

Microsoft Cloud Accounting Tips and Tricks



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Digital Transformation Journey

- Digital transformation is an effort by management to leverage the latest information technology capabilities.
 - This is done by improving and integrating business processes within the organization and with outside parties such as suppliers and customers.
- This journey is an evolutionary process, and its pace is dictated by management and driven by several factors such as capabilities, resources, competitive forces and client demands.
- Every organization embarks on this journey, but to what extent and at what pace?



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Digital Transformation Defined

- Digital transformation is the ability for an organization to leverage the latest information technologies in order to achieve capabilities such as:
 - Establishing highly integrated operational processes
 - Enabling collaboration within the organization
 - Enabling customer interaction with our systems
 - Integrating within the supply chain network
 - Improving management decision making capabilities
 - Viewing data as an organizational asset
 - Developing capabilities to maximize data asset values
 - Establishing proper safeguards for data assets



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Transformation Accelerators

- Recent Events – Realization that employees need the ability to securely work and collaborate anywhere/anytime with ease.
- Industry Realities – Competitive pressures and customer expectations for product and service delivery capabilities.
- Technological Advances – Recent improvements and price reductions in cloud computing, process automation and analytics.
- Managerial Priorities – Executive leadership's view on priorities and allocation of needed resources to upgrade systems to attract/retain talent to better support growth and profitability plans.



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Transformation Rewards

- Operational Agility – Ability to adjust to changing conditions in a rapid response manner.
- Lowered Transaction Costs – Tightly integrated systems offer increased process efficiencies.
- Improved Decision Making – Data becomes more of a digital asset; easier to slice and dice/dashboards.
- Increased Customer Loyalty – Customers across generations find ways suitable for them to conduct commerce.
- Recruiting and Retainage – Ability to attract better talent and hold on to existing ones due to better capabilities.
- Improved Cyber Resiliency – Reducing risks through leveraging cloud provider security expertise.



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Middle Market Leaders



Case Discussion





Microsoft Business Application Solution Ecosystem

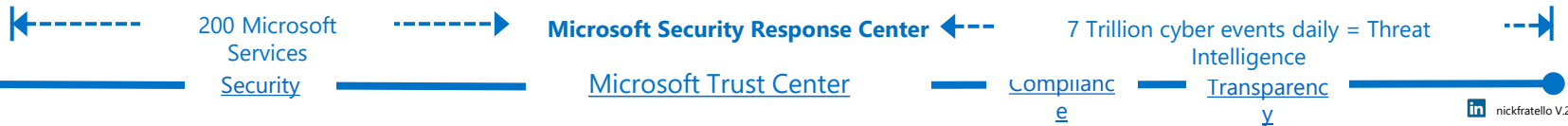
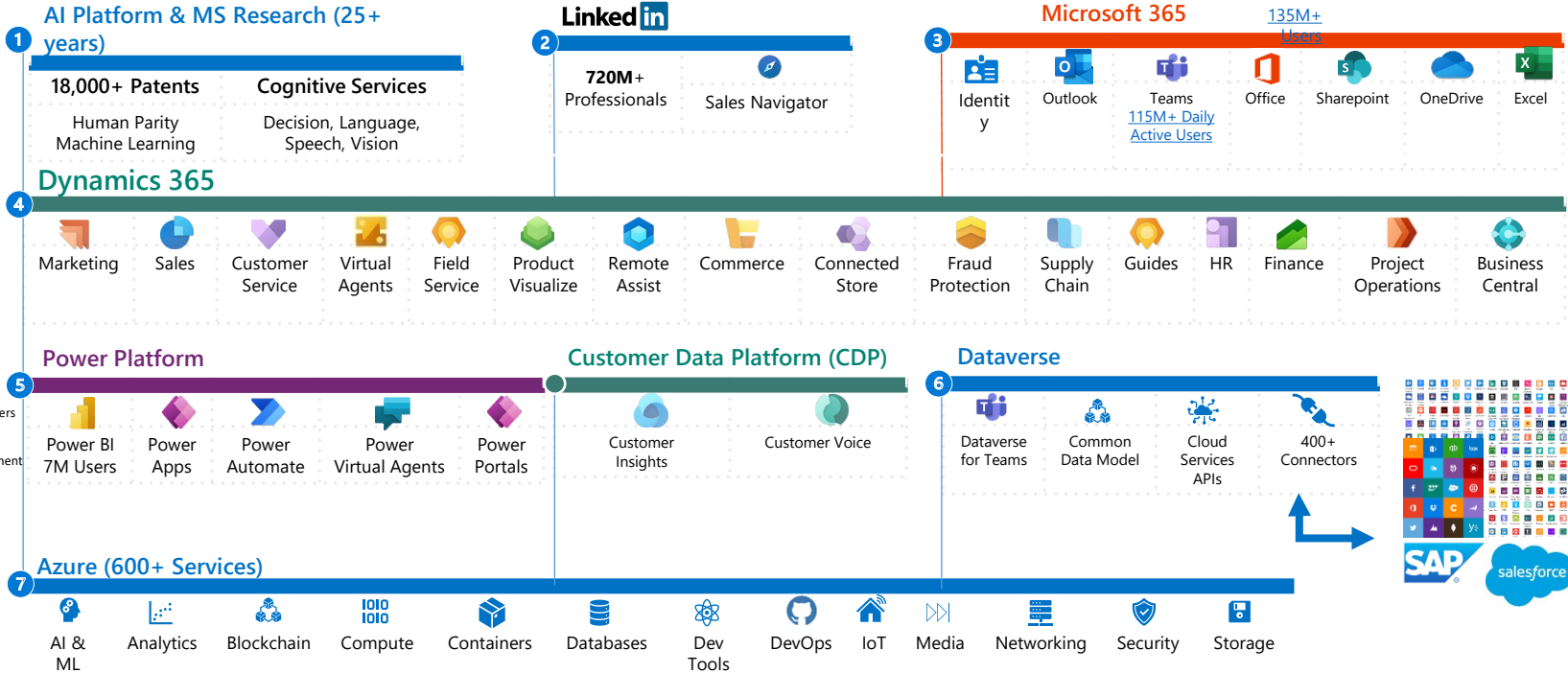
Microsoft's Business Applications are built on Azure, using a **Common Data Model** that unifies data in **Dataverse**. **Power Platform** is the low code extensibility solution for Microsoft's **Office 365**, **Teams**, **Dynamics 365** business applications (CRM & ERP) and integrates with **400+ services**.



64K+ Partners

Analyst Recognition:

- 1) Analytics & BI
- 2) API Management (Full Lifecycle)
- 3) Cloud DBMS
- 4) Cloud Infrastructure
- 5) Content Services Platforms
- 6) CRM Customer Engagement
- 7) CRM Customer Service Solutions
- 8) CRM Lead Management
- 9) CRM Sales Force Automation
- 10) Data Integration Tools
- 11) Data Science & ML
- 12) ERP (Cloud)
- 13) Iot (Industrial)
- 14) Low-Code App Platforms
- 15) Meeting Solutions
- 16) Robotic Process Automation (RPA)
- 17) Security: Access Management
- 18) Security: Cloud Access Security Brokers
- 19) Security: Endpoint Protection
- 20) Security: Ent. Information Archiving
- 21) Security: Unified Endpoint Management



nickfratello V.2020.02

Accounting & Finance



Business Process Capability Examples

- **Challenge – Setting up a New Customer**
 - **Solution: Create a workflow to automate the process**
- **Challenge – Tediously long journal entries**
 - **Solution: Create an excel template and copy and paste!**
- **Challenge – Update Massive Amounts of Data**
 - **Solution: Edit and Publish in Excel**



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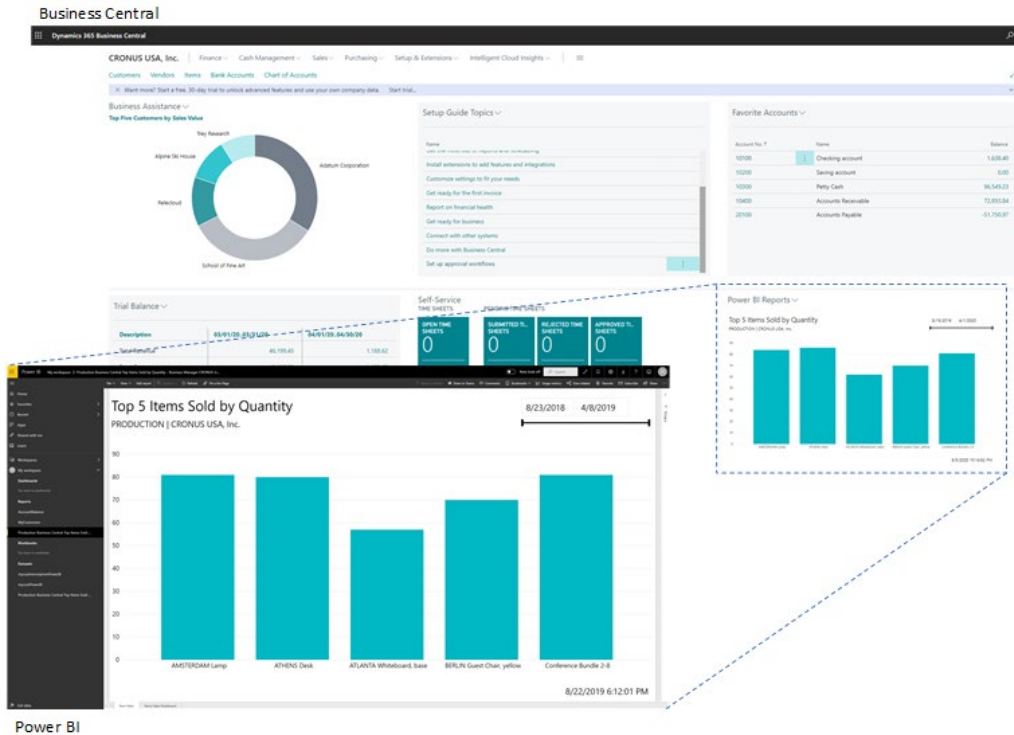
Reporting & Analytics

- Dynamics BC Reporting/Dashboard Introduction
- Jet Reports Overview
- Power BI Overview
- Business Capability Examples



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Business Central's Reporting Dashboard



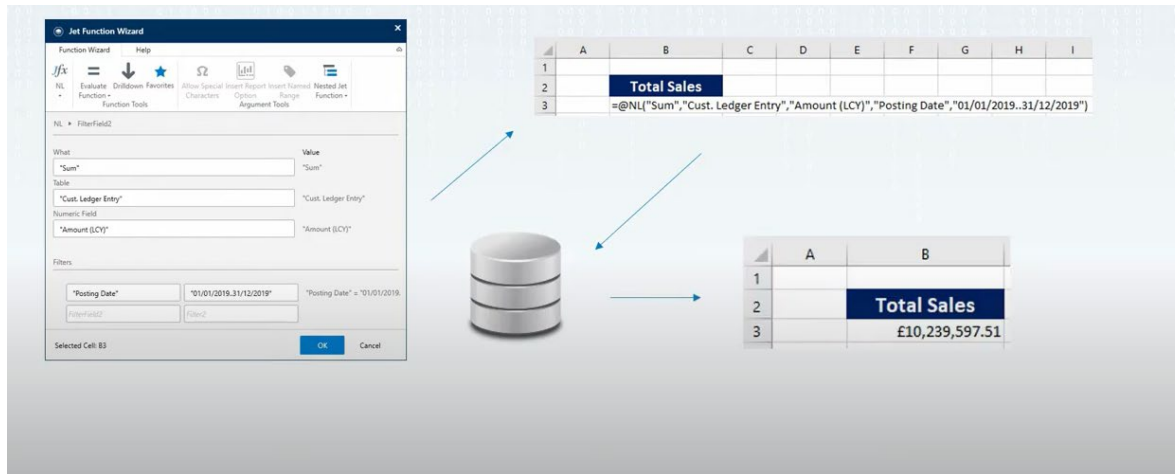
Power BI

- Business Central incorporates data visualization tools which present live data right from the home screen
- This can include standard charts or custom PowerBI reports



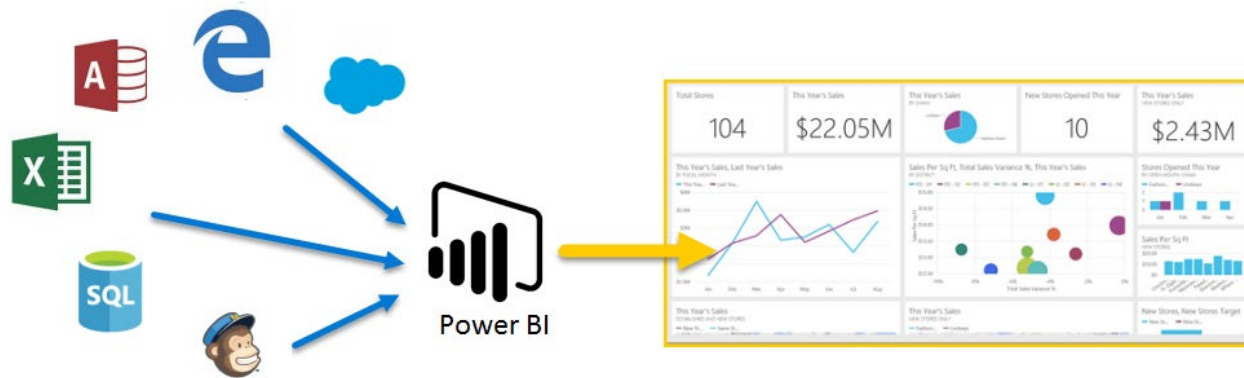
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Jet Reports Overview



- Excel add-on used to query data from Dynamics Business Central and return it to an Excel spreadsheet
- Data is typically filtered and organized before it gets to Excel, so it avoids transmitting large amounts of information
- Various other Excel features can then be used to refine and present the information; typically formulas, Pivot Tables, Pivot Charts and even macros are used

Microsoft Power BI Overview



- Power BI is a collection of tools that work together to create customized reports, charts, and insights
- A wide variety of data sources can be used, not just those from Microsoft
- Reports can be built using the Desktop app, a cloud service, or on a mobile app

Reporting Challenge – Example I

- Finance/Controller would like to create and distribute a report based on the balance sheet showing individual G/L accounts for expenses
- Users who will view the report are not used to using Business Central, and typically use Microsoft Office applications
- Finance would like to format and distribute the report by email
- Solution:
 - Build a report in Jet Reports
 - Save the report and attach to email



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Reporting Challenge – Example II

- A business manager wants to see an interactive chart showing total outstanding AP, organized by how many days past due the invoices are within Business Central
- There should be details on the vendor and invoices
- Data should be live, and the chart should not require a user to refresh the data
- Solution:
 - Build a report in Power BI
 - Publish to Business Central



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Assessing Your Needs

- Are you using older or outdated business applications?
- Are most of your key systems still on-premise?
- Are your key applications difficult to integrate with one another?
- Are you heavily dependent on Excel to address deficiencies?
- Are your systems cyber security and information privacy ready?
- Do you have strong business continuity capabilities?
- Are you taking advantage of the latest industry offerings?
- Are your systems making your employees more productive?
- Are your systems helping you gain competitive advantage?



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Concluding Comments

- Pathway towards leveraging updated Financial/ERP systems to achieve digital transformation varies from one organization to another.
 - One size does not fit all!
 - Simpler is better
 - Strategic clarity is needed
- What is your roadmap?
 - Arrange a consult/discussion session on plans and needs to determine a best fit approach.
- Microsoft Cloud Opportunities?
 - Arrange a Complimentary Microsoft Test Drive to identify opportunities.



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Thank You for Attending!

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