

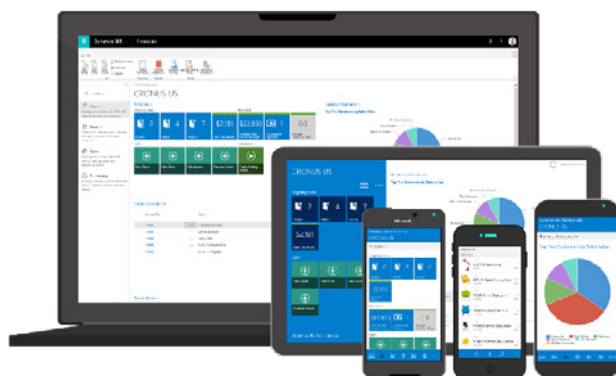


## Make financial management, sales, service, and operations easier, with Microsoft Dynamics 365 for Finance and Operations, Business Edition

### Microsoft Dynamics 365

For small to medium size businesses (SMB), the road to success can often seem daunting, common struggles include a lack of management experience, poor cash flow, limited revenue growth and managing staffing requirements.




SMBs need to be able to identify their most profitable customers, manage and qualify leads and opportunities, reduce follow-up times and promote collaboration by empowering employees, whilst aligning with the overall business objectives. **Dynamics 365** is a single platform from *Microsoft* that combines ERP and CRM functionality, bringing together your business apps (sales, marketing, and finance) helping you run your business in a unified and intuitive way, improving employee productivity and driving customer satisfaction.



### Microsoft Dynamics 365 for Finance and Operations, Business Edition

**Dynamics 365 for Finance and Operations, Business Edition** connects your people and processes with a single, unified solution, so data can be quickly and easily shared with key people throughout your company. You have access to the most current, accurate data so you're making the most informed decisions possible. From day one, it makes ordering, selling, invoicing, and reporting easier and faster. Accountants and SMBs benefit from scaleable software that automates and streamlines business processes.

#### What's top of mind for SMBs?

-  Finding an accounting system that can scale with your growth
-  Empowering employees for maximum productivity
-  Managing cash flow from suppliers and identifying which customers are most profitable

## Financial management

Streamline your financial close and get real-time visibility into the performance of your business. Easily share your information in a secure manner with an accountant or bookkeeper and gain more control over your budgets and cashflow:

- > Apply incoming payments directly to the related customer and mark invoices as paid, to automatically reconcile accounts
- > Get recommendations on when to pay vendors to take advantage of vendor discounts or avoid overdue penalties
- > Add tags to entries for quicker categorisation and analysis
- > Improve your organisation's ability to develop, modify, and control budgets

## Streamline your supply chain with inventory management

Increase visibility across your entire supply chain to reduce inventory costs and keep customers happy. Use built-in intelligence to predict when and what you need to replenish, ensuring inventory levels are maintained to avoid shortages and lost sales:

- > Get a detailed view of your inventory—regardless of its location
- > Offer customers items that you don't maintain in inventory
- > Post a sales credit memo and manage customer refunds
- > Avoid lost sales by offering substitute items when requested items aren't available

## Manage your sales cycle more efficiently

Shorten the time from quote to cash by connecting your sales and accounting. Act quickly on sales-related enquiries right from **Outlook**. Easily handle multiple ship-to and bill-to addresses per customer, including direct shipment and invoicing addresses:

- > Prioritise leads based upon revenue potential and opportunities throughout the sales cycle
- > Post sales right from **Outlook**, then send your invoices as PDF attachments that include a *PayPal* link to expedite payments
- > Get a complete overview of interactions and track current customer status, from email to order to invoice
- > Negotiate and keep track of special agreements with individual customers, including discount structures
- > Avoid lost sales by offering substitute items when requested items aren't available

## Automate and secure your purchasing process

**Dynamics 365 for Finance and Operations, Business Edition** allows you to control your purchasing process through automated workflows and dynamically updated inventory levels. Prevent unnecessary or fraudulent purchases by implementing approvals, modify a posted invoice and register the correction without hassle:

- > Create purchase invoices and orders to record the cost of purchase and track accounts payable
- > Stay in control of expenses by implementing advanced workflow and approval structures
- > Automate tasks for vendors to record your agreements concerning discounts, prices, and payment methods

## Reporting and analytics

Centralise your financial data across accounting, sales, purchasing, inventory, and customer interactions for an up-to-date, end-to-end view of your business. Make faster, more informed decisions when you're guided by connected processes, predictive analytics, and real-time data:

- > Make fast, informed decisions with seamless **Microsoft Excel** integration
- > Track your KPIs by creating your own analyses on general ledger data
- > Chart your business' performance in real time on your dashboard using built-in **Power BI** integration
- > Predict your cash flow using built-in **Cortana** Intelligence

## Keep projects on time and under budget

Perform common project management tasks and get all the data you need to help manage budgets and monitor progress. Track machine and employee project hours using timesheets, and access real-time data on available resources, such as employees and machinery.

- > Create, manage, and track customer projects with sophisticated job costing and reporting capabilities
- > Manage usage levels and profitability of resources by planning capacity and sales
- > Modify and control budgets to avoid over-expenditure

*Since being founded in 1989, Prodware has developed, deployed, integrated and hosted IT solutions for businesses.*

*An international leader and the largest Microsoft Dynamics partner in the EMEA region, Prodware has 1,275 employees and 19,000 clients, with Prodware offices in 15 countries.*

*With experience in both the SMB and Enterprise sectors and a Microsoft Tier 1 Cloud Solution Provider, Prodware can help you with your initial Dynamics 365 deployment, easy billing and ongoing application support.*

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