

Webinar

Microsoft Dynamics Cloud - Executive Briefing

May 2, 2024

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Partner Only Conference



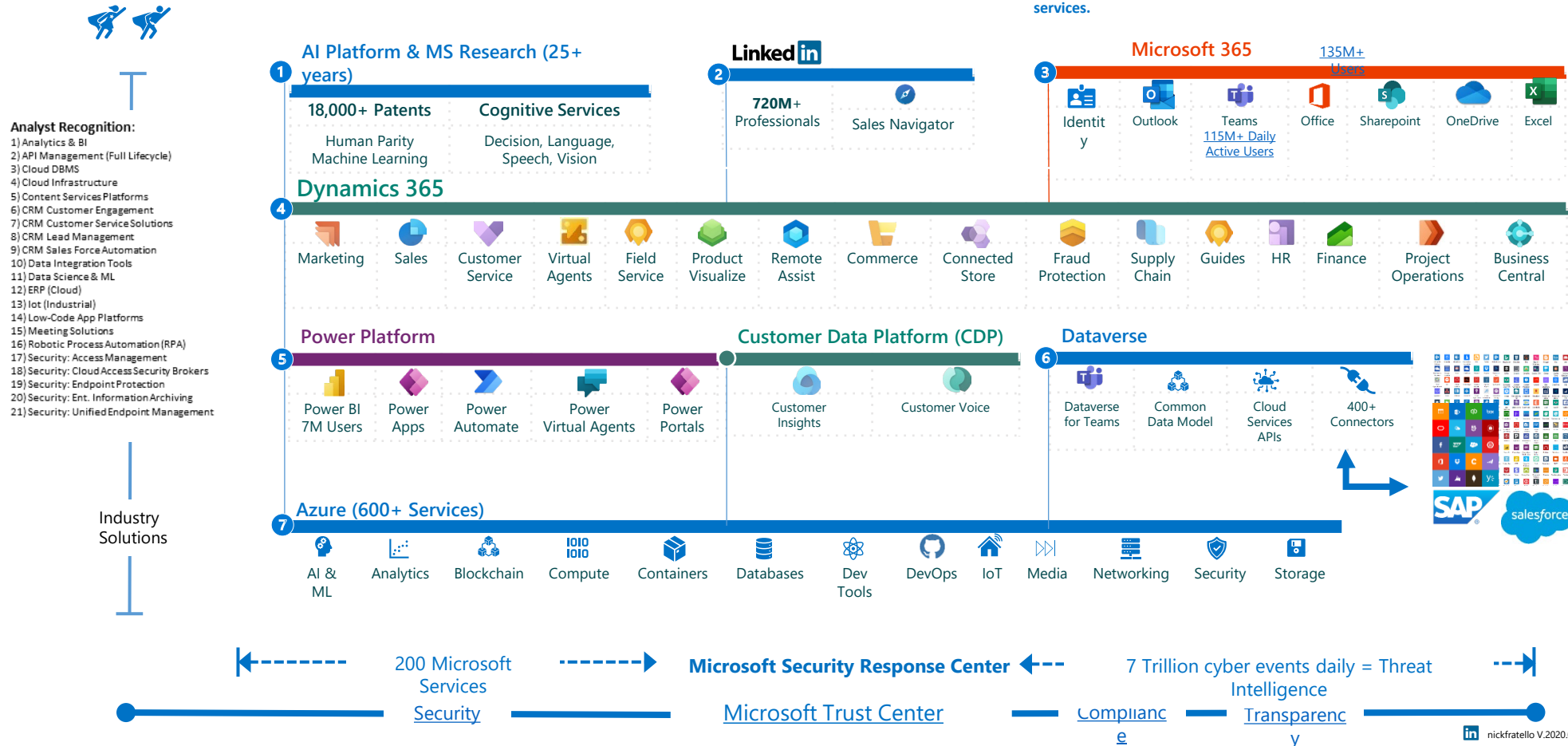
Going All in with the Cloud



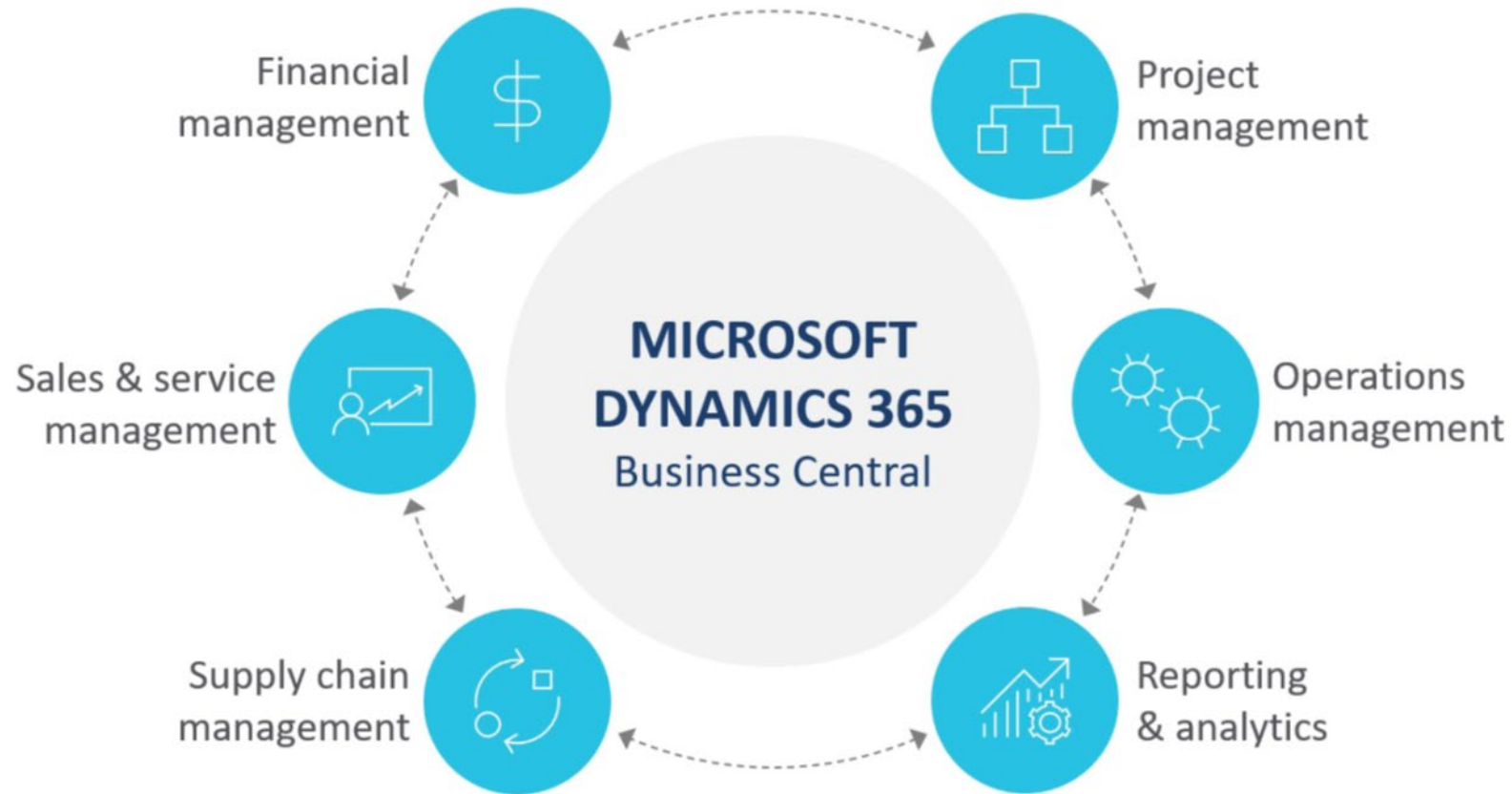
Microsoft Platform Highlights

Microsoft Business Application Solution Ecosystem

Microsoft's Business Applications are built on **Azure**, using a **Common Data Model** that unifies data in **Dataverse**. **Power Platform** is the low code extensibility solution for Microsoft's **Office 365**, **Teams**, **Dynamics 365** business applications (CRM & ERP) and integrates with **400+ services**.



Dynamics BC Components



Extensive Eco System

The screenshot displays the Microsoft AppSource website interface. At the top, there are browser tabs for 'KMnet Home Page - Home' and 'Microsoft AppSource - destination'. The address bar shows 'appsource.microsoft.com/en-us/'. The Microsoft logo and 'AppSource' branding are visible, along with a search bar and navigation options for 'United States | EN'. The main heading reads 'Get the right app for your business needs' with a subtext: 'Find solutions that enable innovation, drive business outcomes, and help you get more done with what you already have.' Below this is a call to action: 'Explore business solutions now' with a 'See all apps' button. A navigation menu includes 'Categories', 'Industries', and 'Products', with 'Categories' selected. A grid of 15 category buttons is shown, each with an icon and text: AI + Machine Learning, Analytics, Collaboration, Commerce, Compliance & Legal, Customer Service, Finance, Geolocation, Human Resources, Internet of Things, IT & Management Tools, Marketing, Operations & Supply Chain, Productivity, and Project Management.

Directions 2024 Update



Key Takeaways – Theme

- AI, AI, AI
 - Lots of Chatter
- Microsoft Co-Pilot
 - Industry Examples
 - Sales
 - Finance
 - Operations

Dynamics BC Investment Areas

Dynamics 365 Business Central 2024 release wave 2 investment areas

AI powered business

• Finance

- Collections improvements
- Regulatory requirements

• Supply chain

- Project and Service optimizations
- Field Service Integration with Service Management

• Generative AI

- Create orders from Chat
- Page summarization
- Payment reconciliation
- E-document more matching
- Drag and Drop on Prompt Dialog
- Late payment prediction – new model
- 3rd party knowledge bases
- More languages
- And more to come.....

• Reporting

- Power BI apps
- Embedded Power BI pages
- Improved Report Explorer
- More Excel Layout reports
- Improved Data Analysis
- Improved Document Reporting
- Sustainability Role Center and Goals

World class service

• Geographic expansion

- Additional countries

• User experience

- Share errors details with Power Automate
- Actionable permissions errors

• Power Platform

- Additional Power Automate templates
- More data and business events exposed

• Fundamentals

- Performance – Easier profiling
- Scalability
- Reliability
- High Availability

• Efficient development

- No friction in testing app dependencies

• Administration

- Flexible update management
- Comprehensive Admin Center app management
- Auditing in Microsoft Purview

Key Takeaways – Functional Features

- More Sophisticated Finance
- Expanded Manufacturing
- Enhanced Distribution

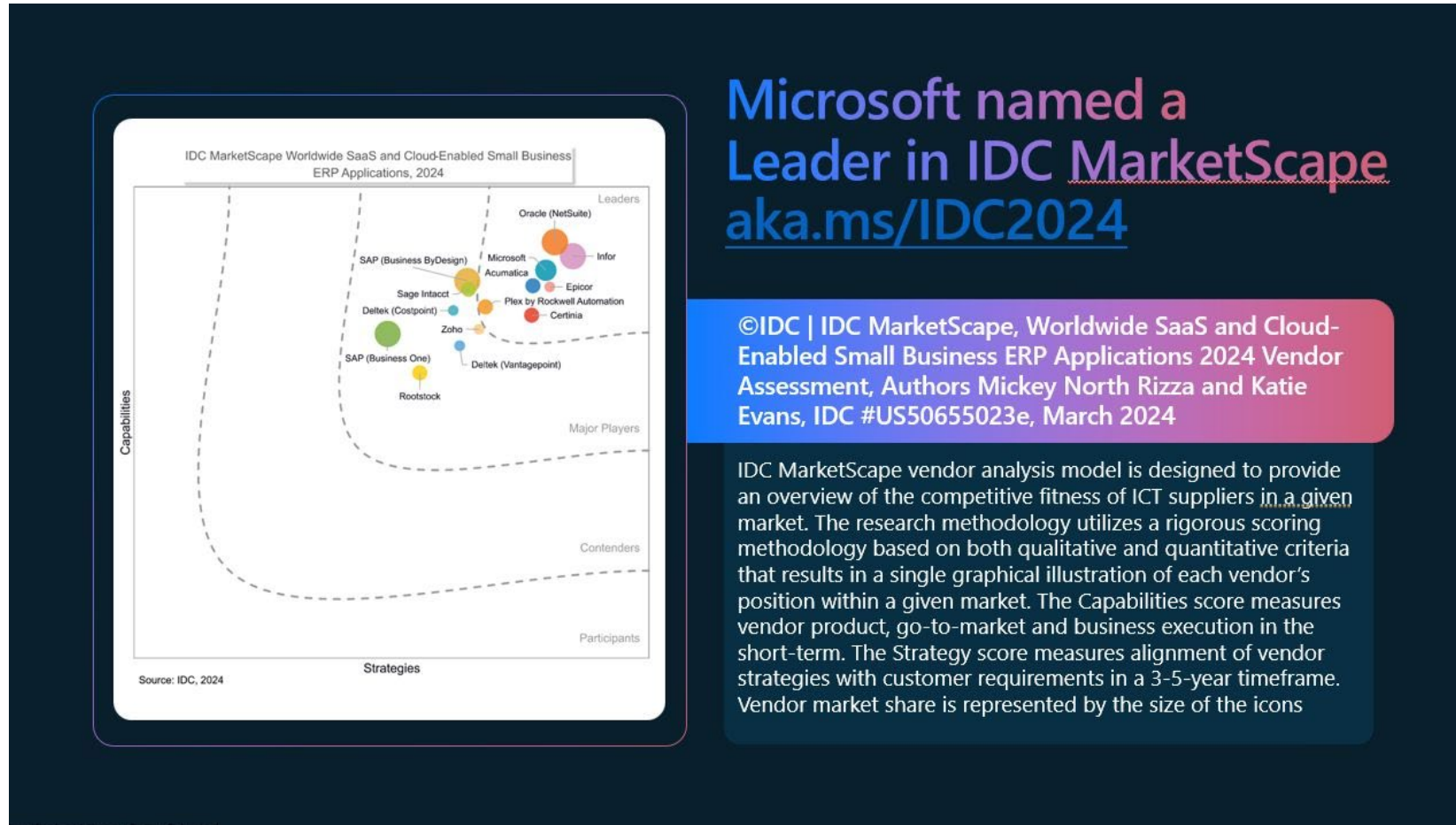
Key Takeaways – Ecosystem

- Ever Expanding ISV Presence
 - Response to Market Opportunities!
- Analytics Solutions Maturity
 - Power BI
 - COSMOS
 - SOLVER

Key Takeaways – Core Capabilities

- Application Automation
 - Page Scripting
- Support for Larger Installations
 - Scaling it up
- Strong Market Momentum
 - Microsoft Cloud

Looking Ahead



Microsoft named a Leader in IDC MarketScape [aka.ms/IDC2024](https://www.idc.com/analysis/erp-applications-2024)

©IDC | IDC MarketScape, Worldwide SaaS and Cloud-Enabled Small Business ERP Applications 2024 Vendor Assessment, Authors Mickey North Rizza and Katie Evans, IDC #US50655023e, March 2024

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the icons

Thank You!



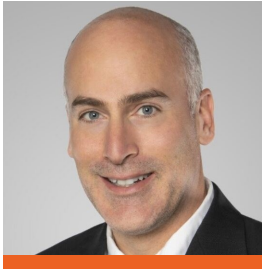
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