MANAGE YOUR BUSINESS BETTER WITH MICROSOFT DYNAMICS BUSINESS CENTRAL

EXIGOTECH
TECHNOLOGY MADE SIMPLE

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AN OVERVIEW

The small and medium businesses are digitally transforming their processes to perform better. Be it the for the demand of the present situation or changing preferences of their clients, the businesses' point of view towards technology investments is changing. They now consider technology as an instrument to continue growing.

In this guide, we aim to highlight how Microsoft Dynamics Business Central make small and medium businesses technology enabled and empowers them to streamline routine operations. We will talk in detail about the applications of this cloud-based application in different industry verticals. Technology-

BUSINESS ASPECTS THAT CAN BE MANAGED WITH BUSINESS CENTRAL

FINANCIAL MANAGEMENT

Account Schedules

Gauge the position of your business and navigate it in the right direction by making informed decisions. Base them on the financial reports that includes several critical information such as chart of accounts, budgets, cash flow accounts and cost types.

Multiple Currencies

Manage your global operations effortlessly by using multiple currencies on sales and purchase documents, bank purchases and payments in payables and receivables. Explore the flexibility of adjusting the currency values and get correct reports about your international business stature.

Payment Process

Allow your customers to pay with ease by adding links of several online payment methods in the invoice itself. You can secure the online payment procedure and accept payments over different mediums such as credit cards by using the Paypal extension in Business Central.

Budgets

Analyse data or share it using the innate capabilities of Power BI. You get a better visibility of your business as this data contains budgets. The budgets can be used in general ledger or account schedules to plan business activities effectively.

Intercompany Postings

Manage transactions with your partner organisations without any overhead costs as you can extract data from more than one Business Central databases or tenants. Exercise tight control on the documents being sent or received with Inbox/Outbox feature that automates sending and receiving.

SALES AND MARKETING

Campaign Management
Send the correct message to the correct people by sending campaigns on the specific segments. Use the interaction/document management facility to send the emails or documents in native languages to people of different nationalities and form a lasting bond with them.

Contact Management
Get an eagle's eye view of your contacts from a single screen and formulate personalised strategies to approach them and ultimately retain them. Segment them on the basis of crucial parameters and receive alerts when you enter duplicate information.

Opportunity Management
Be able to manage every opportunity with a single glance at Business Central's Opportunity Dashboard. Drill down in every opportunity; find every interaction that sales representative had with this opportunity, their evaluations and make smart decisions about the forward course of the opportunity.

Interaction and Document Management
Explore the flexibility of recording every customer interaction in a single place and revisit them to identify any upselling or cross-selling opportunities. You can attach sales order or quotes as well here to initiate informed discussions with your clients.

Campaign Pricing
Offer discounts and special sales prices to improve engagement with your customers or contacts that are a part of campaign segments.

Sales Invoice Discounts
Make discounting an easy procedure by defining multiple discount terms and conditions for different aspects of sales invoice. The discounts are calculated separately for each invoice line item and then it becomes a part of the sales invoice. This is applicable for invoices in several foreign currencies as well.

SUPPLY CHAIN MANAGEMENT

Sales and Inventory Forecasting

Use Sales and Inventory forecasting extension to get accurate insights into the potential sales. Also, you can identify if the available material in the inventory is likely to get exhausted in the near future by using the in-built Azure AI capabilities.

Analysis Reports

Extract reports for sales, purchases, product and portfolio management and gather the required information to make data-oriented business decisions.

Item Attributes

Utilise the availability of Azure AI in Business Central to let the ERP application automatically suggest item attributes by identifying the images itself. You have the flexibility to add the item attributes or block them as well.

Purchase Order Management

Track the cost of purchases by creating purchase quotes, blanket orders and purchase orders. The functionality finds it application in a scenario where your vendor is shipping materials one by one.

Purchase Return Order Management

Create purchase return orders without any discrepancies by picking the damaged or incorrect items from the Purchase Orders. Arrange for partial shipments or combine return shipments in a single memo. Link purchase return orders with replacement purchase orders for better management.

SERVICE CHAIN MANAGEMENT

Planning and Dispatching
Assign the responsibility of completing the work orders to any personnel. Also, they can enter the details of work orders in the Business Central to enable you to keep a track of the work order status. Apply filters to understand the availability of technicians, raw materials or other equipment and plan dispatch effectively.

Service Order Management
Enable your customers to create a service request as per the norms mentioned in the service agreement; reduce to and fro and ambiguity and deliver customer satisfaction. Keep post sales issues, service orders and repair requests in one interface to plan the related services in a better manner.

Service Price Management
Explore the flexibility of defining prices for different groups of products on the basis of several criteria. The price calculations can be based on the type of products and parts used and the service charges. The price groups can be assigned to the similar service orders automatically.

Service Contract Management
Prepare detailed service agreements for the customers. As these include critical information such as contract history, contract renewal and contract templates at one place, the service contract management becomes a smooth endeavour. Other details such as warranties for service items and spare parts are mentioned to enable you to handle service contracts efficiently.

Service Item Management
Track performance of the service items during several time frames with the Trendscape Analysis feature. Other details such as contact information, component management, BOM references and warranty information stored in a cloud-based solution enables you to manage this business aspect with precision.

PROJECT CHAIN MANAGEMENT

Capacity Management
Measure profitability of the available resources. You can create a plan in your calendar by looking at the capacity management dashboard and figure the next best steps to ensure the successful completion of your project in the desired time.

Timesheet
Manage and maintain time spent by your resources on a project with an intuitive timesheet. The managers can give approval on the timesheets by following a simple procedure and plan well for their upcoming projects.

Multiple Costs
Define costs for different resources and resource groups. You can mention cost in any format as you like such as it can be percentage based, fixed or additional fixed charge.

Jobs
Explore the ease of maintaining the moving parts of invoices that is the job and data usage.

WAREHOUSE MANAGEMENT

Inventory Pick and Inventory Put Away
Infuse ease in the inventory pick and put away processes with the ability to create pickup and put away lists without having to open the individual sales and purchase orders.

Warehouse Receipt
Shorten the lengthy procedures by exploring the ease of creating put-away orders directly from the warehouse receipts.

Warehouse Shipment
Create picking lists directly from the shipments and manage the multi-order environment efficiently.

Internal Picks and Put-Aways
Make lists for internal orders with ease and precision in minimal time without a purchase order or supporting documents to focus on orders that generate revenue.

Integration of Microsoft Business Central with Other Microsoft Applications

80% of the business leaders agree to the fact that integrated data is critical to support and execute the ongoing business operations. The integration of Microsoft Dynamics 365 Business Central with other Microsoft products enables you to make informed and data-oriented decisions. Also, your employees can continue working with the same applications and still leverage the features of Business Central.

Business Central + Power BI

Create Power BI reports based on the data collected from Business Central and unearth insights to propel business growth and development. The Power BI reports display data and statistics in real-time and is accessible from mobile devices to unlock flexibility and productivity on the move.

Business Central + Microsoft Outlook

Gain access to relevant business analytics without switching to other application from your email client. You can send invoices or quotes directly from Outlook by viewing your client's invoice history in the Outlook only. Save time of manually entering any customer's details in the Business Central from Outlook as both are synced.

Business Central + Microsoft SharePoint

Explore the facility of viewing and accessing the content stored in the SharePoint sites from the Business Central environment. You can create PDF of invoices generated in Business Central and save the same in the desired SharePoint folder. Send the document for signing with the AdobeSign and DocuSign from Business Central and monitor its status in SharePoint.

Business Central + Microsoft Dynamics 365 Sales Solution

Infuse flexibility in lead to cash process. Allow your sales persons to check the inventory from Business Central whilst they are making a quote in Dynamics 365 sales solution. Similarly, the executive can access the price lists from Business Central when sales order is made and save time and effort of switching between two applications and eliminate the possibility of manual errors as well.

APPLICATION OF BUSINESS CENTRAL IN DIFFERENT INDUSTRIES

DIGITAL TRANSFORMATION

ENGAGE YOUR CUSTOMERS

EMPOWER YOUR EMPLOYEES

TRANSFORM YOUR PRODUCTS

OPTIMISE YOUR OPERATIONS

EXIGOTECH

TECHNOLOGY MADE SIMPLE

ENABLING – EMPOWERING - TRANSFORMING