

Modernize finance



How do you want to transform your business with Dynamics 365 Finance?





The world's connected AI business cloud



Dynamics 365 & Power Platform

CONCERNS AND CONSIDERATIONS

Supporting modern finance



Key considerations for modernizing finance



Do you have a centralized, global financial management solution that can deliver intelligence and insights in real time?



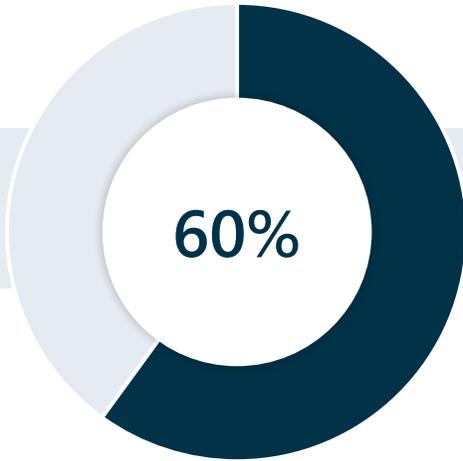
Are the technologies and tools you're using today supporting your business needs?



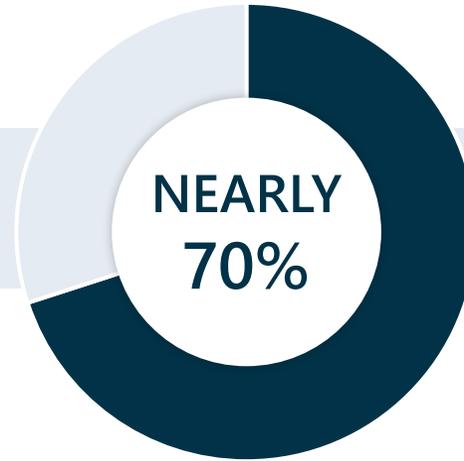
Are you using analytics in your financial process to predict issues and proactively provide solutions?



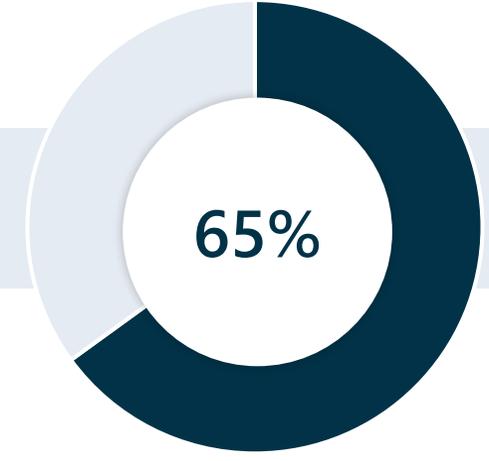
Benefits of embracing modern finance



New mid-sized core financial management application projects, and 30% of large and global ones, which will be public cloud implementations by 2024¹



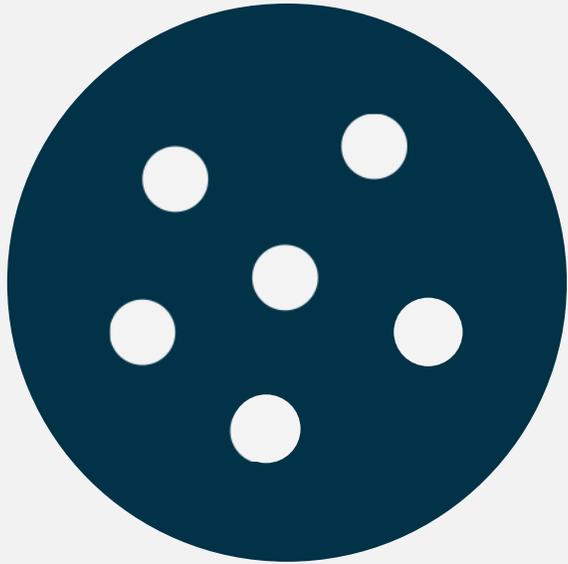
Finance and accounting leaders surveyed who say manual processes are still the biggest bottleneck in financial close and accounting operations²



Finance professionals who anticipate having to develop analytical skills³

“By 2020, embedded AI will become a key differentiating factor in finance systems evaluations, and vendors with this capability will be able to highlight greater functional advantages.” –Nigel Rayner, vice president at Gartner

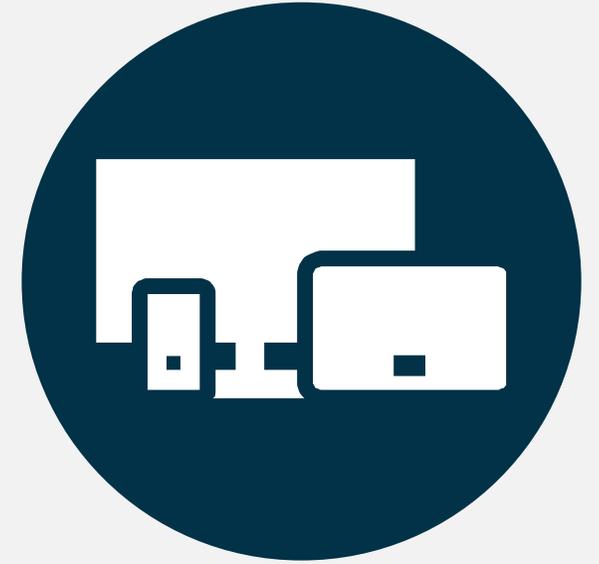
Typical financial management functional concerns



Isolated systems,
disconnected
applications



Desire to automate business
processes, from channel
touchpoints to backend
financial management
systems



Need for tools to allow
changing workforce to
support customers
quickly

The changing landscape



Leveraging Machine Learning
to understand payment
cycles and patterns

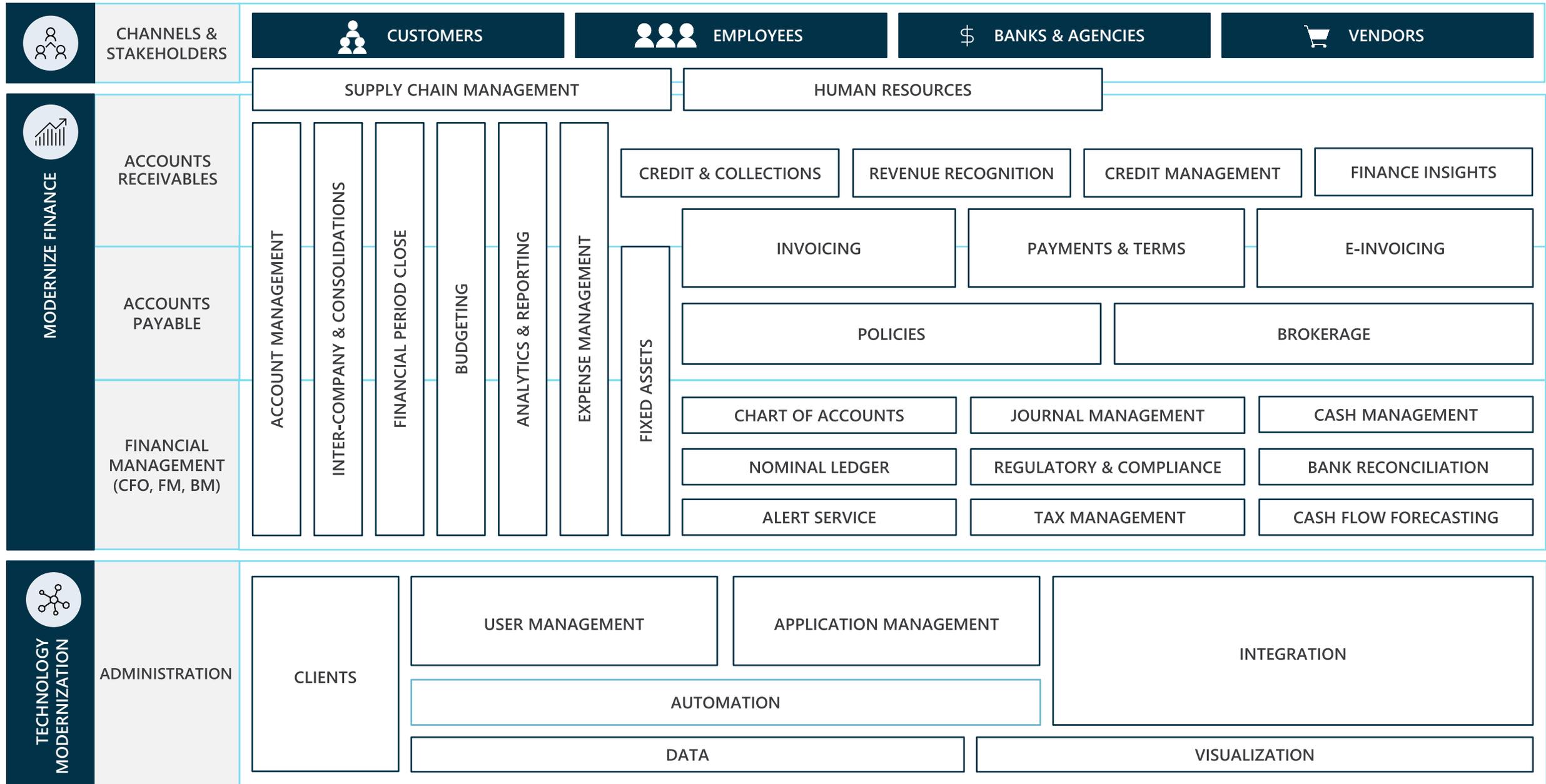


Integrating best-of-breed
financial planning, analysis,
and close capabilities into
the core financial
management suite

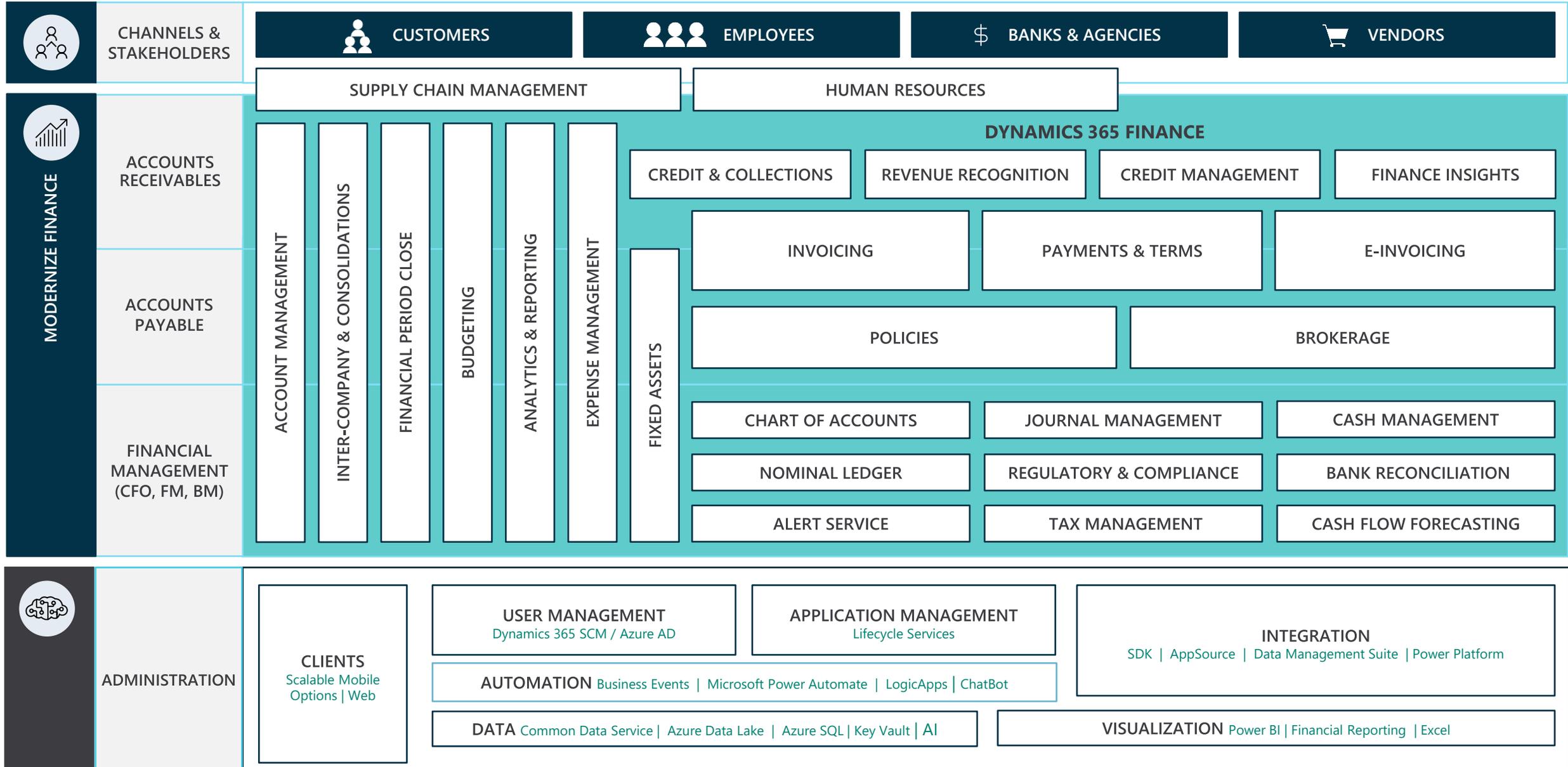


New demand for financial
management apps
deployed as
cloud services

Functions enabling modern finance



Microsoft ecosystem supporting modern finance





Modernize finance

- Centralize or distribute financial management with embedded reporting and predictive financial analytics
- Optimize your team's productivity with seamless, integrated processes and tasks
- Elevate financial capabilities with intelligent processes like proactive credit management, bank management, revenue recognition, and more
- Keep up with frequently changing regulatory requirements with globalization and tax configuration, e-invoicing, payment, and reporting formats



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Centralize or distribute financial management with embedded reporting and financial analytics



Financial reporting



MODERNIZE FINANCE

Centralize or distribute financial management with embedded reporting and financial analytics



Maximize financial visibility and profitability

- Enable enterprises to monitor the performance of global financial operations in real time, predict future outcomes, and make data-driven decisions to drive growth

1. Drive strategic financial decisions with AI

Assess the health of your business, improve financial controls, optimize cashflow, and make strategic decisions faster to drive growth with AI-driven predictive insights into customer payments.

2. Thrive in a subscription-based economy

Accelerate financial growth with automated recurring billing to easily adapt to new revenue recognition standards, reduce risks, and accurately calculate and report your financial statements.

3. Reduce global financial complexity and risk

Easily manage and comply with frequently changing regulatory requirements by using no-code configuration service for regulatory and tax reports, e-invoices, and payments.

4. Innovate and adapt

Meet your specific business needs and prepare for growth with a modern cloud financial management solution that's easy to customize, integrates with your existing systems, and offers cloud or hybrid deployment options.

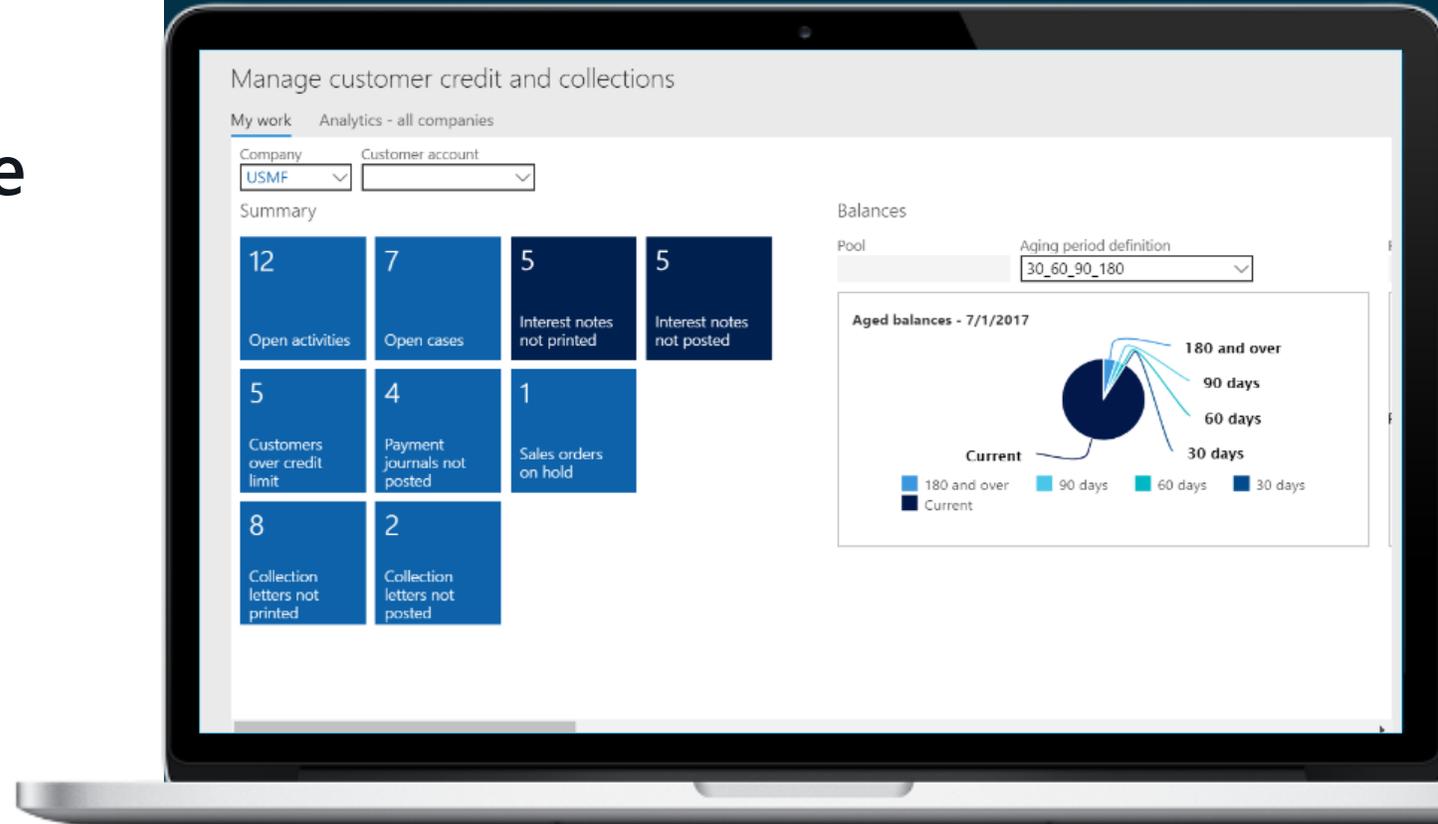


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Optimize your team's productivity with seamless, integrated processes and tasks

Single source of intelligence

- Drive productivity from assets and resources and align employees toward strategic goals
- Take advantage of deep data and process integration across Dynamics 365, Microsoft 365, LinkedIn, and third-party applications for a centralized source of intelligent information that saves your employee's time
- Collaborate across your organization and supply chain to make better and faster decisions





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Centralize or distribute financial management with embedded reporting and financial analytics



Financial reporting

- Allow financial and business professionals to create, maintain, deploy, and view financial statements
- Design reports with more flexibility using out-of-the-box Report Designer
- Manage the generation and distribution of reports using financial report collaboration capabilities
- Use interactive report viewing to change different attributes and filters and find the report data you need

Dynamics 365 for Finance and Operations Preview

Search for a page

USMF

Options

Balance sheet

Drill on Rows

Organization: Contoso Entertainment System USA

Fiscal calendar: Fiscal

Fiscal year: 2020

	Current year	Last year	Variance
Asset			
Cash			
110180 - Petty Cash			
Accounts Receivable			
130100 - Accounts Receivable - Domestic		950.76	-950.76
130300 - Accounts Receivable - Not Invoiced		166,295.00	-166,295.00
Inventory			
140100 - Raw Materials Inventory		-18,095,795.46	18,095,795.46
140200 - Finished Goods Inventory		14,962,027.91	-14,962,027.91
Work in Process			
150150 - Production WIP-Materials	3,179,066.23		-3,179,066.23
150200 - Production WIP-Labor	649,050.76		-649,050.76
150250 - Production WIP-Overhead	935,817.73		-935,817.73
Total assets	1,797,412.93	-1,797,412.93	
Liability			
Accounts Payable			
200140 - Accrued Purchases - Received Not Invoiced		5,550.00	-5,550.00
Taxes Payable			
202100 - California State Tax Payable		50.76	-50.76
Other Current Liabilities			
250600 - Deferred Revenue		900.00	-900.00
Total liabilities	6,500.76	6,500.76	

Filters on this visual

- Account category description is (All)
- Account category name is (All)
- Account type is Revenue, Asset, Liability, Equity, or Expense
- Credit balance account is (All)
- Current year is (All)
- Fiscal calendar is (All)
- Fiscal year is (All)
- Last year is (All)
- Main account is (All)
- Organization is (All)
- Period is (All)
- Quarter is (All)
- Transaction Type is (All)
- Variance is (All)

Financial overview Revenue and expense insights Subledger insights Trial balance Balance sheet Income statement by region Income statement actual vs budget Income statement with variances



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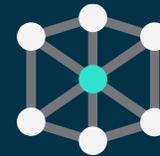
Optimize your team's productivity with seamless, integrated processes and tasks



Single source of
intelligence



Role-based
workspaces



Integration with
Microsoft 365 apps

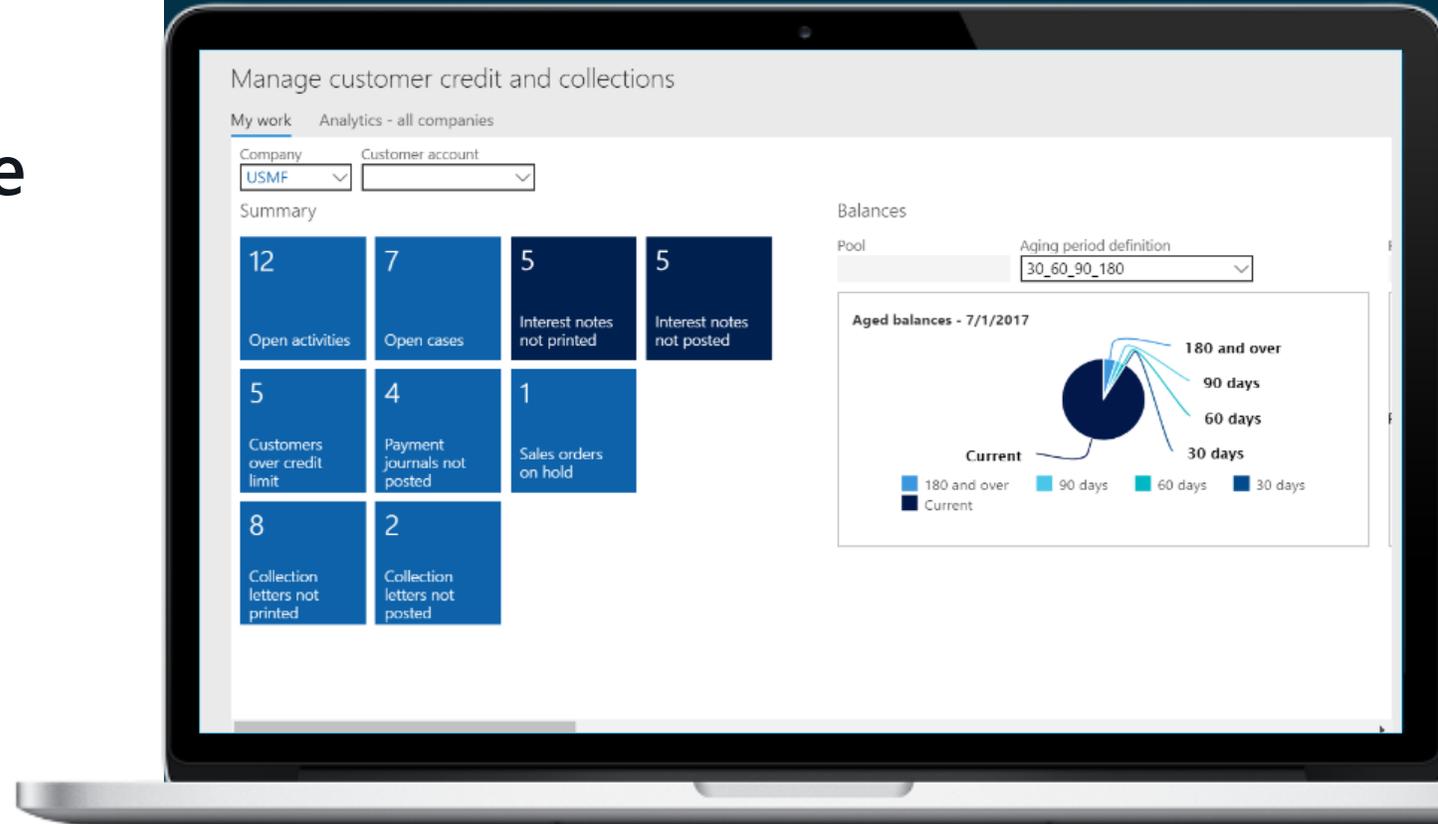


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Optimize your team's productivity with seamless, integrated processes and tasks

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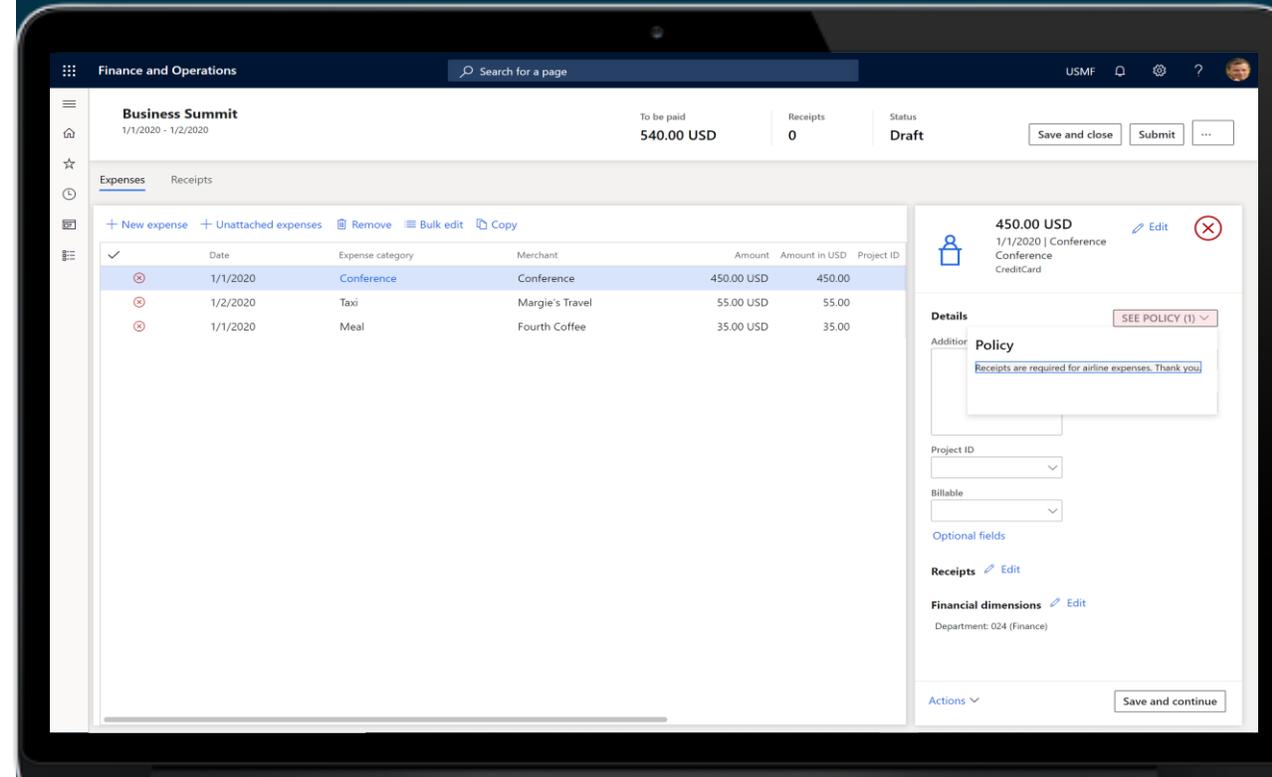


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Optimize your team's productivity with seamless, integrated processes and tasks

Expense Management

- Expense management enables intercompany, financial management, control through per diems and policy controls.
- Clear and simplified user experience enables quick processing of expense claims.
- Credit card statement import and reconciliation
- Utilizes AI to categorize expense claims, which improves productivity of employee processing claim
- Approval workflows seamlessly integrated
- Power BI dashboards provide both personalized and manager perspectives.





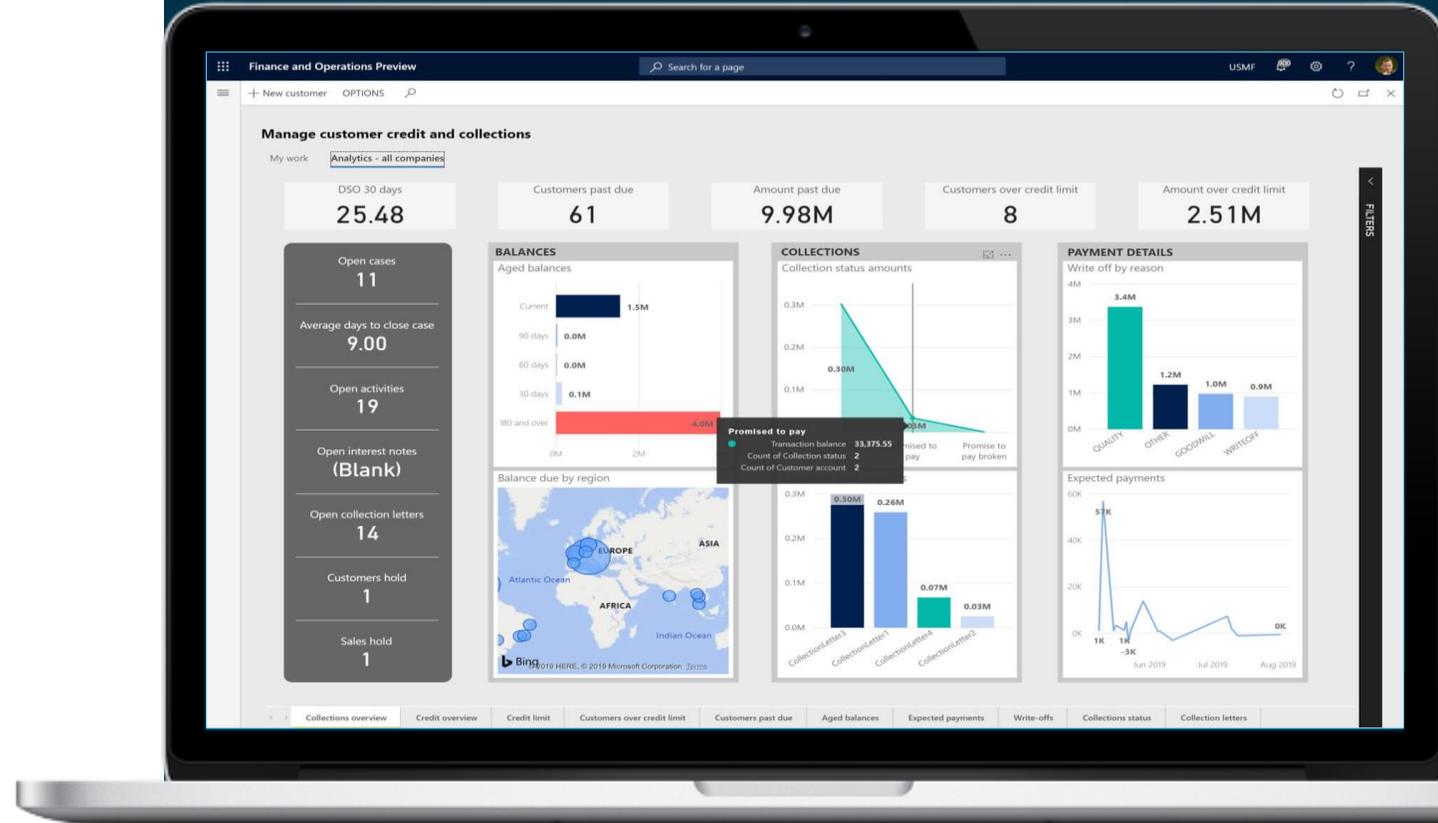
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Optimize your team's productivity with
seamless, integrated processes and tasks



Role-based workspaces

- Enable fast user actions and decisions with over 50 role-based workspaces
- Gain global visibility into the financial health of your business
- Optimize workforce productivity





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

Integration with Microsoft 365

- Create a more productive environment and empower your employees to get work done
- Interact with Microsoft Excel workbooks and data services using the Excel Data Connector
- Using the Workbook Designer page, design editable custom export workbooks that contain an entity and a set of fields
- Save record attachments in Microsoft Azure Blob storage and SharePoint Online through document management support

The screenshot displays a Microsoft Excel spreadsheet titled "General Ledger Journal Entry" with a Microsoft Dynamics Data Connector window open on the right. The spreadsheet shows a table of journal entries with columns for Date, Company, Account type, Main account, Description, Currency, Debit, Credit, Offset compou, and Offset accou. The data includes a series of ledger entries for 2020-01-22 USMF, with a total debit of 12000 and a total credit of 12000. The Data Connector window shows a list of main accounts and names, including "TOTAL LIABILITIES & EQ...", "Product Sales", "Bank Account - EUR", "Bank Account - DKK", "Bank Account - GBP", "Bank Account - Payroll", "Petty Cash", "Safe drop", "Bank drop", "Deposits - Cash", "Deposits - Check", "Deposits - Credit card", "Deposits - Voucher", "Deposits - Gift card", "Deposits - Currency", "Deposits - Loyalty", "TOTAL CASH & CASH E...", "Bonds", "Other Marketable Secur...", "Bill of Exchange (BOE)", "BOE Remitted for Collec...", and "BOE Remitted for Disco...".



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Elevate financial capabilities with intelligent processes



Proactive credit
Management



Revenue
recognition



Budget planning
and forecasting



Project
accounting



Cash and bank
management

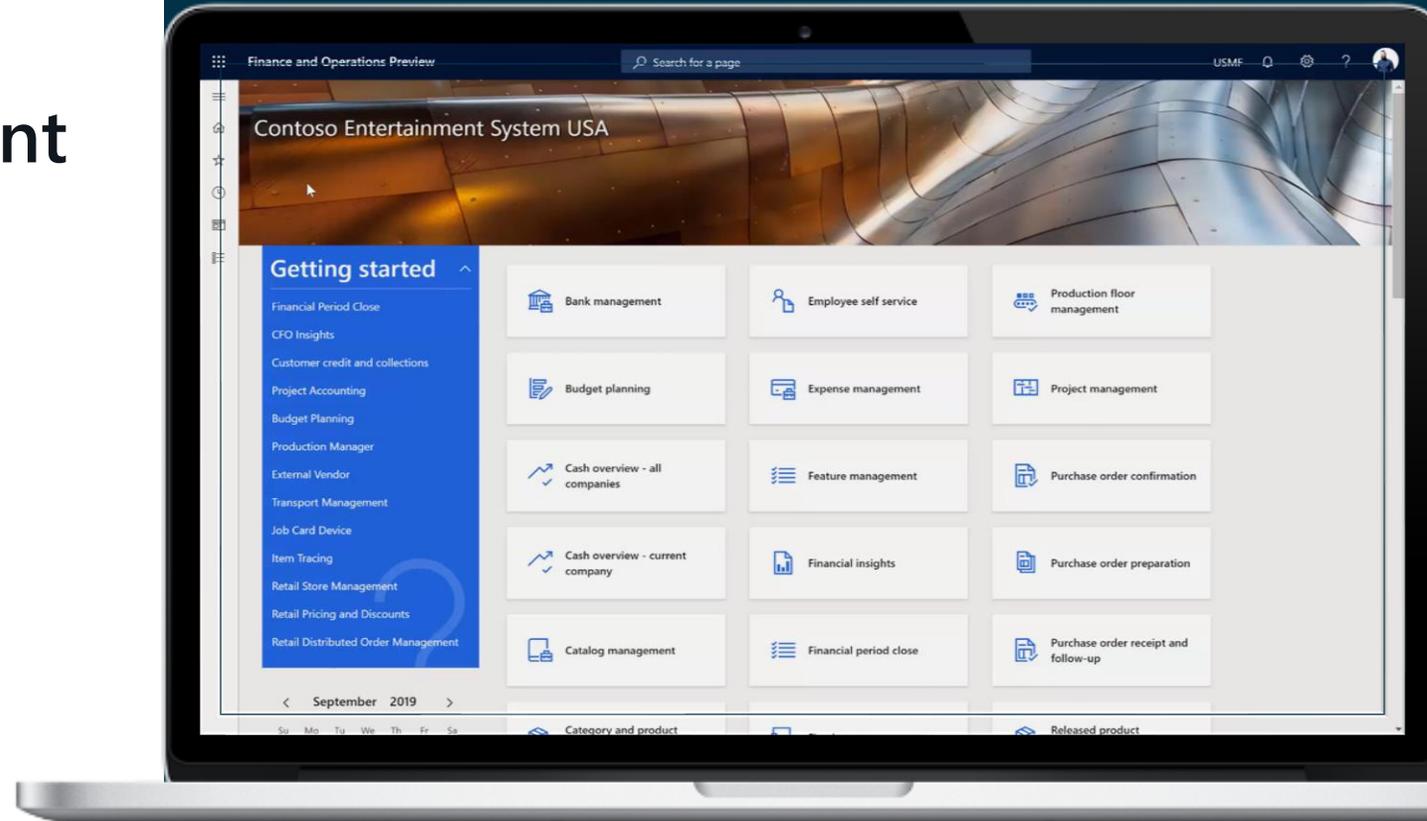


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Elevate financial capabilities with
intelligent processes

Proactive credit management

- Get enterprise-grade credit management capabilities to proactively suggest credit control activities
- Manage credit risks while ensuring that customers have the flexibility to take advantage of promotions and make the purchases they need.
- Supported functionalities such as:
 - Management of risk scores
 - System-suggested credit limits
 - Configurable blocking rules
 - Automation of credit cases and more



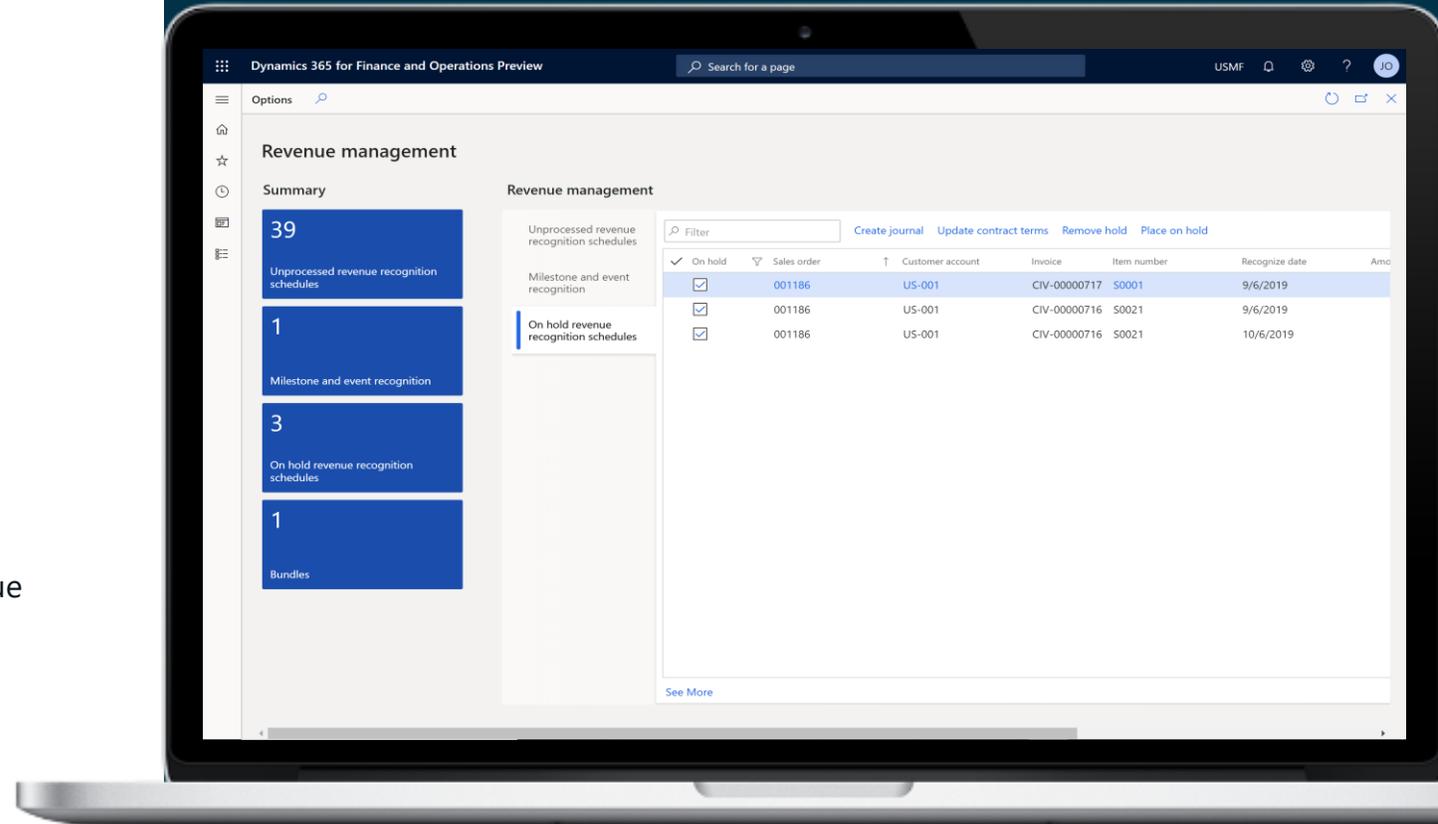


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Elevate financial capabilities with
intelligent processes

Revenue recognition

- Manage revenue pricing, schedule, sale order reallocations, reporting, and more
- Enable users to enter prices recognized as different from what the customer is charged
- Use revenue schedules to determine the number of months for the revenue deferral
- Reallocate multiple sales orders
- View the status of schedule records created for deferred revenue
- Comply with IFRS 15 and ASC 606.



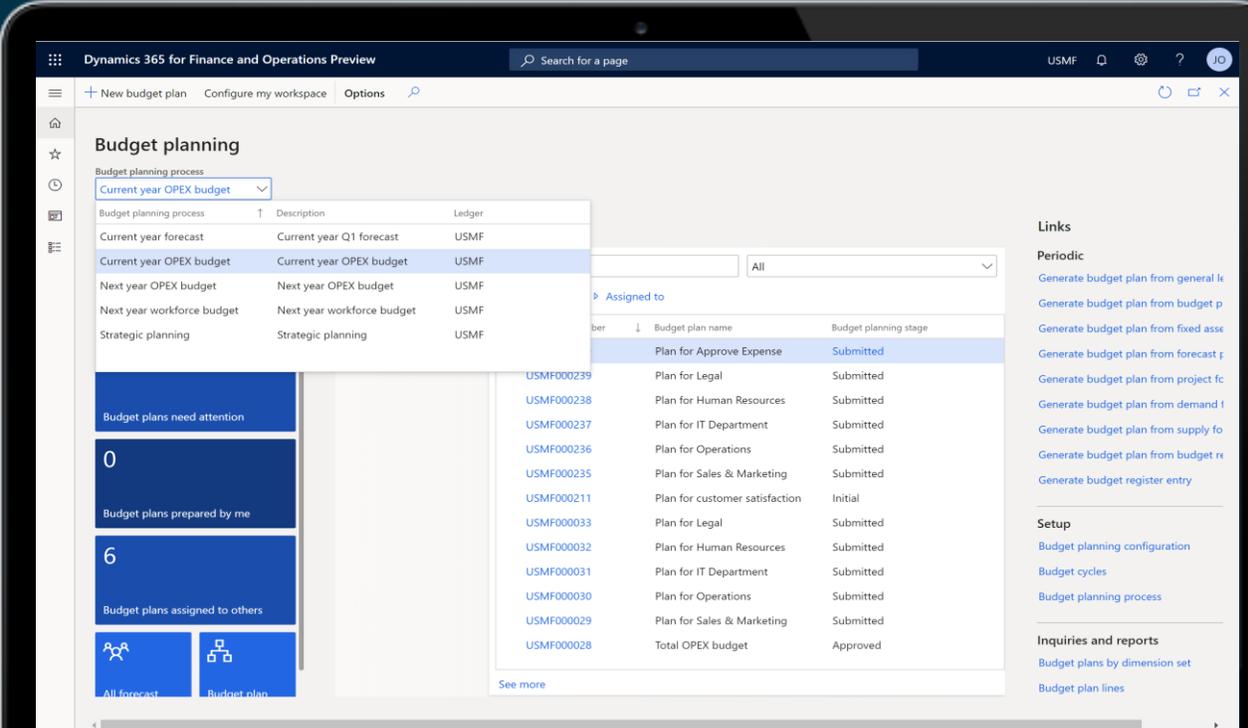


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Elevate financial capabilities with
intelligent processes

Budget planning and forecasting

- Manage your financial resources using account charts, workflows, source documents and journals, configurable calculation of available funds, budget cycles, and thresholds
- Configure unlimited monetary and quantitative scenarios and define a budgeting organizational hierarchy to support top-down and bottom-up budgeting methods
- Convert the budget plan to a budget register entry while providing tools for maintaining the budget and keeping amounts traceable through budget codes
- Get started setting up budget planning on the budget planning configuration page
- Compare budgets to actuals and identify trends using rolling forecasts, which are supported through budget plan documents as initial planning activities



Budget planning

Budget planning process: **Current year OPEX budget**

Budget planning process	Description	Ledger
Current year forecast	Current year Q1 forecast	USMF
Current year OPEX budget	Current year OPEX budget	USMF
Next year OPEX budget	Next year OPEX budget	USMF
Next year workforce budget	Next year workforce budget	USMF
Strategic planning	Strategic planning	USMF

Assigned to:

Number	Budget plan name	Budget planning stage
	Plan for Approve Expense	Submitted
USMF000239	Plan for Legal	Submitted
USMF000238	Plan for Human Resources	Submitted
USMF000237	Plan for IT Department	Submitted
USMF000236	Plan for Operations	Submitted
USMF000235	Plan for Sales & Marketing	Submitted
USMF000211	Plan for customer satisfaction	Initial
USMF000033	Plan for Legal	Submitted
USMF000032	Plan for Human Resources	Submitted
USMF000031	Plan for IT Department	Submitted
USMF000030	Plan for Operations	Submitted
USMF000029	Plan for Sales & Marketing	Submitted
USMF000028	Total OPEX budget	Approved

Links:

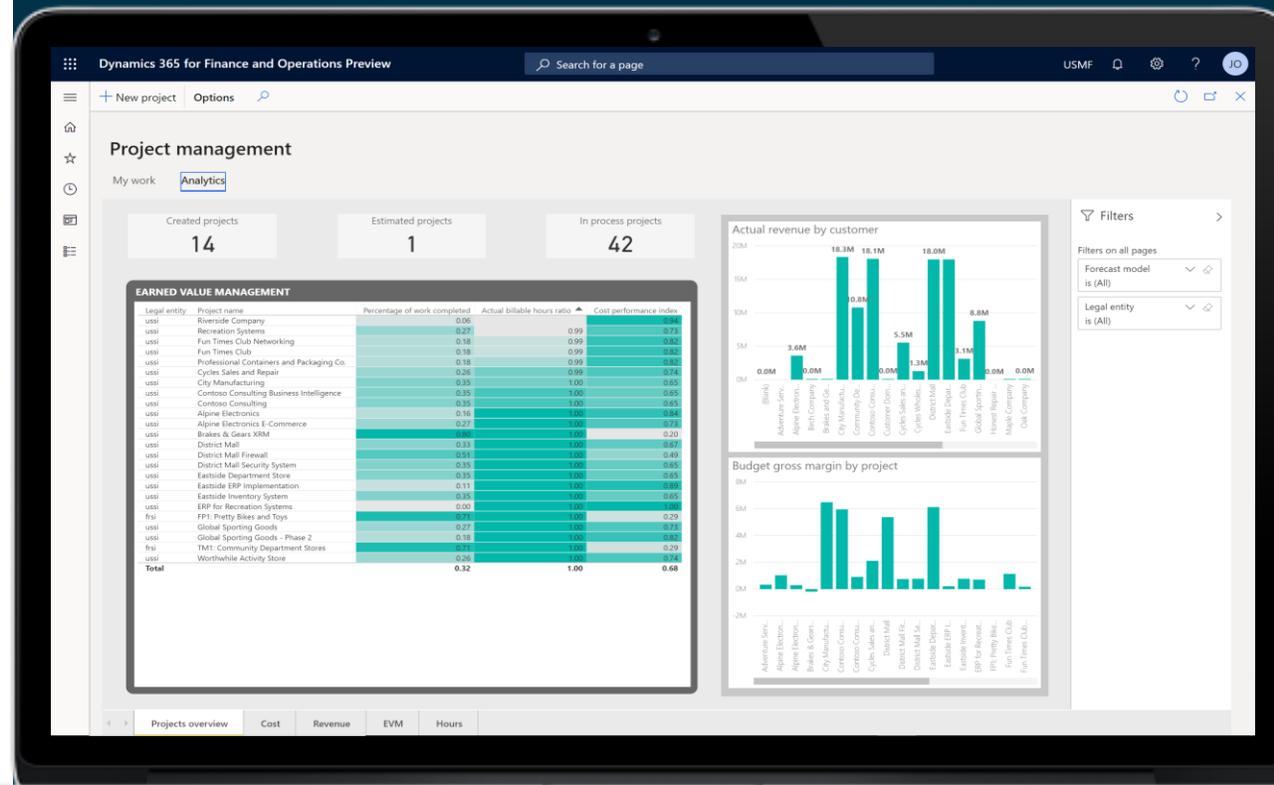
- Periodic
 - Generate budget plan from general ledger
 - Generate budget plan from budget plan
 - Generate budget plan from fixed assets
 - Generate budget plan from forecast
 - Generate budget plan from demand management
 - Generate budget plan from supply forecast
 - Generate budget plan from budget register
 - Generate budget register entry
- Setup
 - Budget planning configuration
 - Budget cycles
 - Budget planning process
- Inquiries and reports
 - Budget plans by dimension set
 - Budget plan lines



Elevate financial capabilities with intelligent processes

Project accounting

- Build accurate project estimates using embedded cost and bill rates, estimate templates, and WBS tools
- Create industry-focused projects by drawing on features such as contract management, quotations, budgeting, project policies, project parameters, and categories
- Manage and control your projects using project forecasts, which provide an operational perspective, and project budgets, which help you focus more on the financial amounts
- Maintain project cost control by summarizing actual cost, committed cost, and remaining budget to discover total expected cost and compare with the original budget
- Use cash flow monitoring to review both the forecasted cash flows and the actual cash flows for a project





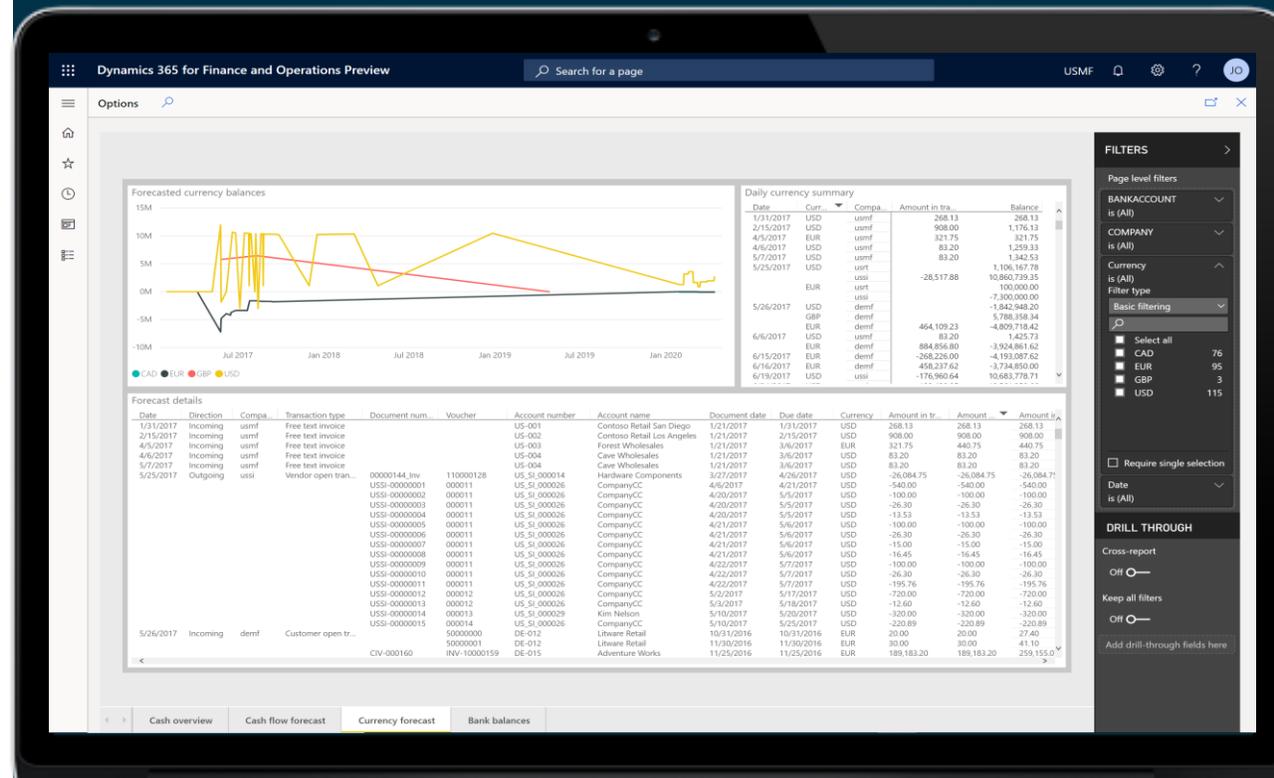
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Elevate financial capabilities with
intelligent processes



Cash and bank management

- Maintain financial instruments like deposit slips, checks, bills of exchange, and promissory notes
- Reconcile bank statements and print bank data on standard reports
- Analyze upcoming cash flow and currency requirements to estimate the company's future need for cash
- Integrate cash flow forecasting tools with general ledger, accounts payable, accounts receivable, budgeting, and inventory management
- Get a summary view of your bank management, including summary tiles, bank account information, balance chart, and related information
- Import electronic bank statements and automatically reconcile with bank transactions through advanced bank reconciliation





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Keep up with frequently changing regulatory requirements



E-invoicing



Centralized
payments



Globalization and
taxes configuration



E-reporting
formats



Certifications and
accreditations



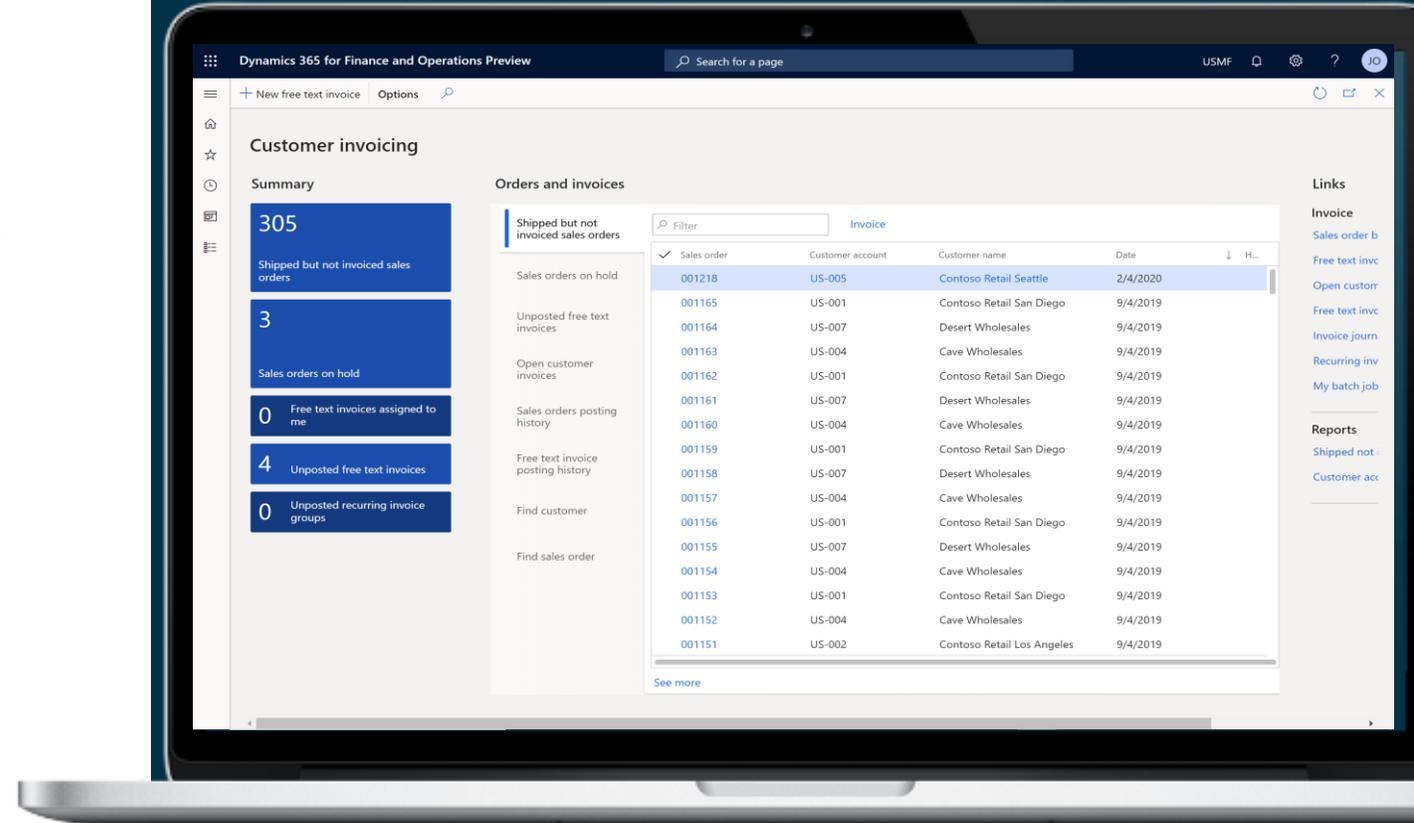
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Keep up with regulatory requirements



E-invoicing

- Generate secure, confidential, authentic, and legally acceptable invoices electronically
- Ensure that international standards are applied to your electronic invoices
- Create electronic invoices for the following documents:
 - Sales order
 - Free text invoice
 - Credit note
 - Return order
 - Project invoice
 - Project sales order





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Keep up with frequently changing
regulatory requirements



Centralized payments

- Create and manage payments by using a single legal entity that handles all payments—so the same transaction doesn't have to be entered in multiple legal entities
- Streamline processes for payment proposals, settlements, and editing open and closed transactions

The screenshot shows the 'Vendor payments' page in the Dynamics 365 Finance and Operations application. The page is divided into several sections:

- Summary:** A dashboard with several key metrics:
 - New vendor pay run: +
 - Vendor pay run - not posted: 0
 - Vendor pay run - not posted, assigned to me: 0
 - Electronic payments sent, need bank confirmation: 0
 - Invoices past due: 54
 - Vendors on hold: 0
 - All vendors: 0
- Vendor transactions:** A table showing a list of transactions with columns for Number, Vendor, Due date, and Amount. The table is filtered for 'usmf' and shows 'Invoices past due'.

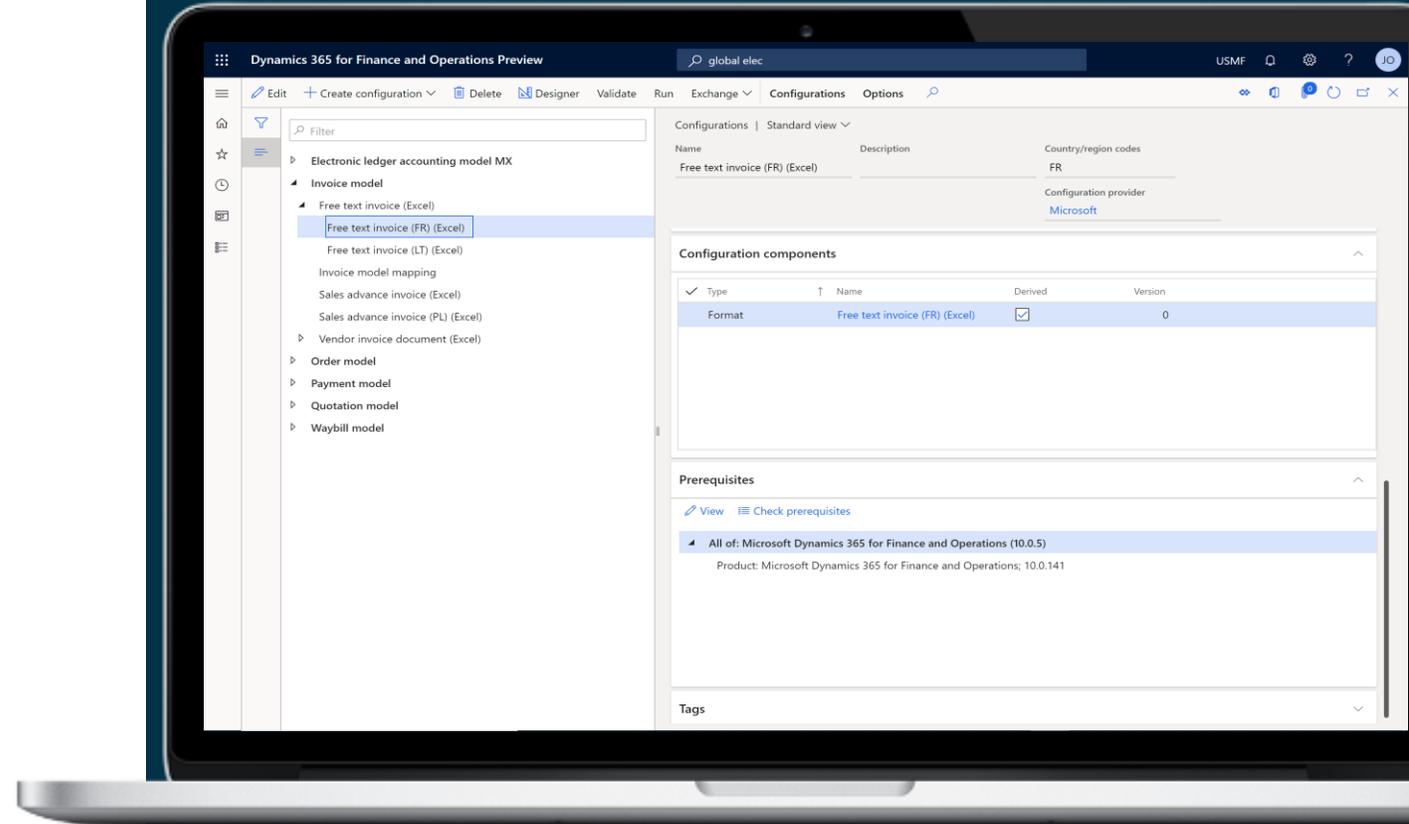
Number	Vendor	Due date	Amount
COMP-0001	Acme Office Supplies	1/19/2020	650.00
ENFKJH01	Contoso office supply	7/13/2018	419.40
6623324	Contoso office supply	6/30/2018	349.50
KJH100	Contoso office supply	6/28/2018	349.50
1809382	Contoso office supply	10/28/2017	1,299.28
30091	Lande Packaging Supplies	10/11/2017	799.00
11190381	Contoso office supply	9/17/2017	1,872.50
83W83	Property Management	8/27/2017	9.01
W6871	Property Management	8/26/2017	103.21
13091	Contoso office supply	8/25/2017	50.56
20983	Contoso office supply	8/24/2017	221.67
22091	Lande Packaging Supplies	8/23/2017	38.09
1801388	Ade Supply Company	8/22/2017	670.22
E3019	Federal Tax Authority	8/20/2017	34.59
40	Property Management	8/19/2017	154.82
7810	Contoso office supply	8/18/2017	76.44
- Company Selection:** A dropdown menu is open, showing a list of companies. The selected company is 'USMF' (Contoso Entertainment System USA).



Keep up with frequently changing regulatory requirements

Globalization and taxes configuration

- Take advantage of a customizable and configurable tax engine and rules that determine tax applicability, calculation, posting, and settlement based on legal and business requirements
- Configure features to let partners and customers create extensions and customizations based on their needs, without coding
- Comply with local and regional deployments for government regulations that require data to be stored or serviced differently than other countries/regions
- Offers partner localizations for many locations with availability in 37 countries and 42 languages





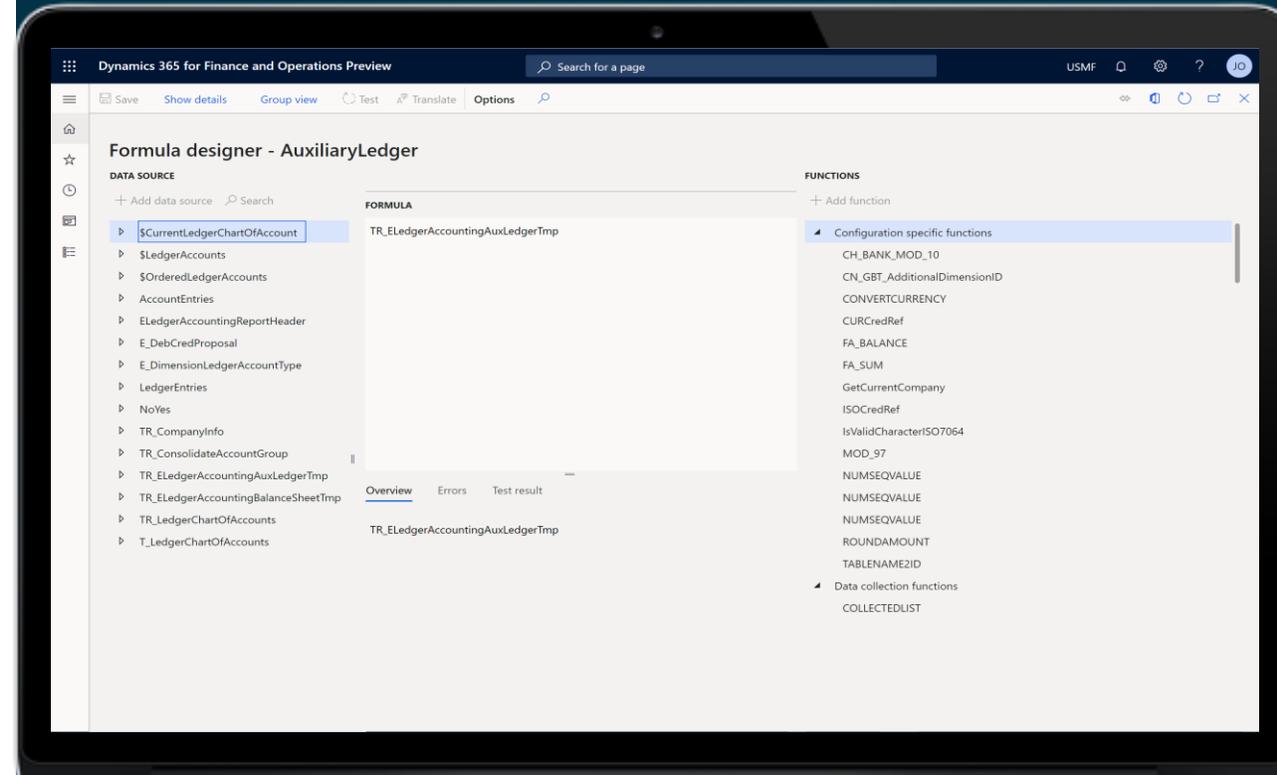
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Keep up with frequently changing
regulatory requirements



E-reporting formats

- Use the electronic reporting (ER) tool to configure formats for electronic documents in accordance with the legal requirements of various countries/regions
- Adopt new regulatory requirements and generate business documents in the required format to electronically exchange information with government bodies, banks, and other parties
- Allow business users to configure reporting formats instead of code





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Keep up with frequently changing
regulatory requirements

Certification and accreditations

- Adhere to strict privacy and security practices when building features and operating the service
- Pass internal and external audits
- Respond to requirements including:
 - First-priority, cross-industry certifications (ISO 27001, 27017, 27018, SOC 1 [SSAE 18] Type 2, SOC 2 Type 2, PA-DSS)
 - Health- HIPAA BAA
 - Government-EU-US Privacy Shield, EU Model Clauses, UK Official, Spain ENS, Spain LOPD, FINMA (Swiss, FSI), FERPA, New Zealand Gov CIO Fx, Australian CCSL (IRAP), Singapore MTCS

Global

- ISO 27001
- ISO 27017
- ISO 27018

- SOC 1 Type 1
- SOC 1 (SSAE 18) Type 2
- SOC 2 Type 2

- PA-DSS
- CSA STAR Self-assessment

Government

- FedRAMP High
- FedRAMP Moderate
- ITAR

- DoD DISA SRG level 2
- CJIS (State criminal justice)
- NIST SP 800-171

- Section 508 VPATs
- FIPS 140-2
- CJIS
- IRS 1075

Regional

- Australia CCSL (IRAP)
- China GB GB18030
- China GBT 24589
- EU Model Clauses

- EU—US Privacy Shield
- GDPR
- New Zealand Gov CIO framework

- Singapore MTCS
- Spain ENS High
- Spain LOPD
- UK G- Cloud Framework

Industry

- HIPAA BAA (US)
- FDA CFR title 21 part 11
- FERPA
- FINMA (Switzerland, FSI)

Next steps



Take the next step

Get started with Dynamics 365 Finance—empower your digital transformation by applying intelligence and connecting your data.

[Contact us](#)



Microsoft Dynamics 365