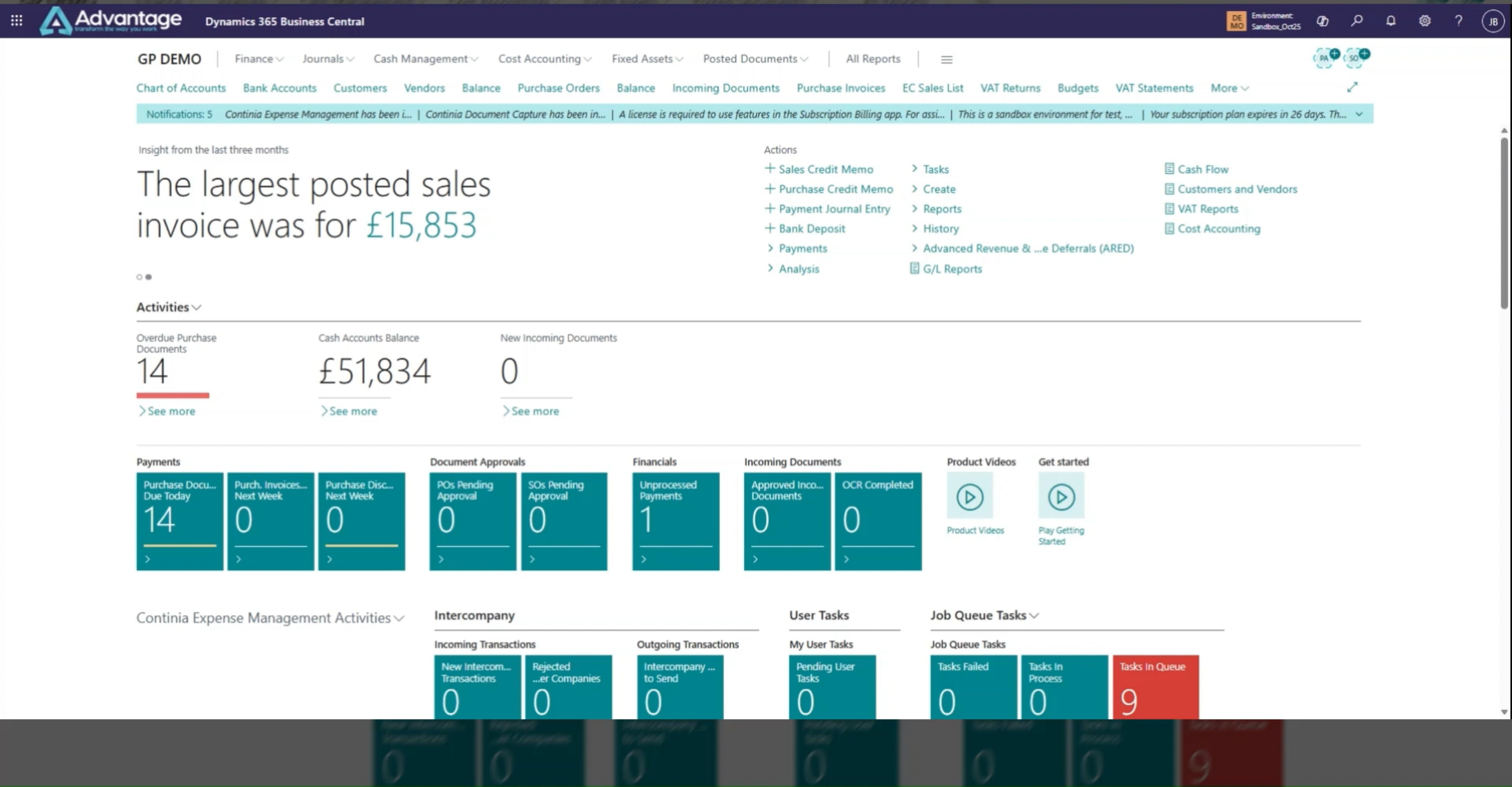
Copilot and Agents

Q : What is Copilot and what functionality do we already have?

Let s ask BC….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Dynamics 365 Business Central
Environment: Sandbox_Oct25
GP DEMO
Finance
Journals
Cash Management
Cost Accounting
Fixed Assets
Posted Documents
All Reports
Chart of Accounts
Bank Accounts
Customers
Vendors
Balance
Purchase Orders
Balance
Incoming Documents
Purchase Invoices
EC Sales List
VAT Returns
Budgets
VAT Statements
More
Notifications: 5
Continia Expense Management has been i...
Continia Document Capture has been in...
A license is required to use features in the Subscription Billing app. For assi...
This is a sandbox environment for test, ...
Your subscription plan expires in 26 days. Th...
Insight from the last three months
The largest posted sales invoice was for £15,853
Actions
Sales Credit Memo
Purchase Credit Memo
Payment Journal Entry
Bank Deposit
Payments
Analysis
Tasks
Create
Reports
History
Advanced Revenue & ...e Deferrals (ARED)
G/L Reports
Cash Flow
Customers and Vendors
VAT Reports
Cost Accounting
Activities
Overdue Purchase Documents
14
See more
Cash Accounts Balance
£51,834
See more
New Incoming Documents
0
See more
Payments
Purchase Docu... Due Today
14
Purch. Invoices... Next Week
0
Purchase Disc... Next Week
0
Document Approvals
POs Pending Approval
0
SOs Pending Approval
0
Financials
Unprocessed Payments
1
Incoming Documents
Approved Inco... Documents
0
OCR Completed
0
Product Videos
Product Videos
Get started
Play Getting Started
Continia Expense Management Activities
Intercompany
Incoming Transactions
New Intercom... Transactions
0
Rejected ...er Companies
0
Outgoing Transactions
Intercompany ... to Send
0
User Tasks
My User Tasks
Pending User Tasks
0
Job Queue Tasks
Job Queue Tasks
Tasks Failed
0
Tasks In Process
0
Tasks In Queue
9

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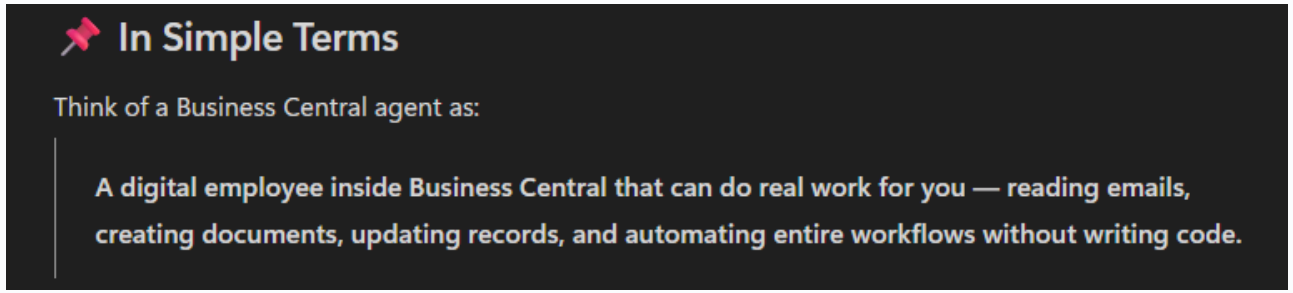
Copilot and Agents

Q: What is a Business Central Agent?
I asked Copilot…



Current BC Agents:

- Sales Agent
- Purchase Agent

https://youtu.be/17i25zBfyEQ?si=36sV_5UWu8ZOi5ob

COPILOT ASSISTS ….AGENTS AUTOMATE

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Business Central Roadmap

- Autonomous Agents transforming Business Central from an AI-assisted ERP in an AI-automated ERP.
- Improved Copilot / AI chat
- Advanced search using semantic AI
- Agent designer to build custom AI agents for processes
- Enhanced reporting including better Power BI integration
- Automation and process efficiency (non-AI)
- Integrations and Eco System expansion
- Continued UI simplification

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Thank you for listening

Feel free to contact me at

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We're here to help.