

Dynamics GP, BC and F&O Deep Dive

November 18, 2020



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Armanino Overview



PURPOSE

To be the **most innovative** and **entrepreneurial** firm that makes a **positive impact** on the lives of our **clients, people and communities.**



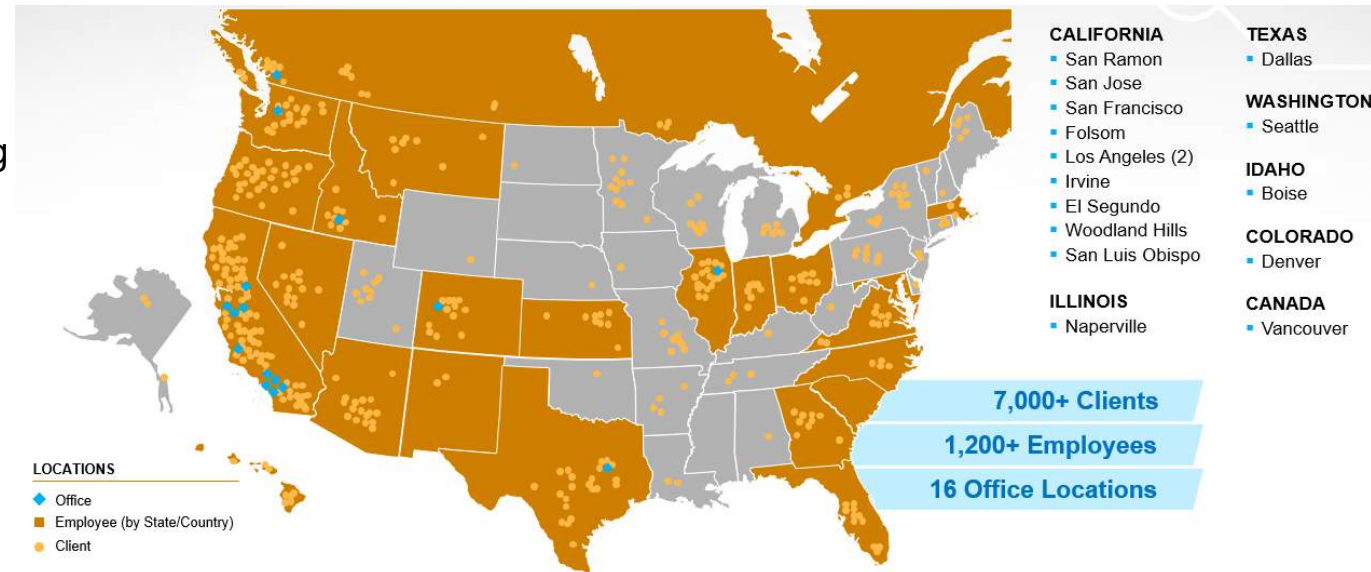
SNAPSHOT

- 1500+ Employees
- Team Members in 22 States
- 20th Largest CPA & Consulting
- Largest Niche: Technology

Affiliate Companies



LOCATIONS



RECOGNITION & AWARDS



8 Years Running



Microsoft Dynamics ERP Overview

Dynamics GP

Formerly Great Plains

Life-Cycle Support Policy

Continued Enhancements

Path to move to BC

Dynamics 365 for Business Central

Formerly Dynamics NAV (AKA Navision)

For SMB market

Cloud & On-premise Option

Dynamics 365 for Finance

Formerly Dynamics AX (AKA Axapta)

For Medium to Enterprise

Cloud & On-premise Option

Dynamics GP Older Version Before Oct 2019

Demystifying the Lifecycle Policy

On the existing Fixed Policy Lifecycle, here are the support end dates for those previous versions:

Dynamics GP 2015 –
Mainstream support
end date 4/14/2020

Dynamics GP 2016 –
Mainstream support
end date 7/13/2021

*Dynamics GP 2018 –
Version 18.00.0727
and prior– Mainstream
support end date
1/10/2023

**Anything before October 2019 release.*

Upgrade Schedule for Releases and Support

Year	New Features and Bug Fixes	Tax Updates & Bug Fixes	Year End Updates	Staying Current
2020	October	June	November/December	Must be on one of the 2020 releases.
2021	October	June	November/December	Must be on one of the 2021 releases.
2022	October	June	November/December	Must be on one of the 2022 releases.
2023	October	June	November/December	Must be on one of the 2023 releases.
2024	October	June	November/December	Must be on one of the 2024 releases.

Comparison	Dynamics GP	D365 for Business Central	D365 for Finance
License Cost	Perpetual License with annual EP, Hosting costs additional	\$70/user/Mo. Essential \$100/user/Mo. Premium – no min + cost of add-on solutions	\$180/user per month; 20 user minimum
Upgrades / Updates	Requires Upgrade to current version; then free service pack updates	SaaS - Automated updates so always on current version	SaaS - Automated updates so always on current version
General Ledger	Segmented COA	Dimensional COA	Dimensional COA
Multi-Entity	Yes, Separate Databases	Yes, Separate Databases	Full M/E in Single Database
Financial Reporting	Management Reporter and Jet Reports	Leverages account schedules and analysis views. Can use Solver, other ISVs or Power BI	Native financial report writer; also embedded PowerBI
Budgeting	Excel-based, complex requires ISV such as Solver or Adaptive	Excel-based, complex requires ISV such as Solver or Adaptive	Yes; 3 rd party for complex scenarios
BI Capabilities	Some PowerBI integration; can leverage analysis cubes to work with OLAP tools; custom integration with Tableau	Strong integrations with PowerBI and Power Platform	Strong integrations with PowerBI and Power Platform
Inventory	Ability to track perpetual inventory and safety stock levels	Ability to track perpetual inventory and safety stock levels	Ability to track perpetual inventory and safety stock levels

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High-level Comparison of Dynamics GP, BC and F&O

Comparison	Dynamics GP	D365 BC	D365 F&O
AR / Customer Records	Yes	Yes	Yes
Sales Commission	Basic commission calc; complex requires ISV	Requires ISV	Includes basic commission calc.
Collections Management	Requires ISV	Requires ISV	Embedded AI to predict customer payments
Revenue Recognition	Use allocation accounts; may become impractical	Can allocate across departments & locations; Advanced Rev Rec requires add-on solution	Native Functionality
Projects	Project Accounting out of the box.	Fairly strong capabilities for tracking projects / jobs	Very strong capabilities for tracking projects / jobs
Purchase Orders	Requisitions available with approval workflow out of the box. Punch-out would require ISV	Requisitions and punch-out would require ISV	Complete procurement solution, including requisitions and punch-out
AP Automation	Native workflow; recommend ISV for full AP Automation	Native workflow; recommend ISV for full AP Automation	Native capabilities; recommend Add-On Solution for OCR
MICR Check Printing	Requires ISV	Yes	Yes
Expense Management	Integration with Concur and other solutions	Integration with Concur and other solutions	Native functionality; can also integrate with Concur
Cash Management / eBanking	Native; requires integration with Bank; Recommend 3 rd party for complex scenarios	Native; requires integration with Bank; Recommend 3 rd party for complex scenarios	Native; requires integration with Bank; Recommend 3 rd party for complex scenarios
Integrations	Integration Manager or eConnect other ISV solutions for integrations	Web Services (SOAP or OData); Or leverage other ISV integration tools	Multiple options that are native to platform

High-level Comparison of Dynamics GP, BC and F&O

What's New in Dynamics GP

■ Financial Enhancements

- Additional User-Defined in General Ledger Transaction Entry
- Import Credit Card Transactions
- Automate Financial Full Reconcile
- Form 1099 NEC Now Supported
- 1099 MISC Form Updates
- DBA for Vendor
- Removed Fully Applied MC Documents from PM HATB
- Copy/Paste Purchasing Transactions from Excel

■ Distribution Enhancements

- Export/Import Stock Counts to Excel
- Print All Sales Documents

- **Human Resources/Payroll Enhancements**
 - Human Resource Social Security Number Mask

- **System Enhancements**
 - Schedule Check Links
 - Multi-Factor Authentication
 - TLS 1.2
 - Save Per User Column Layouts on Home Page
 - Disable Print Dialog When Printing to Word
 - Enable Self Service User Type Access to User Preference
 - Bulk-edit SmartList Columns

Transaction Entry - TWO03 (sa)

Save Delete Void Post Correct Copy Paste Attach View File Print Tools Help

Journal Entry: 3,655 Intercompany Batch ID: RMSLS00000012

Transaction Type: Standard Reversing Transaction Date: 6/12/2027 Reversing Date: 0/0/0000

Source Document: SJ Reference: Receivables Sales Entry Currency ID: Z-US\$

Description 1: June Close Reclassification
Description 2: Bank covenants modification

Co. ID	Account	Debit	Credit
TW003	000 -1207 -00	\$0.00	\$10,000.00
	Longer Term Receivables		0.0000000
	Sales		
TW003	000 -1200 -00	\$10,000.00	\$0.00
	Accounts Receivable		0.0000000
	Accounts Receivable		
	Total	\$10,000.00	\$10,000.00
	Difference		\$0.00

by Batch ID Status: Unposted

- In the General Ledger Transaction Entry window there are now two new user-defined fields

Payables Transaction Entry - TWO03 (sa)

Save Delete Post Paste AA Attach Options Additional File Print Print Tools Help

Voucher No. 0000000000000493 Intercompany Batch ID IMPORTAMEX
 Document Type: Invoice Doc. Date 4/12/2027
 Description

Vendor ID AMEX0001 Currency ID Z-US\$
 Name American Express Document Number 0087693789987
 Address ID PRIMARY P.O. Number
 Remit-To ID PRIMARY Shipping Method GROUND
 Payment Terms Net 30 Tax Schedule ID COMPANYPUR

Purchases	\$365.74	1099 Amount	\$0.00
Trade Discount	\$0.00	Cash	\$365.74
Freight	\$0.00	Check	\$0.00
Miscellaneous	\$0.00	Credit Card	\$0.00
Tax	\$0.00	Terms Disc Taken	\$0.00
Total	\$365.74	On Account	\$0.00

Apply Distributions Print Check

by Batch ID Status: Unsaved

Payables ...

Actions Options Additional File Tools

Checkbook ID UPTOWN TRUST
 Document No. CASH
 Date 4/12/2027
 Payment Number 0000000000000503

- Users can import the credit card transactions as payable invoices or manual payments

Payables Transaction Entry - TWO03 (sa)

Save Delete Post Paste AA Attach Options Additional File Print Print Tools Help

Voucher No. 00000000000000487
Document Type: Invoice
Description

Vendor ID ALLENSON0001
Name Allenson Properties
Address ID PRIMARY
Remit-To ID PRIMARY
Payment Terms Net 30

Purchases \$9,870.00
Trade Discount \$0.00
Freight \$0.00
Miscellaneous \$0.00
Tax \$0.00
Total \$9,870.00

Payables Transaction Entry Distribution - TWO03 (sa)

OK Delete Default Redisplay Paste View Additional File Tools Help Add Note

Vendor ID ALLENSON0001
Vendor Name Allenson Properties
Currency ID Z-US\$
Voucher Number 00000000000000487
Document Type Invoice
Functional Amount \$9,870.00
Originating Amount \$0.00

Co. ID	Account	Type	Debit	Credit
	Description		Originating Debit	Originating Credit
	Distribution Reference			Corresp. Co. ID
TW003	000 -5100 -00	PURCH	\$120.00	\$0.00
TW003	000 -5200 -00	PURCH	\$155.00	\$0.00
TW003	000 -5210 -00	PURCH	\$190.00	\$0.00
TW003	000 -5220 -00	PURCH	\$225.00	\$0.00
TW003	000 -5300 -00	PURCH	\$260.00	\$0.00
TW003	000 -5400 -00	PURCH	\$295.00	\$0.00
TW003	000 -5500 -00	PURCH	\$330.00	\$0.00
TW003	000 -5615 -00	PURCH	\$365.00	\$0.00
TW003	000 -5700 -00	PURCH	\$400.00	\$0.00
Functional Totals			\$9,870.00	\$9,870.00
Originating Totals			\$0.00	\$0.00

- Copy/Paste Purchasing Transactions from Excel

Stock Count Schedule - TWO03 (sa)

Save Delete Start Count Cancel Count Export/Import File Print Tools Help Add Note

Export Import

Stock Count ID: DECEMBE
 Description: December 31 Physical Count
 Status: Started

Default Site ID: WAREHOUSE
 Reuse Stock Count
 Last Used Date: 0/0/0000

Sort By: Site ID

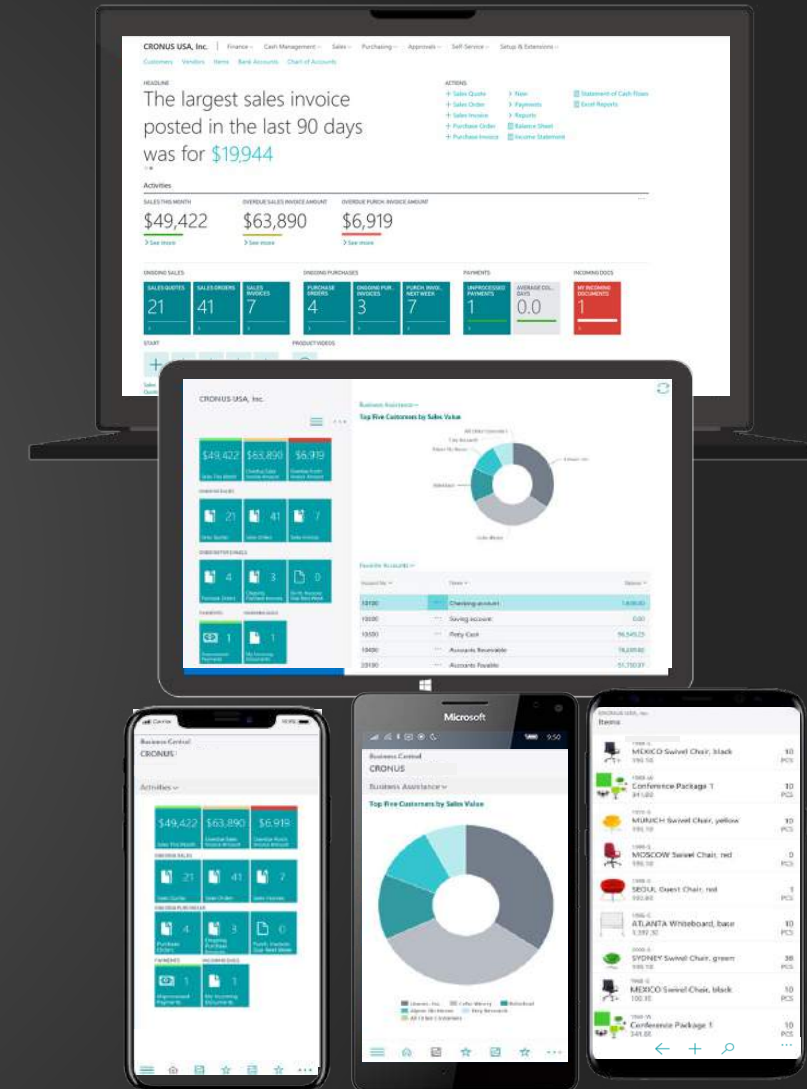
Item Number	Site ID	U of M	Next Count	Count Time
Description	Bin		Last Count	Overdue
SPK100	WC3	Each	0/0/0000	12:00:00 AM
TOP100G	WC3	Each	0/0/0000	12:00:00 AM
TRAN-STR-N394	WC3	Each	0/0/0000	12:00:00 AM
TRANS100	WC3	Each	0/0/0000	12:00:00 AM
TRANSF100	WC3	Each	0/0/0000	12:00:00 AM
VMSY-FG2-0001	WC3	Each	0/0/0000	12:00:00 AM
WIRE-MCD-0001	WC3	Foot	0/0/0000	12:00:00 AM
WIRE-SCD-0001	WC3	Foot	0/0/0000	12:00:00 AM
WIRE100	WC3	Foot	0/0/0000	12:00:00 AM
			0/0/0000	12:00:00 AM

On Hand Qty: 0.00 Mass Add

- More flexibility with the addition to export and import stock count information

Overview of Dynamics 365 Business Central (D365 BC)

	Financial management	Accounts receivables/payables	Bank reconciliation	Fixed asset management	Month/Year end closing
	Sales & service management	Quote generation	Contact management	Sales invoicing	Payment processing
	Project management	Capacity planning	Budget and estimates	Job and process costing	Resource Management
	Supply chain management	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
	Operations management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
	Reporting & analytics	Customer insights	Self-sense reports	Interactive dashboards	Built-in intelligence



Want more? Start a free, 30-day trial to unlock advanced features and use your own company data. Start trial...

INSIGHT FROM TODAY

Overdue invoices up by 4.
You can collect \$19,483

ACTIONS

- + Sales Quote
- + Sales Order
- + Sales Invoice
- + Purchase Quote
- + Purchase Order
- + Purchase Invoice
- > New
- > Payments
- > Reports
- > Setup
- Excel Reports

Progress indicator

Activities

Activities

SALES THIS MONTH

\$35,153

> See more

OVERDUE SALES INVOICE AMOUNT

\$24,592

> See more

OVERDUE PURCH. INVOICE AMOUNT

-\$4,761

> See more

SALES INVOICES PREDICT... OVERDUE

0

> See more

ONGOING SALES

SALES QUOTES

2

SALES ORDERS

4

SALES INVOICES

8

ONGOING PURCHASES

PURCHASE ORDERS

4

ONGOING PUR... INVOICES

4

PURCH. INVOIC... NEXT WEEK

5

APPROVALS

REQUESTS TO APPROVE

0

Want more? Start a free, 30-day trial to unlock advanced features and use your own company data. Start trial...

INSIGHT FROM LAST WEEK

The best-selling item was BERLIN Guest Chair, yellow with 30 units sold

Progress indicator

Activities

ACTIONS

- + Sales Quote
- + Sales Order
- + Sales Invoice
- + Purchase Quote
- + Purchase Order
- + Purchase Invoice
- > New
- > Payments
- > Reports
- > Setup
- Excel Reports

Activities

SALES THIS MONTH

\$35,153

> See more

OVERDUE SALES INVOICE AMOUNT

\$24,592

> See more

OVERDUE PURCH. INVOICE AMOUNT

-\$4,761

> See more

SALES INVOICES PREDICT... OVERDUE

0

> See more

ONGOING SALES

SALES QUOTES	SALES ORDERS	SALES INVOICES
2	4	8

ONGOING PURCHASES

PURCHASE ORDERS	ONGOING PUR... INVOICES	PURCH. INVOIC... NEXT WEEK
4	4	5

APPROVALS

REQUESTS TO APPROVE
0



CRONUS USA, Inc. | Finance ▾ Cash Management ▾ Sales ▾ Purchasing ▾ Setup & Extensions ▾ Intelligent Cloud Insights ▾ | ≡

Customers Vendors Items Bank Accounts Chart of Accounts Aged Accounts Payable Aged Accounts Receivable Account Schedules More ▾ ↗

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Favorite Accounts ▾

Account No. ↑	Name	Balance
10100	Checking account	13,917.90
10200	Saving account	0.00
10300	Petty Cash	96,549.23
10400	Accounts Receivable	44,968.31
20100	Accounts Payable	-17,532.19

Trial Balance ▾

Description	08/01/20..08/31/20	09/01/20..09/30/20
Total Revenue	15,290.80	35,153.40
Total Cost	7,690.80	10,636.10
Gross Margin	7,600.00	24,517.30
Gross Margin %	49.70	69.74
Operating Expenses	2,500.00	2,500.00
Operating Margin	5,100.00	22,017.30
Operating Margin %	33.35	62.63
Other Expenses	250.00	-
Income before Interest ...	4,850.00	22,017.30

Personalizing: General Ledger Entries + Field Clear personalization Done Less

50100 COST OF MATERIALS | WORK DATE: 9/30/2020

General Ledger Entries | Search Edit List Process Entry Page Actions Navigate Fewer options

Posting Date	Document Type	Document No.	G/L Account No.	Description
→ 9/30/2020		PS-INV103219	50100	Direct Cost 10000 on 09/30/20
9/30/2020	Invoice	PS-INV103219	40200	Order S-ORD101017
9/30/2020	Invoice	PS-INV103219	20600	Order S-ORD101017
9/30/2020	Invoice	PS-INV103219	20600	Order S-ORD101017
9/30/2020	Invoice	PS-INV103219	20600	Order S-ORD101017
9/30/2020		PS-INV103219	10700	Direct Cost 10000 on 09/30/20
9/30/2020	Invoice	PS-INV103219	10400	Order S-ORD101017

Details Attachments (0)

Incoming Document Files

Name	Type
(There is nothing to show in this view)	

Add Field to Page

Place fields by dragging from the list to a position on the page.

- Decimal: Quantity (Ready)
- Decimal: Tax Amount (Ready)
- Code: Reason Code (Ready)
- Decimal: Additional-Currency Amo... (Ready)
- Code: IC Partner Code (Ready)
- Boolean: Reversed (Ready)
- Integer: Reversed by Entry No. (Ready)
- Integer: Reversed Entry No. (Ready)
- Text: G/L Account Name (Ready)
- Integer: Dimension Set ID (Ready)

CRONUS USA, Inc. | Sales Administration Sales/Purchase Analysis Setup & Extensions Intelligent Cloud Insights

Contacts Sales Quotes Customers Active Segments Campaigns Salespersons
 Opportunities Sales Orders Items Logged Segments Cases - Dynam...tomer Service

Want more? Start a free, 30-day trial to unlock advanced features and use your own company data. Start trial...

INSIGHT FROM LAST WEEK

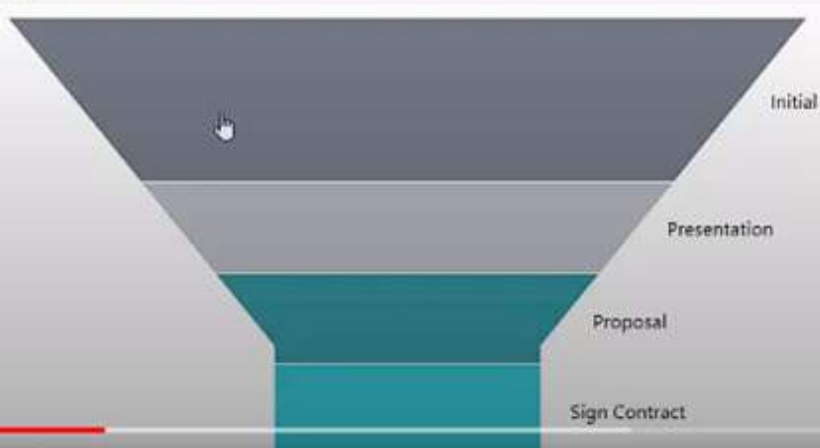
Your top customer was Trey Research, bought for \$3,000

ACTIONS

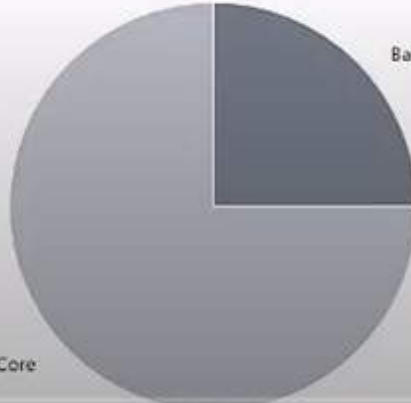
- > New
 - Customer - Order Summary
 - Customer - Top 10 List
 - Sales Statistics
- > Sales Prices
- > Flow
 - Salesperson - Sales Statistics
 - Salesperson - Commission
 - Campaign - Details

Insights

Sales Pipeline Sales Cycle: EXISTING



Opportunities In Progress | Month | .. 09/30/21




File **Message** Help Mimecast Adobe PDF Tell me what you want to do

Ignore Delete Archive Reply Reply All Forward Meeting IM More

Junk Delete Respond Quick Steps

Move to: ? To Manager
Team Email Done
Reply & Delete Create New

New Order

 Steve Chapman <Steve.Chapman@amllp.com>
To: MOD Administrator

Hey, Dave

Could you please place an order for me:

I would like 12 berlin chairs and 12 sydney chairs


Also let's add 2 tables

Best Regards,

Steve Chapman
Senior Account Executive, Technology Consulting
steve_chapman@armaninollp.com

Armanino^{LLP}
925 790 2600 main | 858 207 5139 direct
[LinkedIn](#) | armaninollp.com

New Order


Steve Chapman <Steve.Chapman@amllp.com>
 To: MOD Administrator

2:37 PM

Hey, Dave

Could you please place an order for me:

I would like 12 berlin chairs and 12 sydney chairs

Also let's add 2 tables

Best Regards,

Business Central

Which contact is associated to the email sender? Refresh

Customer Trey Research 20000	CRONUS USA, Inc. Company	Vendor Wide World Importers 40000	CRONUS USA, Inc. Company
Vendor Dave's All-in Services V00010	CRONUS USA, Inc. Company	Vendor Marshall Graphic Design V00020	CRONUS USA, Inc. Company

Business Central

← 20000 · Trey Research New ▾ Details ⓘ Edit ✎ Pop Out 🖥️ Refresh ↻

Details

<u>28,884.03</u>	<u>24,183.39</u>	<u>56,365.40</u>	<u>25,966.60</u>
Balance (S)	Past Due	LTD Sales	YTD Sales

Aged Accounts Receivable ▾

Sell-to Customer Sales History

1	0	3	2	0	0	59
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders	Ongoing Sales Invoices	Ongoing Sales Return Orders	Ongoing Sales Credit Memos	Posted Sales Shipments
59	0	1				
Posted Sales Invoices	Posted Sales Return Receipts	Posted Sales Credit Memos				

Business Central

Suggested Line Items

Suggested Line Items ✓ OK ✗ Cancel

We think we've found one or more items that match the text in the email. Would you like to add them as line items in the document?

Add	Item	Description	Quantity
<input type="checkbox"/>	1936-S	BERLIN Guest Chair, yellow	12
<input type="checkbox"/>	2000-S	SYDNEY Swivel Chair, green	12
<input type="checkbox"/>	1920-S	ANTWERP Conference Table	2
<input type="checkbox"/>			

Do not show this message again

RE: New Order - Message (HTML)

File Message Insert Options Format Text Review Help Mimecast Adobe PDF Tell me what you want to do

Send Attachments LeapFILE Paste Copy Format Painter Clipboard Basic Text Names Address Book Check Names Attach File Attach Item Signature Include Follow Up High Importance Low Importance Tags

Send

From admin@CRMbc463348.OnMicrosoft.com

To Steve Chapman <Steve.Chapman@amllp.com>

Cc

Subject RE: New Order

Sales Order S-ORD101020.pdf 42 KB
 Sales Order S-ORD101020.pdf
 File name: Sales Order S-ORD101020.pdf
 File type: .pdf File

Bill-to Customer No. 20000

Order Confirmation

Hello Trey Research,

Thank you for your business. Your order confirmation is attached to this message.

Order No.	Due Date	Total USD
S-ORD101020	October 14, 2020	6,184.92

Sincerely,
Peter Sadow

Order Confirmation

S-ORD101020



Trey Research
Steve Chapman
153 Thomas Drive
Chicago, IL 61236
USA

Ship-to Address
Trey Research
Steve Chapman
153 Thomas Drive
Chicago, IL 61236
USA

CRONUS USA, Inc.
7122 South Ashford Street
Westminster
Atlanta, GA 31772

Document Date *Salesperson* *Quote No.* *Shipment Method*
September 30, 2020 Peter Sadow

P.O. Number *Payment Terms* *Shipment Date*
Net 14 days September 30, 2020

No.	Description	Quantity	Unit	Unit Price	Line Amount
1936-S	BERLIN Guest Chair, yellow	12	Piece	192.80	2,313.60
2000-S	SYDNEY Swivel Chair, green	12	Piece	190.10	2,281.20
1920-S	ANTWERP Conference Table	2	Piece	647.80	1,295.60

CRONUS USA, Inc. | Finance | Cash Management | Sales | Purchasing | Setup & Extensions | Intelligent Cloud Insights

Customers: All | Search | + New | Delete | Process | Report | New Document | Customer | Navigate | Page

No.	Name	Responsibility Center	Location Code	Phone No.	Contact
10000	Adatum Corporation				Robert Townes
20000	Trey Research		MAIN		Steve Chapman
30000	School of Fine Art		MAIN		Meagan Bond
40000	Alpine Ski House of Denver				Ian Deberry
50000	Relecloud Distribution				Jesse Homer
C00010	Central Coast Dist		MAIN		Dave Miller

Open in Excel

Edit in Excel

Details | Attachments (0)

Sell-to Customer Sales History

0	0	0
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders
2	0	0
Ongoing Sales Invoices	Ongoing Sales Return Orders	Ongoing Sales Credit Memos
37	37	0
Posted Sales Shipments	Posted Sales Invoices	Posted Sales Return Receipts
0		
Posted Sales Credit Memos		

	BE	BF	BG
1	Partner_Type	Payment_Terms_Code	Payment_Method_Code
2		15 DAYS	BANK
3		14 DAYS	BANK
4		CM	BANK
5		1M(8D)	BANK
6		14 DAYS	BANK
7		1M(8D)	BANK
8			

	BE	BF	BG
1	Partner_Type	Payment_Terms_Code	Payment_Method_Code
2		15 DAYS	BANK
3		15 DAYS	BANK
4		15 DAYS	BANK
5		15 DAYS	BANK
6		15 DAYS	BANK
7		15 DAYS	JK
8			(Ctrl)

SALES ORDER S-OR

Calculate Schedule | More options

EDIT - DEFERRAL SCHEDULE

Amount to Defer: 30,000.00 | Posting Date: 6/15/2019

Calc. Method: Straight-Line | Start Date Calc. Method: Beginning of Next Period

No. of Periods: 12 | Start Date: 7/1/2019

General | Deferral Schedule Detail | Manage

Posting Date ↑	Description	Amount
→ 7/1/2019	Maintanance July 2019	2,500.00
8/1/2019	Maintanance August 2019	2,500.00
9/1/2019	Maintanance September 2019	2,500.00
10/1/2019	Maintanance October 2019	2,500.00
11/1/2019	Maintanance November 2019	2,500.00
12/1/2019	Maintanance December 2019	2,500.00
1/1/2020	Maintanance January 2020	2,500.00
2/1/2020	Maintanance February 2020	2,500.00
Total Amount to Defer		30,000.00

Customer Name, Contact, Posting Date, Order Date, Lines, Type, Item

20400 · Deferred Revenue



Navigate

Options

Closing Entries View by
 Debit & Credit Totals View as

Lines

Period Start ↑	Period Name	Debit Amount	Credit Amount
4/1/2019	April	—	—
5/1/2019	May	—	—
→ 6/1/2019	⋮ June	—	50,000.00
7/1/2019	July	—	45,833.33
8/1/2019	August	—	41,666.66
9/1/2019	September	—	37,499.99
10/1/2019	October	—	33,333.32
11/1/2019	November	—	29,166.65
12/1/2019	December	—	24,999.98
1/1/2020	⋮ January	—	20,833.31
2/1/2020	February	—	

Deferral Summary - Sales

CRONUS USA, Inc.

29-03-2020
Page 1
ADMIN

Balance as of: 12/31/19

Customer No.	Customer Name	Posting Date	Document No.	Document Type	Line Type	Line Description	Deferral Account	Deferral Start Date	No. of Periods	Amt. Recognized	Remaining Amt. Deferred	Total Amt. Deferred
20000	Frey Research											
06/15/19		PS-INV103243	Posted Invoice	Item	Annual Maintenance (12 Months)	20400	07/01/19	12	15,000.00	15,000.00	30,000.00	
06/16/19		PS-INV103242	Posted Invoice	Item	Annual Maintenance	20400	07/01/19	12	10,000.02	9,999.99	20,000.00	
										25,000.02	24,999.98	50,000.00

PURCHASE ORDER | WORK DATE: 7/15/2019

106018 · Fabrikam, Inc.

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

General Show more

Vendor Name Fabrikam, Inc. Vendor Invoice No. *

Contact Krystal York Vendor Shipment No.

Document Date 7/15/2019

Lines | Manage Line Functions Order Page Fewer options

Type	No.	Description	Location Code	Bin Code	Quantity	Reserved Quantity	Unit of Measure Code	Direct Unit of Measure Code
→ Item	*							
		Option Values						
		Comment						
		G/L Account						
		→ Item						
		Fixed Asset						
		Charge (Item)						
Sub		Select from full list	Total Excl. Tax (USD)					0.00
Inv. Discount Amount (USD)		0.00	Total Tax (USD)					0.00

Manage Process Report Page | Actions Navigate Report Fewer options

SELECT - FIXED ASSET CARD - FA000160 - POWEREDGE R840 RACK SERVER

✕ You are ready to acquire the fixed asset. Acquire | Don't ask again

General Show less

Description	PowerEdge R840 Rack Server	Component of Main ...	
FA Class Code	TANGIBLE	Search Description	POWEREDGE R840 RACK SERVEF
FA Subclass Code	EQUIPMENT	Responsible Employee	
FA Location Code		Inactive	<input checked="" type="checkbox"/>
Budgeted Asset	<input checked="" type="checkbox"/>	Blocked	<input checked="" type="checkbox"/>
Serial No.		Acquired	<input type="checkbox"/>
Main Asset/Compon...		Last Date Modified	3/17/2020

Depreciation Book Show more

Depreciation Method	Straight-Line	Book Value	0.00
Depreciation Starting...	7/1/2019	Add More Depreciation Books	
No. of Depreciation ...	3.00		
Depreciation Ending ...	6/30/2022		

WZ-PIAPW · Purchase Invoice Approval Workflow

 Import from File
  Export to File
  Workflow Step Instances
  Archived Work...Step Instances
  More options

Code

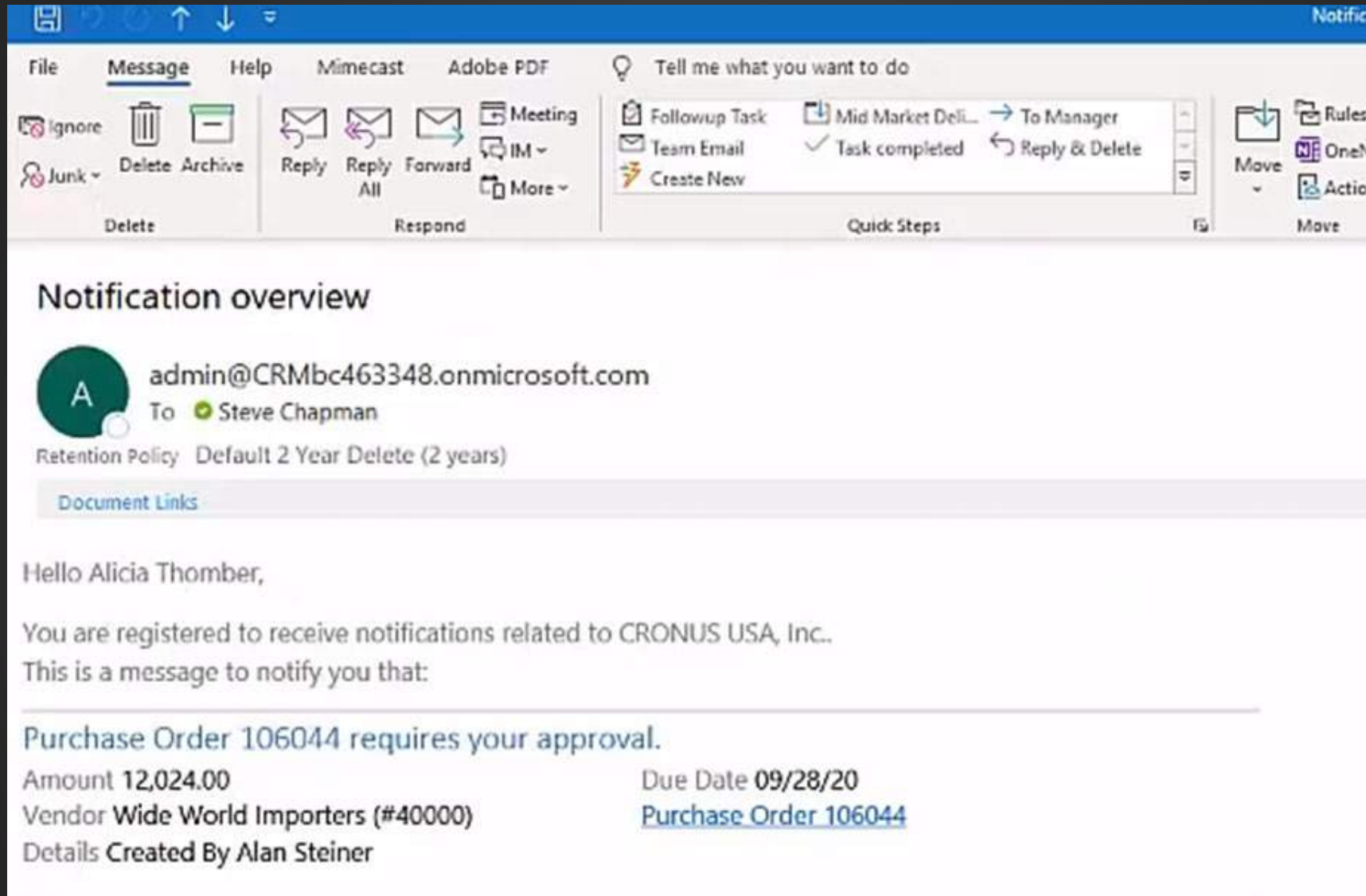
Description

Category 

Enabled

Workflow Steps | [Manage](#) 

When Event	On Condition	Then Response
→ Approval of a purchase document is requeste...	: Document Type: Invoice Order, St...	(+) Add record restriction.
An approval request is approved.	Pending Approvals: 0	(+) Remove record restriction.
An approval request is approved.	Pending Approvals: >0	Send approval request for the record and create a noti
An approval request is rejected.	<Always>	(+) Reject the approval request for the record and cre
An approval request for a purchase docume...	Document Type: Invoice. Status: P...	(+) Cancel the approval request for the record and cre
An approval request is delegated.	<Always>	Send approval request for the record and create a noti



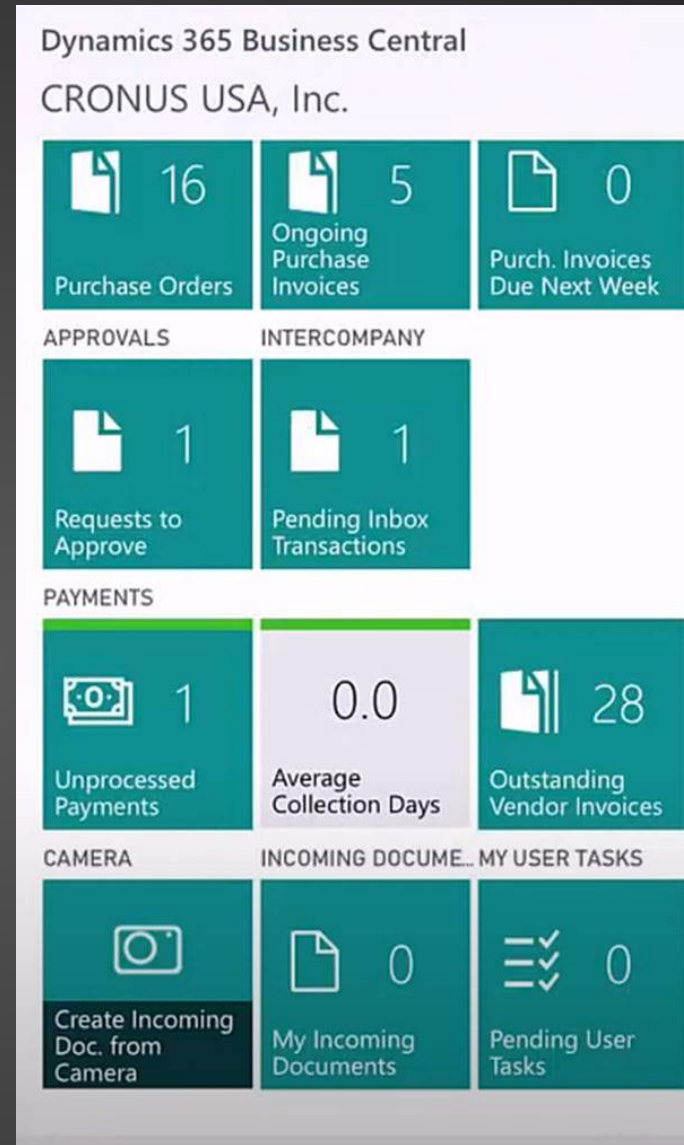
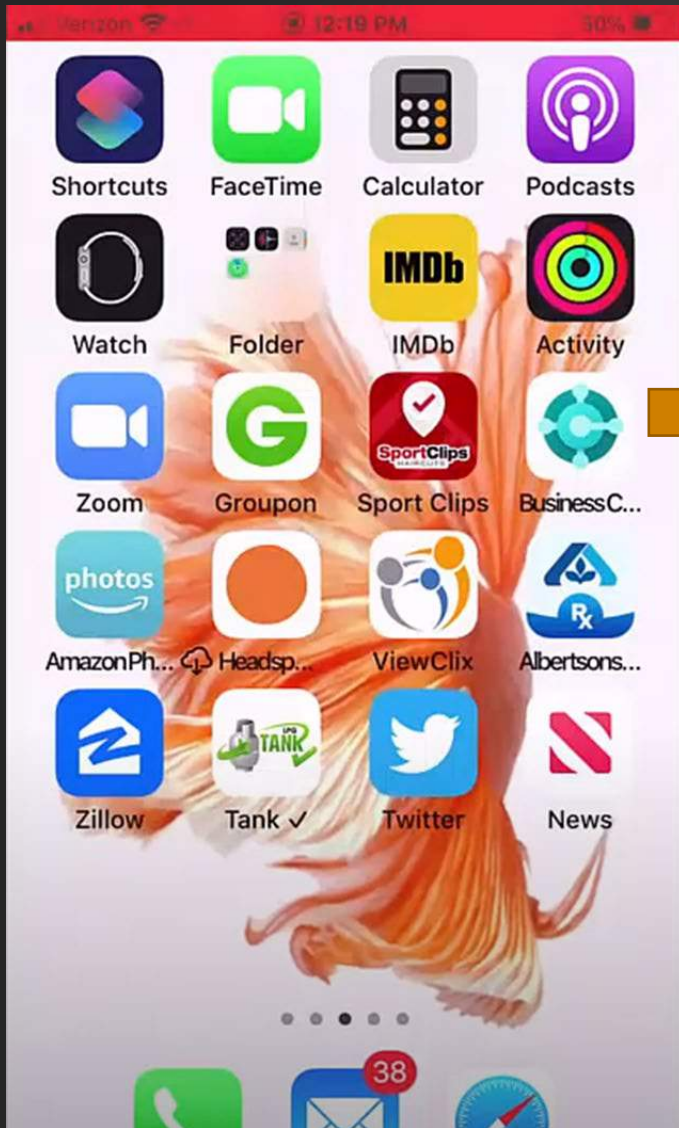
The screenshot shows the Microsoft Dynamics 365 BC email interface. At the top, there is a ribbon with tabs for File, Message, Help, Mimecast, and Adobe PDF. Below the ribbon are various action buttons grouped into 'Delete', 'Respond', and 'Quick Steps'. The 'Quick Steps' section includes actions like 'Followup Task', 'Mid Market Deli...', 'To Manager', 'Team Email', 'Task completed', and 'Reply & Delete'. Below the ribbon is a 'Notification overview' section. It features a profile picture of 'A' and the email address 'admin@CRMbc463348.onmicrosoft.com'. The recipient is 'Steve Chapman'. Below this, there is a 'Document Links' section. The main body of the email contains the following text:

Hello Alicia Thomber,


You are registered to receive notifications related to CRONUS USA, Inc..
This is a message to notify you that:

Purchase Order 106044 requires your approval.

Amount 12,024.00	Due Date 09/28/20
Vendor Wide World Importers (#40000)	Purchase Order 106044
Details Created By Alan Steiner	



Approve

- 
Approve
 Approve the requested changes.
- 
Reject
 Reject the requested changes.
- 
Delegate
 Delegate the requested changes to the...

POSTED APPROVAL ENTRIES | WORK DATE: 9/1/2021

Search Comments Record Page More options

Approved	Iteration No.	Sequence No.	Document No.	Sender ID	Salespers./... Code	Approver ID	Status	Date-Time Sent for Approval	Last Date-Time Modified	Last Modified By ID
Purch. Inv. Header: 108275	:	0	1 108275	ALANS		ALANS	Approved	9/27/2020 12:11 ...	9/27/2020 12:11 ...	ALANS
Purch. Inv. Header: 108275		0	2 108275	ALANS		ALICIAT	Approved	9/27/2020 12:11 ...	9/27/2020 12:14 ...	ALICIAT
Purch. Inv. Header: 108275		0	3 108275	ALANS		ADMIN	Approved	9/27/2020 12:14 ...	9/27/2020 12:20 ...	ADMIN

FIXED ASSET CARD | WORK DATE: 7/15/2019

FA000160 · PowerEdge R840 Rack Server

Process Report Actions Navigate Report Fewer options

General Show less


Description: PowerEdge R840 Rack Server
 FA Class Code: TANGIBLE
 FA Subclass Code: EQUIPMENT
 FA Location Code:
 Budgeted Asset:
 Serial No.:
 Main Asset/Comp...:
 Component of Mal...:
 Search Description: POWEREDGE R840 RACK SER
 Responsible Emplo...:
 Inactive:
 Blocked:
 Acquired:
 Last Date Modified: 3/17/2020

Depreciation Book Show more

Depreciation Meth...: Straight-Line
 Depreciation Starti...: 7/1/2019
 No. of Depreciatio...: 3.00
 Depreciation Endin...: 6/30/2022
 Book Value: 7,809.00
[Add More Depreciation Books](#)

Details Attachments (0)

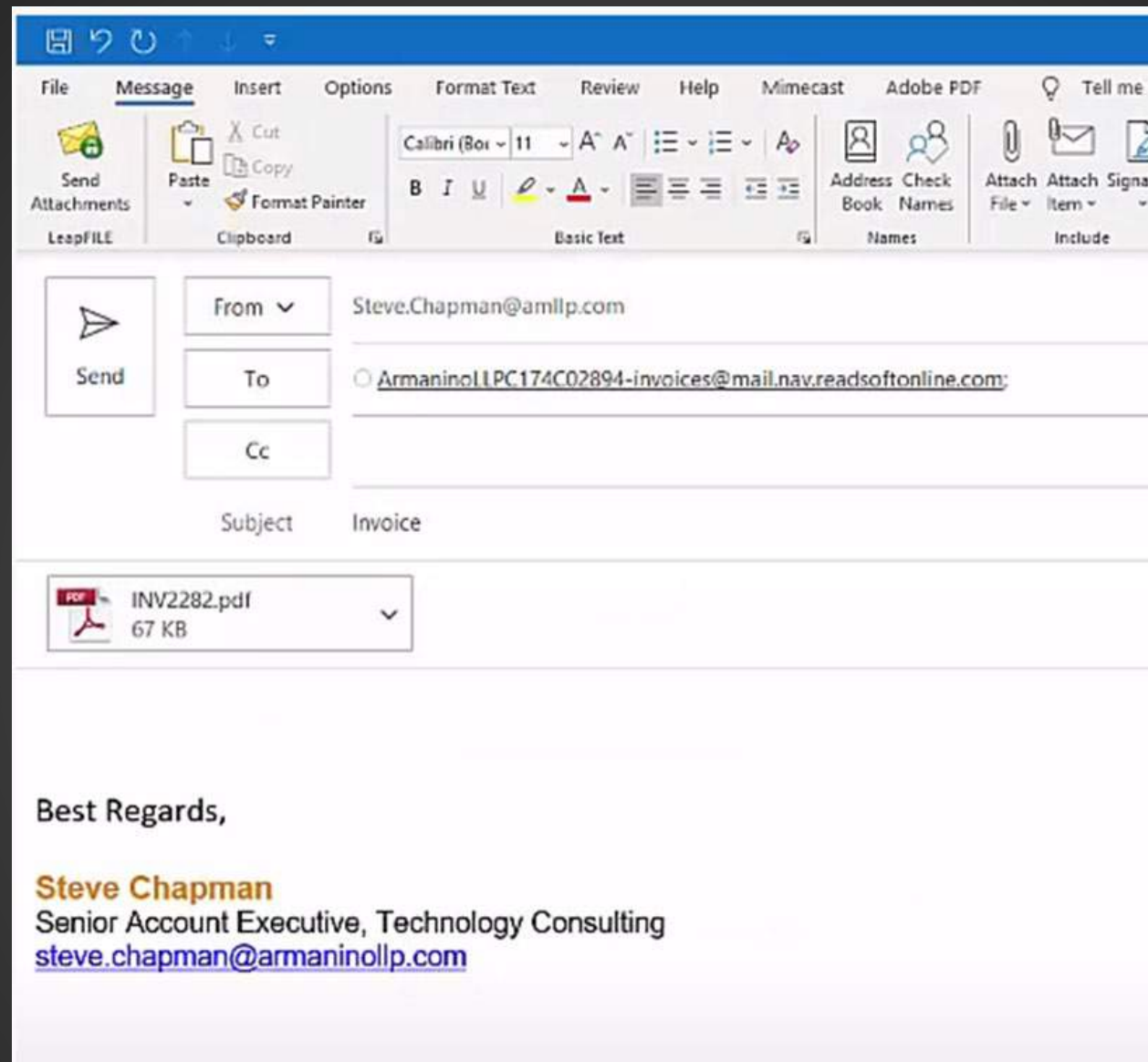
Fixed Asset Picture



APPROVAL USER SETUP | WORK DATE: 9/1/2021

SEARCH + New Edit List Delete Approval User Setup Test Notification Setup

User ID ↑	Salespers./Pu... Code	Approver ID	Sales Amount Approval Limit	Unli... Sales App...	Purchase Amount Approval Limit	Unli... Pur... App...	Request Amount Approval Limit	Unli... Req... App...	Substiti
ADMIN				<input type="checkbox"/>		<input checked="" type="checkbox"/>		<input type="checkbox"/>	
ALANS		ALICIAT		<input type="checkbox"/>	4000	<input type="checkbox"/>		<input type="checkbox"/>	
→ ALICIAT	:	ADMIN		<input type="checkbox"/>	10000	<input type="checkbox"/>		<input type="checkbox"/>	



Invoice



Page 1/1
 Invoice STD111V2282
 Date 4/12/2020

Fabrikam, Inc.
 4277 West Oak Parkway
 Chicago IL 60601-4277

Bill To: Film Production
 2200 Sunset
 Los Angeles CA 91956

Ship To: Film Production
 2200 Sunset
 Los Angeles CA 91956

Purchase Order No.	Customer ID	Salesperson ID	Shipping Method	Payment Terms	Req Ship Date	Master No.	
	FILM PRODUCTION	SAHRA M.	GROUND	Net 30	4/12/2020	478	
Ordered	Shipped	B/O	Item Number	Description	Discount	Unit Price	Ext. Price
4	4	0	ACCS-HDS-1EAR	Headset-Single Ear	\$0.00	\$79.95	\$319.80
5	5	0	ACCS-HDS-2EAR	Headset - Dual Ear	\$0.00	\$89.95	\$449.75

Subtotal \$769.55
 Misc \$0.00
 Tax \$0.00
 Freight \$0.00
 Trade Discount \$0.00
 Total \$769.55

107220 · Fabrikam, Inc.

Invoice Posting Request Approval Incoming Document Release Navigate More options

General

Vendor Name	Fabrikam, Inc.	Vendor Invoice No.	STDINV2282
Contact	Krystal York	DIOT Type of Operation	
Posting Date	4/11/2020	Status	Open
Due Date	4/30/2020		

Lines Manage More options

Type	No.	Description/Comment	Location Code	Quantity	Unit of Measure Code	Direct Unit Cr Exd. 1
→ G/L Account	61400	Office Supplies Expense		4		79.
G/L Account	61400	Office Supplies Expense		5		89.

Subtotal Excl. Tax (USD)	769.55	Total Excl. Tax (USD)	769.55
Inv. Discount Amount (USD)	0.00	Total Tax (USD)	0.00
Invoice Discount %	0	Total Incl. Tax (USD)	769.55

Details Attachments (0)

Incoming Document Files

Name	Type
INV2282	PDF

Vendor Statistics

Vendor No.	10000
Balance (\$)	4,888.61
Outstanding Orders (\$)	5,792.79
Amt. Rcd. Not Invd. (\$)	0.00
Outstanding Invoices (\$)	996.39
Total (\$)	11,677.79
Overdue Amounts (\$) as of 0...	2,071.13
Invoiced Prepayment Amoun...	0.00
Payments (\$)	20,814.56

A close-up photograph of two hands holding white puzzle pieces. The hand on the left is a man's, and the hand on the right is a woman's with red nail polish and a silver ring. The background is blurred, showing a person in a white lab coat. The bottom half of the image is overlaid with a semi-transparent orange gradient.

What's New in Dynamics 365 Finance & Operations (F&O)

Microsoft Dynamics CRM / 365 CE

Marketing

Sales

Customer Insights,
Customer Voice

Customer Service,
Virtual Agents

Dual Write

CDS Data
Integrator

Microsoft Dynamics AX / 365 for

Finance

Supply Chain Management,
Guides

Commerce
(Retail POS, eComm, Fraud Protection)

Human Resources
(Includes 'Talent')

Project Operations

Field Service,
Remote Assist, Guides

Asset Management

Power App Portal

Power App
Licensing

Team Members

- Vendor Payment Process Automation
- Add Vendor & Customer ID and Names in the GL Voucher Transactions List Page
- Provisional Trial balance report with transactional detail and unposted GL transactions
- Barcode generation data source for configurable business documents

Vendor payments

My work Analytics

Summary

+ New vendor pay run

0 Vendor pay run - not posted

0 Vendor pay run - not posted, assigned to me

0 Electronic payments sent, need bank confirmation

5 Invoices past due

Vendors on hold

All vendors

Process automations

Week of 3/30 - 4/5

Monday: 3/30/2020 (1)

Vendor payment proposal SCHEDULED
usmf | NA vendors_checks
Will occur at 01:00:00 am
View/Edit Disable

Tuesday: 3/31/2020 (0)

Wednesday: 4/1/2020 (1)

Vendor payment proposal SCHEDULED
ussi | International_Lall
Will occur at 03:00:00 am
View/Edit Disable

Thursday: 4/2/2020 (0)

Friday: 4/3/2020 (0)

Saturday: 4/4/2020 (0)

Sunday: 4/5/2020 (1)

Vendor payment proposal SCHEDULED
usmf | NA vendors_EFT_USMF/USSI/USRT
Will occur at 02:00:00 am
View/Edit Disable

Create occurrence

Trial balance with transactional detail

Parameters

SHOW TRANSACTIONS

Include transactions

Posted only

Pending only

All

PRINTOUT

Posting layer

Current

Include opening transaction amount...

No

Closing transactions

No

FINANCIAL DIMENSION SET

Primary financial dimension set

Main Account

Format mapping

Trial balance with transaction...

CURRENT DATE RANGE

From date

1/1/2020

To date

1/31/2020

Records to include

Run in the background

OK Cancel

- Provisional Trial balance report with transactional detail and unposted GL transactions

Finance and Operations Search for a page

Options

Revenue management

Summary

- 270

Unprocessed revenue recognition schedules
- 0

Milestone and event recognition
- 28

On hold revenue recognition schedules
- 0

Bundles

Revenue management

- Unprocessed revenue recognition schedules
- Milestone and event recognition
- On hold revenue recognition schedules

Create journal Update contract terms Remove hold Place on hold

On hold	Sales order	Customer account	Project ID	Invoice
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201
<input type="radio"/>	001937	US-017	000187	000201

- Revenue Management for Sales Orders & MEA's, (ASC 606 & IFRS 16 Revenue Accounting)

© Armanino LLP | armaninoLLP.com

What's New in D365 Finance

Finance and Operations Preview

Search for a page

Save + New Delete Function Options

Maintain Schedules Transactions Function Journals Process

Adjust book Impairment Payment schedule Liability amortization schedule Asset depreciation schedule Expense schedule Liability transactions Asset transactions Expense transactions Create schedules Lease adjustment Initial recognition Transition adjustment Transition reversal General journals Invoice journals Book version history

Filter

GBSI-0002:ASC 842
Automatic ASC842
Full Retrospective
Current
None

GBSI-0002:IFRS 16
IFRS 16
Full Retrospective
Current
None

Book details | GBSI-0002 : BUILDING 2

GBSI-0002:ASC 842 : BUILDING 2

General

IDENTIFICATION

Lease group: BUILDINGS

Book ID: GBSI-0002:ASC 842

Lease ID: GBSI-0002

BOOK DETAILS

Book type: ASC 842

Posting layer: Current

Transition type: Full Retrospective

Fair value of the asset: 1,000,000.00

Implicit rate (%): 0.00000

Incremental borrowing rate (%): 5.00000

Lease term (months): 24

Asset useful life (Months): 24

Deferred rent carryover: 0.00

LEASE POSTING

Compounding interval: Monthly

Currency: USD

Vendor account:

Fixed asset number:

Lease prepayments: 0.00

Dismantling costs: 0.00

ADDITIONAL LIABILITY CONSIDERATIONS

Residual value guarantee: 0.00

LEASE STATUS

Initial right-of-use asset: 0.00

Initial lease liability: 22,888.87

ADDITIONAL ASSET CONSIDERATIONS

Initial direct cost: 0.00

DATES

Transition date:

Commencement date: 1/1/2020

Delivery date:

- Asset Leasing (ASC 842 & IFRS 16 Lease Accounting Support)

- Automatic collection task creation based on business rules
- Touchless email reminders to customers
- Automation for scheduling the Cash Flow forecast calculation
- Improvements to Invoice Automation with 3-way match, processing workspace and Power BI Analytics
- Improved Pre-payment matching and settlements
- Improvement to Grants Management & Reporting

Finance and Operations Preview USMF

WEDNESDAY 9/23/2020
1:10 PM

All jobs | Active jobs

1	2	3	4	5	6	7	8	9	10
✓									
Order	Description	Requested	Started	Completed	Scrapped	Remaining			
P000123	Speaker testing a...	5.00	5.00	0.00	0.00	5.00			
P000104	Speaker testing a...	21.00	21.00	0.00	0.00	21.00			
P000124	Speaker testing a...	6.00	6.00	0.00	0.00	6.00			
P000123	Operating the spe...	5.00		0.00	0.00	5.00			
P000123	Packing	5.00		0.00	0.00	5.00			

Speaker testing and calibration

Product	D0001 - MidRangeSpeaker	From	12/19/2016 10:14:00...	To	12/19/2016 10:14:00...	0%
Previous operation	Assembly, 21.00 Produced, Not started	Active employees	Christina Portra (+1)			

- New Production Floor Execution Workspace

Finance and Operations Preview | jcd | USMF

Options

Report progress - P000187 - Assembly

Serial Number (3.00) | SERIAL NUMBER | -> Register

Serial number	Description	Error cause	Scrap	Delete
4561			Scrap	Delete
4562			Scrap	Delete
4563			Scrap	Delete

CHANGE JOB STATUS TO

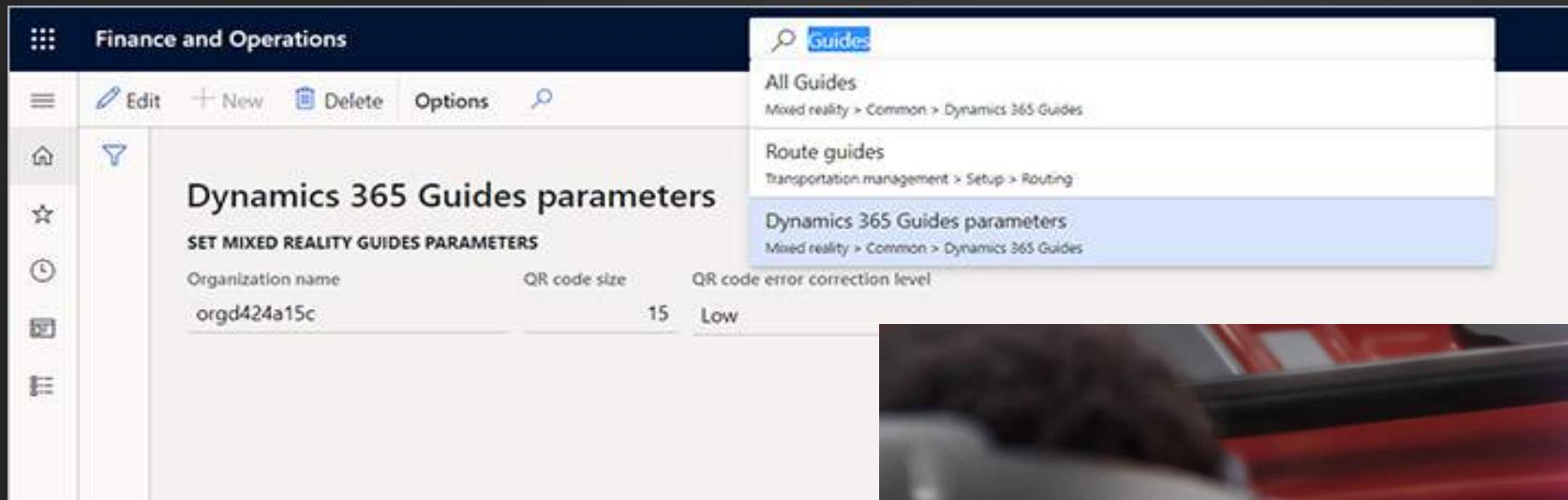
- In progress
- Stopped
- Completed

JOB QUANTITIES

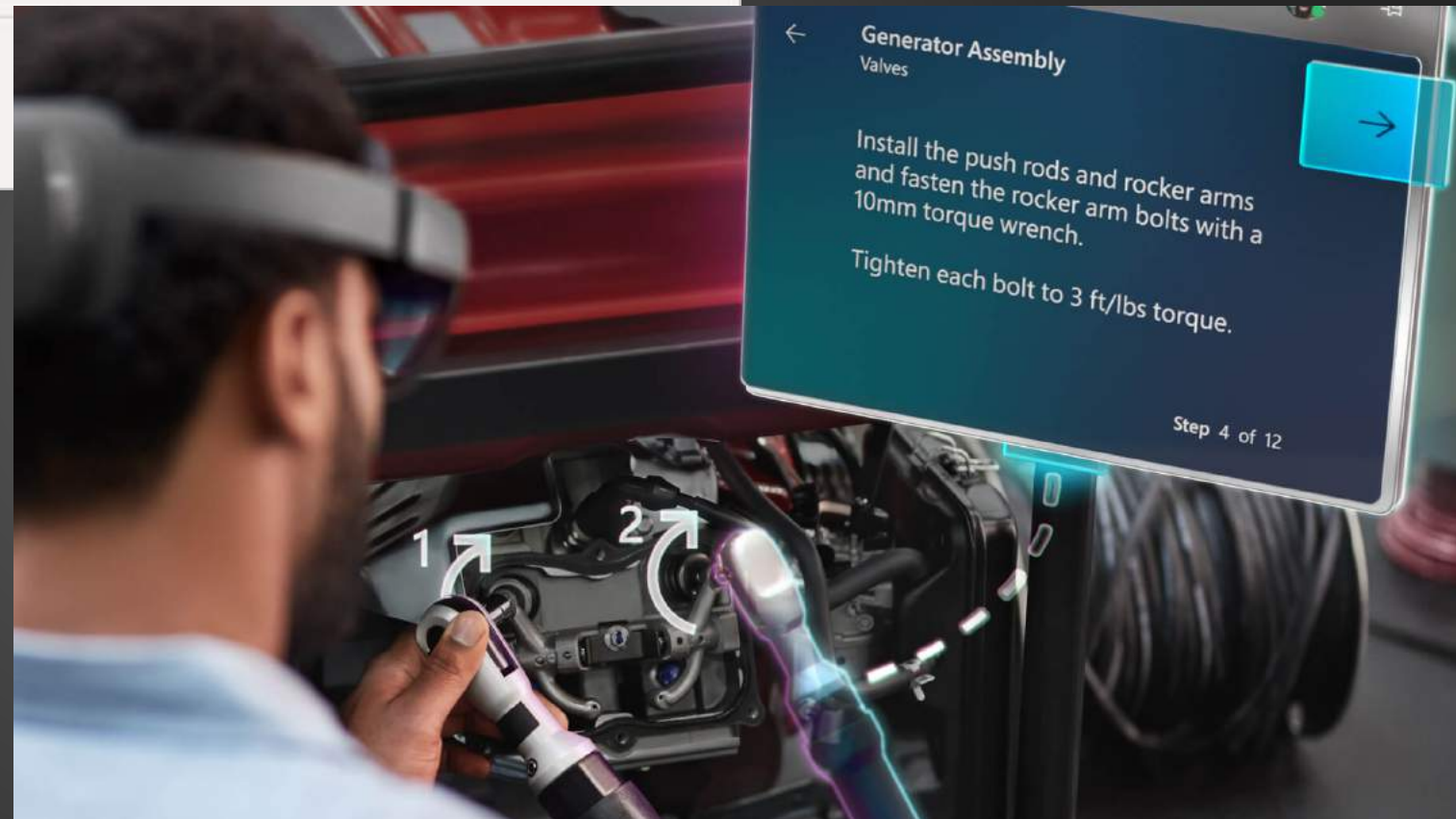
STARTED	3.00
COMPLETED	0.00
GOOD	3.00
ERROR	0.00

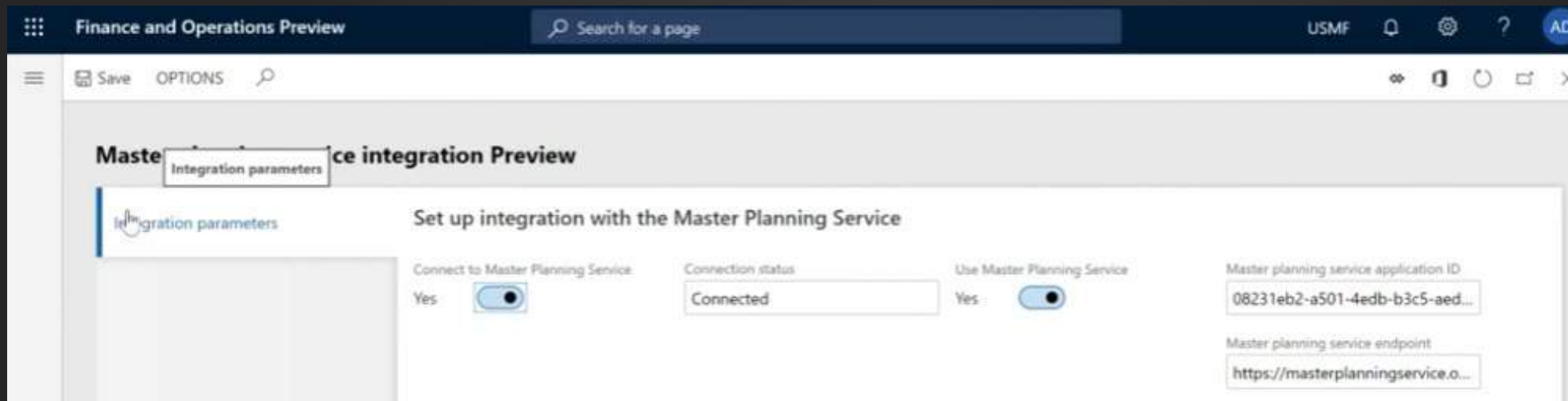
Cancel | Complete

- MES - Job Card Device enhanced support for Batch/Serial RAF

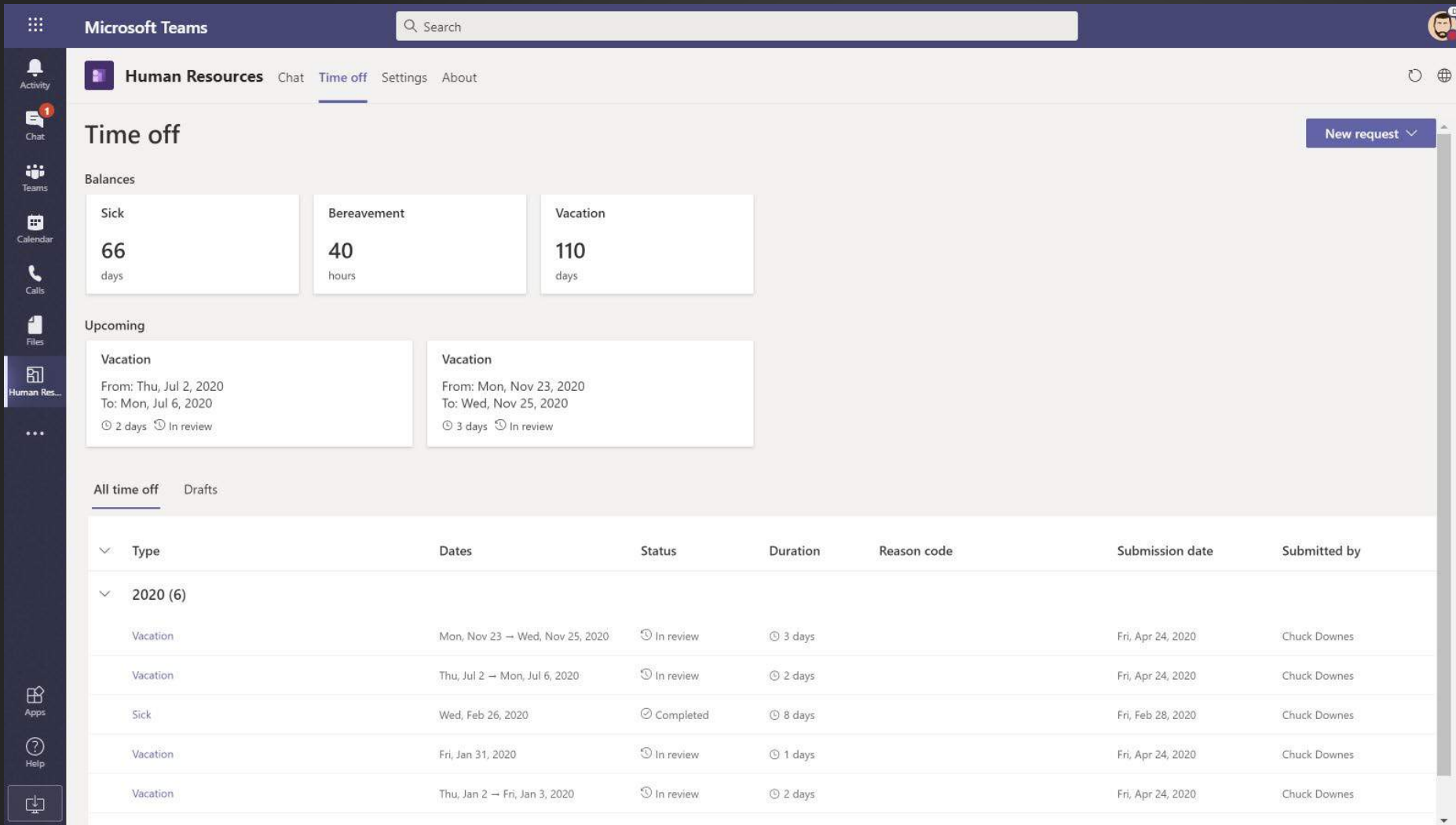


- Integration of Mixed Reality Guides for production workers





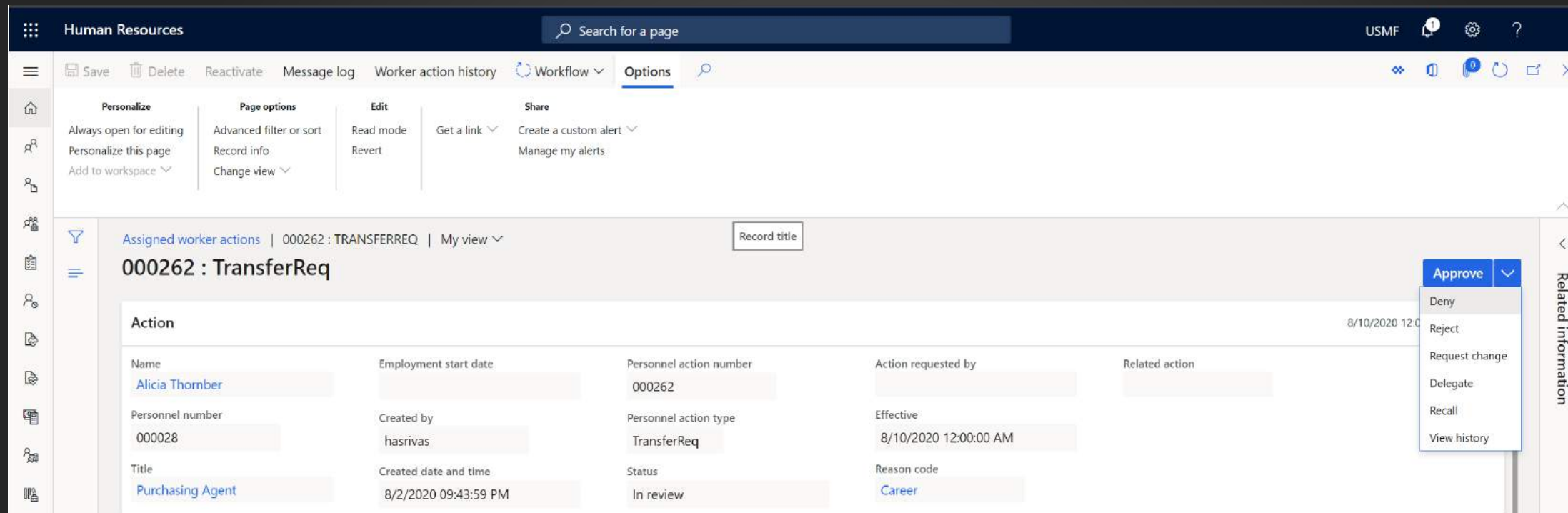
- Planning Optimization now provides MRP functionality and facilitates near-real-time planning by running as a separate service
- Order creation event driven incremental re-calculation trigger



The screenshot shows the Microsoft Teams interface for Human Resources. The top navigation bar includes 'Microsoft Teams', a search bar, and a user profile icon. Below this, the 'Human Resources' section is active, with tabs for 'Chat', 'Time off', 'Settings', and 'About'. The 'Time off' page features a 'Balances' section with three cards: 'Sick' (66 days), 'Bereavement' (40 hours), and 'Vacation' (110 days). An 'Upcoming' section shows two vacation requests: one from Thu, Jul 2, 2020 to Mon, Jul 6, 2020 (2 days, In review) and another from Mon, Nov 23, 2020 to Wed, Nov 25, 2020 (3 days, In review). At the bottom, there is a table titled 'All time off' with columns for Type, Dates, Status, Duration, Reason code, Submission date, and Submitted by. The table lists six requests for the year 2020.

Type	Dates	Status	Duration	Reason code	Submission date	Submitted by
2020 (6)						
Vacation	Mon, Nov 23 — Wed, Nov 25, 2020	In review	3 days		Fri, Apr 24, 2020	Chuck Downes
Vacation	Thu, Jul 2 — Mon, Jul 6, 2020	In review	2 days		Fri, Apr 24, 2020	Chuck Downes
Sick	Wed, Feb 26, 2020	Completed	8 days		Fri, Feb 28, 2020	Chuck Downes
Vacation	Fri, Jan 31, 2020	In review	1 day		Fri, Apr 24, 2020	Chuck Downes
Vacation	Thu, Jan 2 — Fri, Jan 3, 2020	In review	2 days		Fri, Apr 24, 2020	Chuck Downes

- New PTO, Leave & Absence Experience Integrated in Microsoft Teams
- Human Resources Employee data core data managed in CDS



Human Resources

Search for a page

USMF

Save Delete Reactivate Message log Worker action history Workflow Options

Personalize: Always open for editing, Personalize this page, Add to workspace

Page options: Advanced filter or sort, Record info, Change view

Edit: Read mode, Revert

Share: Get a link, Create a custom alert, Manage my alerts

Assigned worker actions | 000262 : TRANSFERREQ | My view

Record title

000262 : TransferReq

8/10/2020 12:00:00 AM

Action				
Name	Employment start date	Personnel action number	Action requested by	Related action
Alicia Thornber		000262		
Personnel number	Created by	Personnel action type	Effective	
000028	hasrivass	TransferReq	8/10/2020 12:00:00 AM	
Title	Created date and time	Status	Reason code	
Purchasing Agent	8/2/2020 09:43:59 PM	In review	Career	

Approve

Deny

Reject

Request change

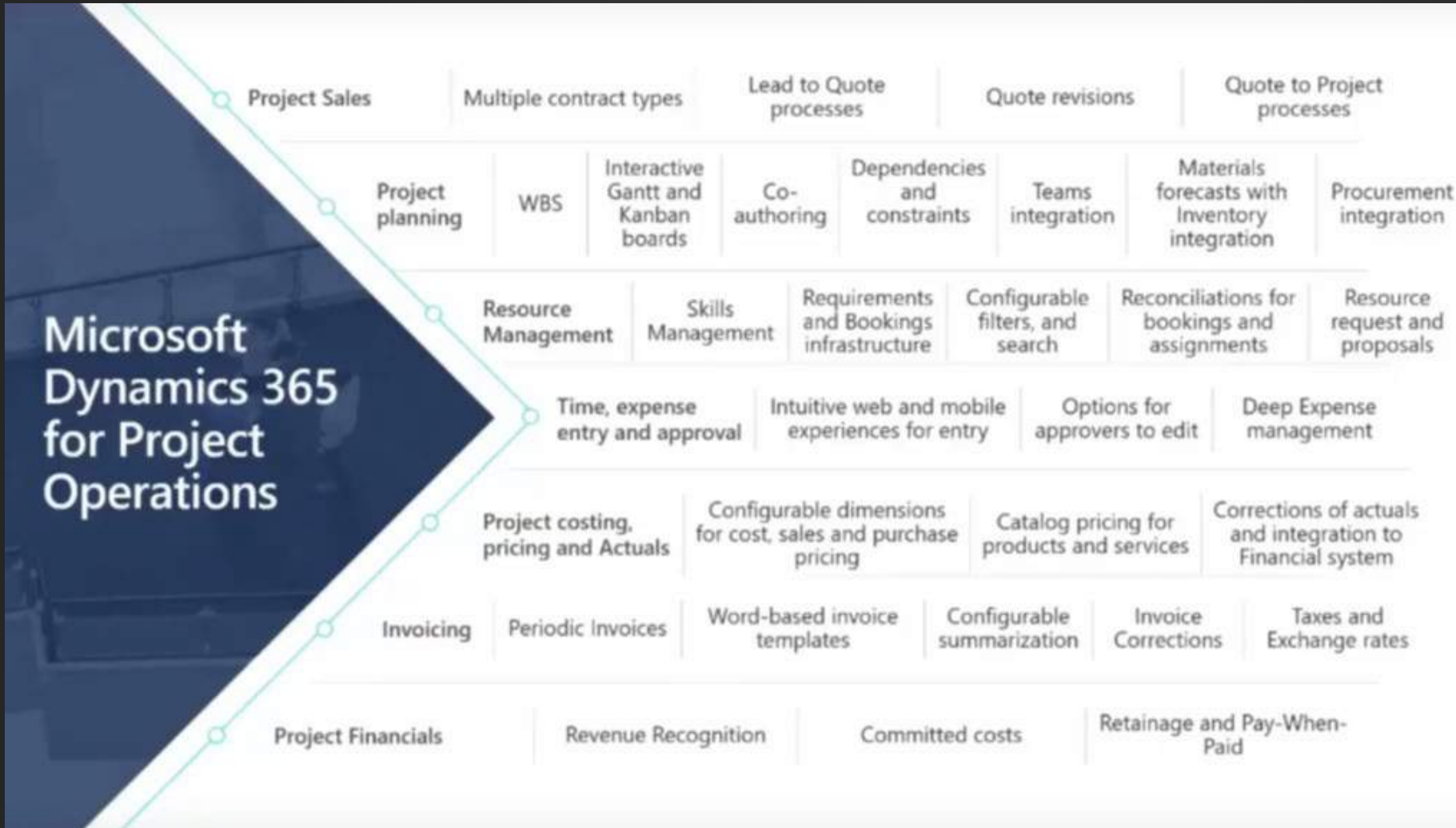
Delegate

Recall

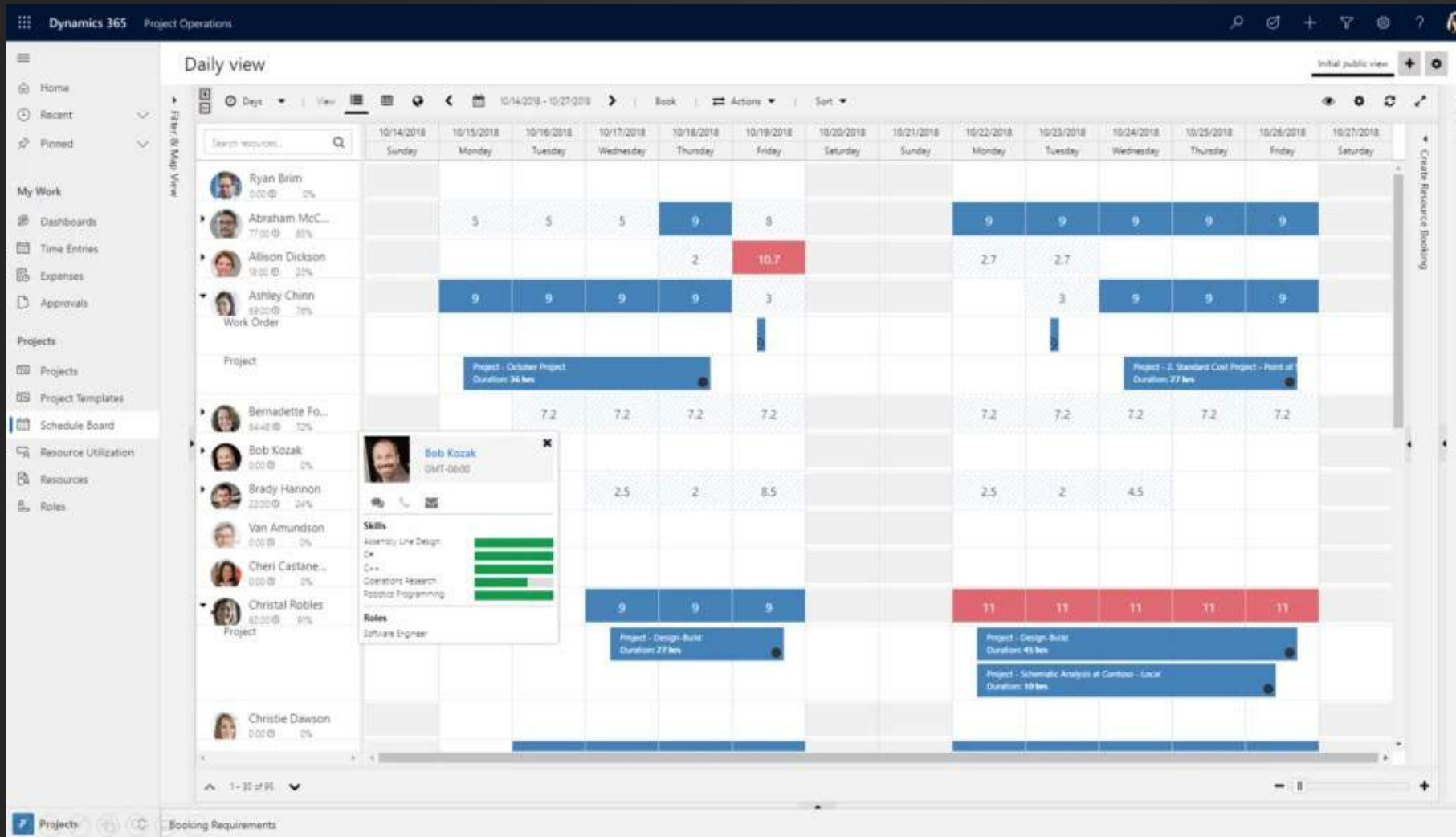
View history

Related information

- Organization and Personnel management workflow
- Integration with LinkedIn Talent Hub (November '20)



- All new – Project Operations
- Complete re-write of previous PSA solution



- Project Resource Scheduling Board

Dynamics 365 Project Operations

Maintenance at Contoso \$590,950.00 Total Amount Draft Status In Progress Status Reason Spencer Low Owner

Quote Analysis Summary Quote Lines Project Price Lists **Profitability Analysis** Comparison to Customer Expectati... Related


Key Metrics

Total Chargeable Cost	\$443,194.00	Total Revenue	\$590,950.00	Gross Margin (%)	25.00	Profitable
Total Non-chargeable Cost	\$0.00	Total Revenue (Base)	\$590,950.00	Adjusted Gross Margin (%)	25.00	

Distribution of cost and revenue

Revenue and cost over time

● Cost ● Project Contract

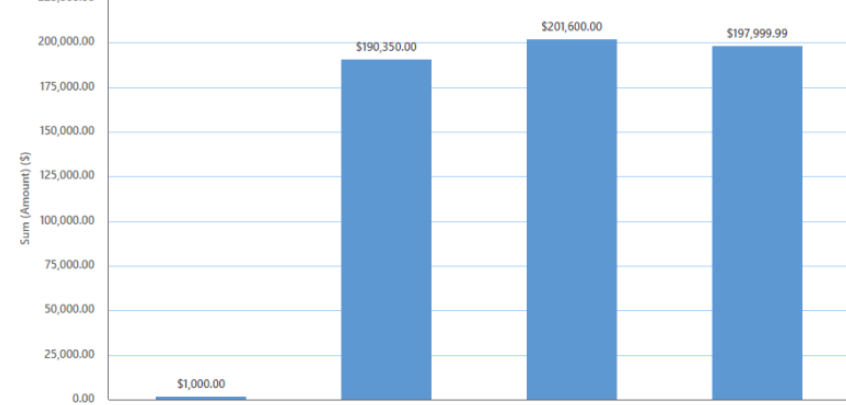


Month	Cost (Amount) (\$)	Project Contract (Amount) (\$)
Aug 2018	\$23,648.25	\$33,481.75
Sep 2018	\$24,300.00	\$44,543.75
Oct 2018	\$31,316.33	\$33,495.43
Nov 2018	\$25,459.90	\$44,678.57
Dec 2018	\$30,420.00	\$33,933.67
Jan 2019	\$34,103.57	\$40,500.00
Feb 2019	\$25,572.66	\$35,209.28
Mar 2019	\$24,103.57	\$46,928.57
Apr 2019	\$24,103.57	\$34,103.57
May 2019	\$24,103.57	\$34,103.57
Jun 2019	\$24,103.57	\$34,103.57
Jul 2019	\$41,052.86	\$54,803.57
Aug 2019	\$28,671.43	\$36,630.00
Sep 2019	\$28,671.43	\$48,889.28
Oct 2019	\$23,837.14	\$38,250.00

Associated Revenue

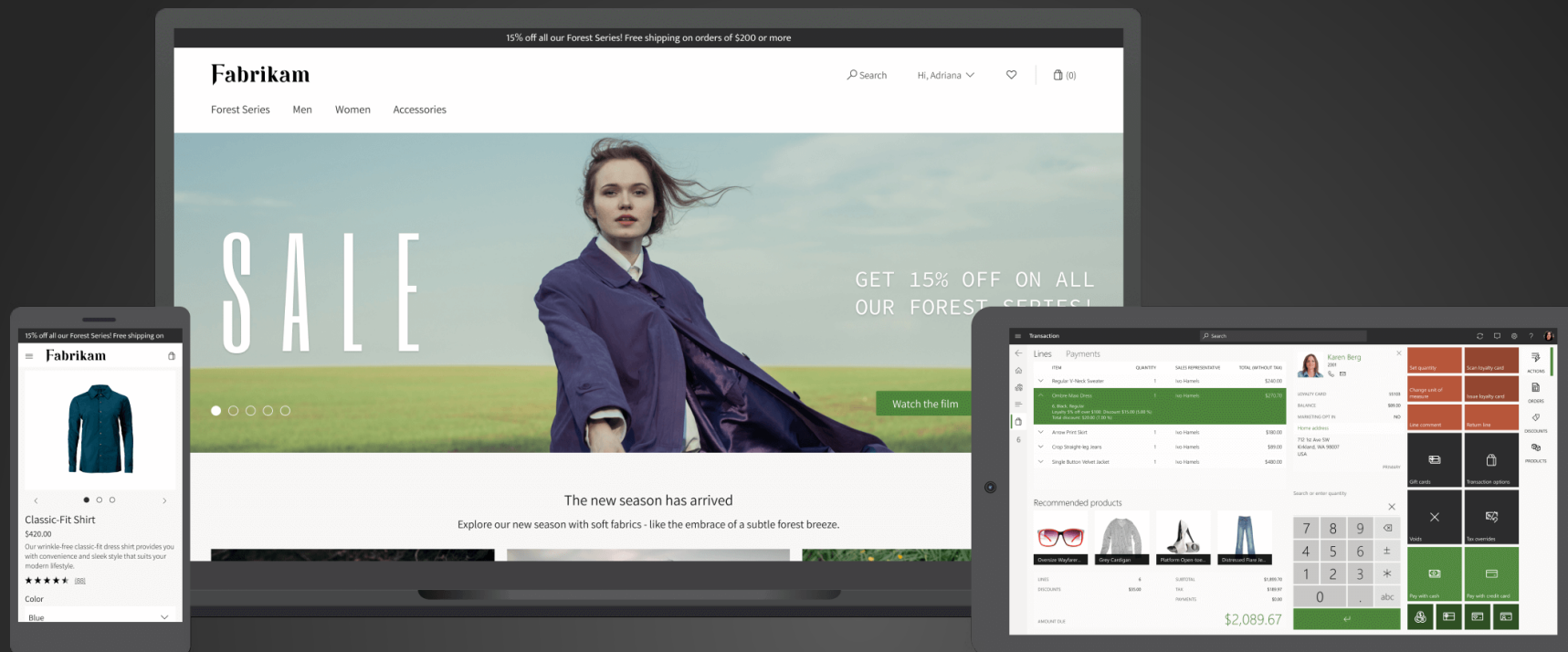
Amount by role

● Sum (Amount) (\$)



Role	Sum (Amount) (\$)
(blank)	\$1,000.00
Operations Analyst	\$190,350.00
Project Manager	\$201,600.00
Robotics Technician	\$197,999.99

- Comprehensive sales and delivery for professional services industries
- Note: Materials are not supported in the phase 1 release



- Retail Scale Unit SKU for POS & E-Commerce portal scale outs
- Dynamics 365 Commerce Ratings & Recommendations
- Dynamics 365 Commerce Recommendations
- Dynamics 365 Fraud Prevention
- Dynamics 365 Loss Prevention
- Dynamics 365 Purchase Protection


Transaction


Refresh | Chat | Settings | Help | Profile


← Lines Payments


ITEM	QUANTITY	SALES REPRESENTATIVE	TOTAL (WITHOUT TAX)
Snow Jacket	1	Ivo Hamels	\$240.00
Mountain Jacket <small>M, Black, Regular Loyalty 5% off over \$100: Discount \$15.00 (5.00 %) Total discount: \$20.00 (7.00 %)</small>	1	Ivo Hamels	\$270.70
Waterproof Lace Shoes	1	Ivo Hamels	\$180.00
Black Bold Framed Sunglasses	1	Ivo Hamels	\$89.00
Helmet and Goggles	1	Ivo Hamels	\$480.00
Grey Skit Boots	1	Ivo Hamels	\$640.00

Recommended products


Green Sunglasses


Helmet and Goggles


Hydration Pack


Ski Boots

LINES	6	SUBTOTAL	\$1,899.70
DISCOUNTS	\$35.00	TAX	\$189.97
		PAYMENTS	\$0.00
AMOUNT DUE			\$2,089.67

Karen Berg
2001

LOYALTY CARD: 55103
BALANCE: \$89.00
MARKETING OPT IN: NO

Home address
712 1st Ave SW
Kirkland, WA 98007
USA

Search or enter quantity

7	8	9	✕
4	5	6	±
1	2	3	*
0	.	abc	

Set quantity


Scan loyalty card


Change unit of measure


Issue loyalty card


Line comment


Return line



Gift cards



Transaction options



Voids



Tax overrides



Pay with cash

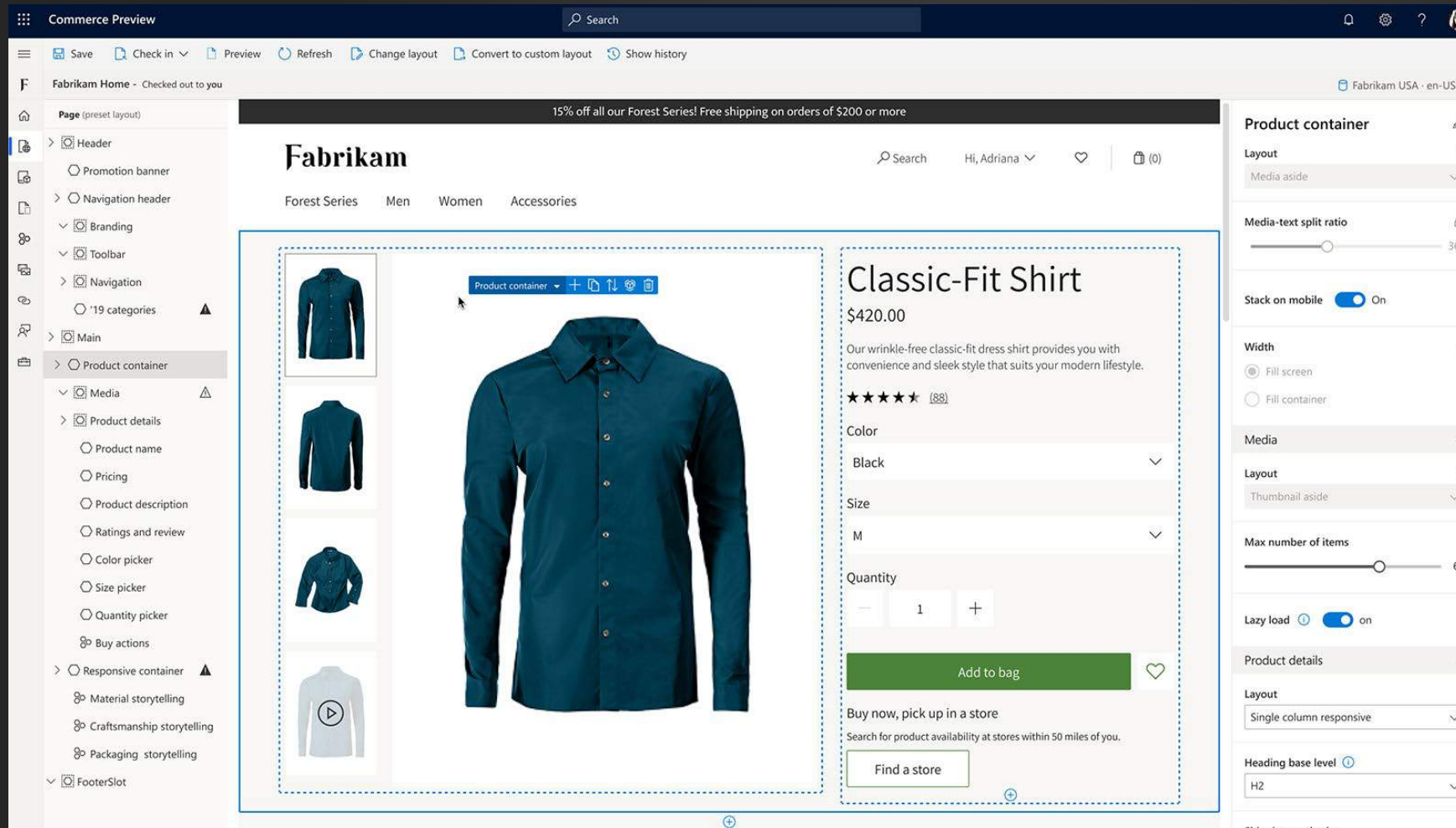

Pay with credit card



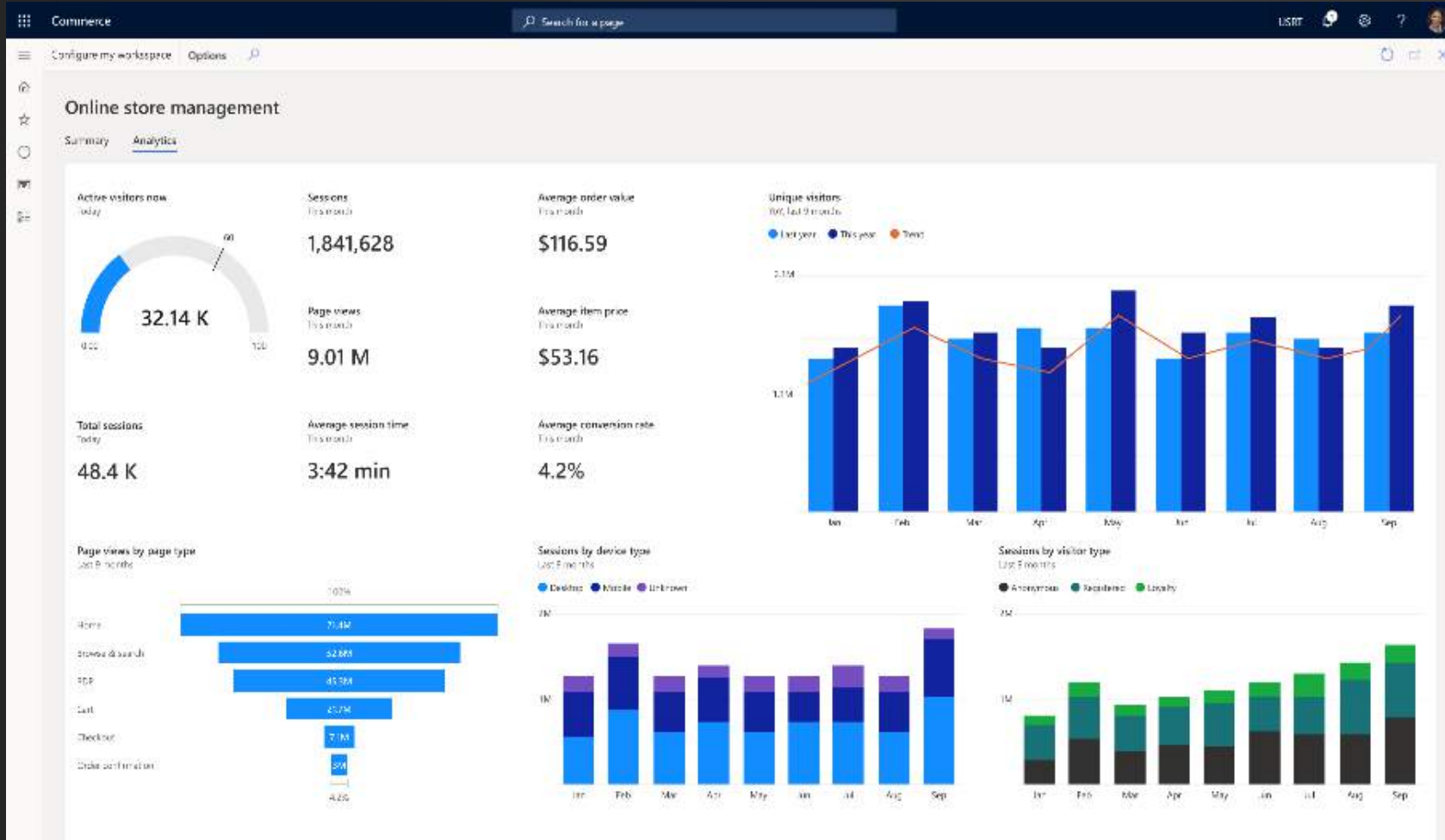








- Modern and responsive WYSIWYG e-commerce site builder experience
- Consistency in payment processing across all retail and e-commerce channels
- PayPal Payments connector



- Abandoned cart capabilities for e-commerce
- Experimentation in A/B testing on e-Commerce websites
- Omnichannel excellence for purchased items receipts, partials processing and automating order close in POS



Reach out to your client manager to discuss further D365 BC or D365 F&O



Plan your next move



For More Information Contact Experts@ArmaninoLLP.com

Q&A
