


Fellowwind

Höstens nyheter i D365 Customer Engagement & Business Central

2023



Webinaret
börjar 9.00

Höstens nyheter i D365 Customer Engagement & Business Central

2023



Holistic offering

We get it: you need flexible, scalable, no-hassle solutions that stand the test of time. We are here to make you enjoy working with technology and make technology work for you.

Modern work

Intranet
Communication
Document Management
Learning Portal

Customer engagement

Sales
Marketing
Customer Service
Field Service

Optimize operations

Finance
Supply Chain Management
Project Operations
Commerce

Cloud & security infrastructure

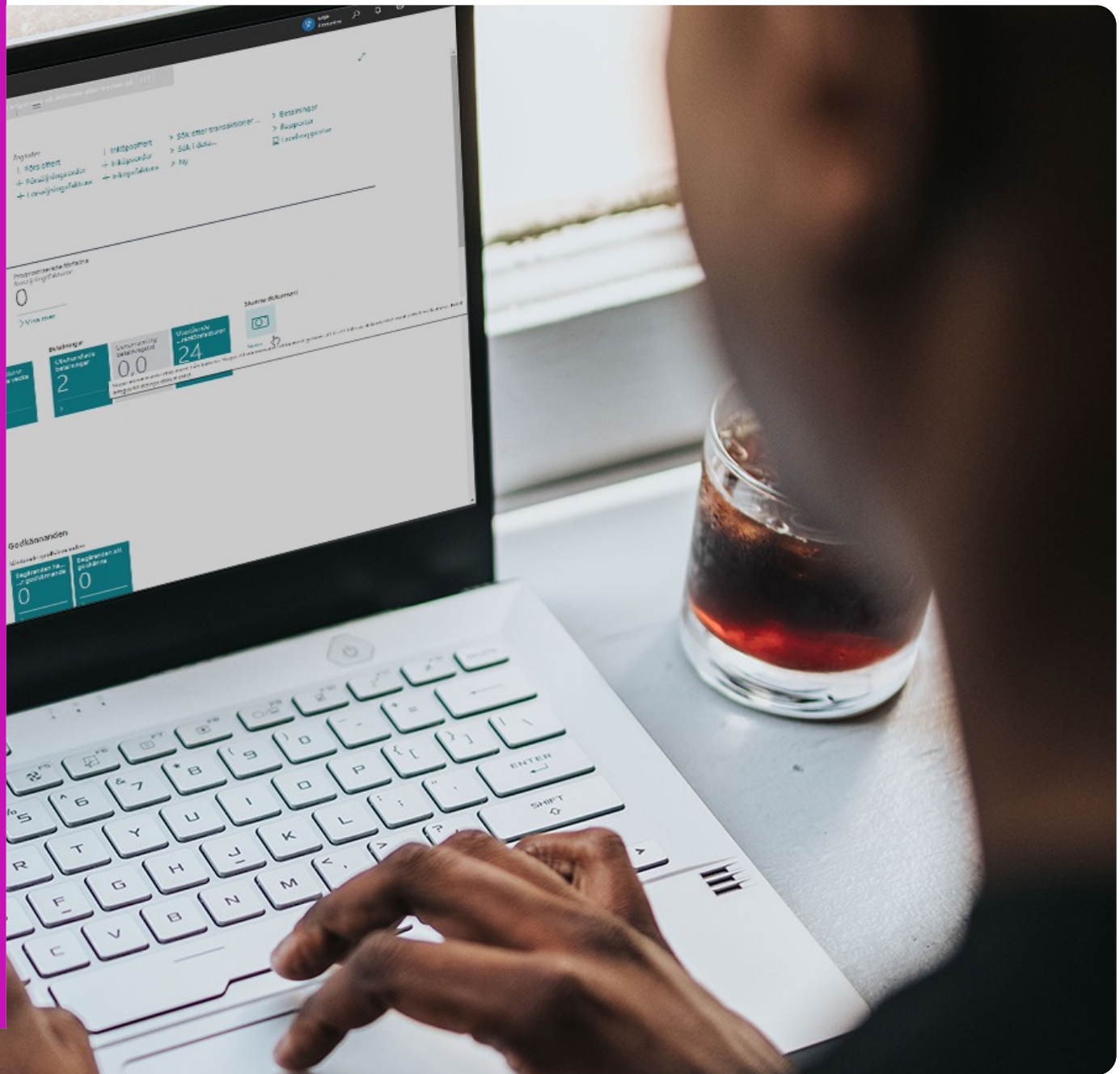
Cloud Migration
Application Innovation
Security & identities

Data & AI

Business Intelligence & Advanced analytics
Artificial Intelligence & Machine Learning
IoT
Blockchain

Business Central

Patrik Nordblad



Lagerstyrning för produktion, montering, projekt



Kan styra användning av lagerplock och införsel för:

- Produktionsförbrukning
- Produktionsutflöde
- Monteringsförbrukning
- Projektförbrukning

Oavsett om man använder avancerad lagerstyrning för ut- och inleverans
Alternativ anges på lagerställekort

Förbrukningsalternativ:

- Ingen lagerstyrning
- Dist.lagerplockning (valbar)
- Lagerplock/lagerförflyttning
- Dist.lagerplock (obligatorisk)

Utflydesalternativ:

- Ingen lagerstyrning
- Lagerinförsel

[Configure how to handle different warehouse operations | Microsoft Learn](#)

Reserverad från lager



Faktabox **Försäljningsraddetaljer** visar vad som reserverats från lager
Statistikfönster visar om hela eller delar av ordern reserverats från lager

Reservationsförslag

- Hämta behov från alla eller specifika källor
- Visar behov jämfört med vad som är tillgängligt
- Fördelningspolicy
 - Grundläggande (inga konflikter). Man får aktivt välja vid brist
 - Lika. Fördelar lika över behoven.
- Kan överstyras
- Skapa reservationer i bulk

Skapa **Dist.lagerutleverans** med endast fullständigt eller delvis reserverat från lager

Förs.order 101013 · Adatum Corporation

Start Förbered Skriv ut/skicka Begär godkännande Order Fler alternativ

Bokför... Släpp Skapa distributionslagerutleverans Skapa lagerinförel / plockning... Arkivera dokument

Allmänt Visa mer

Kundens namn Adatum Corporation Förfallodatum 2023-05-10

Kontakt Jens Lind Begärt leveransdat...

Bokföringsdatum 2023-04-10 Extern dokumentnr

Momsdatum 2023-04-10 Status Öppen

Skapa distributionslagerutleverans

Alternativ

Fyll inte i Ant. att hantera

Endast reserverat lager

Filter: Dist.lagerkrav

× Källdokument

× Ursprungsnr

× Lagerställekod

+ Filter ...

	Antal	Reserverat antal	Enhetskod	A-pris
rd. bas	12	10	STYCK	9 11

Planera... OK Avbryt

Disposition

Disposition	
Utleveransdatum	2023-04-10
Artikeldisposition	-4
Disponibelt lager	0
Planerlig inleverans	0
Reserverad inleverans	0
Reserverade behov	20
Reserverad från lager	Delvis

Reserverad från lager

Anger vilken del av försäljningsraden som har reserverats från lagret.

Lös mer

Försäljningspriser 0

Förs.rabatter 0

Artikeldetaljer - fakturering

Artikelnr 1996-S

[Suggest the next step for sales and production orders | Microsoft Learn](#)

Koncerninterna transaktioner mellan miljöer



- Anslutning med webbtjänster
- Assisterad konfiguration
- Entra (Azure AD) autentisering

Intercompany Partner

ICP20

Dimensions Bank Account

General

Transfer Type	File Lo
Folder Path	
Code	ICP20
Name	Cronu

IC Partner Cross-Environment Setup

IC Partner's Connection URL *

IC Partner's Company ID {00000000-0000-0000-0000-000000000000}

IC Partner's Intercompany ID ICP20

IC Partner's Company Name *

Authentication details

Provide information about the Microsoft Entra authentication application that will be used to connect with the partner.

Client ID {00000000-0000-0000-0000-000000000000}

Client Secret

Token Endpoint

Redirect URL

Back Next Finish

Show more

[Make intercompany transactions across Business Central environments | Microsoft Learn](#)

Nyheter Dynamics 365 Business Central 2023 wave 2

Power Pages support via Business Central virtual tables on Dataverse
Synchronize more fields in your integration with Dataverse and Dynamics 365 Sales
Enable specific virtual tables when you connect to Dataverse
Change modification limits for triggering flows and bulk updates
Support business events in Business Central connector for Power Automate
Consolidated Power Automate flow creation from Business Central templates
Get control over how to view Power BI embedded content
Get list of companies using Business Central connector in Power Automate
Simplified Power Automate approval flow experience
Create Power Automate flows that dynamically support different companies
Business Central virtual tables fully supported on Microsoft Dataverse
Generate a customer statement only with open entries
Reverse a customer and vendor ledger entry with a realized gain or loss entry
Consolidate financial information across environments in multicompany setups
Include approvals for intercompany general journals in your workflows
Make intercompany transactions across Business Central environments
Use General Ledger Allocations to distribute costs and revenue more efficiently
Include only open entries on customer statements
Adjust exchange rates easily, replace the built-in batch job
More control over general journal approvals
Use different general ledger accounts for payables, receivables
Add more columns to pages for better insight
Availability overview helps you calculate quantities in your warehouse
Block item variants
Configure how to handle different warehouse operations
Edit in Excel on item journals and warehouse worksheets
Identify and track items easier with item references
Improved processes for inventory counts and adjustments
Navigate easier between order, receipt, and invoice documents
Print and scan barcodes
Receive more items than ordered by using inventory put-away documents
Suggest the next step for sales and production orders
Sync document and posting dates for sales and purchases
Troubleshoot Shopify integration issues
Usability improves for warehouse and inventory

Use directed pick and put-away suggestions in basic warehouse configurations
Get more productive while entering time sheets
Get more productive while approving time sheets
Complete bank account reconciliation faster with Copilot
Get marketing text suggestions with Copilot
New design for report Language and Region settings
Supporting more countries and regions
Easier management of System Application permissions
Get the AL Language extension in prerelease versions on Visual Studio Code Marketplace
Find all references now works on triggers, system methods, and trigger events
Get inlay hints in source editor for AL method parameters and return types
Hover over label variable to see text string value
Set new output folder setting for storing app files at AL project build
Choose between more sampling intervals for snapshot and in-client profiling
Get IntelliSense for adding variables in Visual Studio Code AL debugger console
Get smarter method signature recommendations in IntelliSense
Set the default folder location for new AL projects
Track source and build metadata on extensions
Use SecretText type to protect credentials and sensitive textual values from being revealed
Document your extensions with the ALDoc tool for partners
Segment AL code and reduce naming conflicts with namespaces
Show list of keys while working on AL code
Use the AL Language extension for Linux in preview
Use the built-in rich text editor to enter data
Turn off data analysis mode on pages and queries
Open Visual Studio Code from web client to investigate or troubleshoot extensions
Add a new FieldGroup to an existing table
Add teaching tooltips on queries and report request pages
Get syntax highlighting for AL in Azure DevOps
Sell Business Central apps through AppSource
AppSource ISV publishers can preview their AppSource apps with select customers
Granular administration as Dynamics 365 Business Central Administrator
Include or exclude tables from cloud migration
Get more information about effective permissions
Delete data from uninstalled extensions as an admin

Transfer environments between Microsoft Entra tenants
Control partner access per environment
Improved update release processes
Cancel Cloud Migration replication runs
E-documents core as a global solution
Large companies to report payment times
Use drop shipments for triangular Intrastat trade
Start faster with refreshed and enhanced setup data
Digital vouchers
VAT posting in General Ledger setup
Demo tool and data for service scenarios
Modify texts on the welcome banner and skip banner intro state
Set initial role before first sign-in for a better first-run experience
Analyze, group, and pivot data on list pages using multiple tabs
Share a data analysis with a co-worker
Analyze, group, and pivot data on queries using multiple tabs
New operational limits on scheduled tasks and web requests improve throughput
Service-to-service apps and device license users can schedule tasks
Synchronize multiple Business Central companies with the same Dataverse environment
Better performance when working with multiple extensions
Faster application scenarios
Faster tab opening, navigation, and action bar rendering
Performance gain by reducing locks in the database
Add existing table fields to optimize your pages
Get to data search from anywhere in Business Central
Show related record details from lookup
Distinguish between browser tabs when multitasking
Mark fields as read-only when customizing UI
Share readable deep links to pages and records
Scan barcodes with Business Central mobile app for iOS and Android
Search for pages and data in the mobile app
Use actions to go to or fix errors inline
Manage user expectations with selection context-based actions
Access worksheet pages from mobile phones

PATRIK
NORDBLAD



Demo

Customer Engagement

Martin Sagerstrand & William Jedbäck



Marketing och Customer Insights blir ett!

~~Dynamics 365 Marketing~~

Dynamics 365 Customer Insights -
Journeys

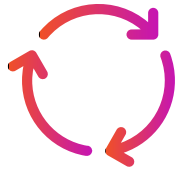


Förening av data & kundresa



- Fr.o.m. 1 Sep 2023 så slutar Microsoft utveckla OBM, alla nya Marketing-installationer blir RTM
- Outbound to Realtime Transition Guidelines
- Detta kommer ge er en bättre produkt, där ni får tillgång till både Marketing för att skapa kundrelationer och Customer Insights som innehåller detaljerad kunddata.

Customer Insights strategi & affärsmöjlighet



Leverera mer kundvärde genom förbättrad CX

- Förena kunddata med kundresor (customer journeys) för att leverera en personanpassad kundupplevelse
- Få en utförlig 360 vy och skapa personanpassat innehåll inom Marketing, Sales och Customer Service.
- Kunna ge bättre merförsäljning (cross-sell)



Förenklad licenshantering

- **4 installationer för varje applikation** (Customer Insights och Journeys)
- Basdata för varje app (10K Interacted people och 100K Unified people).

Licensmodell D365 Customers Insights?



Bas



Extra
kapacitet

D365 Customer Insights, Bas
SEK 17,000 per tenant per månad
SEK 10,000 uppgradering* pris per tenant per månad för befintliga D365 kunder*

CI – JOURNEYS

- 10K Interacted people**
- 4 CI Journeys app installations

CI – DATA

- 100K Unified people
- 4 CI Data app installations

Additional Interacted people
Tier 1 – 10-50K (5000 per pack) **SEK 2500**
per tenant/month
min 1 pack

Additional Interacted people
Tier 2 – 50-250K (10 000 per pack) **SEK 3000**
per tenant/month
min 4 packs

Additional Interacted people
Tier 3 – 250k+ (50 000 per pack) **SEK 5000**
per tenant/month
min 5 packs

Additional Unified people
Tier 1 – 100-500k **SEK 20,000**
per tenant/month
min 1 pack

Additional Unified people
Tier 2 -500k-2M **SEK 15.000**
per tenant/month
min 4 packs

Additional Unified people
Tier 3 – 2M+ **SEK 10,000**
per tenant/month
min 19 packs

- *Referred to as the 'Attached' Price – discounted pricing for qualifying, existing Dynamics customers that have greater than 10 seats of Customer Service Pro or Ent or Field Service; Sales Pro, Ent or Premium; Finance; SCM; Commerce
- **10k interactions per month per Interacted people (fair use policy)
- *** Additional Dataverse Database, File, and Log entitled for Attach and Unified people add-ons (was not entitled before)

Dynamics 365 Copilot

Vad är Copilot?

- Copilot finns nu i nästan alla steg inom **marketing, sales, customer service** och **field service**.
- En personlig assistent som du har tillgång till dygnet runt.
- Copilot kan hjälpa ta fram
 - information kring opportunities
 - filtrera data genom platformen,
 - sammanställa tidigare affärer
 - skapa mejl
 - lägga upp påminnelser...och mycket mycket mer



Copilot

MARTIN
SAGERSTRAND



Demo

Frågor?



Vi finns här för att
hjälpa dig!



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Läs mer om nyheterna hos Microsoft

Customer Engagement

- Läs om nyheterna i [Marketing, Sales, Customer Service & Field Service](#)

Business Central

- Läs om nyheterna i [Business Central](#)