



Microsoft cloud and Business Central 2023 Wave 2

Oseberg Customer Event 9th November 2023

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Agenda

- Worked with NAV/BC for 20+ Years
- Roles as developer, consultant with partners and customers
- 8+ Years with Microsoft in various roles in Europe and DK all with BC as main focus





Business Applications and Business Central online Strategy

Microsoft Cloud

Industry-specific components



Microsoft 365



Dynamics 365



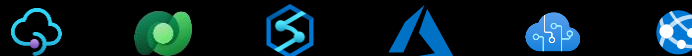
Developer Tools



Power Platform



Microsoft Azure



Identity, security, management, and compliance

Core Concept: Assume Breach

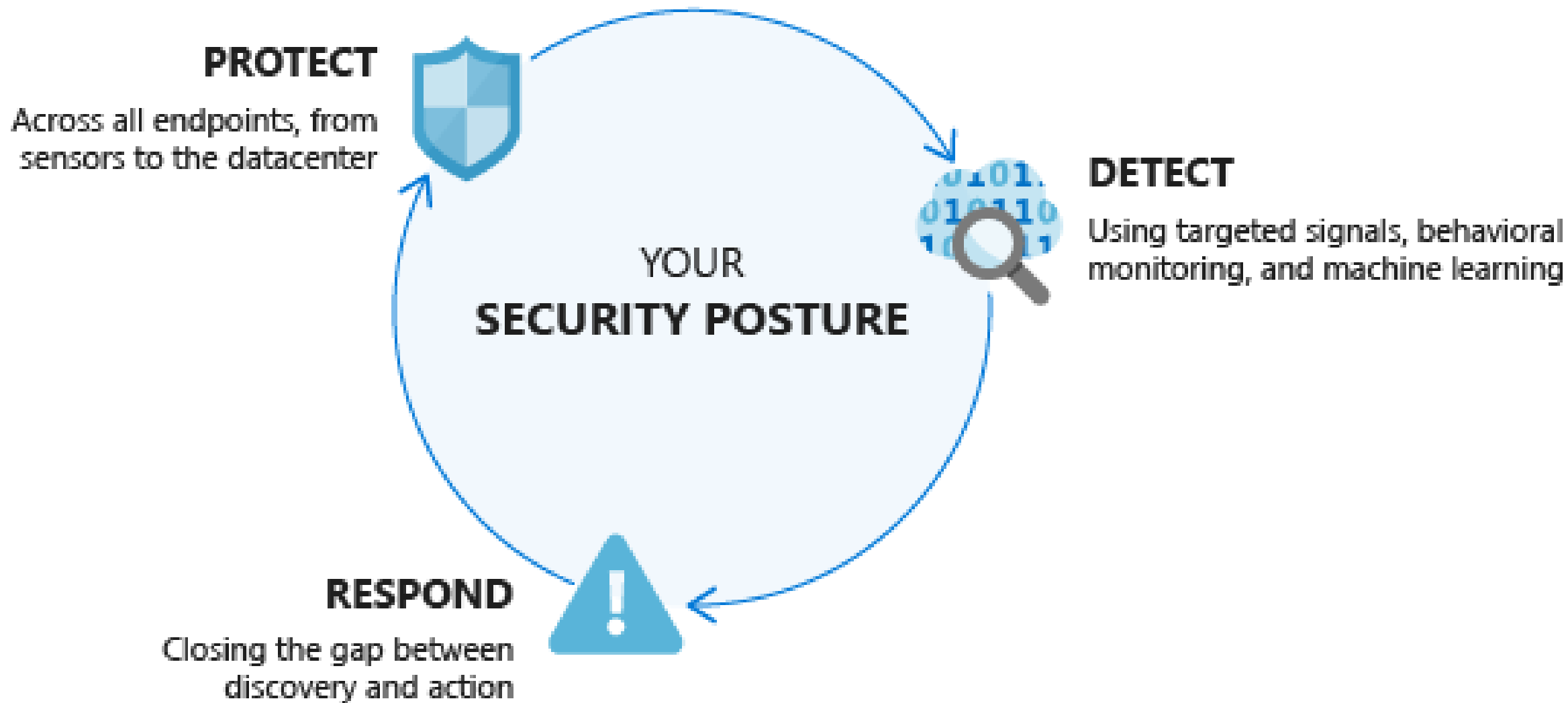


“Fundamentally, if somebody wants to get in, **they're getting in ...accept that.**

What we tell clients is: Number one, **you're in the fight, whether you thought you were or not.**

Number two, **you almost certainly are penetrated. ”**

Michael Hayden
Former Director, CIA and NSA



65 trillion

signals synthesized

That is over 750 million signals per second, synthesized using sophisticated data analytics and AI algorithms to understand and protect against digital threats and criminal cyberactivity.



10,000+

security and threat intelligence experts

10,000+ engineers, researchers, data scientists, cybersecurity experts, threat hunters, geopolitical analysts, investigators, and frontline responders across the globe.



4,000

attacks blocked per second

4,000 identity authentication threats blocked per second.



300+

threat actors tracked

Microsoft Threat Intelligence has grown to track more than 300 unique threat actors, including 160 nation-state actors, 50 ransomware groups, and hundreds of others.



100,000+

domains removed

100,000+ domains utilized by cybercriminals, including over 600 employed by nation-state threat actors, have been removed (all time).



15,000+

partners

15,000+ partners with specialized solutions in our security ecosystem, who increase cyber resilience for our customers.



135 million

managed devices

135 million managed devices providing security and threat landscape insights.



| Microsoft Azure Cloud and Business Central

Runs on trust

Your data is your data

[Data Protection with Microsoft Privacy Principles | Microsoft Trust Center](#)

Data is stored encrypted in transit and at rest

We *never* share data with 3rdpart

SCHREMS II/EUDB -data from EU customers STAYS in EU (EU Data boundary)

28 Day Database backup retention

Restore on *demand* (Point in time restore)

Restore deleted environments

Your data is protected by the most comprehensive enterprise compliance and security controls

[Security and Protection - Business Central | Microsoft Docs](#)

Approx 50% of our investment goes into security

Regular security patching

Automatic threat detection and alerts (We actually try to break our own infrastructure)

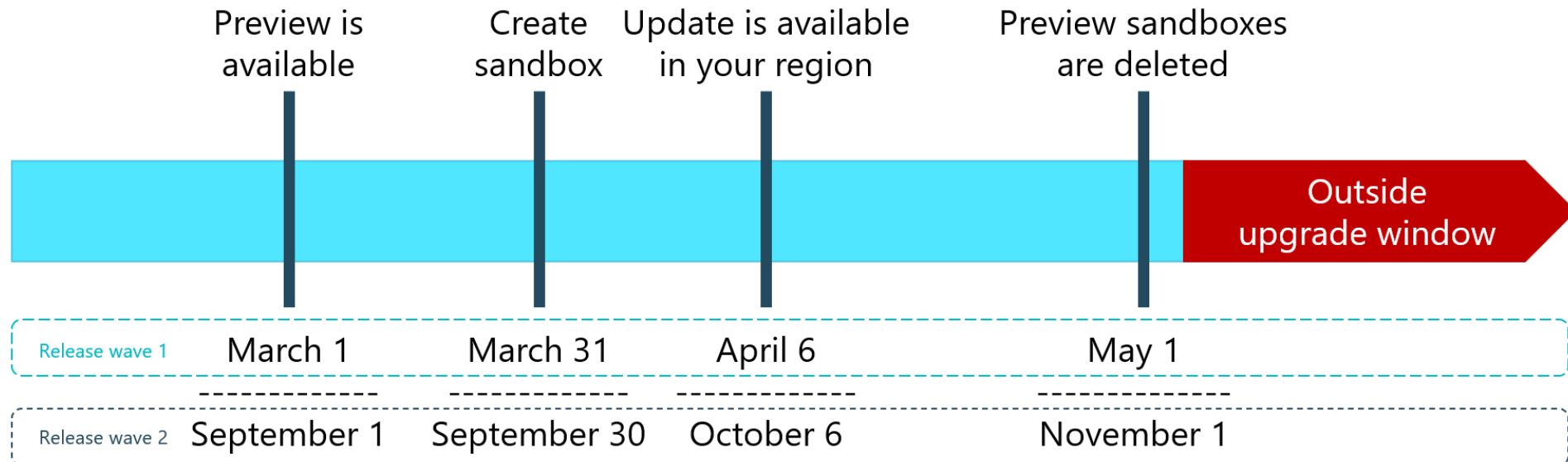
Global reach when one is targeted all will be protected

The value of the cloud

SLA up time 99,9 %

MS handles all services required to keep BC running

No more upgrade projects – BC is updated by MS automatically





Business Applications and Business Central online Strategy

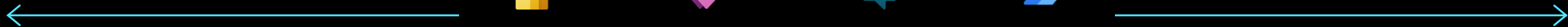
Microsoft Business Applications

Finance and operations (ERP)

Customer Engagement (CRM)



Mixed Reality



Power Platform



Power BI



Power Apps



Power Virtual Agents



Power Automate

Generative AI in Microsoft applications



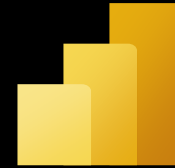
Answering questions
Bing



Summarizing meetings
Microsoft Teams



Generating designs
Microsoft Designer



Generating DAX measures
Power BI



Developing applications
Power Apps



Suggesting code
GitHub Copilot



Drafting documents, spreadsheets and presentations
Microsoft 365 Copilot

Copilot in Dynamics



Sales

Recap sales meetings
Craft customer emails



Marketing

Generate content ideas
Create audience segments
Simply customer insights



Service

Create customer responses
Enhance self-service bots



Supply Chain

Predict disruptions



Business Central

Create product descriptions
Bank reconciliation with Copilot



Dynamics 365 Copilot

Power BI Copilot

https://www.youtube.com/watch?v=wr_6tM5U6I

Viva Sales Copilot

<https://www.youtube.com/watch?v=PAKYggQAInc>

Why Business Central?



Core functionality

Finance, supply chain management



Ease and speed of implementation

Business is changing faster than ever and SMBs need agility



AI and Collaboration

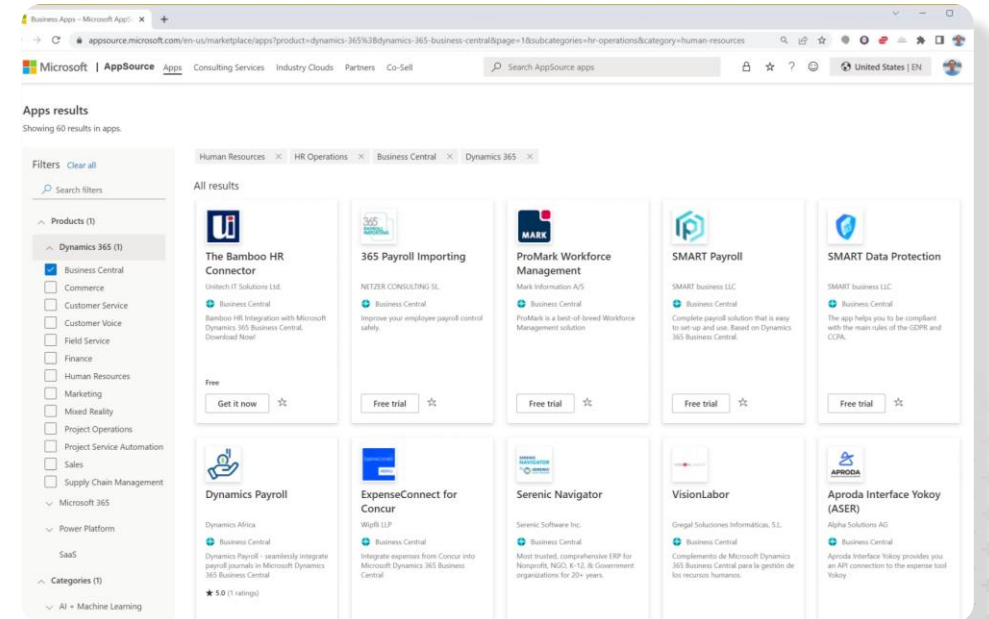
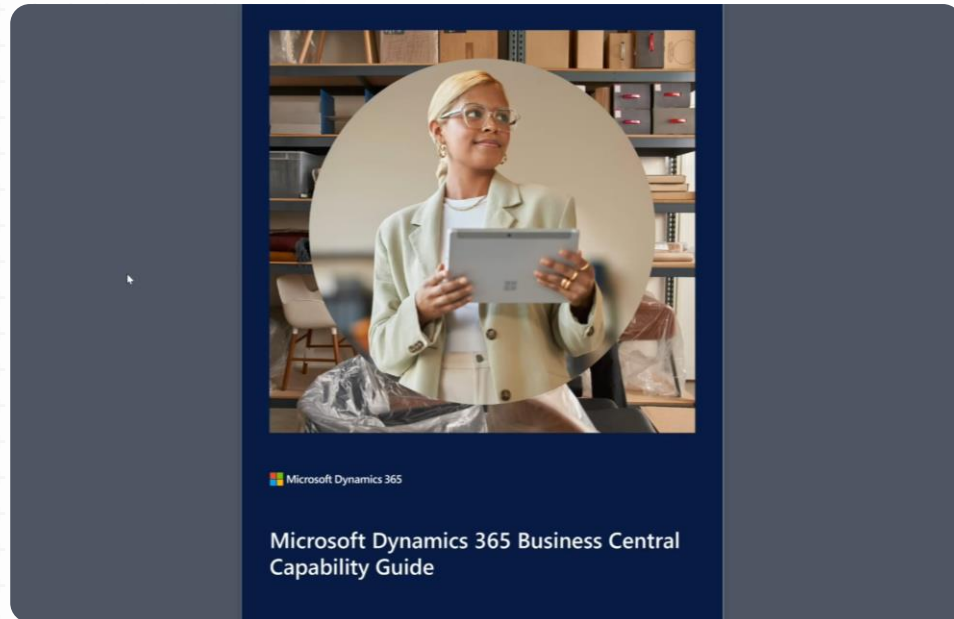
The lines between productivity, communication, and business applications are blurring



Reliability, performance, security, compliance, and scale

Business Central differentiation: Core functionality

Global core ERP capabilities in the SMB segment without customization through a unique combination of built-in features and rich ISV ecosystem



Business Central Differentiation: Ease and speed of implementation

Implementations are often measured in weeks, not years.

Onboarding efforts include



Business Central differentiation: AI and Collaboration

Unmatched experiences built on the broad Microsoft ecosystem



Microsoft 365



Business Central



Power Platform



Microsoft Dynamics 365 Copilot

Business Central Differentiation

Reliability, performance, and scale

The best cloud platform for ERP

40+

microservices



21

Azure regions



Business Central online momentum

30,000+

Customers

4500+

Apps on AppSource

155

countries where Business Central
online is available

Dynamics 365 Business Central

2023 release wave 2 investment areas

Core ERP

Finance

- **Multi-company**
- G/L
- **A/R & A/P**
- Regulatory

Reporting

- Out-of-the box Power BI App
- **Analysis Mode**
- **Report Explorer**
- Enable Developers

Supply chain

- Improved picking process
- SKU management
- Fulfillment suggestions
- Improved Warehouse Management for jobs and manufacturing

Collaboration and productivity

Generative AI

- Marketing Text
- Platform Support
- And more to come...

Teams & Office Integration

- Teams
- Outlook

Power Platform

- **Power Automate**
- Power Apps
- Dataverse

Ease and speed of implementation

Geographic expansion

- Andorra
- Armenia
- Azerbaijan
- Bahamas
- Bermuda
- Bolivia
- British Virgin Islands
- Cambodia
- Cameroon
- Cayman Islands
- Ethiopia
- Fiji
- Ghana
- Guernsey (United Kingdom)
- Isle of Man (United Kingdom)
- Jersey (United Kingdom)
- Kazakhstan
- Kosovo
- Liechtenstein
- Macao (SAR China)

User experience

- Action bar
- **Navigation**
- Drag and Drop
- **Search**
- Error handling
- Time Sheets
- Onboarding

- Madagascar
- Malawi
- Mozambique
- Namibia
- Nepal
- San Marino
- Sao Tome & Principe
- Senegal
- Tanzania
- Uganda
- Zambia

Performance and scale

Fundamentals

- Performance
- Reliability
- Tooling

Efficient Development

- Connected experience
- AppSource Monetization
- AL Go and DevOps in GitHub
- Efficient Troubleshooting

Administration

- Access Control
- App Management
- Migrations



October 2023



April 2024



October 2024

Dynamics 365 Business Central

2024 release wave 1 investment areas

Core functionality

Finance

- G/L
- A/R & A/P
- Regulatory

Reporting

- More 'Out of the box' reports
- Improved Report Explorer
- Developers can create Analysis Views
- Analysis Model 'Peek'
- **Sustainability journals**

Supply chain

- Field Service integration

AI and collaboration

Generative AI

- **Bank reconciliation assist GA**
- **Chat with Copilot**
- **Dev Tools for Copilot**
- And more to come.....

Microsoft 365 Integration

- Improved discoverability and usability

Ease and speed of implementation

Geographic expansion

- Additional countries

User experience

- Add a field
- Drag and drop multiple files

Power Platform

- Power BI dashboards for core ERP
- Intelligent Power Automate workflows and approvals
- More data and business events exposed

World class service

Fundamentals

- Performance
- Scalability
- Reliability
- High Availability

Efficient development

- Drag & Drop API for AL
- No friction in testing app dependencies

Administration

- More granular access to environments
- Advanced data privacy: CMK and Lockbox
- Auditing in M365

New version 2023 Wave 2

Plan and prepare for Dynamics 365 Business Central in 2023 release wave 2

Article • 08/25/2023 • 5 contributors

[Feedback](#)

In this article

- [Overview](#)
- [Investment areas](#)
- [For application administrators](#)
- [Get the most out of Business Central](#)

① Important

The 2023 release wave 2 plan covers all new functionalities planned to be delivered to market from October 2023 to March 2024. In this article, you'll find the product overview and what's new and planned for **Dynamics 365 Business Central**.

Overview

Business Central is a business management application for small and mid-sized organizations that automates and streamlines business processes. Highly adaptable and rich with features, Business Central enables companies to manage their finances, supply chain, manufacturing, shipping, projects, services, and more. Companies can easily add functionality that's relevant to their region of operation and customize the app to support highly specialized industries. Business Central is fast to implement and easy to configure, and simplicity guides innovations in product design, development, implementation, and usability.

This release takes our investment in Copilot to the next level. We're providing more capabilities for people to optimize their processes and complete tasks faster with the guidance of Copilot. Developers are already

<https://aka.ms/bcreleaseplan>



Business Central 2023 Wave 1+2

Core functionality



✓ Saved



Consolidation Setup

Maximum number of retries

Cross Environment

Current environment'

`https://api.businesscentral.dynamics.com/v2.0/417aa42b-9dc1-48d1-b505-7d34cb16e3ee/Production/api/`

API page size

Maximum attempts w...

Wait between retries (...)

Enable company as su...



Make intercompany transactions and consolidations across Business Central environments

- Better multi-company management

Core functionality

The screenshot shows the Dynamics 365 Business Central interface for an Allocation Account named 'RENT OFFICE'. The 'General' section includes fields for 'No.' (RENT OFFICE), 'Account Type' (Variable), and 'Name' (Rent exp by office per dept). Below this is a 'Variable Account Distribution' table with columns for Destination Account Type, Destination Account Number, Destination Account Name, Breakdown Account Type, Breakdown Account Number, Breakdown Account Name, Calculation Period, and Breakdown Account Balance Filters. A large 'DEMO' watermark is overlaid on the table.

Destination Account Type	Destination Account Number	Destination Account Name	Breakdown Account Type	Breakdown Account Number	Breakdown Account Name	Calculation Period	Breakdown Account Balance Filters
→ G/L Account	60110	Rent / Leases	Statistical Account	OFFICESPACE	Office/prod space in m2	Balance at Date	DEPARTMENT Filter - ADM;
G/L Account	60110	Rent / Leases	Statistical Account	OFFICESPACE	Office/prod space in m2	Balance at Date	DEPARTMENT Filter - SALES;
G/L Account	60110	Rent / Leases	Statistical Account	OFFICESPACE	Office/prod space in m2	Balance at Date	DEPARTMENT Filter - PROD;

Use general ledger allocations

- Distribute costs and revenue more efficiently

Core functionality

Pick activity no. PI000005 has been created.

Summary
 Pickable Qty. 5

Pickable Qty. Details
 Qty. in Pickable Bins 5
 Qty. in Warehouse 13

Source Line No.	Item No.	Qty. to Handle (Base)	Qty. Handled (Base)
10000	SP-BOM2002	4	3

Impact of Reservations
 Avail. Qty. Excluding Shipment Bin 8
 Total Reserved Qty. in Warehouse 8
 Reserved Qty. in Pick/Ship Bins 3
 Reserved Qty. for Current Line 0
 Impact -2
 Qty. Handled (Base) 3

Availability overview - manage warehouse

- Warehouse efficiency with better reservation handling

Reservation Worksheet

Batch Name DEFAULT

Manage [Home](#) Allocate Reserve Line | More options

Empty Batch Get Demand...

<input type="radio"/> Source Document	Item No.	Description	Remaining Qty. to Reserve	Qty. to Reserve	Available Qty. to Reserve
<input checked="" type="checkbox"/> Sales Order S-ORD101001	1996-S	ATLANTA Whiteboard, base	12		10
<input type="checkbox"/> Sales Order S-ORD101002	1928-S	AMSTERDAM Lamp	7		8
		NEY Swivel Chair, green	3		38
		Swivel Chair, black	3		6
		Conference Table	1		10
		Swivel Chair, blue	2		3

New Reservation Worksheet

- Faster reserving in bulk

Core functionality

Reservation Worksheet

Batch Name DEFAULT

Manage [Home](#) Allocate Reserve Line | More options

Empty Batch Get Demand...

<input type="radio"/> Source Document	Item No.	Description	Remaining Qty. to Reserve	Qty. to Reserve	Available Qty. to Reserve
<input checked="" type="radio"/> Sales Order S-ORD101001	1996-S	ATLANTA Whiteboard, base	12		10
<input type="radio"/> Sales Order S-ORD101002	1928-S	AMSTERDAM Lamp	7		8
<input type="radio"/> Sales Order S-ORD101004	2000-S	SYDNEY Swivel Chair, green	3		38
	1968-S	MEXICO Swivel Chair, black	3		6
	1920-S	ANTWERP Conference Table	1		10
	1908-S	LONDON Swivel Chair, blue	2		3

New Reservation Worksheet

- Faster reserving in bulk

Core functionality

Location Card

SILVER · Silver Warehouse

Warehouse Show more

Purchase, Sales & Transfer

Require Receive

Require Shipment

Require Put-away

Require Pick

Production

Prod. Consumption ... Warehouse Pick (optional) ▾

Prod. Output Whse. ... Inventory Put-away ▾

Assembly

Asm. Consump. Whs... No Warehouse Handling ▾

Job

Job Consump. Whse. ... Warehouse Pick (mandatory) ▾

Bin Mandatory ... No Warehouse Handling
Warehouse Pick (optional)
Inventory Pick
Warehouse Pick (ma

Directed Put-away an... Fixed Bin

Use Cross-Docking

Define warehouse operations on locations

- Flexible configuration of your warehouse processes

Core functionality

Dynamics 365 Business Central

50100 Cost of Materials

General Ledger Entries | Search | Analyze | Edit List | Home | Review Entries | More options

Find entries... | Reverse Transaction... | Correct Dimensions | Entry

Posting Date	Document Type	Document No.	G/L Account No.	Description	Department Code	Customergro...	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. A Type
4/1/2023		109001	50100	Direct Cost on 04/01/23						148.10	G
4/1/2023		109001	50100	Direct Cost on 04/01/23						-148.10	G
4/1/2023		108001	50100	Direct Cost on 04/01/23						148.10	G
4/1/2023		108001	50100	Direct Cost on 04/01/23						-148.10	G
4/1/2023	PS-INV103198	50100		Direct Cost 30000 on 04/01/23	SALES	LARGE				1,184.80	G
4/1/2023	PS-INV103198	50100		Direct Cost 30000 on 04/01/23	SALES	LARGE				300.60	G
3/31/2023	PS-INV103197	50100		Direct Cost 50000 on 03/31/23	SALES	MEDIUM				751.50	G
3/31/2023	PS-INV103197	50100		Direct Cost 50000 on 03/31/23	SALES	MEDIUM				1,516.20	G
3/29/2023	PS-INV103196	50100		Direct Cost 30000 on 03/29/23	SALES	LARGE				5,449.50	G
3/29/2023	PS-INV103196	50100		Direct Cost 30000 on 03/29/23	SALES	LARGE				888.60	G
3/29/2023	PS-INV103196	50100		Direct Cost 30000 on 03/29/23	SALES	LARGE				1,953.90	G
3/29/2023	PS-INV103196	50100		Direct Cost 30000 on 03/29/23	SALES	LARGE				6,245.60	G
3/28/2023	PS-INV103195	50100		Direct Cost 20000 on 03/28/23	SALES	MEDIUM				751.50	G
3/26/2023	PS-INV103194	50100		Direct Cost 40000 on 03/26/23	SALES	SMALL				148.10	G
3/26/2023	PS-INV103194	50100		Direct Cost 40000 on 03/26/23	SALES	SMALL				888.60	G
3/26/2023	PS-INV103194	50100		Direct Cost 40000 on 03/26/23	SALES	SMALL					
3/26/2023	PS-INV103194	50100		Direct Cost 40000 on 03/26/23	SALES	SMALL					
3/26/2023	PS-INV103193	50100		Direct Cost 30000 on 03/26/23	SALES	LARGE					
3/25/2023	PS-INV103192	50100		Direct Cost 50000 on 03/25/23	SALES	MEDIUM					
3/23/2023	PS-INV103191	50100		Direct Cost 10000 on 03/23/23	SALES	SMALL					
3/23/2023	PS-INV103191	50100		Direct Cost 10000 on 03/23/23	SALES	SMALL					
3/23/2023	PS-INV103191	50100		Direct Cost 10000 on 03/23/23	SALES	SMALL					
3/23/2023	PS-INV103190	50100		Direct Cost 20000 on 03/23/23	SALES	MEDIUM					
3/23/2023	PS-INV103190	50100		Direct Cost 20000 on 03/23/23	SALES	MEDIUM					
3/23/2023	PS-INV103190	50100		Direct Cost 20000 on 03/23/23	SALES	MEDIUM					
3/22/2023	PS-INV103189	50100		Direct Cost 40000 on 03/22/23	SALES	SMALL					

Incoming Document Files

(There is nothing to show in this view)

Related G/L Entries

G/L Account No.	G/L Account Name	Amount
10700	Inventory	148.10
10700	Inventory	-148.10

DEMO

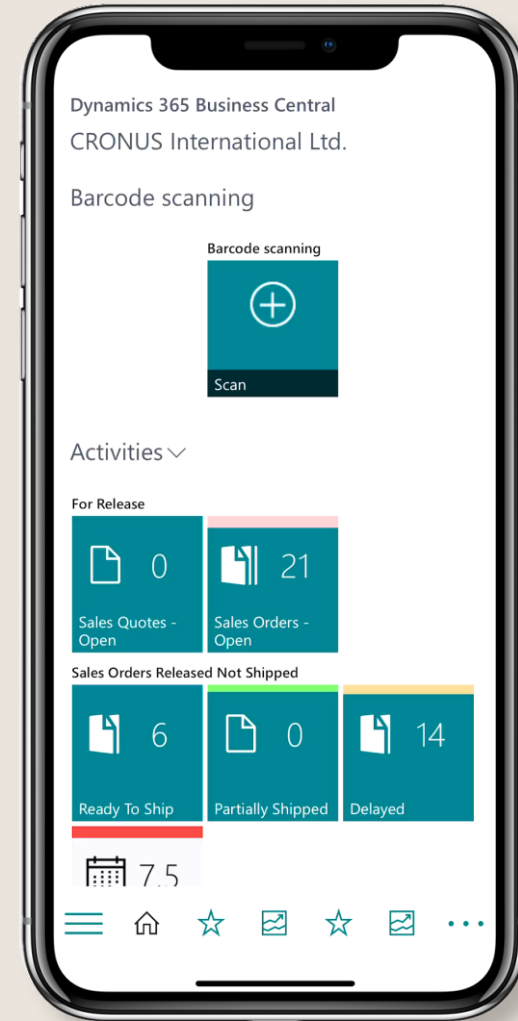
Ad-hoc data analysis built-in

- Group and pivot data on lists and queries directly in Business Central

Core functionality

Print and scan barcodes

- Streamline processes with barcode technology



Ease and speed of implementation

The screenshot displays the Dynamics 365 Business Central interface for customizing a 'Posted Sales Invoice' form. The main form shows fields for 'No.', 'Customer', 'Contact', 'Posting Date', and 'Due Date'. A 'Lines' table is visible below, listing items like 'ANTWERP Conference Table' and 'SEOUL Guest Chair, red'. A 'Customizing Bookkeeper' pane on the right allows adding fields to the page. A blue callout box contains the following text:

Add existing table field (Profiles)
Set fields to non editable

Type	No.	Item Reference No.	Description	Quantity
Item	1920-S		ANTWERP Conference Table	
Item	1988-S		SEOUL Guest Chair, red	

Invoice Discount Am...	0.00	Total Tax (USD)	174.44
Total Excl. Tax (USD)	2,907.40	Total Incl. Tax (USD)	3,081.84

Ease and speed of implementation

The screenshot displays the Dynamics 365 Business Central interface for 'CRONUS USA, Inc.' in the 'Finance' > 'Cash Management' area. A search bar is active with the text 'adatum'. A search results panel is open, showing options to 'Search company data' and 'Search Help'. Below the search bar, a table lists various inventory items. The item '1900-S PARIS Guest Chair, black' is highlighted. To the right, the 'Item Details - Invoicing' section is visible, showing fields like 'Item No.', 'Costing Method', and 'Standard Cost'.

No.	Description	Type	Quantity	Unit Cost	Standard Cost	Inventory
1896-S	ATHENS Desk	Inventory				
1900-S	PARIS Guest Chair, black	Inventory				
1906-S	ATHENS Mobile Pedestal	Inventory	5	No	No	PCS
1908-S	LONDON Swivel Chair, blue	Inventory	3	No	No	PCS
1920-S	ANTWERP Conference Table	Inventory	10	No	No	PCS
1925-W	Conference Bundle 1-6	Inventory	0	No	Yes	PCS
1928-S	AMSTERDAM Lamp	Inventory	8	No	No	PCS
1929-W	Conference Bundle 1-8	Inventory	0	No	Yes	PCS
1936-S	BERLIN Guest Chair, yellow	Inventory	100	No	No	PCS
1953-W	Guest Section 1	Inventory	-49	No	Yes	PCS
1960-S	ROME Guest Chair, green	Inventory	2	No	No	PCS
1964-S	TOKYO Guest Chair, blue	Inventory	4	No	No	PCS
1965-W	Conference Bundle 2-8	Inventory	-81	No	Yes	PCS

Item Details - Invoicing

Item No.	1900-S
Costing Method	FIFO
Cost is Adjusted	Yes
Cost is Posted to G/L	Yes
Standard Cost	150.30
Unit Cost	150.30
Overhead Rate	0.00
Indirect Cost %	0
Last Direct Cost	150.30

Search company data from tell me

- Find data faster

Ease and speed of implementation

The screenshot displays the Dynamics 365 Business Central interface. On the left, a list of items is visible, including 'ATHENS Desk', 'PARIS Guest Chair, black', 'ATHENS Mobile Pedestal', 'LONDON Swivel Chair, blue', 'ANTWERP Conference Table', 'Conference Bundle 1-6', 'AMSTERDAM Lamp', 'Conference Bundle 1-8', 'BERLIN Guest Chair, yellow', 'Guest Section 1', 'ROME Guest Chair, green', 'TOKYO Guest Chair, blue', 'Conference Bundle 2-8', 'MEXICO Swivel Chair, black', 'Conference Package 1', 'MUNICH Swivel Chair, yellow', 'MOSCOW Swivel Chair, red', and 'SEOUL Guest Chair, red'. The main area shows a search interface titled 'Search in company data [Preview]'. A search bar contains the text 'adatum'. Below the search bar, the results are displayed in a table format, categorized into 'Contacts', 'Customers', 'Customer Ledger Entries', and 'Posted Sales Invoices'. A large blue 'DEMO' watermark is overlaid on the search results. A blue callout box in the bottom right corner contains the text 'Search company data from tell me' and a bullet point 'Find data faster'.

DEMO

Search company data from tell me

- Find data faster

Ease and speed of implementation

The screenshot displays the Dynamics 365 Business Central interface for a Sales Order (S-ORD101004) for 'Alpine Ski House'. The 'Automate' menu is open, showing options like 'Create approval flow', 'Create automated flow', and 'Create action based on a flow'. A blue callout box is overlaid on the right side of the screen, containing the following text:

Single place for all Power Automate Actions

- Faster setup of new flows

The background interface shows the 'General' tab of the Sales Order, with fields for Customer Name (Alpine Ski House), Contact (Ian Deberry), Document Date (5/13/2023), Posting Date (5/13/2023), and Order Date (5/13/2023). The 'Lines' section shows a table with one line item: 'Item', '2000-S', 'SYDNEY Swivel Chair, green', 'Location Code', and 'Quantity' 3. The 'Status' is 'Open'.

AI and collaboration

Faster bank reconciliation
with Copilot

- Reduces bookkeeping effort through improved transaction matching

Dynamics 365 Business Central

CRONUS USA, Inc. | Finance | Cash Management | Sales | Purchasing | Shopify | Analytics

Bank Account Reconciliations: All | Search | Analyze | + New | Delete | Reconcile with Copilot

Bank Account No. ↑	Bank Account Name	Statement No. ↑	Statement Date	Balance Last Statement	Statement Ending Balance	Allow Duplica... Transac...
(There is nothing to show in this view)						

AI and collaboration

Marketing text suggestions with Copilot

- Save time and effort when bringing new products to market

The screenshot displays the Dynamics 365 Business Central interface for an Item Card. The title is "1896-S · ATHENS Desk". The breadcrumb navigation includes "Home", "Request Approval", "Item", "Prices & Discounts", and "More options". Action buttons include "Copy Item", "Adjust Inventory", "Create Stockkeeping Unit", and "Apply Template".

The "Item" section contains the following fields:

No.	1896-S	Base Unit of Measure	PCS
Description	ATHENS Desk	Item Category Code	DESK
Blocked	<input type="checkbox"/>	Variant Mandatory i...	Default (No)
Type	Inventory		


The "Inventory" section contains the following fields:

Shelf No.		Stockout Warning	Default (Yes)
Quantity on Hand	4	Unit Volume	1.2
Qty. on Purch. Order	7	Over-Receipt Code	
Qty. on Sales Order	0		

The "Marketing Text" section features an "Edit" button and a "Draft with Copilot" button. Below these is a prompt: "Create draft based on this item's attributes." To the right of the interface, a blue callout box highlights the "Marketing text suggestions with Copilot" feature and its benefit: "Save time and effort when bringing new products to market".



Business Central - video

A close-up, low-angle shot of a man with a beard and short hair, wearing a dark denim shirt. He is looking down at a laptop screen, which is out of focus in the foreground. He is holding a pair of glasses with both hands, as if adjusting them or looking through them. The lighting is dramatic, with strong highlights on his face and hands, and deep shadows elsewhere. A black rectangular box with white text is overlaid across the middle of the image.

<https://www.youtube.com/watch?v=wVFZVajK2YI&list=PLcakwuelHoT-wVFPKUtmxlqcG1kJ0oqq4&index=4>

Thank you!



- **Peter Jakobsen**
Partner Solution Architect
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