Microsoft Dynamics NAV

Maximising value through business insight

Business Intelligence White Paper

October 2015

Microsoft

"Reports were tedious. Earlier it would take days for manual collation. Now all this is available at the click of a button."

"We discovered that Microsoft Dynamics NAV provides options for optimal analysis and reporting, creates and consolidates reports, and looks for trends and relationships, which was exactly what we needed,"

D. K. Raina
Finance Controller

The Federation of Indian Chambers of Commerce and Industry

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Introduction

Running a successful business depends on the ability to gain insight into business data and extract and present information in a meaningful way. A company's employees need to be able to transform data into actionable insight no matter where they are located in the organization.

This white paper discusses how the business intelligence capabilities available with Microsoft Dynamics NAV can help people make informed decision-as a natural part of their everyday work experience.

Microsoft Dynamics provides business insight through the tools users already have on their desktop. Flexible and comprehensive reporting tools, simple business intelligence capabilities and a Microsoft SQL platform for data access provide the right fit for the needs of small and mid-sized companies.

To highlight how Microsoft Dynamics NAV business intelligence capabilities equip organizations to make smart decisions, we organize these capabilities around **three core business needs:**

Reporting. *To keep business on track, it's essential to monitor current activity and compare it to historical performance and plans. The user needs easy access to specific data related to their task or role, the ability to perform repetitive business processes and have formatted grouped data – all as part of the standard application and setup.*

Charts and KPI's. *Monitoring organization performance and drilling into more detail when trends are spotted provides more insight into how the business is performing. The user needs access to simple, easily identifiable business drivers to see the organization at a glance.*

Ad-hoc Query and Analysis. *Robust analysis capabilities within an easy and familiar tool like Microsoft Office Excel enable the actionable insight required to change the direction of a negative trend or take advantage of a positive trend. To remain competitive, companies must be able to compare plans to actuals, analyze that information, make the necessary adjustments, and then take action to move forward. In this scenario, the user needs to address specific business questions and problems and perform data calculations.*

Reporting

Business performance depends on the ability to track activities that span from financial transactions and performance reports to compliance records. Accurate monitoring requires a wide range of integrated capabilities. Microsoft Dynamics NAV delivers monitoring capabilities to provide organizations with the comprehensive view of the information they need through Microsoft SQL and native reporting options.

Document Reports and Standard Reports

With Microsoft Dynamics NAV, you can monitor the state of the business in both generic and predefined ways within the application.

Data Lists provides the end user with the ability to make targeted data overviews through filterable lists of business data. Each list can be customized to the individual depending on roles and needs.

Document reports enable a precision layout of data with emphasis on presentation of data as well as distribution. Take advantage of the Microsoft Word layout option in Microsoft Dynamics NAV where users can quickly create well-designed invoices and other customer and partner-facing documents that draw information directly from Microsoft Dynamics NAV, and email them with personalized messages. Users can create or customize the report in Microsoft Word, save it back into Microsoft Dynamics NAV and decide which layout option is preferred.

Microsoft Dynamics NAV also provides a set of predefined reports supporting all business processes within your organization. This gives the user a consistent overview of the business.

Customer - Detail Trial Bal.

Period:
CRONUS International Ltd.

13-02-12
Page 1
FAREAST\v-smani

This report also includes customers that only have balances.

Posting Date	Document Type	Document No.	Description		Amount	Remaining Amount	Balance (LCY)	Due Date	Entry No.
01445544	**Progressive Home Furnishings** Phone No.								
20-01-14	Invoice	103013	Order 101002	USD	2.688,58	2.688,58	1.499,02	01-02-14	2683
	Progressive Home Furnishings						1.499,02		
01454545	**New Concepts Furniture** Phone No.								
31-12-13	Invoice	00-17	Opening Entries, Customers	USD	398.602,67	398.602,67	222.241,32	31-01-14	2468
	New Concepts Furniture						222.241,32		
10000	**The Cannon Group PLC** Phone No.								
31-12-13	Invoice	00-1	Opening Entries, Customers		25.389,25	0,00	25.389,25	01-01-14	2452
31-12-13	Invoice	00-11	Opening Entries, Customers		63.473,13	63.473,13	88.862,38	31-01-14	2456
31-12-13	Invoice	00-16	Opening Entries, Customers		33.852,35	33.852,35	122.714,73	31-01-14	2466
31-12-13	Invoice	00-3	Opening Entries, Customers		50.778,50	0,00	173.493,23	02-01-14	2472
31-12-13	Invoice	00-6	Opening Entries, Customers		67.704,67	0,00	241.197,90	06-01-14	2478
31-12-13	Invoice	00-9	Opening Entries, Customers		50.778,50	50.778,50	291.976,40	31-01-14	2484
05-01-14	Invoice	103005	Order 101001		8.269,04	8.269,04	300.245,44	02-02-14	2547
12-01-14	Credit Memo	104001	Credit Memo 104001		-292,84	-292,84	299.952,60	12-01-14	2584
12-01-14	Payment	2596	Payment 2014		-25.389,25	0,00	274.563,35		2585
12-01-14	Payment	2596	Payment 2014		-50.778,50	0,00	223.784,85		2587
12-01-14	Payment	2596	Payment 2014		-67.704,67	0,00	156.080,18		2589
15-01-14	Invoice	103018	Order 6005		4.101,88	4.101,88	160.182,06	15-02-14	2756
20-01-14	Invoice	103001	Invoice 103001		8.182,35	8.182,35	168.364,41	20-02-14	2693
	The Cannon Group PLC						168.364,41		
20000	**Selangorian Ltd.** Phone No.								
31-12-13	Invoice	00-12	Opening Entries, Customers		55.010,04	0,00	55.010,04	31-01-14	2458
31-12-13	Invoice	00-14	Opening Entries, Customers		38.083,88	38.083,88	93.093,92	31-01-14	2462
31-12-13	Invoice	00-2	Opening Entries, Customers		42.315,42	0,00	135.409,34	02-01-14	2470
31-12-13	Invoice	00-5	Opening Entries, Customers		25.389,25	0,00	160.798,59	03-01-14	2476
31-12-13	Invoice	00-8	Opening Entries, Customers		50.778,50	48.845,77	211.577,09	09-01-14	2482
09-01-14	Payment	2594	Payment 2014		-42.315,42	0,00	169.261,67		2559
09-01-14	Payment	2594	Payment 2014		-25.389,25	0,00	143.872,42		2561
09-01-14	Payment	2594	Payment 2014		-55.010,04	0,00	88.862,38		2563
12-01-14	Invoice	103008	Order 101004		787,40	787,40	89.649,78	22-01-14	2579
14-01-14	Invoice	103009	Order 101012		215,83	215,83	89.865,61	26-01-14	2611
14-01-14	Credit Memo	104002	Credit Memo 104002		-787,40	0,00	89.078,21	14-01-14	2616

Figure 1: There are more than 300 standard reports across the functional areas of Microsoft Dynamics NAV.

Invoice 103001

cronus

CRONUS International Ltd.
5 The Ring, Westminster, W2 8HG London

Date	To	Ship To
25. January 2016	The Cannon Group PLC Mr. Andy Teal 192 Market Square Birmingham, B27 4KT Great Britain	The Cannon Group PLC Mr. Andy Teal 192 Market Square Birmingham, B27 4KT Great Britain

Quantity	Description	Unit Price	Total
25	Assembling Furniture, January	54,00	1.350,00
120	Assembling Furniture, January	54,00	6.480,00
		Subtotal	7.830,00
		Invoice Discount	-391,50
		Total GBP Excl. VAT	7.438,50
		10% VAT	743,85
		Total GBP Incl. VAT	**8.182,35**

Thank you for your business!

Microsoft SQL Server Reporting Services Reports

In addition to the traditional reporting available within Microsoft Dynamics NAV, it is possible to integrate to Microsoft SQL Server Reporting Services to support needs for interactive, Web-based reports.

Direct access to Microsoft SQL Server enables efficient and powerful reporting. Microsoft SQL Server Reporting Services is a comprehensive, server-based solution that enables the creation, management, and delivery of both traditional, paper-oriented reports and interactive, Web-based reports. Microsoft SQL Server Reporting Services supports the full reporting lifecycle, including report authoring, management, delivery, and security.

Microsoft Dynamics NAV leverages Microsoft SQL Server Reporting Services 2012 Report Builder 3.0. The Report Builder is a report authoring tool that features a Microsoft Office-like authoring environment. New features such as new sparkline, data bar, and indicator data visualizations, the ability to save report items as report parts, a wizard for creating maps, aggregates of aggregates, and enhanced support for expressions are all part of the tool for creating and customizing reports.

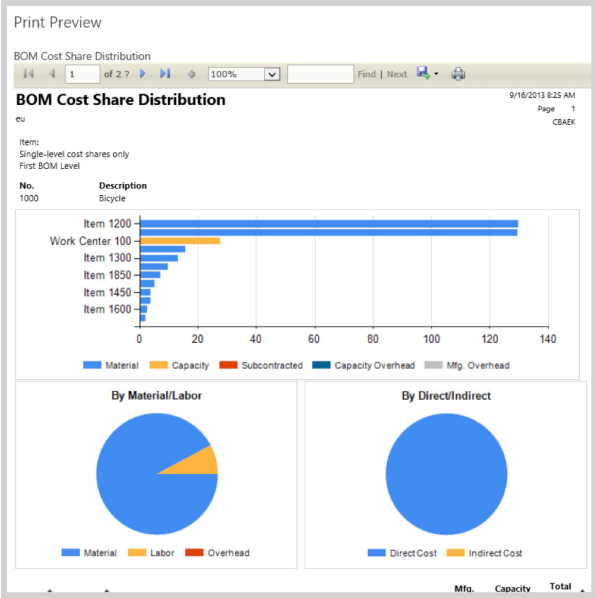


Figure 2: Gain greater insight with Microsoft Dynamics NAV and SQL Reporting Services

Management can:

- Gain visibility and insight into how your business is performing
- Define who on your team makes business critical decisions on your behalf and help them respond quickly and confidently.
- Look up specific data related to their role like budget versus actual spend

Finance can:

- Always get the correct overview of the trial balance
- Spot opportunities fast, identify potential problems before they occur, and take quick action.

Sales can:

- Get a quick overview of how many orders are handled per day with access to details on actual customers
- Identify your top customers and what drives their profitability to help you focus on new ways to increase your sales opportunities.

Charts and KPIs

Monitor the status of the organization at a glance with charts and KPIs. Charts and KPIs make it possible for you and your employees to spot trends faster.

Charts and Graphs

Microsoft Dynamics NAV provides a large number of built-in charts and graphs rendered in various forms based on role preferences. The user is also provided with the ability to drill down into various levels of detail. Charts are available in the Windows, Web and Tablet client for Microsoft Dynamics NAV on any list place and can be customized to display the information the customer is looking for.

Cues

Cues are special tiles that apply custom formatting to any computed numerical value such as the number of open sales invoices. They can also show an indicator that changes color based on the data values that the tile reflects. This enables users to get visual insight of the status of the data based on conditions for favorable and unfavorable thresholds. The Cues are available in the Windows, Web, Tablet and the new Phone client for Microsoft Dynamics NAV.

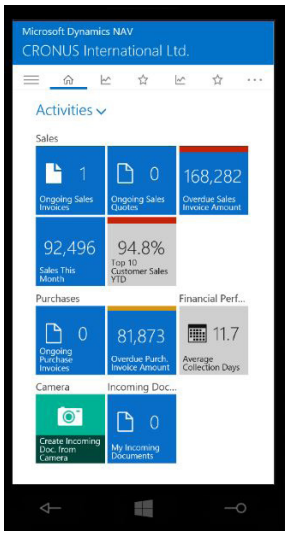


Figure 3.1:

The Cues are available in the new phone client for Microsoft Dynamics NAV 2016

Advanced Visualization

Microsoft Dynamics NAV also offers advanced visualization capabilities to do visual explorations and intuitive interactions.

Management can:

> Explore data visually and gain insight into, P&L performance

Finance can:

> Identify items of interest, outliers and transfer into Actionable Tasks like:
> What is my change in expenses?

Sales can:

> Change data interactively and visualize potential consequences for chosen actions within the sales process:
> How is my overall order status?

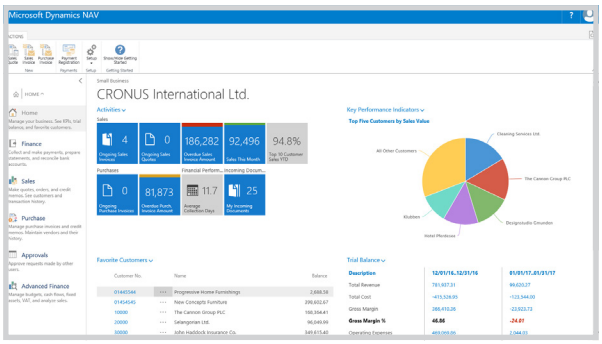


Figure 3.2: Microsoft Dynamics NAV comes with a wide variety of customized charts out of the box

Ad-Hoc Query and Analysis

Businesses need robust analytic tools to turn information into forward-thinking insight, such as the insight needed to change the direction of a negative trend or take advantage of a positive trend. Microsoft Dynamics NAV provides simple but powerful analysis and reporting tools that enable this kind of business intelligence.

Account schedules

Analyze data from the General Ledger, Sales and Purchase, and Inventory. Compare data to budgets across time, departments, projects, campaigns, and other dimensions. The easily defined line and column layout provides users with a comprehensive and tabular form of analysis. Results can be presented in print, in a window from which users can easily navigate to original entries and documents, and/or in Microsoft Office Excel for further processing.

Analysis views

Gain a comprehensive understanding of the business and its activities with this multilevel and multidimensional business insight capability. Create analysis views for different purposes. For example, users can see an analysis view relating to sales in a particular area for a particular time period and for a particular group of customers. The views can easily be sent to Microsoft Office Excel, where the automatic creation of relevant PivotTable® views enables users to drag fields and use additional measures, dimensions and criteria.

Power BI

Power BI for Office 365, a self-service business intelligence solution delivered through Excel and Office 365. Use OData and Queries in Microsoft Dynamics NAV for easy integration into Microsoft Excel for leveraging the tools in the PowerBI suite like PowerPivot, PowerView, PowerMaps and PowerBI.com

In Microsoft Dynamics NAV 2016 you can connect to your instance of NAV and PowerBI.com and get immediately access to a business performance Dashboard with insights into your business.
The new PowerBI.com Content Pack for Microsoft Dynamics NAV is designed specifically for SMB owners, managers and executives to provide details on customers, sales and finance.

The dashboard and reports are built on top of a fully featured model, allowing you to explore and analyze your data as you need. Automatic refresh will ensure you're always seeing the latest data

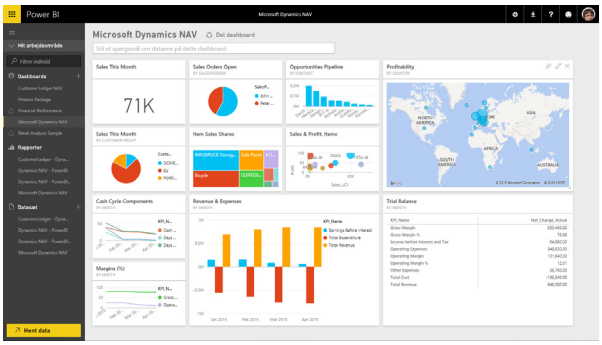


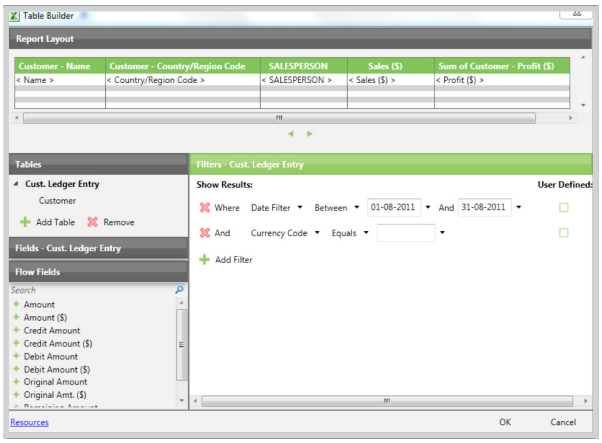
Figure 4: PowerView & PowerBI.com views

Jet Reports Express

Through easier ad-hoc reporting, you can get the answers you need to questions about your business – from finance and sales queries to key performance metrics. Use the intuitive interface of Jet Reports Express and simple formulas in Microsoft Office Excel to create high-impact reports. Take advantage of the multiple report templates available out of the box and present your findings in a single, well-formatted report.

Table Builder.

Answer and analyze ad-hoc business queries quickly and accurately in Microsoft Office Excel with real time data from Microsoft Dynamics NAV by using Table Builder. Access and combine all the data you need from your business system – including tables, fields, flow fields and dimensions. Slice and dice data and consolidate information and analysis across companies or databases. With just one click, you can drill down into any value in a report to see the underlying data.



General Ledger function.

Allows you to report from all areas of their general ledger and do Financial reporting within a familiar and flexible environment.

Report Player.

You can also use the Report Player to get fast access to your reports in Microsoft Office Excel as well as get a quick overview of progress or latest's update right on your desktop. Go to the Windows 8 app store to download the app.

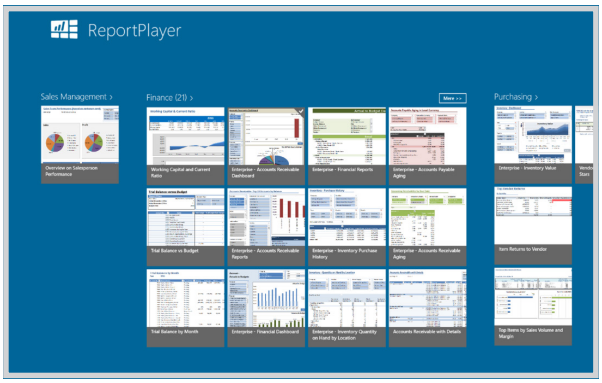


Figure 5: The Report Library provides easy overview of your Microsoft Excel reports right from your desktop

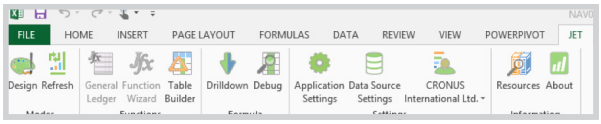


Figure 6: Intuitive and simple analysis features in Jet Reports Express

Management can:

> Track consolidated profit and loss by division and company

Finance can:

> Stay on top of accounts receivable KPIs in terms of days outstanding, past collection performance and more.

Sales can:

> Easily build product sheets that pull current pricing and specifications, and instantly update and release important changes.

CONCLUSION

Understanding your business data is an important part of running a successful business. Microsoft Dynamics NAV helps enable better business insight for your entire company. With Microsoft Dynamics NAV, you and your employees can get the answers you need to your specific business questions – fast – through high-impact reports, charts and simple analysis.

Microsoft Dynamics NAV offers a Business Insight platform based entirely on the Microsoft stack through Microsoft SQL Server, Microsoft Office and Microsoft SharePoint as a platform for collaboration and distribution. This enables you and your employees to take full advantage of your investments in your Microsoft applications, get more out of the tools you have on your desktop and get your business insight needs covered.

Learn More

Contact a Microsoft partner to find out how Microsoft Dynamics NAV can help your business.

Or find out more about Microsoft Dynamics NAV, visit

www.microsoft.com/dynamics/nav.

"We needed a way to tie all our information together so that we could fully comprehend what customers were buying and then purchase according to those trends; understand our prices and costs; and control our margins," Earnshaw explains.

"In a highly competitive market that deals in high volumes and sells products with thin margins, establishing such visibility and control is absolutely critical for us."

Jay Earnshaw,
General Operations Manager,
Dutch Farms

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