

MICROSOFT DYNAMICS GP CLOUD ERP OPTIONS – TAKING A LOOK AT DYNAMICS 365 BUSINESS CENTRAL

THE POWER OF BEING UNDERSTOOD
AUDIT | TAX | CONSULTING



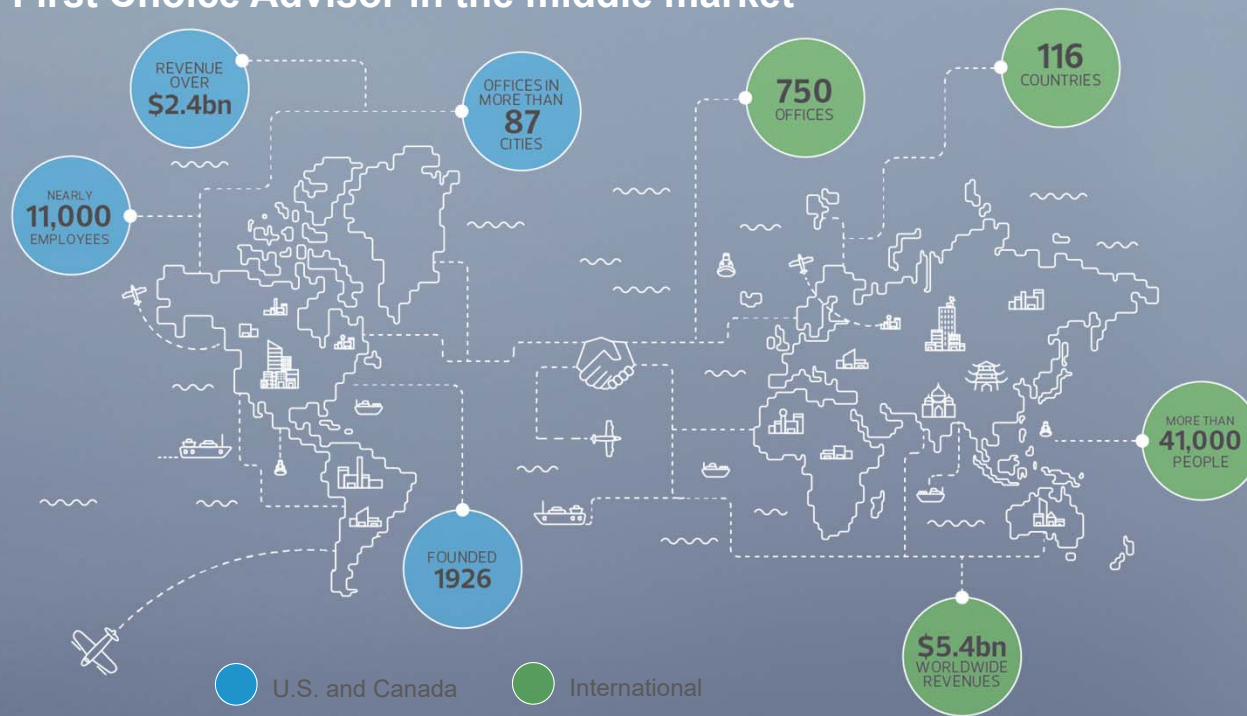
Agenda

- RSM – Who We Are
- RSM Dynamics 365 Business Central Practice Overview
- Dynamics 365 Business Central Overview, Highlights, & Differentiators
- Dynamics 365 Business Central Partnerships
- Dynamics 365 Business Central Focus
- Why Consider Dynamics 365 Business Central?
- Customer Story

RSM – WHO WE ARE

RSM overview

Fifth largest audit, tax and consulting firm in the U.S.
First Choice Advisor in the middle market



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RSM consulting overview

194 partners/
principals



Leading provider of **technology, risk, financial, transaction and business consulting services - incorporating deep industry expertise** - to middle market leaders



\$597M
in revenue
in FY19

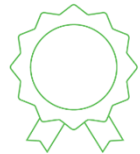
2,300+
clients



More than **3,000**
consulting professionals



600+
private equity and
portfolio clients



One of the largest
Microsoft Gold Partners
in the U.S.

More than 16%
compound annual
growth rate (CAGR)
over the past five years

6 years in a row
Consulting Magazine
Best Firms to Work For
recipient



46 languages
are spoken by
RSM Consulting
professionals



Member of the
Institute of Internal Auditors
Principal Partner Program



#1 NetSuite
consulting partner
in the U.S.

RSM DYNAMICS 365 BUSINESS CENTRAL PRACTICE OVERVIEW

An Experienced Microsoft Partner

- For more than 25 years, our consultants have helped over 2,000 clients implement Microsoft-based business management solutions
- 400+ U.S. based consultants in Microsoft Dynamics
- Dedicated Managed IT Services practice
- We represent the full range of Microsoft Dynamics Products
 - Dynamics 365 Finance and Operations (AX)
 - Dynamics 365 Business Central (NAV)
 - Dynamics 365 Customer Engagement
 - Dynamics GP
 - Dynamics SL
- Microsoft Awards and Recognition
 - National and Regional Partner of the Year
 - Inner Circle and President's Club for over 15 Years
 - Pinnacle Award Winner
 - Customer Innovation Award Winner
 - Member Partner Advisory Council

Microsoft Partner

Gold Customer Relationship Management
Gold Enterprise Resource Planning
Silver Hosting
Silver Communications
Silver Collaboration and Content
Silver Cloud Productivity
Silver Small and Midmarket Cloud Solutions



PRESIDENT'S CLUB
for Microsoft Dynamics

INNERCIRCLE
for Microsoft Dynamics

Dynamics 365 Business Central Practice

- Servicing over 100 clients on the solution
- 35 functional resources plus 5 onshore/offshore app dev

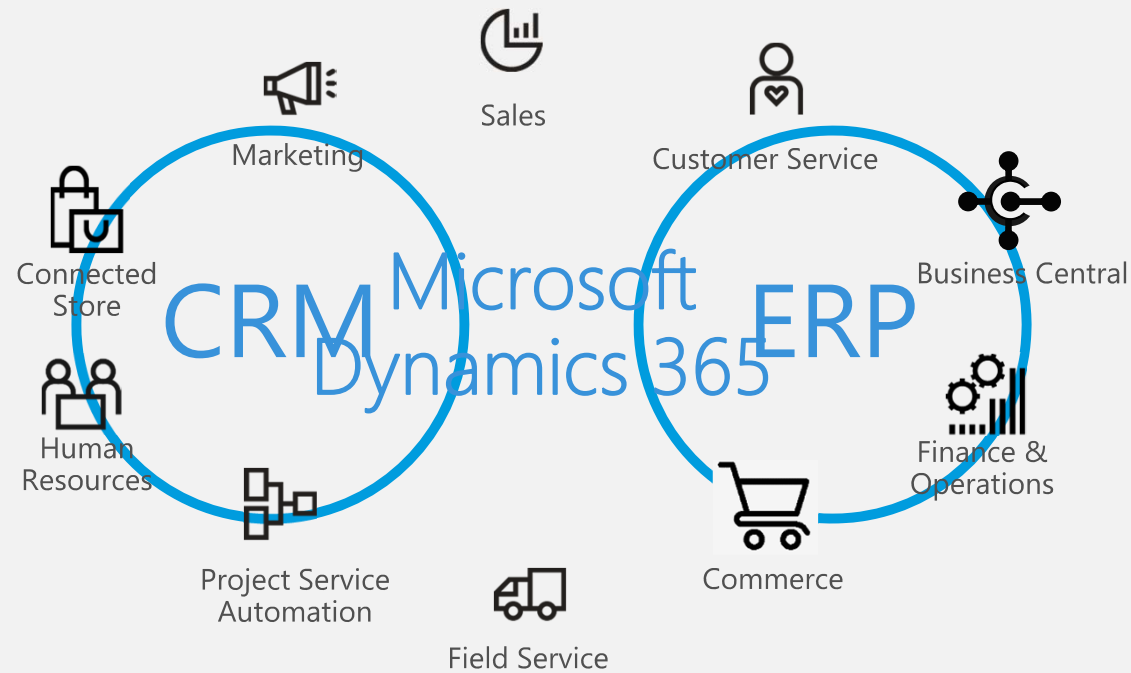


DYNAMICS 365 BUSINESS CENTRAL OVERVIEW, HIGHLIGHTS, & DIFFERENTIATORS

Digital Transformation



Digital Transformation



The Advantages of Microsoft Dynamics 365

Practical



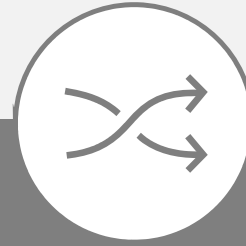
Start with only the apps
you need and grow
at your own pace

Economical



User-based pricing with
full solution
functionality

Adaptable



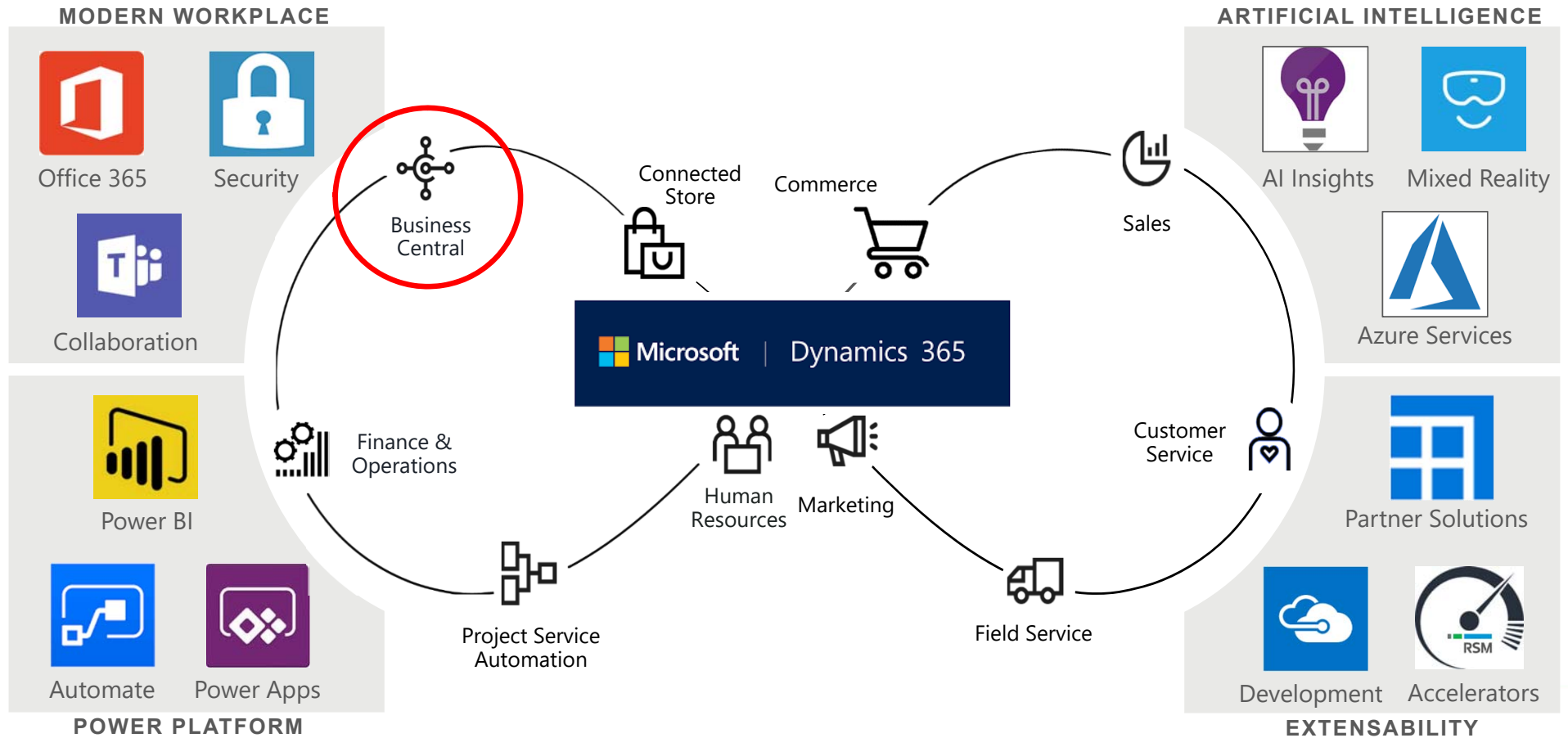
Grow, evolve and
transform with modern,
extensible platform

Connected



Familiar tools that
work in unison for
your business

Microsoft Cloud Ecosystem





Microsoft Dynamics 365 Business Central



Solution Origin



Microsoft Dynamics NAV



Microsoft Dynamics 365
Business Central

Microsoft's Largest Business Application Customer Base:
Over 140,000 Customers Worldwide

Solution Capabilities

ESSENTIALS	 Financials	End-to-End Accounting	Workflow Automation	Fixed Asset Management	Multi-Entity / Intercompany	PREMIUM
	 Sales Management	Quote Generation	Contact Management	Sales Invoicing	Payment Processing	
	 Purchasing	Procurement	Purchase Line Discounting	Purchase Order Management	Vendor Management	
	 Inventory Management	Forecasting	Inventory Control	Warehouse Management	Returns and Cancellations	
	 Project Management	Capacity Planning	Budgets and Estimates	Job and Process Costing	Resource Management	
	 Production	BOMs and Routing	Production Orders	Master Planning	Shop Floor Controls	
	 Service Management	Service Orders	Dispatch	Warranty Management	Preventative Maintenance	

Quote to cash, all within Outlook

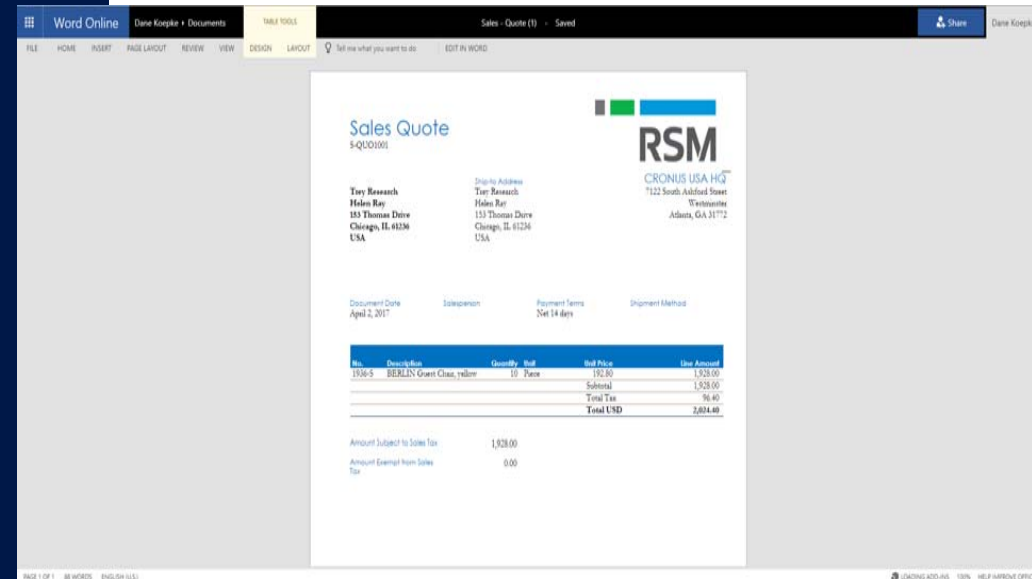
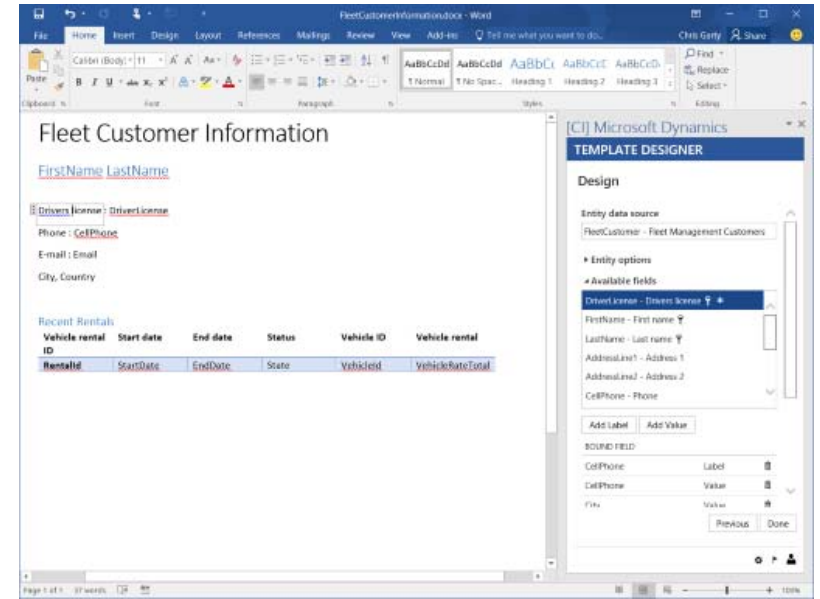
Create quotes, process orders, and
submit invoices without leaving Outlook

The top screenshot shows an Outlook inbox with a thread from Robert Townes. The email content includes a request for a quote on furniture, a list of items (London Swivel Chair and Antwerp Conference Table), and a signature for Robert Townes at Adatum Corporation. The Business Central sidebar on the right displays financial data for Adatum Corporation, including a balance of 0.00, past due of 0.00, and LTD sales of 80,631.50.

The bottom screenshot shows an Outlook inbox with a thread from Jim Glynn. The email content includes a request for a quote on furniture, a list of items (London Swivel Chair and Antwerp Conference Table), and a signature for Jim Glynn at Coho Winery. The Business Central sidebar on the right displays financial data for Coho Winery, including a balance of 8,036.40, past due of 5,278.78, and LTD sales of 12,906.30.

Extend with Microsoft Word and Adobe Acrobat PDF

Create professional looking, customizable quotes and invoices in Word and Adobe PDF



Work in Microsoft Excel

Excel Online interface showing a table of purchase orders. The table has columns: ID, Buy From Vendor No, Buy From Vendor Name, Buy From Address, Buy From City, Buy From Country, Buy From Postal Code, Buy From Contact No, and Buy From Contact. The data includes entries for various vendors like First Up Consultants, Wide World Importers, and Fabrikam, Inc., with details on their addresses and contact information.

ID	Buy From Vendor No	Buy From Vendor Name	Buy From Address	Buy From City	Buy From Country	Buy From Postal Code	Buy From Contact No	Buy From Contact
109002	20000	First Up Consultants	100 Day Drive	Chicago	IL	61236	CT000007	Evan Mcintosh
109003	40000	Wide World Importers	51 Radnor Road	Atlanta	GA	31772	CT000008	Toby Rhodie
109004	30000	Graphic Design Institute	33 Birch Drive	Miami	FL	33125	CT000008	Brian Jasso
109006	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109007	40000	Wide World Importers	51 Radnor Road	Atlanta	GA	31772	CT000009	Toby Rhodie
109008	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109012	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109014	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109015	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109018	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109019	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109018	10000	Fabrikam, Inc.	10 North Lake Avenue	Atlanta	GA	31772	CT000006	Maria Campbell
109022	V00010	RSM Consulting	80 City Square	Boston	MA	02129	CT000025	Deb Lathua
109023	V00010	RSM Consulting	80 City Square	Boston	MA	02129	CT000025	Deb Lathua
109024	20000	First Up Consultants	100 Day Drive	Chicago	IL	61236	CT000007	Evan Mcintosh

Microsoft Excel interface showing a PivotTable summarizing purchase order data. The PivotTable is structured with 'Row Labels' for years (2015, 2016) and 'Grand Total', and 'Column Labels' for amounts (20000, 30000, 40000, 50000, Grand Total). The data shows the sum of amounts for each year and total.

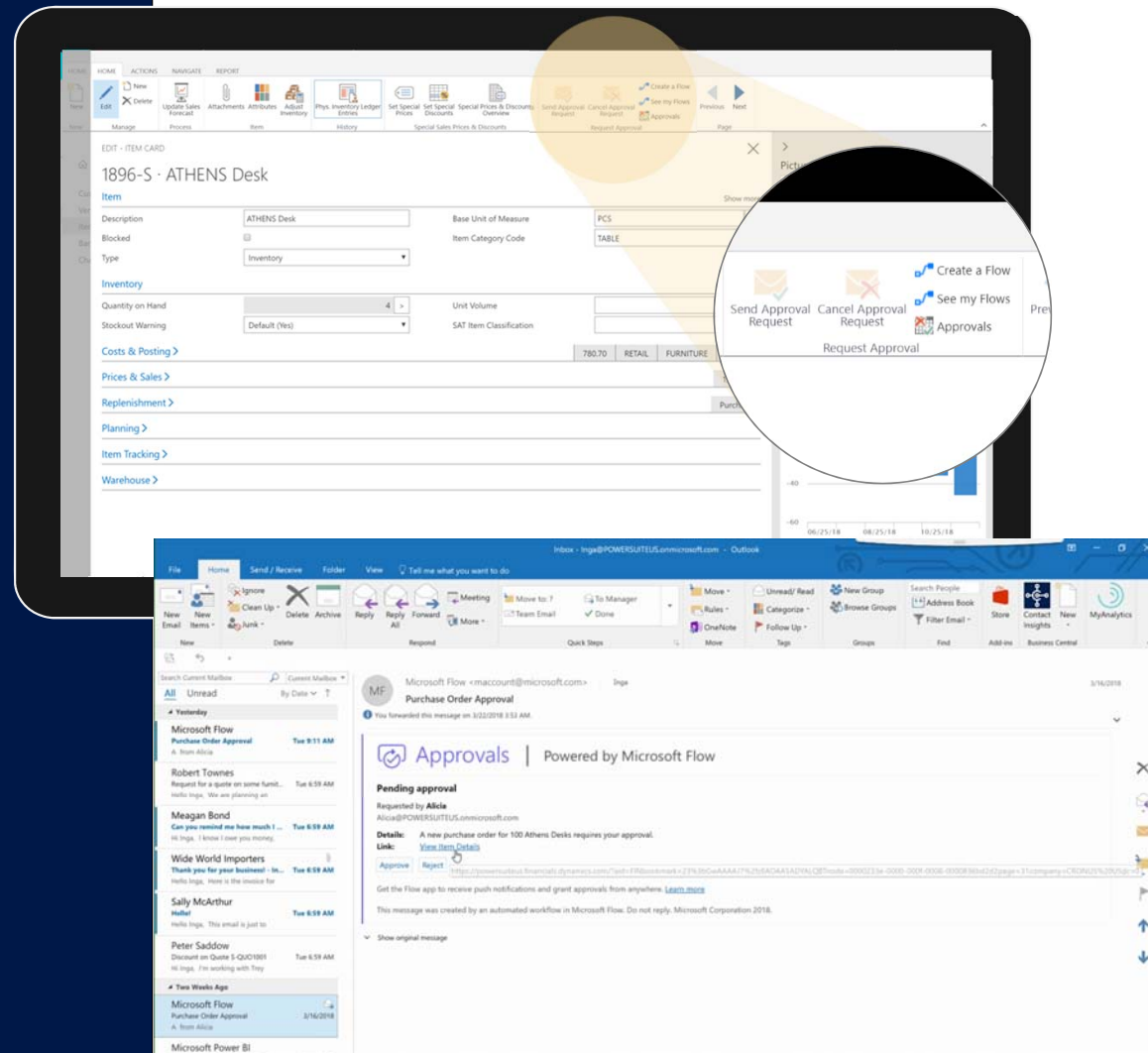
Sum of Amount	Column Labels					
Row Labels	20000	30000	40000	50000	Grand Total	
2015	0	0	0	0	0	
2016	73453.87	3036.6	53833.52	25734.04	8836.8	164894.83
Grand Total	73453.87	3036.6	53833.52	25734.04	8836.8	164894.83

Access live Dynamics 365 data, directly from Microsoft Excel, to read, write, and update items, sales orders, and purchase orders

Automate and secure business processes

Streamline business processes with easy-to-create workflows. Track cash flow and secure purchasing, credit authorization, and vendor payment processes.











Ensure compliance with audit trails and enterprise-level security.



Add industry specific apps with ease

Extend Dynamics 365 to fit industry or business needs with integrated add-on apps

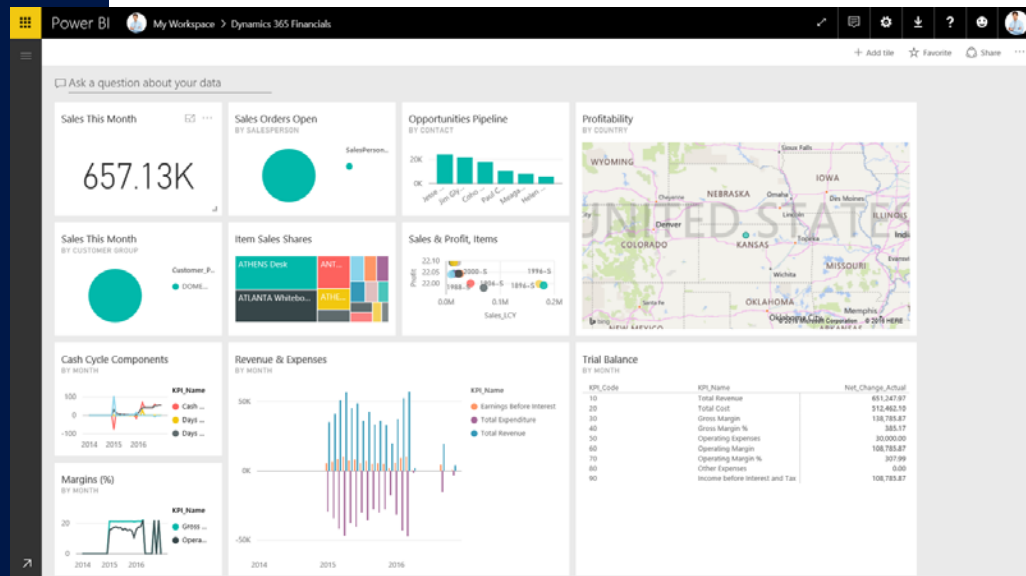
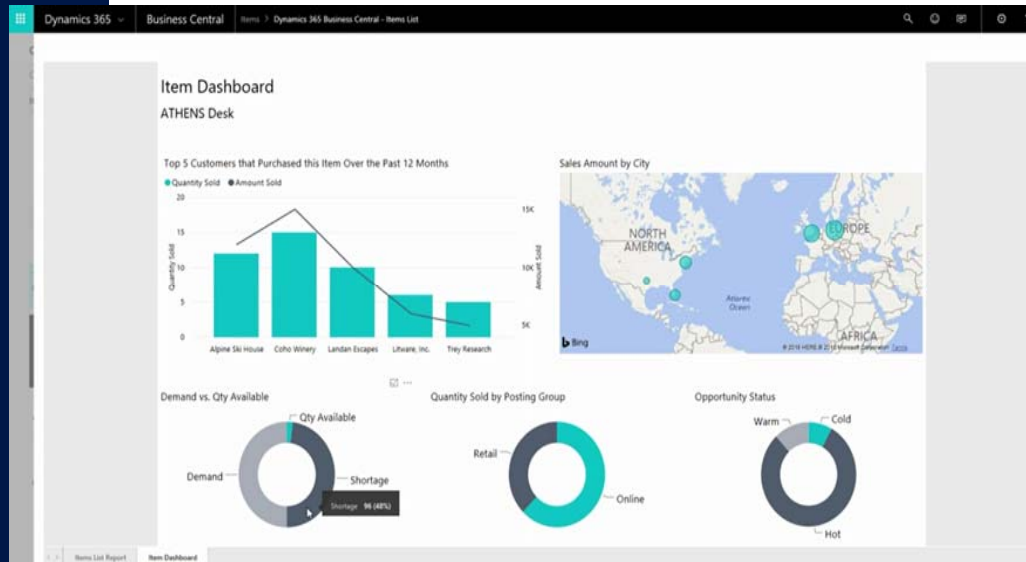
Connect to data sources and services — Excel files, SharePoint lists and Dynamics Sales records with Microsoft PowerApps

 ExpandIT 365 Time By ExpandIT Dynamics 365 ExpandIT 365 Time makes it easy to register time and material on multiple projects. Free Get it now	 ChargeLogic Retail Express By ChargeLogic, LLC Dynamics 365 With integrated payment processing, ChargeLogic Retail Express is all you need at the point of sale. Free trial Free trial	 ChargeLogic Shipping By ChargeLogic, LLC Dynamics 365 Easily pack and ship packages using the leading carriers with ChargeLogic Shipping for Financials. Free trial Free trial	 Data Migration - Opera By Technology Management Ltd. Dynamics 365 Import data from Pegasus Opera into Dynamics 365 for Financials Free Get it now	 Phonetic Search By TSO-DATA GmbH Dynamics 365 Search phonetic in contacts Free Get it now
 Expensify for Dynamics 365 By Stoneridge Software LLC Dynamics 365 Expensify Integration with Dynamics 365 for Financials Free Get it now	 Sales and Inventory Forecast By Microsoft Dynamics 365 Make your brand famous for always having items in stock (without extra costs to you). Free Get it now	 Sana Commerce By Sana Commerce Dynamics 365 Sana offers integrated E-commerce for Dynamics 365 for Financials, simplifying online sales. Free Get it now	 Shopify Connector By Saptia Dynamics 365 The app that connects Dynamics 365 for Financials with Shopify Free Get it now	 BuildFood - Recipes By IndustryBuilt Software Corp. Dynamics 365 Manage recipes, create ingredient declarations, track allergens and calculate nutrients. Free Get it now

Gain deeper insights with advanced analytics

Perform ad hoc, customized reporting by analyzing data across multiple dimensions

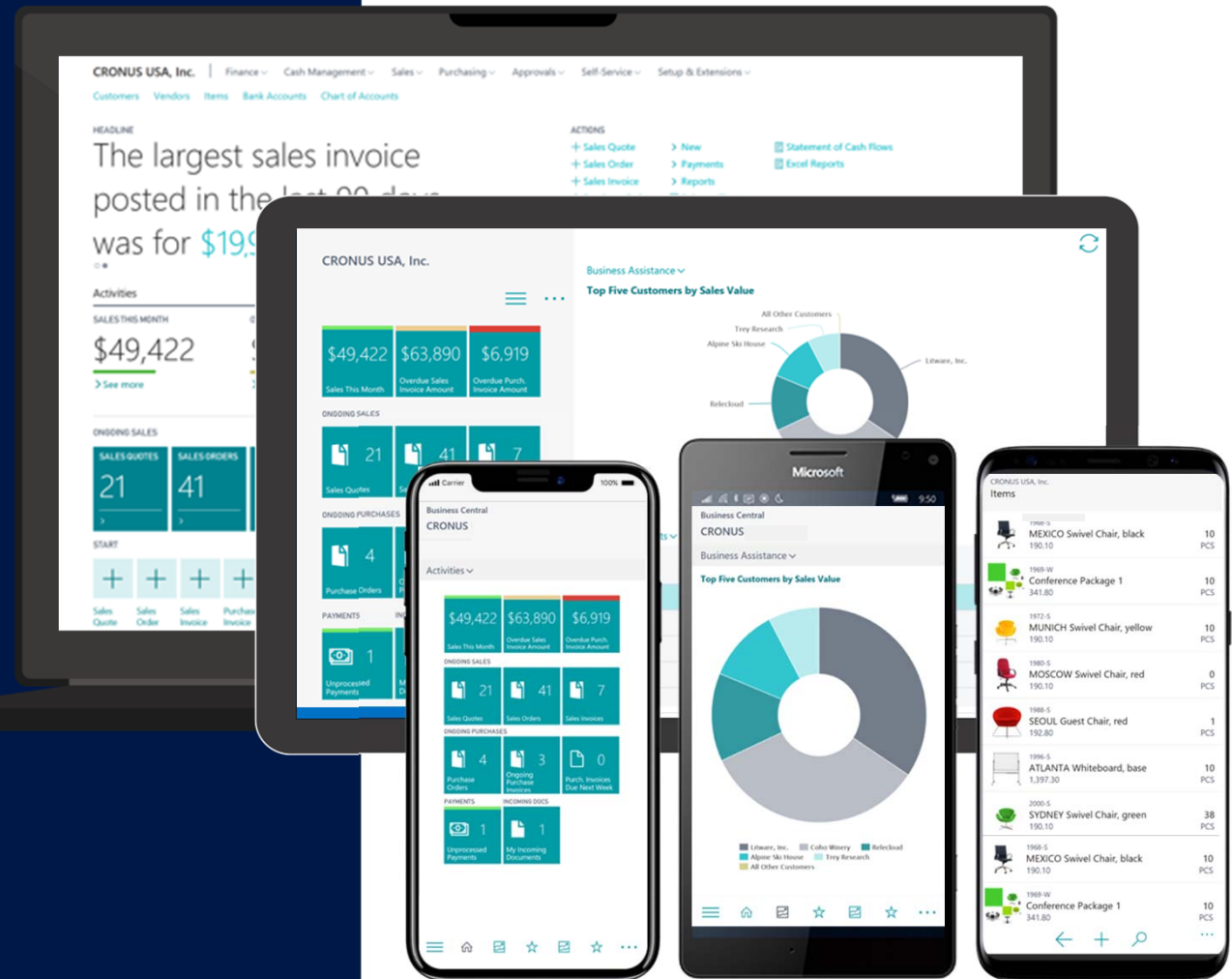
Create custom dashboards for real-time analysis using Microsoft Power BI



Work where your business takes you

Desktop, laptop, tablet, or phone
you get the same powerful
capabilities and rich functionality

Get one experience that's
consistent and secure across
Windows, iOS, and Android



Poll Question #1

Have you already learned something new about Dynamics 365 Business Central to this point in today's webcast?

YES

NO

DYNAMICS 365 BUSINESS CENTRAL PARTNERSHIPS

Current Partner Solutions

INDUSTRY

DATA
MASONS



PlannerOne®
Add Planning & Scheduling

INSIGHT
WORKS

XTIVIA

EXTENSIONS



avidxchange™

Continia

PAYROLL NOW
by Integrity
Data™

ChargeLogic

BI360

JetReports®

Binary Stream



POINT



ENVESTNET
YODLEE™



Zetadocs



FIELD LEVEL SECURITY
netsmartz

RSM

NFP/Government - Tangicloud

Think of Tangicloud as an extension of Microsoft Business Central to deliver additional—industry-specific—functionality typically not found in great commercial ERP products. Business Central delivers a richness of functionality for handling multiple companies, currencies, general ledger, payables, receivables, inventory, etc. Then Tangicloud extends this solution to add fully integrated, industry-specific functionality like:

- Advanced Allocations
- Fund Accounting
- Contacts with Donation Management
- Grant Management
- Budget Control



EDIT - FUND CARD

No.	F01	Designated Purpose	Healthcare
Name	USA Aid	Blocked	<input type="checkbox"/>
Legal Name	USAID	Budget	0.00
Legal Name 2		Commitments	0.00
Legal Name 3		Encumbrances	0.00
Fund Class Code	TEMPORARY	Actual	0.00
Fund Type Code	MISSION	Available	0.00

Restrictions & Pooling

Restricted From Date	1/1/2015	Fiscal Year Ends	6/30/2016
Restricted To Date	12/31/2017	Allocation No.	
Usage Restriction	Healthcare Clinic		

Source

Source Name	US Government	Source ID	
Source Address		CYDA #	73124
Source Address 2		Source Phone No.	
Source City		E-Mail	
Source Contact		Home Page	

CRONUS Nonprofit

Chart of Accounts + new

No.	Name	Budget	Commitments	Encumbrance Amount	Actual	Available Amount	Income/Exp.	Account Type	Totaling
6910	Satisfaction of use restri...	0.00	0.00	0.00	5,251.29	-5,251.29	Income Stat...	Posting	
6920	LIB&E acquisition satisfi...	0.00	0.00	0.00	0.00	0.00	Income Stat...	Posting	
6930	Time restriction satisfac...	0.00	0.00	0.00	0.00	0.00	Income Stat...	Posting	
6990	Total Net assets release...	0.00	0.00	0.00	5,251.29	-5,251.29	Income Stat...	End-Total	6900.6990
6999	TOTAL INCOME	3,194,550.00	0.00	0.00	3,829,302.87	7,023,852.87	Income Stat...	End-Total	4000.6999
7000	EXPENSES	0.00	0.00	0.00	0.00	0.00	Income Stat...	Begin-Total	
7005	Grants, contracts, & dir...	0.00	0.00	0.00	0.00	0.00	Income Stat...	Posting	
7010	Contracts - program-rel...	0.00	0.00	2,499.61	26,165.86	-28,665.47	Income Stat...	Posting	
7020	Grants to other organiz...	109,000.00	0.00	0.00	270,527.78	-161,527.78	Income Stat...	Posting	
7040	Awards & grants - indiv...	0.00	0.00	0.00	-500.00	500.00	Income Stat...	Posting	
7050	Specific assistance - ind...	54,500.00	0.00	0.00	-1,000.00	55,500.00	Income Stat...	Posting	
7060	Benefits paid to or for...	0.00	0.00	0.00	0.00	0.00	Income Stat...	Posting	
7099	Total Grants, contracts...	163,500.00	0.00	0.00	295,193.64	-131,693.64	Income Stat...	End-Total	7005.7099
7200	Salaries & related expe...	0.00	0.00	0.00	0.00	0.00	Income Stat...	Posting	
7210	Officers & directors sala...	261,600.00	0.00	0.00	387,300.11	-125,700.11	Income Stat...	Posting	
7220	Salaries & wages - other	1,635,000.00	0.00	0.00	1,739,522.45	-104,522.45	Income Stat...	Posting	
7230	Pension plan contribut...	96,100.00	0.00	0.00	0.00	96,100.00	Income Stat...	Posting	
7240	Employee benefits - not...	216,000.00	0.00	0.00	230,633.08	-12,633.08	Income Stat...	Posting	
7250	Payroll taxes, etc.	189,660.00	0.00	0.00	171,210.59	18,449.41	Income Stat...	Posting	

Multi-Entity Management - Binary Stream

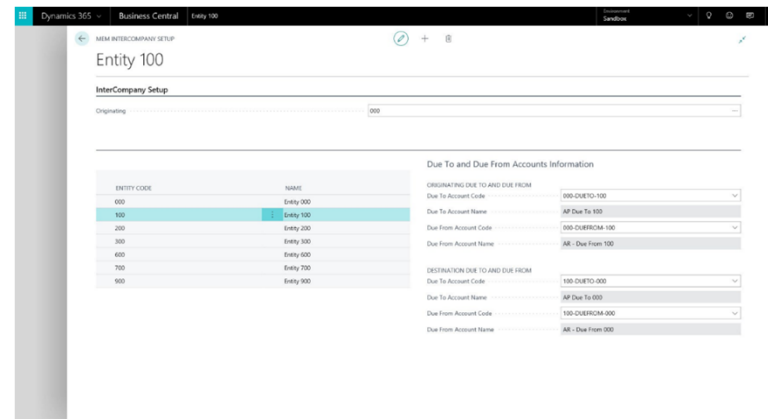
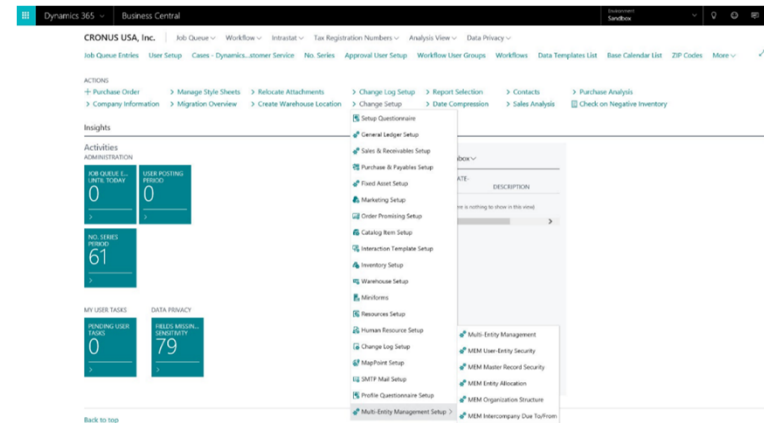
Consolidate and track all your legal entities in order to streamline intercompany transactions, control security access and improve workplace efficiency. Multi-Entity Management (MEM) for Microsoft Dynamics 365 Business Central centralizes the processing of purchase orders, receipts, payroll, invoices, and more. The automation of these various tasks reduce the potential for human error and maintains data integrity. As a result, MEM allows you to reposition your resources for a better return on your ERP investments and helps you make informed business decisions.

Features and Benefits

- Consolidate your multiple legal entities into a single instance to maintain consistent customer, vendor, item, and fixed asset master data for easy sharing.
- Provides greater visibility into corporate performance by allowing consolidated real-time reporting for all business entities.
- Add a flexible user-entity security layer fully integrated into Microsoft Dynamics 365 Business Central.
- Create audit-friendly, up-to-date financial reporting for a smoother period-end experience.



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Bank Reconciliation – Investnet Yodlee

Investnet Yodlee Bank Feeds offers the ability to link to online bank accounts to import electronic bank statements for use in payment reconciliation.

The Investnet Yodlee Bank Feeds extension provides the following benefits:

- Removes the need for manual entry
- Improves efficiency and accuracy when doing payment reconciliation
- Supports a large number of banks
- Allows up-to-date information about bank transactions from within Dynamics 365 Business Central
- Supports manual as well as automatic bank feeds
- Enables outsourcing of payment reconciliation to an accountant by providing access to bank statements.

This screenshot shows the 'EDIT - INVESTNET YODLEE BANK FEEDS SERVICE SETUP' page in Dynamics 365 Business Central. The page has a 'General' tab selected. Under the 'CONSUMER' section, there are input fields for 'Consumer Name' and 'Consumer Email Address', with the email field containing 'stan@contoso.com'. To the right, under the 'ENABLING' section, there are checkboxes for 'Accept Terms of Use' and 'Enabled', both of which are currently unchecked.This screenshot shows a 'LINK ACCOUNT' dialog box for US Bank. It includes a note about accessing a third-party website and service. The dialog contains the US Bank logo, the website 'www.usbank.com', and a link to the privacy policy. Below this, it prompts the user to 'Please enter your U.S. Bank online account credentials.' There are three input fields: 'Personal ID' (containing 'john@contoso'), 'Password' (masked with asterisks), and 'Re-enter Password' (also masked). A 'NEXT' button is at the bottom right of the dialog, and 'OK' and 'Cancel' buttons are at the bottom right of the overall window.

DYNAMICS 365 BUSINESS CENTRAL FOCUS

Core Accounting

- Microsoft's ERP cloud solution from small business to middle market enterprises
- Supports compliance for both GDPR and SOX
- Utilizes dimensional accounting for chart of accounts for easy management and reporting
- "All-in-one" priced solution for financials, project accounting, fixed assets and purchasing
- Migration tools available for most accounting solutions

Complex ERP

- Microsoft's ERP cloud solution for small and mid-market distributors and manufacturers (discrete, jobs, blending)
- Integrated solution based on Microsoft platform for full supply chain management - including office productivity, mobile sales and service, warehouse management, eCommerce, and EDI.
- Designed for global companies with multiple locations and business units

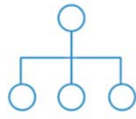
Industries

- Wholesale Distribution
 - Consumer Package Goods
 - Industrial Products
- Discrete Manufacturing
 - Industrial Products
 - Job Shop
 - Metal Fabrication
- Consumer Products
 - Quality
 - Lot trace

RSM Industry Solution – Food & Beverage



Commodity Contract
Management for
Grower (CCM)



Expanded Inventory
Trace (IT)



Freshness Rules



Trade Promotions
Management (TPM)



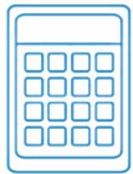
Quality
Management



Dock Management



Clear Thru



Vendor Certification



Sales Proration

Poll Question #2

Which term best describes your current Dynamics GP solution footprint?

CORE Accounting

COMPLEX ERP

NEITHER or UNSURE

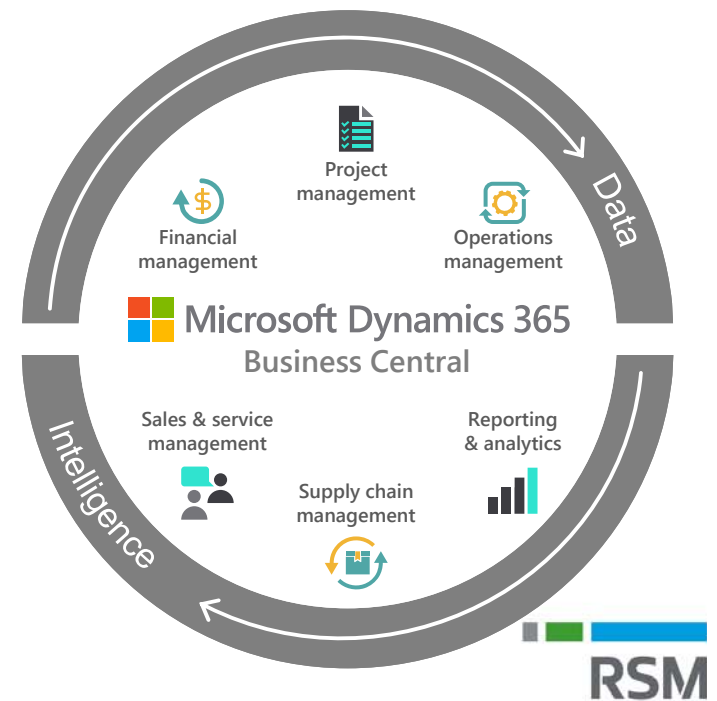
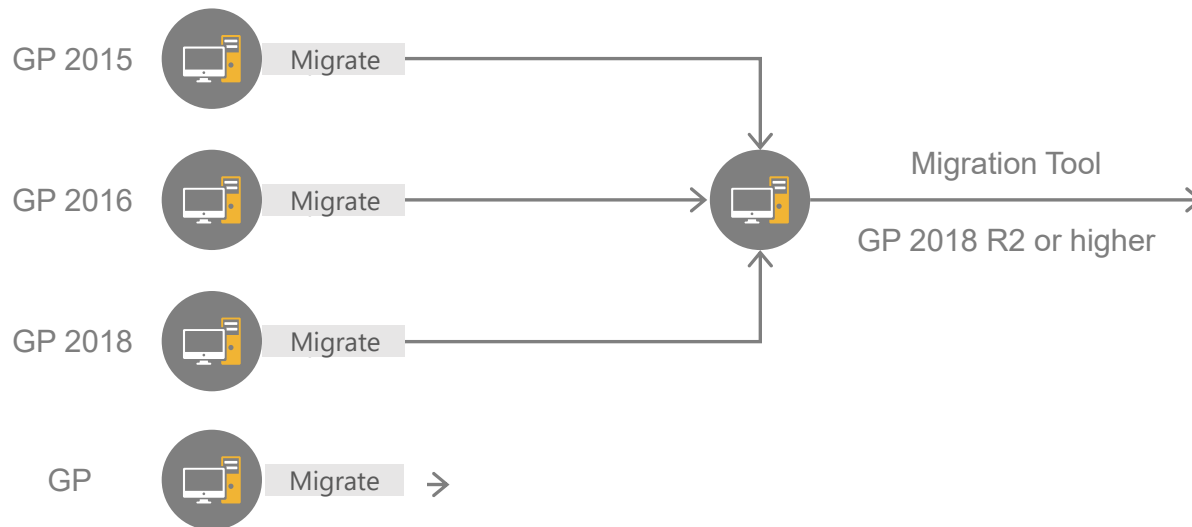
WHY CONSIDER DYNAMICS 365 BUSINESS CENTRAL?

GP: Migrate to Business Central Cloud

On-premises

Cloud

February 2020



GP Migration Enhancements – Wave 1 2020



NOTE: Roadmap is subject to change during the course of development cycles.

Why Migrate to Business Central? The tenants of the Business Case

- ❑ Cloud Strategy – taking advantage of other Microsoft Cloud apps and tools (CRM, Talent, PowerBI, etc.) when moving to Business Central
- ❑ Interoperability – the importance of having your accounting system work in unison with employee productivity tools from Office, including Outlook, Excel, SharePoint and Power BI
- ❑ Extensibility – most current Dynamics GP partner solutions have a Business Central offering, if necessary
- ❑ Functionality – same or similar functionality as Dynamics GP
- ❑ Value – discounted licensing for current Dynamics GP customers

Dimensions from Segments

Dimensions

NO.	NAME	CODE 1	NAME	FILTER CAPTION	CODE CAPTION	DESCRIPTION	BLOCKED
10000	BALANCE SHEET						
10001	ASSETS	BUSINESSUNIT	Businessunit	Businessunit Filter	Businessunit Code		
10100	Checking account	COMPANY	Company	Company Filter	Company Code		
10200	Saving account	CUSTOMERGROUP	Customer Group	Customergroup Filter	Customergroup Code		
10300	Petty Cash	DEPARTMENT	Department	Department Filter	Department Code		
10400	Accounts Receivable	DEPT CODE	Dept code	Dept code Filter	Dept code Code	TCW Testing	
10500	Prepaid Rent	EVENT	Event	Event Filter	Event Code		
10600	Prepaid Insurance	GRANTTYPE	Grant Type	Grant Type Filter	Grant Type Code	GRANT MGMT	
10700	Inventory	ITEM-NO	Item-no	Item-no Filter	Item-no Code		
10800	Equipment	JOBS-PROJECTS	Jobs-projects	Jobs-projects Filter	Jobs-projects Code		
10900	Accumulated Depreciation	LOC	Location	Location Filter	Location Code	TCW Testing	
10910	WIP Job Sales	LOCATIO	Locatio	Locatio Filter	Locatio Code		
10920	Invloiced Job Sales	REGION	Region	Region Filter	Region Code		
10940	Accrued Job Costs	RESTRICTION	Restriction	Restriction Filter	Restriction Code		
10950	WIP Job Costs	REV CODE	Rev code	Rev code Filter	Rev code Code		
10990	TOTAL ASSETS	STATE	State	State Filter	State Code		
20001	LIABILITIES						
20100	Accounts Payable						
20200	Purchase Discounts						
20300	Purchase Returns & Allowances						
20400	Deferred Revenue						
20500	Credit Cards						
20600	Sales Tax Payable						
20700	Accrued Salaries & Wages						
20800	Federal Withholding Payable						
20900	State Withholding Payable						
21000	FICA Payable						

Chart of Accounts

CODE	NAME	DIMENSION VALUE TYPE	TOTALING
LARGE	Large Business	Standard	
MEDIUM	Medium Business	Standard	
SMALL	Small Business	Standard	

Values

Combinations

CODE 1	NAME	BUSINESSUNIT	COMPANY	CUSTOMERGROUP
BUSINESSUNIT	Businessunit	-	-	-
COMPANY	Company	-	-	-
CUSTOMERGROUP	Customer Group	-	-	-
DEPARTMENT	Department	-	-	Limited
DEPT CODE	Dept code	Limited	-	-
EVENT	Event	-	-	-
GRANTTYPE	Grant Type	-	-	-
ITEM-NO	Item-no	-	-	-
JOBS-PROJECTS	Jobs-projects	-	-	-
LOC	Location	-	-	-
LOCATIO	Locatio	-	-	-
REGION	Region	-	-	-
RESTRICTION	Restriction	-	-	-
REV CODE	Rev code	-	-	-
STATE	State	-	-	-
STORE	Store	-	-	-
VOYAGE	Voyage	-	-	-

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Saved Views aka Smartlists

The screenshot displays the RSM software interface with three overlapping windows illustrating SmartList features:

- Filter View:** A window titled "CUSTOMERS | WORK DATE: 6/26/2020" showing a list of customers with columns for NO. 1, NAME, RESPONS. CENTER, LOCATION CODE, PHONE NO., and CONTACT. A green arrow points to this window from the "Filter View" label.
- Multi-Filter:** A window titled "CUSTOMERS | WORK DATE: 6/26/2020" showing a list of customers with columns for NO. 1, NAME, RESPONS. CENTER, LOCATION CODE, PHONE NO., and CONTACT. A green arrow points to this window from the "Multi-Filter" label.
- SmartList:** A window titled "CUSTOMERS | WORK DATE: 6/26/2020" showing a list of customers with columns for NO. 1, NAME, RESPONS. CENTER, LOCATION CODE, PHONE NO., and CONTACT. A green arrow points to this window from the "SmartList" label.

Annotations include green arrows pointing to the respective windows and a green arrow pointing to the "SmartList" tab in the bottom window's navigation bar.

SmartList

Account Schedules from Management Reporter

NAME ↑	DESCRIPTION	LAYOUT	NAME
I_CACycle	Data for Cash Cycle Chart	PERIODS	
I_CASHFLOW	Data for Cash Flow Chart	PERIODS	
I_INCEXP	Data for Income & Expense Chart	PERIODS	
I_MINTRIAL	Data for Reduced Trial Balance Info Part	PERIODS	
M-BALANCE	Balance Sheet	M-BALANCE	
M-CASHFLOW	Cash Flow Statement	M-NETCHANG	
M-INCOME	Income Statement	M-NETCHANG	
M-RETAIND	Retained Earnings	M-NETCHANG	

Report

Balance Sheet

Period Ending 10/09/19
CRONUS Corporate

Fiscal Start Date: 01/01/19
All amounts are in USD.

Description	Balance
Assets	
Current Assets	
Cash	98,187.63
Accounts Receivable	72,893.84
Inventory	73,141.26
Total Current Assets	244,222.73
Fixed Assets	
Equipment	5,498.00
Accumulated Depreciation	3,499.00
Total Fixed Assets	8,997.00
Total Assets	253,219.73
Liabilities	
Current Liabilities	61,543.29
Total Liabilities	61,543.29
Equity	
Common Stock	20,000.00
Retained Earnings	171,676.44
Total Equity	191,676.44
Total Liabilities & Equity	253,219.73

Schedules/Reports

Build

General

Account Schedule Name: I_CACycle View by: Year

Column Layout Name: PERIODS Date Filter: 01/01/19..12/31/19

Dimension Filters Show more

Department Filter: G/L Budget Filter:

Customergroup Filter:

ROW NO.	DESCRIPTION	CURRENT PERIOD	CURRENT PERIOD - 1	CURRENT PERIOD - 2
10	Total Revenue	-625,983.70	-478,463.14	-458,677.94
20	Total Receivables	72,893.84	2,870.00	2,870.00
30	Total Payables	-49,421.55	-	-
40	Total Inventory	-150.30	23,273.60	4,410.60
100	Days of Sales Outstanding	41.92	2.16	2.25
110	Days of Payment Outstanding	28.42	-	-
120	Days Sales of Inventory	-0.09	17.51	3.46
200	Cash Cycle (Days)	70.43	-15.35	-1.21

Product Quotes from Basic Requisitions

← PURCHASE QUOTE

12345 · RSM US - James

Process Request Approval Print/Send Quote Release Navigate More options

General

No.

Vendor Name

Contact

Document Date

Lines Manage More

→ Item

Subtotal Excl. Tax (USD)

Inv. Discount Amount (USD)

Invoice Discount %

← WORKFLOW

MS-PIAPW-04

Import from File Export to File

Code

Description

Category

Enabled

Workflow Steps Manage

When Event

→ Approval of a purchase document

An approval request is approved

An approval request is approved

An approval request is rejected.

An approval request for a purch

An approval request is delegated

← PURCHASE ORDER

106073 · RSM US - James

Process Release Posting Order Request Approval Print/Send Navigate Actions Navigate Fewer options

General

Vendor Name RSM US - James

Contact James Fischer

Document Date 1/28/2020

Vendor Invoice No. 12345

Vendor Shipment No.

Lines Manage More options

→ Item

Subtotal Excl. Tax (USD) 300.60

Inv. Discount Amount (USD) 0.00

Invoice Discount % 0

Total Excl. Tax (USD) 300.60

Total Tax (USD) 9.02

Total Ind. Tax (USD) 309.62

Details Attachments (0)

Documents

0 Files

Drag files here to upload

Learn more about Zetadocs

Vendor Statistics

Vendor No. V00030

Balance (\$) 0.00

Outstanding Orders (\$) 309.62

Amt. Rcd. Not Invd. (\$) 0.00

Outstanding Invoices (\$) 0.00

Total (\$) 309.62

Overdue Amounts (\$) as of 0... 0.00

Invoiced Prepayment Amoun... 0.00

Payments (\$) 881.02

Refunds (\$) 0.00

Last Payment Date 6/26/2017

Buy-from Vendor History

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Pricing for Dynamics Customers



Business Central
Essentials

~~\$70~~-\$42
Per user/month



Business Central
Premium

~~\$100~~-\$60
Per user/month

- Must be current on Dynamics GP Enhancement
- Team Members: \$5 per user/month
- Premium includes Production and Service Management

5-Year Total Cost of Ownership (Example)

		Dynamics GP	Dynamics 365
Break Even	Licensing	\$4,500	\$2,016*
	Upgrade Services	\$12,000	-
	Hosting Services	\$15,000	
	Migration Services	-	\$40,000
	Year 1	\$31,500	\$42,016
	Year 2	\$19,500	\$2,016
	Year 3	\$19,500	\$2,016
	Year 4	\$19,500	\$2,016
	Year 5	\$31,500**	\$2,016
	Total	\$121,500	\$50,080

*- assumes 4 named users of Essentials

** - Upgrade of GP in Year 5

Poll Question #1

Given what you have learned and understood about Dynamics 365 Business Central today, would you recommend that your company should consider Business Central as an option for your future accounting/ERP application?

YES

NO

NEED MORE INFORMATION

CUSTOMER STORY

Boys & Girls Club

- Situation: Current Office 365 / Managed IT customer who needed an upgrade to Dynamics GP
- Approach: Utilized dimensions to meet grant accounting needs
- Conversation: Focused on TCO with added value of other Dynamics 365 apps
- Results:
 - D365 Business Central
 - Power BI
 - D365 Sales for Volunteer/Donation Management (future)



THANK YOU FOR
YOUR TIME AND
ATTENTION

