

# Microsoft cloud og Business Central Softværket Årsmøde 2023

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# Agenda

- Microsoft Azure Cloud
  - Availability, Security and compliance
- Business Applications and Business Central strategy and roadmap
- Business Central Demo
  - AI / Collaboration
- Q & A



# Microsoft Azure Cloud and Business Central

**ERP CLOUD**

**SAVE COSTS**

**INNOVATION**

**AI**

**REAL TIME ACCESS**

**RPA**

**MULIGHEDER**

**FAST ROI**

**AVAILABILITY**

**FLEXIBILITY**

**SEAMLESS UPGRADES**

**SCALABILITY**

**INTEGRATED**

**PRODUCTIVITY**

**SHORTER DEPLOYMENT  
TIME**

**SECURITY**

# Microsoft Cloud

## Industry-specific components



## Microsoft 365



## Dynamics 365



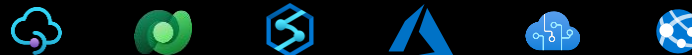
## Developer Tools



## Power Platform



## Microsoft Azure



Identity, security, management, and compliance

# Ny analyse: Hackerangreb vælter ind over danske virksomheder

6.9.2022 06:30:00 CEST | [SMVdanmark](#)



Virksomhedernes risiko for at blive hacket vokser. Hackernes interesse for særligt de små virksomheder er på vej op, og hver fjerde mindre virksomhed har i løbet af året oplevet sikkerhedsproblemer.

## Is Russia regrouping for renewed cyberwar?

Mar 15, 2023 | [Clint Watts - General Manager, Digital Threat Analysis Center](#)



### Disse hjemmesider blev lagt ned

- Arbejdernes Landsbank
- Danske Bank
- Jyske Bank
- Sydbank
- Sparekassen Sjælland & Fyn
- Bankinvest
- Handelsbanken

## The cyber threat is forcing 7-Eleven Denmark to confirm ransomware attack behind store closures

7-Eleven Denmark confirms ransomware attack behind store closures

By [Lawrence Abrams](#)

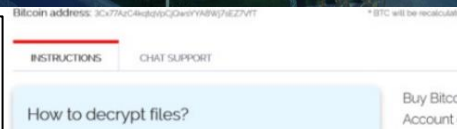
August 10, 2022

06:21 PM



3 minute read · February 28, 2023 12:28 PM GMT+1 · Last Updated 20 hours ago

## Exclusive: White House sets deadline for purging TikTok from federal devices



## CFCS hæver igen trusselsniveauet for cyberaktivisme

Niveauet hæves på grund af pro-russiske hackeres høje aktivitetsniveau mod NATO-lande og øget kapacitet blandt grupperne.

31. januar, 2023 - Kl. 11.43

## Cyberangreb ramte danske banker og var været rimelig brutale

Arbejdernes Landsbank og Nationalbanken blev mandag og tirsdag ramt af en række belastningsangreb. Russisk hackergruppe menes at stå bag.

# Core Concept: Assume Breach

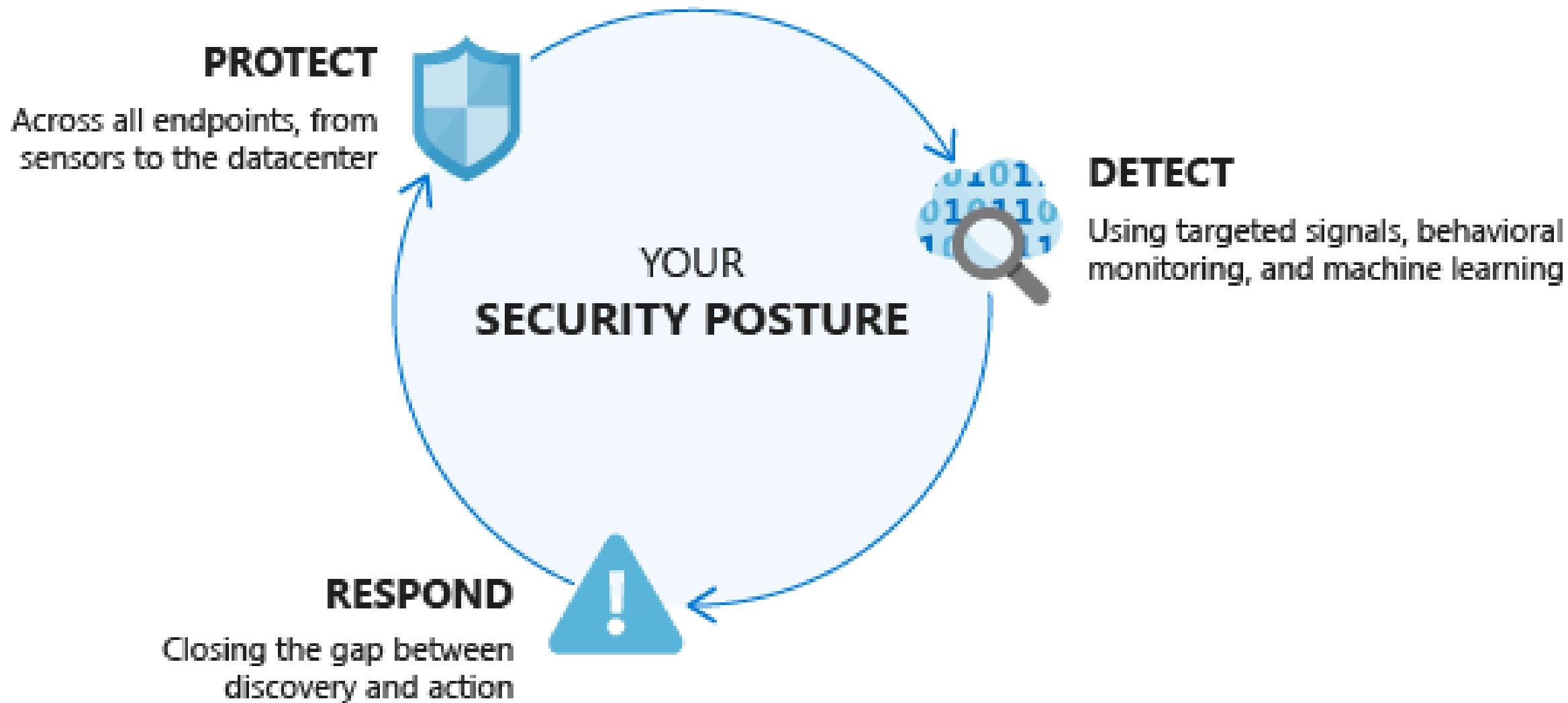


“Fundamentally, if somebody wants to get in, **they're getting in ...accept that.**

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





# Microsoft on the front lines

Protecting

**785K** organizations  
in 120 countries

Analyzing

**43T** threat signals  
every day

Tracking

**250+** unique nation-states,  
cybercriminals, and  
other threat actors

Blocked

**70B** attacks  
last year



# | Microsoft Azure Cloud and Business Central

## Runs on trust

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### 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

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### 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)

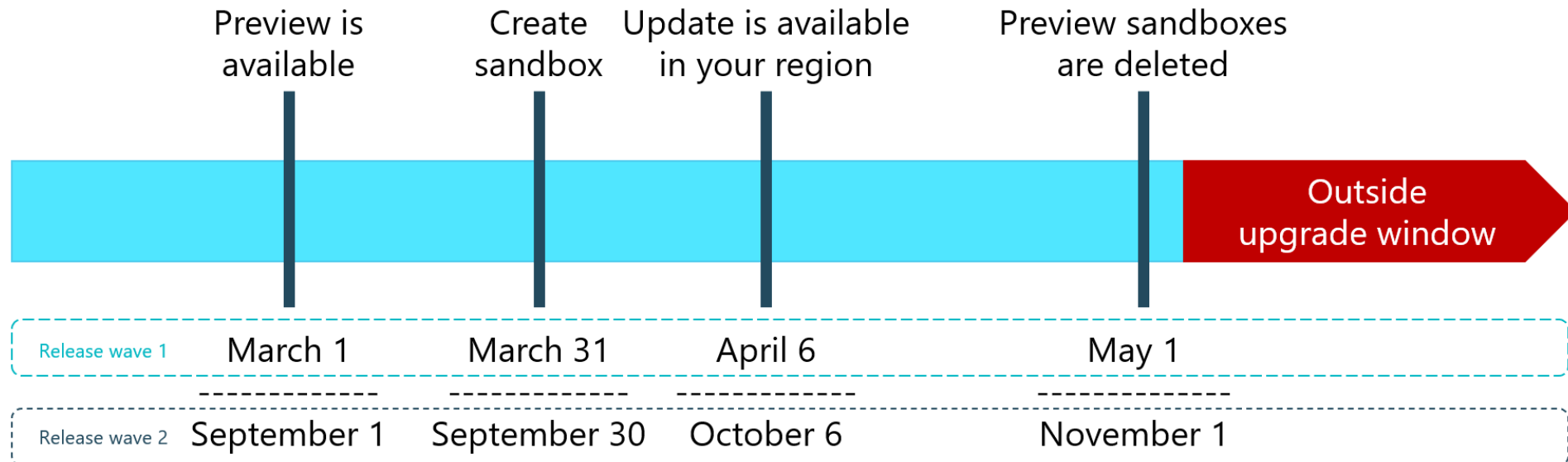
Global reach when one is targeted all will be protected

# 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



# The value of the cloud

	Hosted on-premise	Online (SaaS)
<b>License</b> i.e., how much a user pays for rights to access the solution	Per user	Per user (Pay as you go)
<b>Hardware and infrastructure</b> i.e., hardware, software, networking, energy, housing	H/W and S/W	N/A
<b>Servicing production environment</b> i.e., provisioning, updates, pro-active monitoring (telemetry), integration	Not included	Included
<b>Rich capabilities</b> <ul style="list-style-type: none"> <li>• Collaboration with Business Central data in <b>Teams</b></li> <li>• <b>AI</b> with <b>Azure ML</b></li> <li>• <b>Company hub</b></li> <li>• Default <b>Power BI</b> reports</li> <li>• Easy <b>Power Automate</b> workflow creation</li> </ul>	Not included	Included
<b>High availability and disaster recovery</b> i.e., Hardware, software, networking	Not included	Included
<b>Mobile and open API architecture</b> i.e., simple setup of mobile app and integration with third parties	Not included	Included
<b>Additional usage rights software</b> i.e., SQL license, embedded Power BI	Not included	Included
<b>Compliance and security</b> i.e., GDPR ready, ISO certifications	Not included	Included

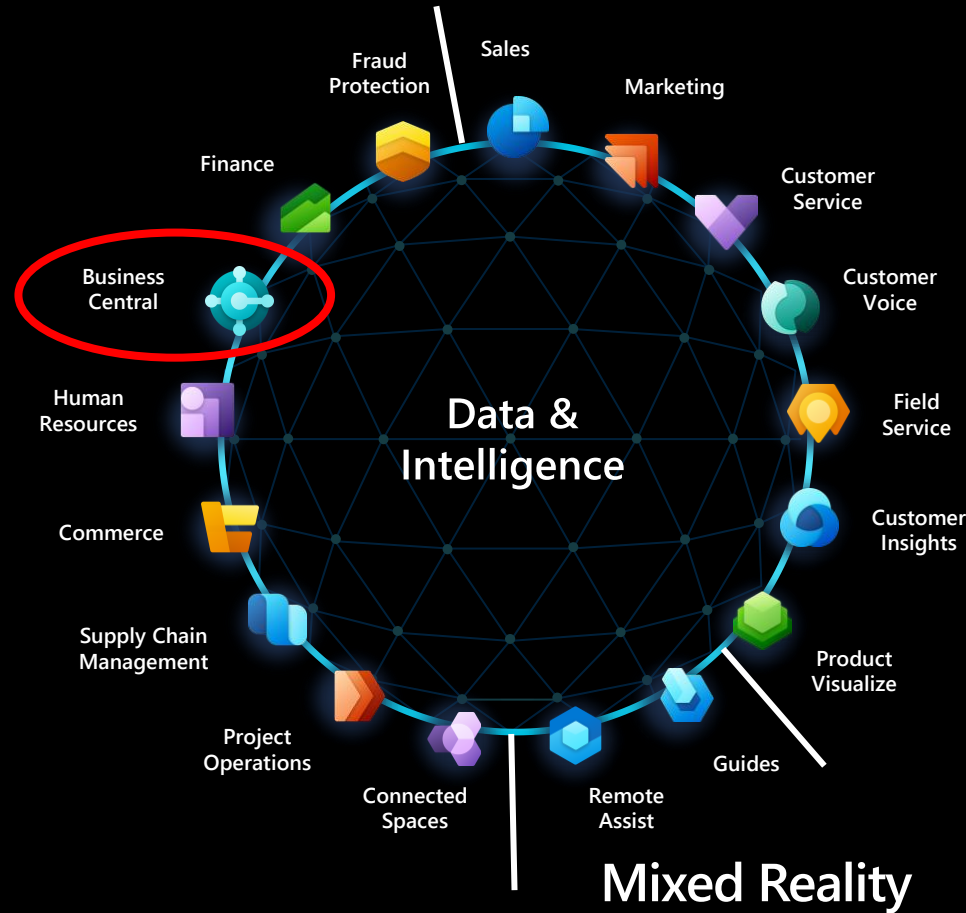


# Business Applications and Business Central online Strategy

# 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



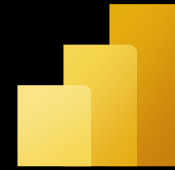
**Answering questions**  
*Bing*



**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*

[https://www.youtube.com/watch?v=wr\\_6tM5U6I](https://www.youtube.com/watch?v=wr_6tM5U6I)



# 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



Dynamics 365 Copilot

# Business Central differentiation: collaboration and productivity

Unmatched experiences built on the broad Microsoft ecosystem



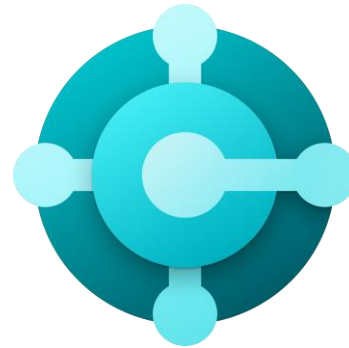
Microsoft 365



Business Central



Power Platform



Microsoft Dynamics 365 Copilot

# Business Central Core Values



## Core functionality

Finance, supply chain management



## Ease and speed of implementation

Business is changing faster than ever and SMBs need



## Collaboration and productivity

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



## Reliability, performance, security, compliance, and scale





# Business Central Ideas



**We listen  
and  
we deliver**

**67**

Ideas delivered  
on average pr. release

**27%**

Votes represented by  
Delivered ideas

**<https://aka.ms/bcideas>**

Want to shape the future ?

Microsoft Dynamics 365

# Join the Business Central User Insights Panel

Participate in shaping the future of Business Central



[aka.ms/bcuserinsights](https://aka.ms/bcuserinsights)

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

#### User experience

- Action bar
- Navigation
- Drag and Drop
- Search
- Error handling
- Time Sheets
- Onboarding
- User Assistance
- Cloud Connectivity
- Setup

### 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

# Next version October 2023

## 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](#)

#### 📌 Important

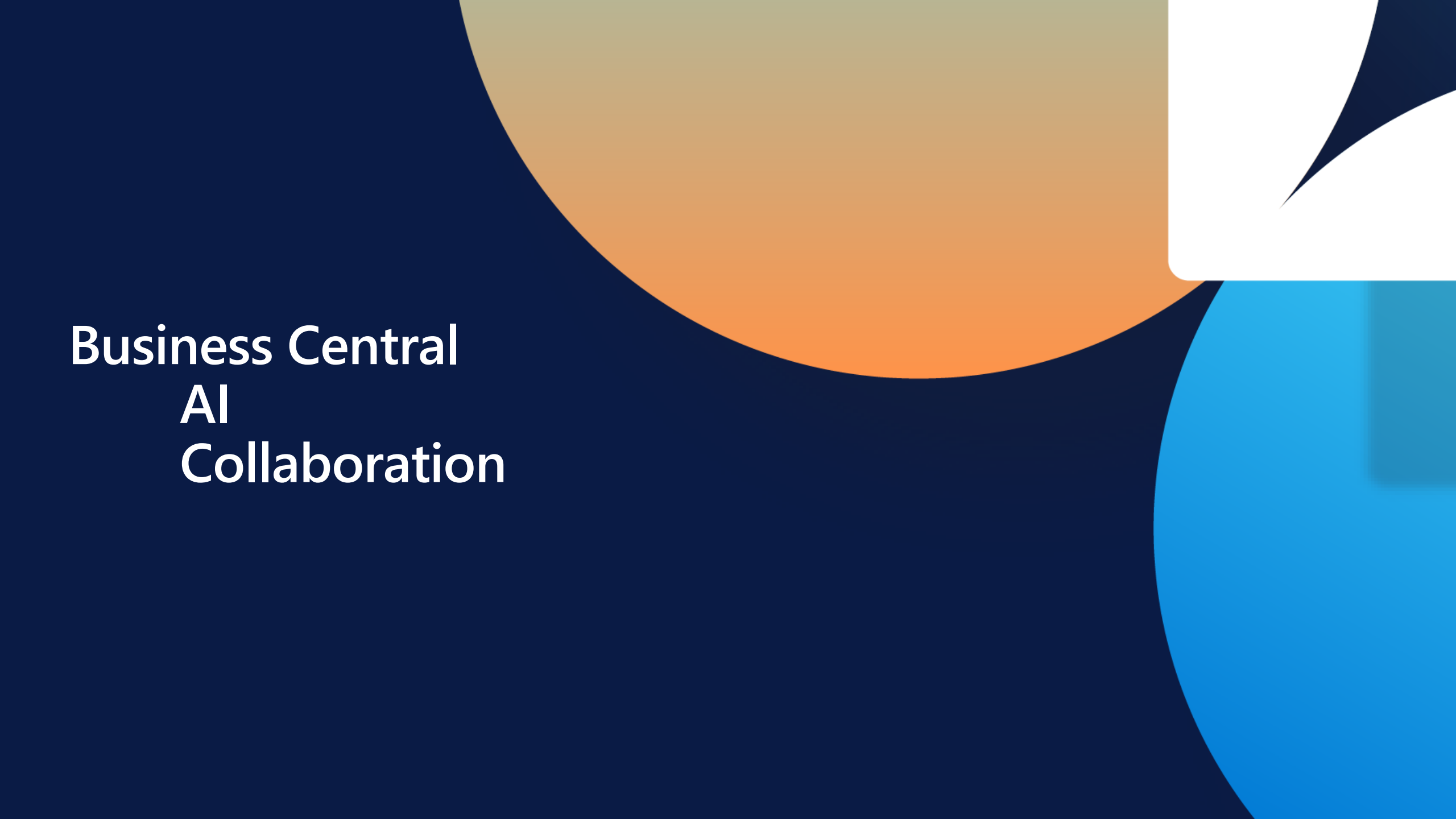
The 2023 release wave 2 plan covers all new functionalities planned to be delivered to market from October 2023 to March 2024. In this article, you'll find the product overview and what's new and planned for **Dynamics 365 Business Central**.

## 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  
AI  
Collaboration**





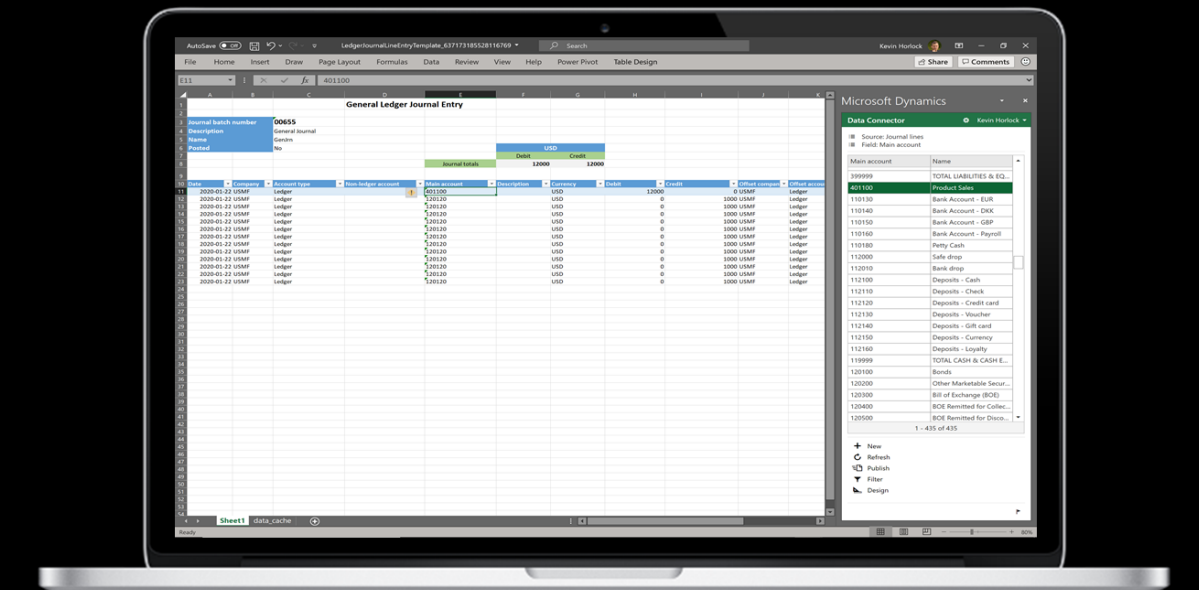
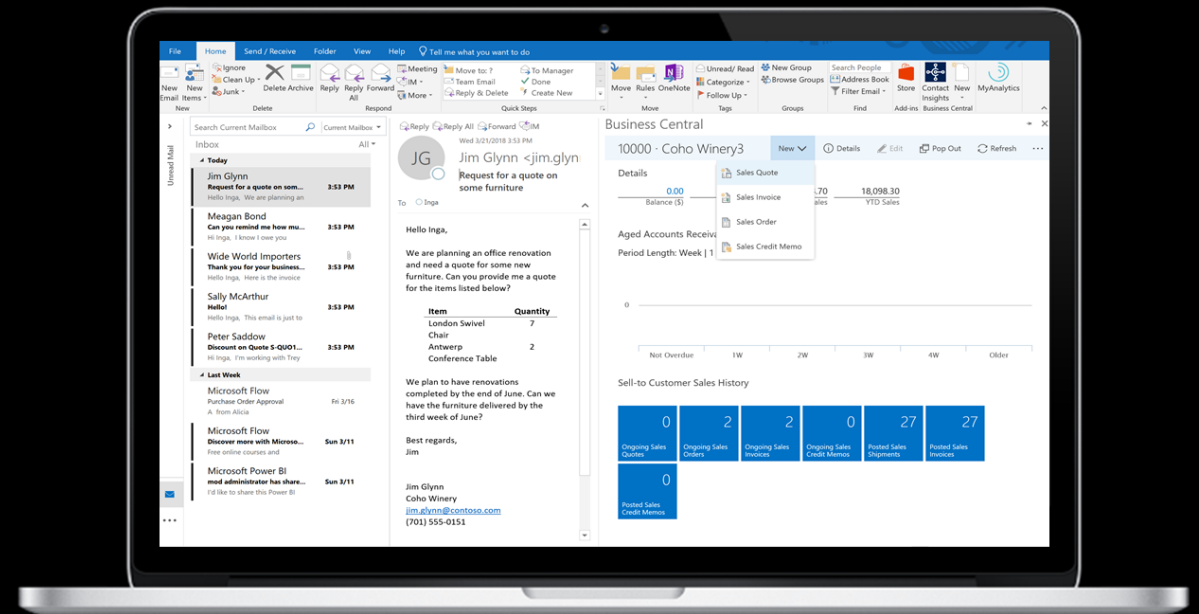
## Adaptive Business Operations

Optimize your team's productivity with seamless, integrated processes and tasks



## Embedded with Office 365

- Quote to Cash all from within Outlook
- Process Orders and Submit Invoices without leaving Outlook
- Send your invoices as PDF attachments that include a PayPal link to expedite payments
- Easily export and update data in Microsoft Excel
- Mass change non-audit trail data like a salesperson code from Excel
- Want to create Journal Entries in Excel? No Problem



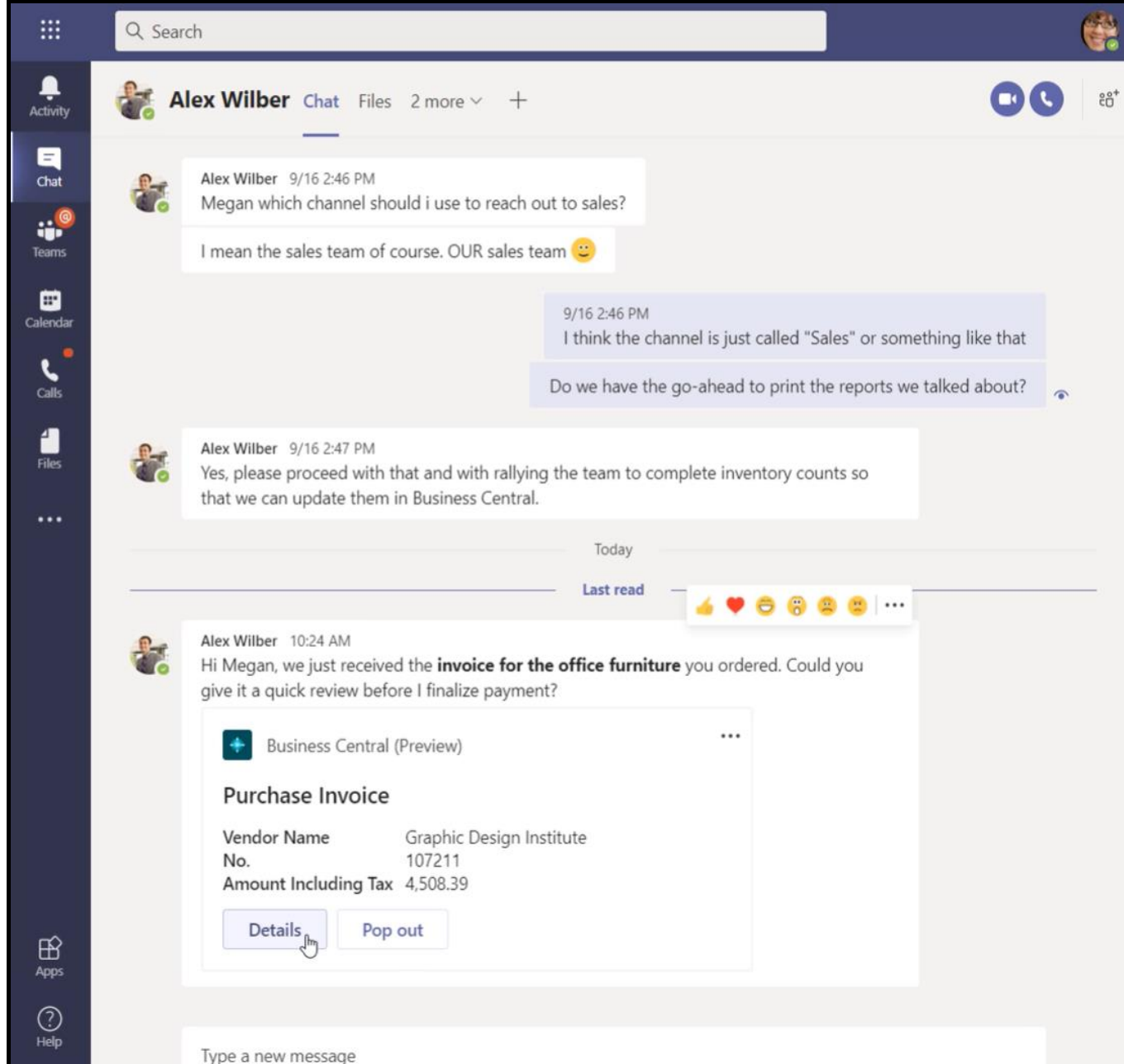
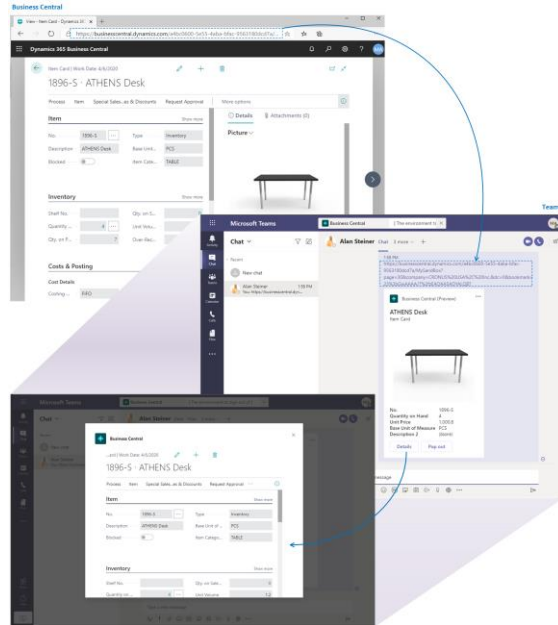


## Technology Modernization

Extend Your Solution

## Microsoft Teams

Quickly share details across team members and respond faster to inquiries



Search

Activity

Chat

Teams

Calendar

Calls

Files

...

Apps

Help

Alex Wilber Chat Files 2 more +

Alex Wilber 9/16 2:46 PM  
Megan which channel should i use to reach out to sales?

I mean the sales team of course. OUR sales team 😊

9/16 2:46 PM  
I think the channel is just called "Sales" or something like that

Do we have the go-ahead to print the reports we talked about?

Alex Wilber 9/16 2:47 PM  
Yes, please proceed with that and with rallying the team to complete inventory counts so that we can update them in Business Central.

Today

Last read



Alex Wilber 10:24 AM  
Hi Megan, we just received the **invoice for the office furniture** you ordered. Could you give it a quick review before I finalize payment?

Business Central (Preview)

**Purchase Invoice**

Vendor Name	Graphic Design Institute
No.	107211
Amount Including Tax	4,508.39

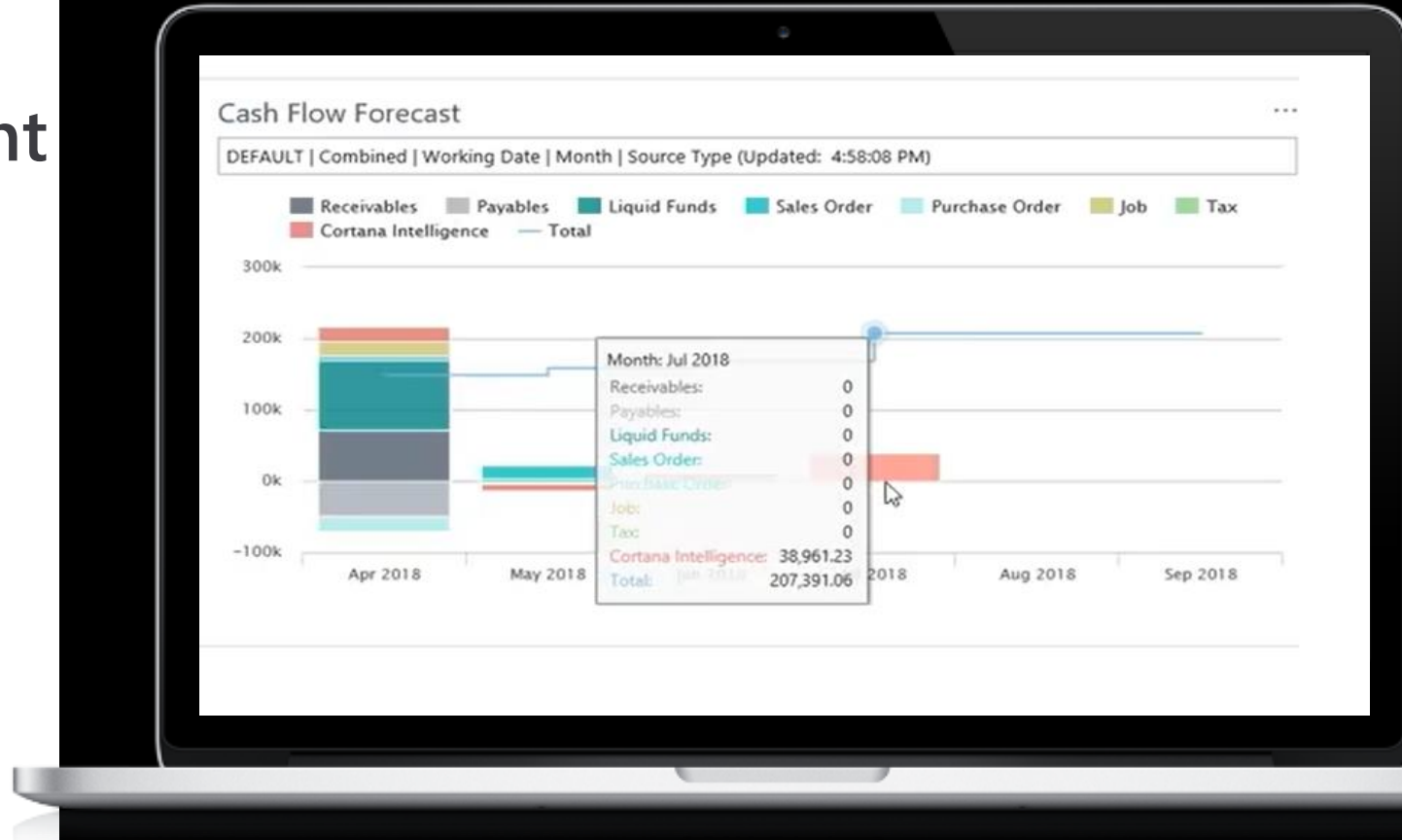
Type a new message



## Predictions

# Cash Flow and Late Payment

- Create your own predictive web service Cash Flow Forecasting
- Late Payment Prediction can help you reduce outstanding receivables and fine-tune your collections strategy by predicting whether sales invoices will be paid on time





## Adaptive Business Operations

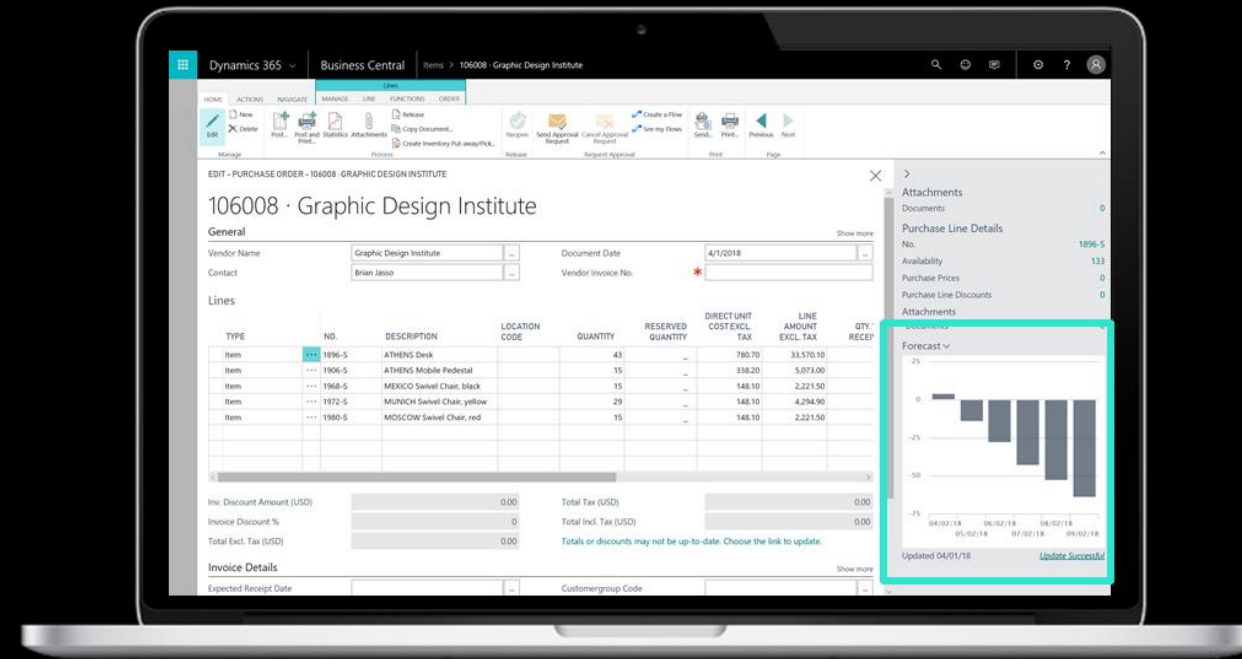
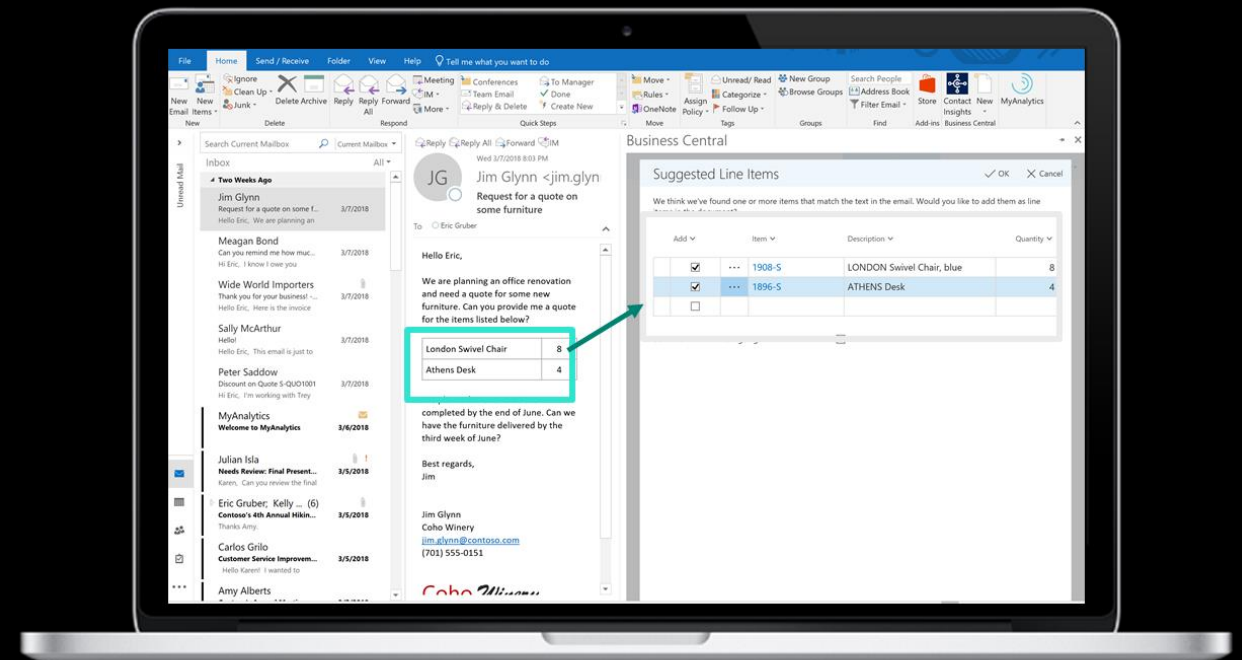
### Recommendations



## Machine Learning and AI

- Suggest Items and Quantities on transactions from the body of an email
- The Sales and Inventory Forecast extension predicts potential sales using historical data and gives a clear overview of expected stock-outs
- Suggest Inventory Attributes using Image Analyzer (Azure Computer Vision API)

<https://docs.microsoft.com/en-us/learn/paths/use-artificial-intelligence/>



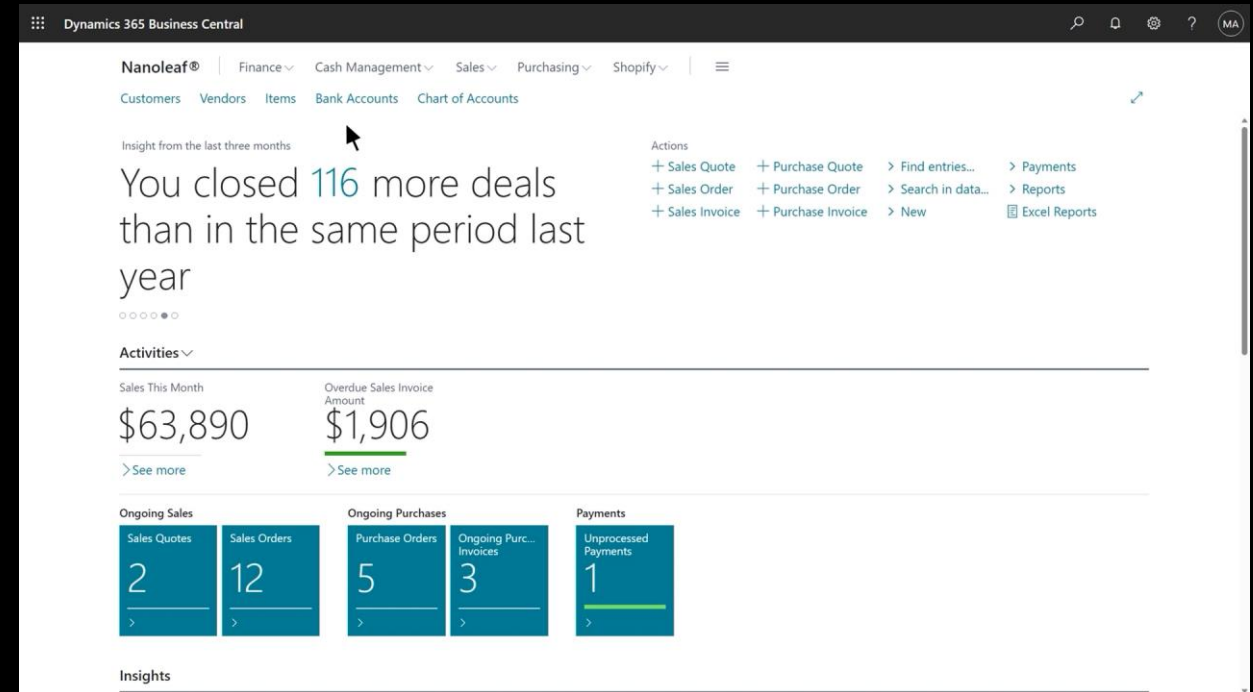


## Adaptive Business Operations

### Recommendations

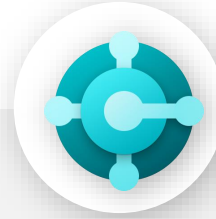
## Co Pilot

- Use Copilot to have AI generated item descriptions based on item attributes
- *Coming* AI infused Bank reconciliation (BC 2023 Wave 2)
- Use AI responsibly never use directly but use as a suggestion (Copilot Santas little helper)

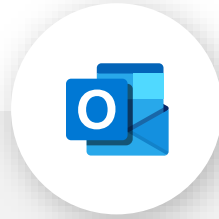


Demo  
*Analysis view*  
Collaboration and AI

# Demo collaboration – Multiplayer in action



**BC**  
Predict payment



**Outlook**  
Request for invoice  
processed and send to  
customer



**Teams**  
Invoice shared on  
teams




**Word**  
Invoice attached to  
mail based on  
template



**Business Central - video**



A close-up photograph of a man with a beard and short hair, wearing a denim shirt. He is looking down and adjusting his glasses with both hands. The lighting is soft and focused on his face. A black rectangular box with white text is overlaid on the image.

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

# Thank you!



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