Microsoft Dynamics 365 Business Central Designed to Work for You

Microsoft Dynamics 365 Business Central is a comprehensive solution that connects every facet of the organization, from financials and operations to sales and service. By breaking down the walls between departments, it enables information to flow seamlessly for complete visibility, making it easier to analyze and report on data for making proactive, strategic decisions.

Connectivity is everything. Business Central is cloud-based and part of the Microsoft platform, integrating completely with productivity applications like Outlook, Office, and Teams, as well as reporting and development tools like Power BI and Power Apps. Below is a snapshot of the wealth of functionality out of the box with Business Central.

Dynamics 365 Business Central

- ✓ Financial Management
- ✓ Warehouse Management
- ✓ Supply Plan & Availability
- ✓ Purchases & Payables
- ✓ Service Management
- ✓ Cash Management
- ✓ Sales & Marketing
- ✓ Sales & Delivery
- ✓ Manufacturing
- ✓ Inventory
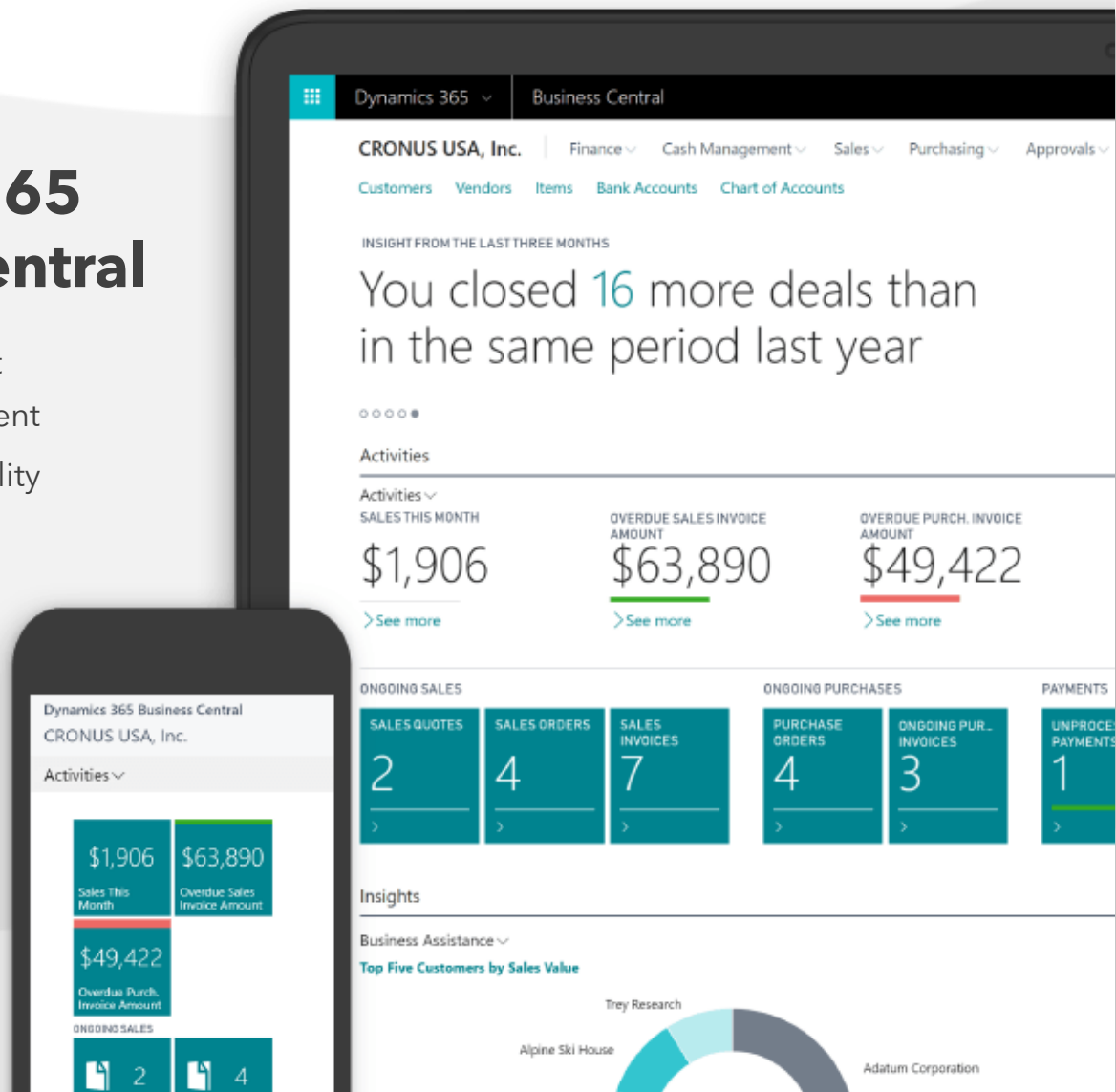
Financial Management

The core of any business is sound financial management. Business Central automates and simplifies tasks associated with accounts receivable and payable, helping you quickly close and report accurately.

General Ledger

Quickly and easily set up and manage companies with sales tax, recurring journals, built-in reports (or customize them yourself), and the ability to view, edit, and report on data using Power BI or Excel.

Budgets

Keep tabs with budgets in your financial reports, user-defined analysis in account schedules, or data shared or analyzed. Import data and export data to Excel for even more flexibility in budget preparation.

Dimensions

Easily filter into your chart of accounts by dimension (unlimited) to analyze the details. Use dimensions in departments, projects, geographies, or other areas, set rules and defaults on how they are assigned and used, and use them for filtering and reporting.

Multiple Currencies

Conduct business across borders, using multiple currencies on sales invoices, bank transactions, purchases, and payments. Store currency details and adjust their values for unrealized gains and losses for accurate aging reports

Account Schedules

Create financial statements with critical data from the chart of accounts, budgets, cash flow accounts, and cost types, and define layouts to provide important information for making business decisions.

Cash Flow

Forecast across the organization by creating flexible setups. Include data from jobs and taxes as sources, and even allow Business Central to generate cash flow predictions using Azure ML.

Fixed Assets

Track and post fixed assets and post transactions with the ability to assign one or more depreciation books to define methods and conditions for calculating depreciation and reporting. Register maintenance, insurance, and cost allocations.

Cost Accounting

Cost Accounting. Use visibility into actual and budgeted operational, department, product, and project costs to gain insight. Allocate costs and analyze GL actuals and budgets in scenarios you define, which you can use for more insight into the business

Warehouse Management

Efficient warehouse management saves money and time, and it starts at the bin level. Business Central has the functionality you need.

Bin

Organize the warehouse with bin assignment of items. Use item journals to assign bins directly on document lines.

Bin Setup

Set up and maintain bins by defining warehouse layout and rack, column, and shelf dimensions. Give input to planning by defining characteristics for bins.

Inventory Pick & Inventory Put Away

Create pick lists from released sales orders and put-away tasks from released purchase orders. Manage picking and put-away tasks without opening sales or purchase orders. Manage receipts from a separate user interface in a multi-order environment.

Warehouse Shipment

Create picking lists from shipments. Manage warehouse shipments from a separate user interface in a multi-order environment.

Internal Picks & Put-aways

Create pick and put-away orders for internal purposes like testing without needing to use a purchase or sales order.

Warehouse Management Systems

Manage items at the bin level. Receive and put away items in bins; pick items according to put-away templates or based on zone and bin rankings. Move items between bins using a report that optimizes the picking process and use of space.
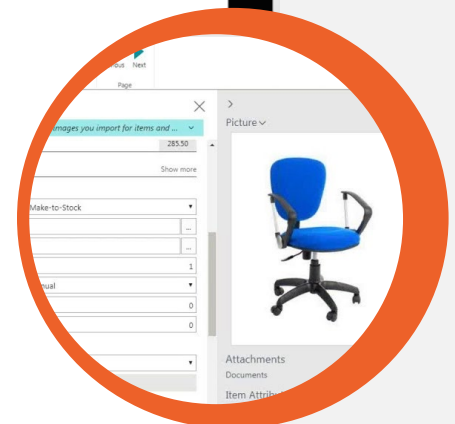
Supply Plan & Availability

Inventory and materials requirements can keep you lean without impacting your ability to deliver.

Supply Planning

Plan material requirements based on demand. Generate optimal recommendations for replenishing inventory transfers based on current and future demand and availability and other parameters

Drop Shipments

Handle orders that ship directly from vendor to customer. Keep track of order costs and profit. Link sales orders to purchase orders to control the sequence of posting tasks.

Demand Forecasting

Manage demand forecasting by item. Input demand forecasts. Create production and purchase orders that look at demand forecast, available inventory, and plan requirements.

Cost Accounting

Manage alternative costs for resources and resource groups. Costs can be fixed, percentage based, or an additional fixed charge. Define as many work types as you need.

Sales & Inventory Forecasting

Get insight into potential sales and an overview of expected stock-outs. Leverage built-in Azure AI capabilities to generate reliable forecasts.

Capacity Management

Plan capacity and sales; manage usage statistics and resource profitability. Create plans in a calendar system. Monitor resource usage and get a complete overview of capacity.

Order Promising

Promise accurate order shipment and delivery dates based on current and future availability. Calculate earliest shipment date as either available-to-promise based on upcoming uncommitted supply or capable-to-promise based on when items can become available.

Basic Resources

Track resources and prices by registering and selling resources, combining related resources into one resource group, or tracking individual resources. Divide resources into labor and equipment; allocate resources to a specific job in a time schedule.

Purchase & Payables

Streamline critical processes by letting Business Central take on the work so your people can focus on other efforts.

Purchase Invoicing

Purchase Invoicing. Set up, post, and print purchase invoices and purchase credit memos.

Purchase Order Management

Manage purchase quotes, blanket orders, and purchase order processes. Manage partial receipts, receive and invoice separately, and create prepayment invoices for purchase orders.

Purchase Return Order Management

Create purchase return orders to compensate your company for returns; use orders to pick items for return. Set up partial return shipments or combine return shipments in one credit memo; link orders with replacement purchase orders.

Alternative Order Addresses

Create multiple addresses to manage orders from vendors that have more than one shipment location. Location can be selected by the purchasing agent.

Alternative Vendors

Alternative Vendors. Manage purchase of the same item from different vendors. Set up alternative vendors for items, specify typical lead times, and record price and discount agreements with each vendor.

Purchase Order Discounts

Calculate invoice discounts automatically; discounts can differ by vendor with different minimum amounts, in different currencies, and at different rates, depending on invoice size.

Purchase Line Discounting

Manage multiple item purchase price discounts negotiated with vendors. The best unit cost is calculated for the purchase line when order details meet the conditions specified in the purchase line discounts table.

Service Management

Properly managing the services you provide not only keeps your customers happy, but it also saves you money and resources.

Planning & Dispatching

Assign people to work orders and log details. For dispatching, manage service personnel and field technician information; filter according to availability, skills, and stock items. Get an overview of service task prioritization, service loads, and task escalations.

Service Contract Management

Set up SLAs. Maintain contract history, renewal, and templates. Manage warranties. Record details, including service items, parts used, and labor hours. Measure service contract profitability; generate service contract quotes.

Service Item Management

Record and track of service items, including contract information, component management, and BOM reference/warranty information. View KPIs for service items during specified periods.

Service Order Management

Register post-sales issues, including service requests, services due, service orders, and repair requests. Allow customer-initiated service requests or create them automatically according to agreement terms. Register and manage equipment loans to customers.

Purchase Order Discounts

Calculate invoice discounts automatically; discounts can differ by vendor with different minimum amounts, in different currencies, and at different rates, depending on invoice size.

Cash Management

Use Cash Management capabilities in Business Central to manage your bank accounts check writing so you can keep cash flowing.

Bank Account Management

Set up, manage, and operate multiple bank accounts to accommodate any business requirement across multiple currencies.

Electronic Payments & Direct Debits

Build payment proposals with vendor documents; generate bank payment files and direct debit collections for direct debit files in standard formats.

Easy Payment Processes

Make it easy for customers to pay with links to online payment services to invoices in Business Central online. Offer more options, including PayPal and credit cards. .

Reconciliation of Incoming & Outgoing Bank Transactions

Import bank transaction data from electronic files. Apply transactions automatically and reconcile payments in a single step.

Check Writing

Write checks either manually or automated—with options for voiding, reprinting, using check forms with preprinted stubs, and testing. Consolidate payments in a single check.

Bank Account Reconciliation

Import bank statement data from electronic files. Reconcile statement data automatically to open account ledger entries and track statements.
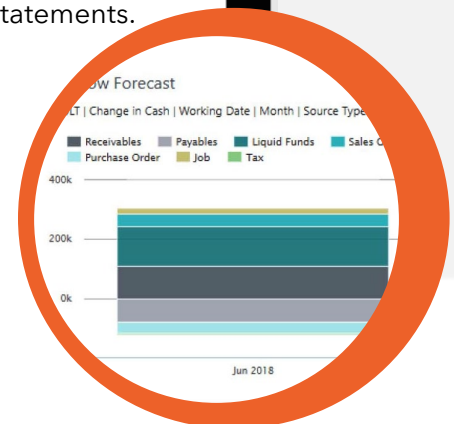
Sales & Marketing

Never miss an opportunity or spend your time on the wrong prospect again with customer relationship management functionality in Business Central.

Contact Management

Track and manage business and customer contacts and so you can personalize your interactions and capitalize on opportunities. Focus on the right people at the right time with weighted profiling questions. Issue quotes to prospects and create sales documents.

Email Logging for Microsoft Exchange Server

Manually or automatically log inbound and outbound email messages sent through Business Central or Outlook. Connect with Microsoft Exchange Server to keep email messages in their natural environment.

Campaign Management

Organize campaigns for user-defined segments based on multiple criteria. Send documents in different languages with Interaction/Document Management.

Opportunity Management

Keep track of sales opportunities. Section sales processes into stages to obtain an overview of and manage sales opportunities.

Interaction & Document Management

Record interactions with contacts, and attach relevant documents (Word, Excel, etc.). Automatically log sales orders and quotes.

Dynamics Sales Integration

Make your lead-to-cash process easier and enable your people to work smarter by eliminating the need to switch between products. Get integration between accounts and customers and add cross-product features for the lead-to-cash flow.

Sales & Delivery

Keep your sales staff focused on selling rather than paperwork and problems with built-in sales and delivery functionality, tied directly into your financials.

Sales Order Management

Manage quotes, blanket orders, and order processes. Create partial shipments, ship and invoice separately, and create prepayment invoices.

Alternative Shipping Addresses

Set up multiple ship-to addresses for deliveries to customers with multiple sites. Specify the ship-to address when creating the sales order or invoice.

Sales Line Pricing & Discounting

Manage flexible item pricing and discount structures conditioned by parameters. Offer the lowest price on sales lines when the order meets specified conditions. Update price agreements using the sales price worksheet.

Sales Return Order Management

Create sales return orders to handle incorrect or damaged shipments, receive return items, and link orders replacement sales orders. Create partial return receipts or combine multiple return receipts on one credit memo.

Sales Invoice Discounts

Calculate invoice discounts automatically.
Set up invoice discount terms; discounts are calculated on individual item lines and become part of the sum of the invoice. Calculate in local or foreign currencies.

Manufacturing

If you're a manufacturing operation, you'll be pleased with the robust, intuitive functionality in Business Central that simplifies complex processes and increases accuracy and efficiency.

General Ledger

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Inventory

Good inventory management can have a big impact on your cash flow as well as your customer relationships. Keep your inventory in check with Business Central.

Basic Inventory

Set up stock items and specify properties. Post item transactions. S tore quantity and cost records of posted transactions in the inventory ledger; use that as the basis for inventory valuation and other costing calculations.

Item Tracking

Manage and track serial and lot numbers. Assign numbers manually or automatically; receive and ship multiple quantities with numbers from a single order line entry.

Multiple Locations
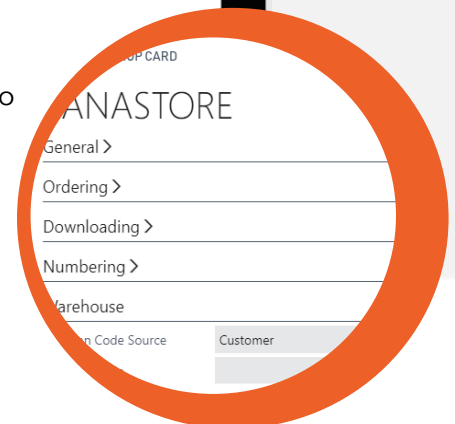
Manage inventory in multiple locations
like production plants, distribution centers, warehouses, show rooms, retail outlets, or service cars.

Location Transfers

Track inventory from location to location. Account for the value of inventory in transit and at each location.

Shipping Agents

Set up multiple shipping agents and relate their services with shipping time. Associate default agents and their services with customers or specify details on sales and transfer orders to improve accuracy of order promising.

Analysis Reports

Provide decision makers with information that informs their decisions. Build on item entries to provide customizable analytics that let you add and combine analysis objects, such as customers, items, and vendors.

Items Charges

Manage item charges, including the value of additional costs such as freight or insurance in the unit cost or unit price of each item

Cycle Counting

Manage cycle counting to verify inventory record data to maintain and increase inventory accuracy. Set up cycle counting at the item or SKU level.

Item Categories

Group items in hierarchies; define custom categories that include specific attributes.

ArcherPoint Knows ERP
ArcherPoint Knows Business Central

Fast to implement, easy to configure, and simple to use, Microsoft Dynamics 365 Business Central is the ideal choice for growing businesses that want an all-in-one business management system that can grow with them: flexible enough to support their unique needs, but robust enough to handle complex processes.

ArcherPoint has been delighting clients ranging from emerging businesses to Fortune 1000 companies with Business Central (formerly NAV/Navision) since we opened our doors in 2002, but our history with the product dates back to its beginning in 1988. They choose us as their partner and stay with us because of our ability to tackle Dynamics deployments large and small, deep industry knowledge, exemplary service, and genuine commitment to their success.

Contact Us Today

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