



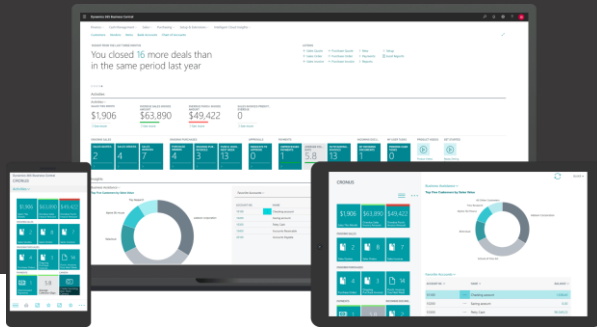
TECHO Consulting – Your strategic digital transformation partner



Microsoft Dynamics 365 Business Central

An all-in-one business management solution that helps your business connect financials, sales, service, and operations to streamline business processes, improve customer interactions and make better decisions.

Run your entire business with a single solution



Microsoft Dynamics 365 Business Central fits the needs of midsize businesses with core business needs. It helps organizations connect their financials, sales, purchase, inventory, projects, service, and operations.

Quick View

Increase financial visibility

Accelerate financial close, chart financial performance in real time, and improve forecast accuracy while maintaining compliance and security.

Optimize your supply chain

Maximize profitability with an end-to-end view across operations, purchasing, manufacturing, inventory, and warehouse management.

Boost sales and improve service

Manage the sales process from start to finish within Outlook and deliver exceptional service with a connected view of customers and service operations.

Deliver projects on time and under budget

Plan and monitor your projects with real-time metrics on resources, profitability, tasks, and progress.

Increase financial visibility



Make informed decisions with connected data across accounting, sales, purchasing, inventory, and customer transactions.

Chart financial performance in real time with built-in Power BI dashboards. Identify patterns and trends and gain new insights with in-depth analysis and unlimited dimensions.

Accelerate financial close and reporting and maintain compliance with quick, accurate, and streamlined accounts receivable and payable.

Improve forecast accuracy with comprehensive data modeling and analysis. Customize and share reports with seamless Excel integration.

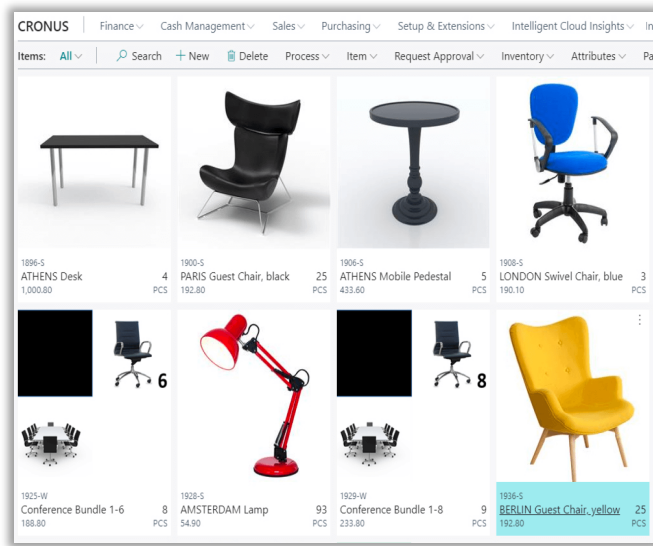
Optimize your supply chain

Predict the optimal time to replenish stock with built-in intelligence. Use sales forecasts and expected stock-outs to automatically create purchase orders.

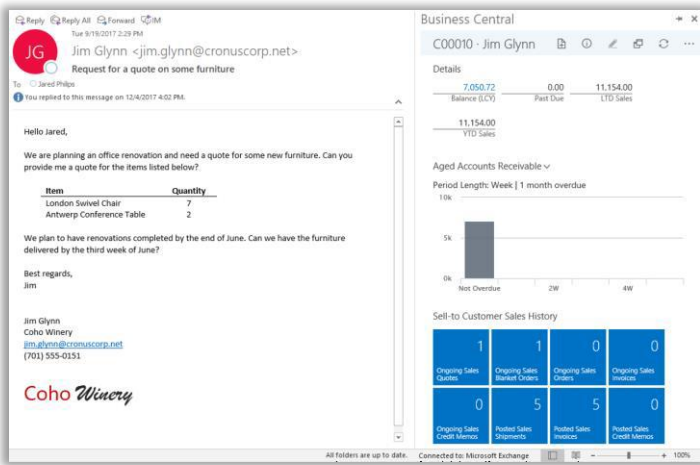
Get a holistic view of inventory for timely order fulfilment. Track every item transaction and movement by setting up bins based on warehouse layout and storage unit dimensions.

Maintain the right amount of inventory by automatically calculating stock levels, lead times, and reorder points. When requested items are out of stock, automatically suggest replacements.

Calculate and optimize manufacturing capacity and resources to improve production schedules and meet customer demands.



Boost sales and improve service



Prioritize sales leads based on revenue potential. Keep track of all customer interactions and get guidance on best upsell, cross-sell, and renewal opportunities throughout your sales cycle.

Accelerate the sales process from quote to cash. Act quickly on sales-related inquiries, manage service requests, and process payments—all from within Outlook.

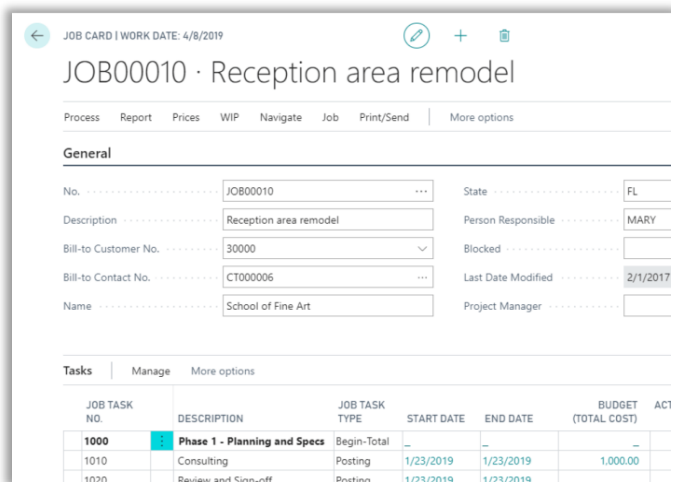
Gain a comprehensive overview of your service tasks, workloads, and employee skills to effectively assign resources and facilitate case resolution.

Deliver projects on time and under budget

Create, manage, and track customer projects using timesheets along with advanced job costing and reporting capabilities. Develop, modify, and control budgets to ensure project profitability.

Manage resource levels by planning capacity and sales. Track invoicing for customers against planned costs on orders and quotes.

Make effective decisions with real-time insights on project status, profitability, and resource-usage metrics.



Protect your data and support GDPR compliance

Respect your customers' right to privacy and set up your business to comply with the GDPR. Grant and restrict access to personal data on multiple levels and implement audit trails to ensure security and accountability.

Handle, store, and transmit data securely across your systems while protecting it from unauthorized access with automatic Microsoft datacenter encryption.

TABLE NO	FIELD NO	TABLE CAPTION	FIELD CAPTION	FIELD TYPE
17	8005	G/L Entry	Modified DateTime	DateTime
18	1	Customer		Code
18	2	Customer		Text
18	3	Customer		Code
18	4	Customer		Text
18	5	Customer		Text
18	6	Customer	Address 2	Text
18	7	Customer	City	Text
18	8	Customer	Contact	Text
18	9	Customer	Phone No.	Text
18	10	Customer	Telex No.	Text
18	11	Customer	Document Sending Profile	Code
18	14	Customer	Our Account No.	Text
18	15	Customer	Territory Code	Code
18	16	Customer	Global Dimension 1 Code	Code
18	17	Customer	Global Dimension 2 Code	Code
18	18	Customer	Chain Name	Code
18	19	Customer	Budgeted Amount	Decimal

Run your business anywhere

Take your business on the go with a consistent, intuitive experience across Windows, Android, or iOS devices for mobile access to Business Central.

Get the same user experience no matter how you deploy—in the cloud, on-premises, or a combination of both.

The image displays three views of the Dynamics 365 Business Central interface:

- Mobile View (Left):** Shows a compact dashboard with key metrics like Sales This Month (\$1,906), Overdue Sales Invoice Amount (\$63,890), and Overdue Purch. Invoice Amount (\$49,422). It also lists ongoing sales, purchases, and payments.
- Desktop Dashboard (Middle):** A comprehensive overview for 'CRONUS' with the same key metrics and a detailed list of ongoing sales (Quotes, Orders, Invoices), purchases (Orders, Invoices), and payments (Unprocessed, Average Collection Days).
- Desktop Report (Right):** A 'Business Assistance' report titled 'Top Five Customers by Sales Value'. It features a donut chart showing the distribution of sales among customers: Trey Research, Alpine Ski House, Ritecloud, School of Fine Art, and Adatum Corporation. Below the chart is a table of 'Favorite Accounts' with columns for Account No., Name, and Balance.

Discover the Dynamics 365 Business Central Licensing Model

With flexibility at the core of your business, start with what you need now and easily adapt as your business needs change. Learn more about [Dynamics 365 Business Central](#), take a test drive of the solutions and [find the ERP partner](#) that fits your business.



Licensing Guide for Microsoft Dynamics 365 Business Central

This guide is designed to improve your understanding the licensing for Microsoft Dynamics 365 Business Central. This guide does not supersede or replace any of the legal documentation covering use rights.

Pricing

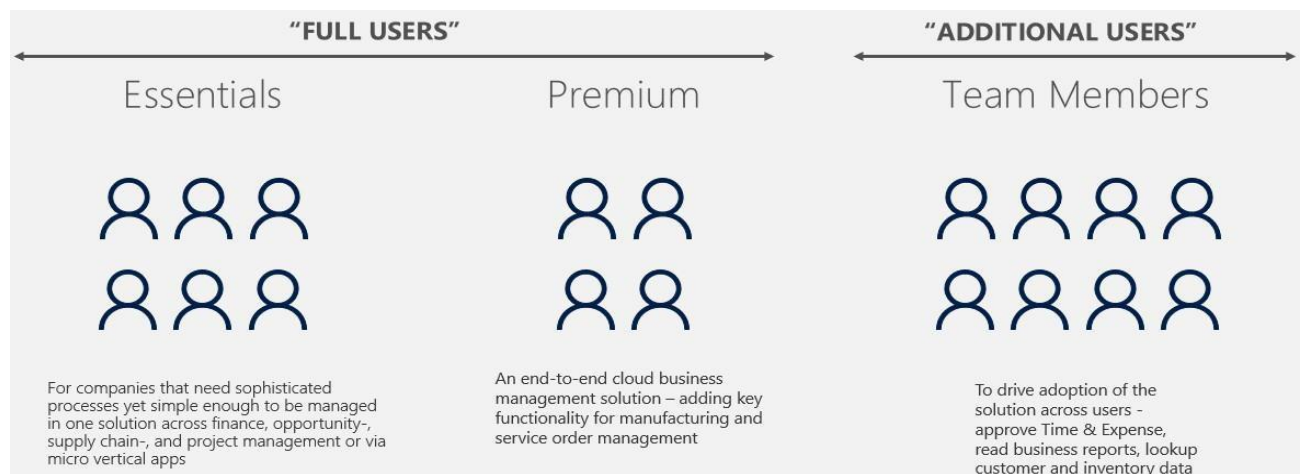
Dynamics 365 Business Central Essentials <hr/> \$70 Per user/month	Dynamics 365 Business Central Premium <hr/> \$100 Per user/month	Dynamics 365 Business Central Members <hr/> \$8 Per user/month
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Microsoft Dynamics 365 Subscription License Types

Microsoft Dynamics 365 simplifies licensing of business applications. The primary licensing is by named user subscription. The Microsoft Dynamics 365 user subscriptions classify users into two types, "full users" and "additional users".

Full users are the users whose work requires use of the feature rich business applications functionality. Examples of full users are sales people, customer service representatives, finance employees, controllers and supply chain managers. These users have also been referred to in the past as Pro users or Power Users. These full users are licensed with a Dynamics 365 Business Central subscription.

Additional users often represent a significant percentage of users in an organization and may consume data or reports from line of business systems, complete light tasks like time or expense entry and HR record updates or be heavier users of the system, but not require full user capabilities. These additional users are licensed with Dynamics 365 Business Central Team Members.



[Dynamics 365 Business Central Team Members](#)

The Dynamics 365 Business Central Team Members subscription is a named user subscription designed for users who are not tied to a particular function, but who require basic Dynamics 365 Business Central functionality.

This license includes read access as well as some write access for select light tasks across Dynamics 365 Business Central functionality for a given tenant.

The Dynamics 365 Business Central Team Members SL grants a user full read access to Dynamics 365 Business Central Essentials and Dynamics 365 Business Central Premium for a given tenant.

In addition, the Dynamics 365 Business Central Team Members SL includes some limited use write access to Dynamics 365 Business Central Essentials and Premium.

Dynamics 365 Business Central Team Members also includes the "PowerApps for Dynamics 365 Applications" license.

Dynamics 365 Business Central Team Members users can use PowerApps to access Dynamics 365 Business Centre within the bounds of their Team Members license.

Dynamics 365 Business Central Team Members requires that at least one other user be licensed with Dynamics 365 Business Central Essentials or Dynamics 365 Business Central Premium.

Dynamics 365 Business Central Team Members users can do the following:

- Read anything within Dynamics 365 Business Central
- Update existing data and entries in Dynamics 365 Business Central - existing data are records like customer, vendor or item records which are already created. Entries means entries on which it is specifically allowed from an accounting perspective to update specific information. (e.g. due date on customer ledger entries)
- Approve or reject tasks in all workflows assigned to a user
- Create, edit, delete a quote
- Create, edit, delete personal information
- Enter a time sheet for Jobs
- Use PowerApps for Dynamics 365

See Appendix A for a summary of Dynamics 365 Business Central Essentials use rights, Appendix B for a summary of Dynamics 365 Business Central Premium use rights, and the PowerApps licensing guide for additional information on PowerApps for Dynamics 365 licensing.

[Dynamics 365 Business Central](#)

Subscriptions are named user subscriptions where a user is licensed for Dynamics 365 Business Central Essentials or Dynamics 365 Business Central Premium.

The following application is part of Dynamics 365 Business Central: PowerApps for Dynamics 365.

Business Central Application

Dynamics 365 Business Central is a comprehensive business management solution for SMBs. The Dynamics 365 Business Central application can be licensed two ways:

Dynamics 365 Business Central Essentials:

- Financial Management
- Customer Relationship Management
- Project Management
- Supply Chain Management
- Human Resources Management
- Warehouse Management

Dynamics 365 Business Central Premium:

- Everything in Essentials
- Service Management
- Manufacturing

Note, you may not mix and match Essentials and Premium users. You must license Essentials or Premium users but not both.

Dynamics 365 Business Central (per user license) – This license provides users with unrestricted access to the functionality included in Dynamics 365 Business Central Team Members and Business Central.

Dynamics 365 Business Central Applications include the “PowerApps for Dynamics 365 Applications” license. Dynamics 365 Business Central users can use PowerApps to access Dynamics 365 within the bounds of their Dynamics 365 Business Central Essentials or Premium license.

Customers who have external accountants who wish to connect to the Dynamics 365 Business Central application can purchase one per tenant at no additional cost. External Accountant Licenses contain all the same use rights as Dynamics 365 Business Central license except for the following: Access to user set up or admin tasks and any other Dynamics 365 Business Central application.

Default Subscription Capacities

Production Instance	1 Included
Non-Production Instance	None
File Storage	Unlimited
Database Storage	Unlimited
External Accountant Licenses	1 Included
Companies	Unlimited
Cortana Intelligence	1800 seconds per month/tenant

Other Product Licenses

Licenses for Microsoft Dynamics 365 Business Central service do not include licenses for other products and services that may be necessary to light up integrated scenarios or extend functionality; product licensing rights for these must be established separately. The following resources can help you to determine the required additional licenses:

[Microsoft Power BI in Dynamics 365](#)

Dynamics 365 Business Central users are not provided with any standalone or general-purpose Power BI license or use rights. Customers who require Power BI Pro will need to license and pay for it separately. Dynamics 365 Business Central application subscriptions include an option to embed Power BI content as a product feature but require users to subscribe to Power BI (free user or Power BI Pro depending on content) separately to configure access to this content.

[Cortana Intelligence](#)

Customers who wish to expand beyond the default subscription capacity included in Dynamics 365 Business Central will need to have a separate Azure subscription.

[Microsoft PowerApps](#)

Customers who wish to go beyond the PowerApps functionality included in Dynamics 365 Business Central can also purchase PowerApps P1 or P2 on a standalone basis.

PowerApps and Microsoft Flow capabilities are included in Dynamics 365 Business Central and Dynamics 365 Business Central Team Members subscriptions so that users can create, modify and use mobile apps based on Dynamics 365 data.

Dynamics 365's standalone PowerApps offering is P2.

- Microsoft PowerApps is a service for building and using custom business applications that connect to your data and works across the web and mobile - without the time and expense of custom software development. Learn more at the [PowerApps service page](#).
- PowerApps licenses always include Microsoft Flow capabilities. Microsoft Flow is a service for automating workflow across the growing number of applications and SaaS services that business users rely on. Learn more at the [Microsoft Flow service page](#).

PowerApps users who access Microsoft Dynamics 365 Business Central indirectly through a PowerApps must properly be licensed for Dynamics 365 Business Central service. See the [PowerApps licensing guide](#) for additional information on PowerApps and Flow licensing.

Support

The Microsoft Cloud Solution Provider program enables partners to manage their customer's success. Support for Dynamics 365 Business Central is solely through the Microsoft Cloud Solution Provider partners.

Subscription Licensing Requirements

[Licensing Requirements for Internal Users](#)

You may license access to Microsoft Dynamics 365 Business Central by purchasing a Subscription License (SL) for every internal user who directly or indirectly accesses the service.

Dynamics 365 Business Central has one type of SL:

- User SLs are assigned on a “named user” basis, meaning each user requires a separate User SL; User SLs cannot be shared but an individual with a User SL may access the service through multiple devices.

The User SL grants users non-perpetual rights (with no buy-out rights) to the use of the Dynamics 365 Business Central service. As long as you are current on your subscription payments and adhere to the Product Terms and the Online Service Terms, you will have access to the most up-to-date version of your Microsoft Dynamics 365 Business Central.

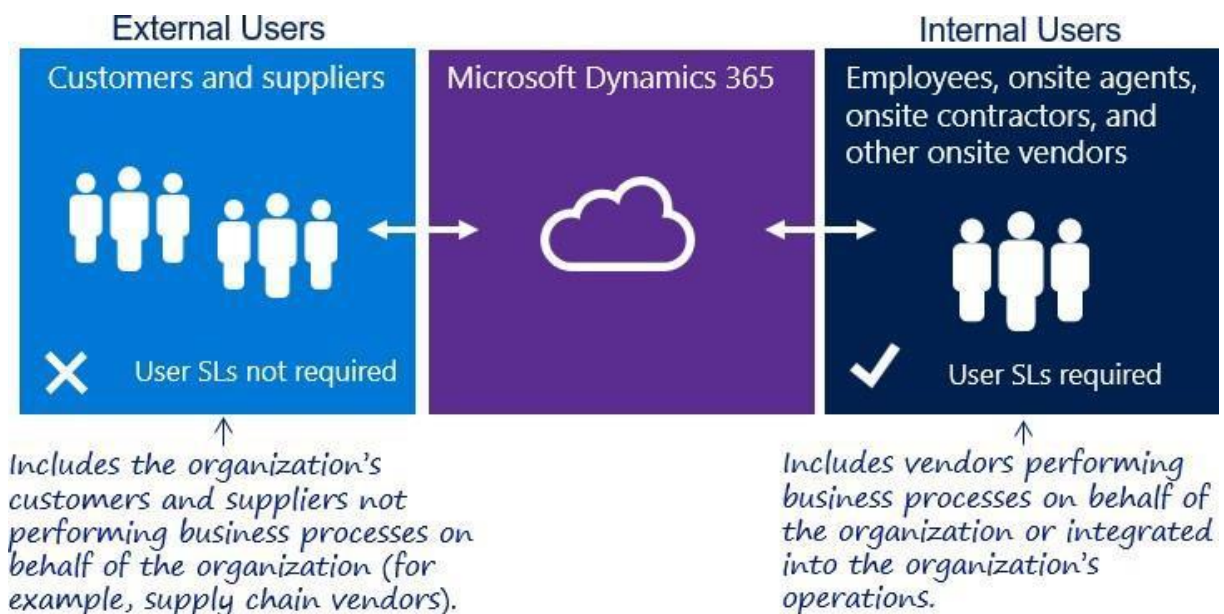
[Licensing Requirements for External Users](#)

External users are end customers and third-party users of the organization or its affiliates and do not require SLs to access Microsoft Dynamics 365. External user access is included with the organization’s internal user SLs.

External users cannot use any clients provided by the Microsoft Dynamics 365 Business Central Application Programming Interface (API), such as the Windows client, the Web client, the Windows, the iPad or iPhone app, or the Android application.

In addition, external users include off-site vendors not on an employee-like relationship with the organization or its affiliates (e.g. IT help desk support vendors serving multiple customer organizations).

However, external user access does not extend to the customer or the customer’s affiliate’s contractors, vendors, or agents providing business processes on the customer’s behalf or using Microsoft Dynamics 365 to manage any portions of their business. In this sense, the customer may not use Microsoft Dynamics 365 to provide business process outsourcing services to its clients.



Multiplexing

Multiplexing refers to the use of hardware or software that a customer uses to pool connections, reroute information, reduce the number of devices or users that directly access or use Microsoft Dynamics 365 service.

Multiplexing does NOT reduce the number of SLs of any type required to access the Microsoft Dynamics 365 service. Any user or device that accesses Microsoft Dynamics 365 —whether directly or indirectly—must be properly licensed.

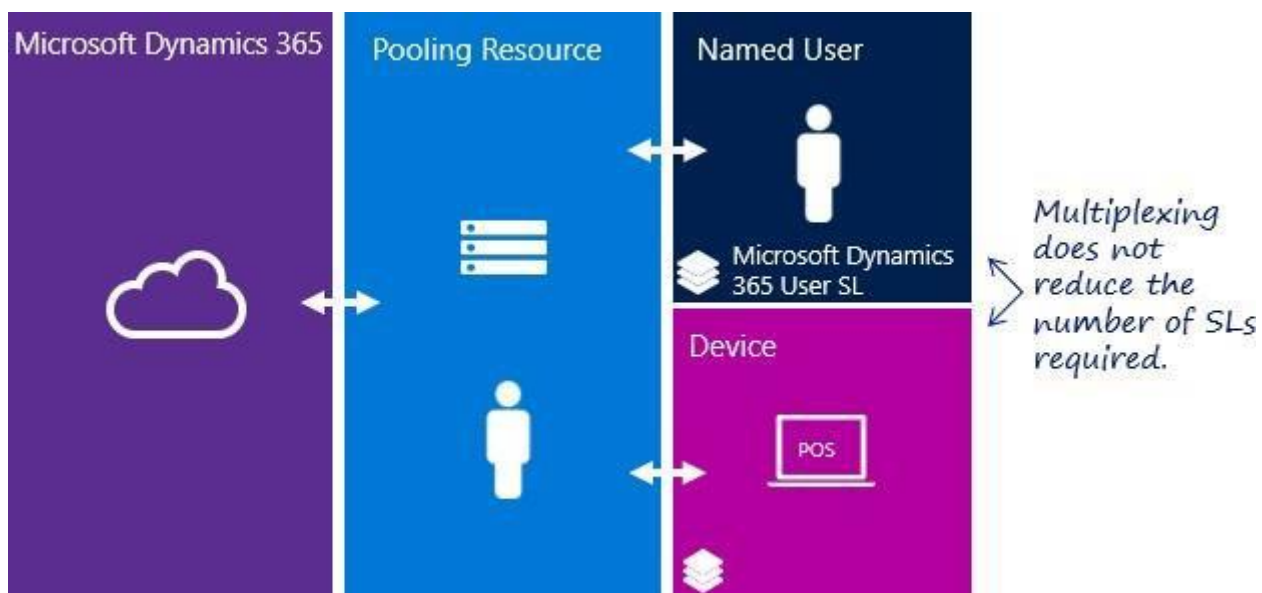
Microsoft Dynamics 365 SLs are required for users or devices that directly input, query, or view data from the Microsoft Dynamics 365 service.

Similarly, Microsoft Dynamics 365 SLs are required for users or devices that input data into, query, or view data from Microsoft Dynamics 365 through a pooling device. Pooled connections use a non-interactive user account in Dynamics 365 that can access the system but only via the web service layer.

Internal users and devices accessing Microsoft Dynamics 365 data indirectly through a portal or via an API to a separate service such Microsoft Outlook must also be properly licensed, regardless of if they are set up as a Microsoft Dynamics 365 user in the service, for example:

- Internal users and devices access Microsoft Dynamics 365 data indirectly through a PowerApps must still be properly licensed for Dynamics 365.
- Any user or device that accesses the service, files, data, or content provided by the service that is made available through an automated process requires a Microsoft Dynamics 365 SL.
- The number of tiers of hardware or software between the Microsoft Dynamics 365 service and the user or devices that ultimately use its data, services, or functionality does not affect the number of SLs required.

For additional information about multiplexing refer to the Microsoft Volume Licensing Brief Multiplexing—Client Access License (CAL) Requirements.



Dual Use Rights

One of the advantages of Dynamics 365 is dual use rights. This allows customers the option to deploy the server software either in Microsoft's cloud or in a private on-premises or partner-hosted cloud. In some cases, customers may want to deploy both types of instances simultaneously. This might be done to help with migrating a Dynamics 365 on-premises deployment to Dynamics 365, running private Dev/Test deployments in Microsoft Azure. With Dual Use Rights, Dynamics 365 users licensed with the required User SL do not need to acquire CALs to access Server instances.

Users or devices licensed with Dynamics 365 SLs have use rights equivalent to a CAL for the purpose of accessing equivalent on-premise workloads. With Dynamics 365 the server license is included with the SLs. Licenses for all supporting servers (e.g., Windows Server and CAL(s)) must be obtained separately.

Users or devices licensed with the following SLs may access the on-premise Dynamics 365 Server software provided via dual use rights:

- Dynamics 365 Essentials
- Dynamics 365 Premium
- Dynamics 365 for Team Members

To take advantage of Dual Use rights, a Dynamics 365 Business Central cloud subscription needs to be activated via CSP. Once the subscription has been activated, a customer account will be created in PartnerSource Business Center (PSBC) with the equivalent user SLs. The customer can access their on- premises/dual use rights license key (flf. format) by signing in to CustomerSource, selecting the 'My Products and Services' link from the dropdown menu and then clicking on the 'Registration Keys' link beside the Microsoft Dynamics 365 Business Central product.

Note: The on-premises license file is valid as long as the cloud subscription is active.

When you update your online subscription (for example, reduce the user count), you and/or your customer are obligated to download a new on-premises license file from PSBC to reflect the changes made on the cloud subscription.

Licensing Programs

Microsoft Dynamics Business Central subscriptions are only available through the Cloud Solution Provider program. Visit the <https://partner.microsoft.com/en-US/cloud-solution-provider> to learn more about CSP.

International Availability

Country, language, and localization availability for Dynamics 365 is available [here](#).

Additional Resources

Microsoft Dynamics Blog

<https://community.dynamics.com/b/msftdynamicsblog>

CustomerSource

<https://mbs.microsoft.com/customersource/>

**Microsoft Downloads Center
Cloud Solution Provider Program (MPN)**

<http://www.microsoft.com/downloads>

<https://mspartner.microsoft.com/en/us/Pages/solutions/cloud-reseller-overview.aspx>

Appendix A: Essentials Functionality

Financial Management		
Basic General Ledger	Budgets	Fixed Assets
Account Schedules	Cash Flow Forecast	Multiple Currencies
Allocations	Check Writing	Payment Handling
Bank Account Management	Consolidation	Responsibility Centers
Bank Reconciliation	Deferrals	Unlimited Dimensions
Basic XBRL	Electronic Payment/Direct Debits	
Advanced Financial Management		
Cost Accounting	Inter-company Postings	
Artificial Intelligence*		
Cash Flow Forecast	Inventory Forecast	Sales Forecast
Image Recognition	Late Payment Prediction	
Customer Relationship Management		
Business Inbox for Outlook	Contact Management	Opportunity Management
Campaign Management	Dynamics 365 Sales Integration^	Relationship Management
Campaign Pricing	Email Logging	Task Management
Contact Classification	Interaction / Document Management	
E-Services		
Document Exchange Service	Bank Feeds (US, CA, UK)	Online Map
Document Management, Document Capture	Microsoft Pay (credit cards and PayPal)	Tax. Reg. No. Validation Service (EU)
Human Resources Management		
Basic Human Resources		
Project Management		
Basic Resources	Job Quotes	Project Management Jobs
Capacity Management	Multiple Costs	Time Sheet
Supply Chain Management		
Alternative Order Addresses	Item Charges	Sales Invoice Discounts
Alternative Ship-To Addresses	Item Cross References	Sales Invoicing
Alternative Vendors	Item Substitutions	Sales Line Discounting
Assembly Management	Item Tracking	Sales Line Pricing
Basic Inventory	Location Transfers	Sales Order Management
Basic Payables	Multiple Locations	Sales Return Order Management
Basic Receivables	Order Promising	Sales Tax/VAT~
Calendars	Purchase Invoicing	Shipping Agents
Cycle Counting	Purchase Line Discounting	Standard Cost Worksheet
Drop Shipments	Purchase Line Pricing	Stock keeping Units
Item Attributes	Purchase Order Management	Vendor Catalogue Items
Item Budgets	Purchase Return Order Management	
Item Categories	Requisition Management	
Warehouse Management and Inventory		
Automated Data Capture System	Internal Picks and Put Aways	Warehouse Management Systems
Bin Set-Up	Pick	Warehouse Receipt
		Warehouse Shipment
Other		
Analysis Reports	Job Queue	User Tasks
Change Log	Notifications (on-premises only)	Word reporting/Document reporting
Embedded Power BI	Reason Codes	Workflow
Extended Text	Unlimited Companies	
Intrastat	User Management	

Appendix B: Premium Functionality

Service Order Management		
Service Order Management	Service Item Management	Planning and Dispatching
Service Price Management	Service Contract Management	
Manufacturing		
Production Orders	Basic Supply Planning	Finite Loading
Production Bill of Materials	Demand Forecasting	Sales and Inventory Forecasting
Version Management	Basic Capacity Planning	Agile Manufacturing
Machine Centers		