



Microsoft Dynamics 365 Business Central for SMEs



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What is Microsoft Dynamics 365 Business Central?

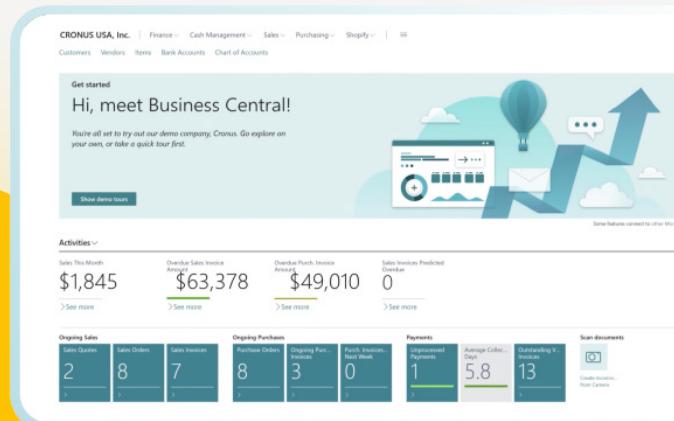
Microsoft Dynamics 365 Business Central is an all-in-one business management solution designed specifically for SMEs.

It links operational and financial data together, helping SMEs drive return on investment by adding resource planning capabilities to their existing Microsoft setup.

By combining enterprise resource planning (ERP) and finance capabilities, Business Central empowers organisations to manage processes, automate tasks, and streamline operations – from a single unified platform.

This platform can be customised to meet specific industry or compliance needs (with minimal technical input) and is designed for modular adoption. Meaning businesses can start with the basics and add new features as they grow.

Most importantly, Business Central integrates with almost everything in the wider Microsoft technology stack, including Dynamics 365, Microsoft 365, Power Platform, and more. These integrations ensure businesses get maximum ROI from new and existing Microsoft investments.



The screenshot displays the Microsoft Dynamics 365 Business Central interface. At the top, a navigation bar shows 'CRONUS USA, Inc.' and links for Finance, Cash Management, Sales, Purchasing, and Shopify. Below the navigation, a 'Get started' section greets the user with 'Hi, meet Business Central!' and a button to 'Show demo hours'. To the right, there's a graphic of a hot air balloon and a bar chart with an upward arrow, with a note that 'Some features connect to other Microsoft products'. The main area is titled 'Activities' and shows various metrics: Sales This Month (\$1,845), Overdue Sales Invoice Amount (\$63,378), Overdue Purch. Invoice Amount (\$49,010), and Sales Invoices Predicted Due Date (0). Below these are sections for 'Ongoing Sales' (2 Sales Quotes, 8 Sales Orders, 7 Sales Invoices) and 'Ongoing Purchases' (8 Purchase Orders, 3 Purchase Invoices, 0 Purch. Invoices Due Week). A 'Payments' section shows 1 Unprocessed Payments, an Average Collection Days of 5.8, and an Outstanding V. Invoices count of 13. At the bottom right, there are buttons for 'Scan documents', 'Create Analysis', and 'Create a Contact'.

The business benefits

The benefits of Business Central vary, depending on how the platform is tailored. However, most organisations benefit from:

360° oversight for business leaders

Business Central integrates with apps across multiple teams, providing end-to-end visibility on data and processes to your senior leaders.



Next generation AI-insights

Business Central and Copilot empower senior leaders to make data-driven decisions faster than ever before – using AI insights that draw from data across teams and apps.



Huge efficiency gains

Copilot's auto-filling capabilities greatly reduce manual data entry in Business Central, while automations complete time-consuming work so employees can focus on strategy and planning.



Total scalability

Organisations can adjust resources and capabilities as their needs change, including users, storage, and even process complexity.



Enhanced collaboration

Teams can access information from anywhere, in the app they love to work in, making collaboration quicker and easier.

Key features

As one of the fastest growing finance solutions on the market, there's an almost endless list of ways to make the "art of the possible" a reality with Business Central. Which is why over 50,000 businesses now use it.

Features that draw businesses to Business Central include:



Built-in Copilot functionalities

Copilot's auto-filling capabilities greatly reduce manual data entry in Business Central, while automations complete time-consuming work so employees can focus on strategy and planning.



Rapid deployment and onboarding

With an approved Microsoft partner like us, you can get Business Central up and running in just a few weeks. Plus, with role-based dashboards, hundreds of training courses, and guided tours, you can get employees up to speed in no time.



Powerful integrations

Using integrations effectively unlocks new functionalities, insights on data, and collaboration opportunities between teams. This drives greater return on investment across new and existing Microsoft apps – not just Business Central. We'll look at these integrations in more detail in the next section.



24/7 remote access

Business Central is available in 50 languages and 160 countries and can be accessed on desktop, tablet, and even mobile devices – so you can manage your business from anywhere, anytime.



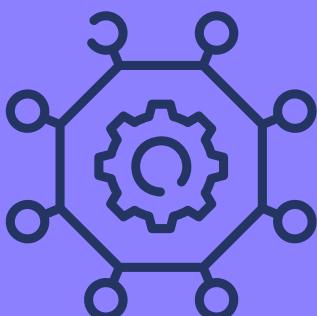
Open architecture

Through Business Central's open architecture, you can merge your ERP data with existing systems, including any CRM or payroll platforms.



Customisation and access to pre-built apps

As a Business Central user, you can access a library of pre-built apps in AppSource, empowering you to tailor the platform to suit industry-specific needs such as compliance and regulation requirements.



Start small, scale big with modular integrations

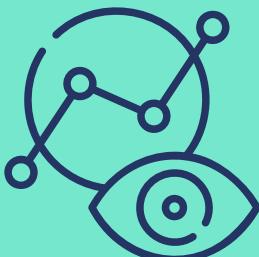
Modular adoption in Business Central lets organisations start with essential features and add new capabilities over time. This reduces initial costs and complexity, while keeping the option to scale up functionalities as you grow.

For example, you can start with core features and integrate additional tools such as Dynamics 365 Sales, Customer Service, or Supply Chain Management as your business needs evolve.

This is especially powerful for those who want to transition from legacy systems without disrupting operations. It's possible to plan a gradual rollout for new modules well in advance, while leaving room to make changes as you progress through your roadmap.

Enhanced integrations

Business Central integrations unlock powerful analytics for senior leadership, offer new ways for teams to collaborate, and significantly reduce admin time. All while maximising return on investment for existing (and latest) Microsoft technologies.



Business Central integrations include:



Copilot

While technically not an integration (as it's embedded in Business Central), Copilot feels like a paid integration. It lets users automate time-consuming tasks, generate reports with ease, and use AI insights to make data-driven decisions quickly and accurately.

Dynamics 365 Sales

This integration enhances collaboration between sales and finance by providing real-time data across Dynamics 365 Sales and Business Central. For example, it allows finance teams to access orders and invoices in Business Central, while giving sales teams access to inventory and pricing data within their CRM.



Power platform and Power BI

With this integration, you can enhance your analytics and make data more transparent across apps and your organisation. Through Power BI, for example, you can use Business Central data to build real-time dashboards and generate cross-functional reports with ease.

Microsoft 365



Integrating Microsoft 365 with Business Central improves collaboration and increases employee productivity by allowing your people to access the data they need in the apps they prefer – whether that's Teams, Outlook, Word, or Excel.

Microsoft Entra ID

This integration significantly simplifies identity and access management, providing users with a single sign-on across all Microsoft services and enabling role-based access control for Business Central users.



USE-CASE

Business Central, Copilot, and Microsoft 365

We've put together a quick use case to show how even the simplest Business Central integrations allow your business to maximise its return on investment across Microsoft technologies.

Let's meet David, a Finance Manager working at an organisation that uses Business Central. He uses the new Copilot features frequently and loves the Microsoft 365 integration his organisation recently set up.

8:30am

Reviewing cash flow

David starts his day by asking Copilot to "Show this week's cash flow forecast and highlight any issues." Copilot highlights a potential shortfall due to delayed receivables.

9:00am

Sending invoice reminders

Using Copilot, David automates the sending of payment reminders to overdue accounts, saving hours of manual work.

10:30am

Reviewing budget

David opens Excel, which is connected to Business Central via the Microsoft 365 integration. He's in a rush, as he's meeting with senior leadership soon. He asks Copilot to "Create a table that compares our actual spend vs budgeted for the last 3 months."

In less than 30 seconds, he gets a clean, formatted table which he then reviews before sharing ahead of the meeting.

1:00pm

Approving vendor payments

After lunch, Copilot flags pending approvals. David asks Copilot, "Are there any early payment discounts for these vendors?" He is pleased to see there are two and approves them both, directly from Outlook.

3:00pm

Late to an important call with operations

Later, David joins an operations meeting late as his last call ran over. He asks Copilot to summarise the meeting so far and list any actions he might have missed – there are two. He queries the actions and emails his team with a task-list within minutes of joining.

The ROI of Business Central for Microsoft technologies

Using Business Central, its Copilot functionalities, and an integration with Microsoft 365, David was able to:



Automate hours of repetitive data entry work.

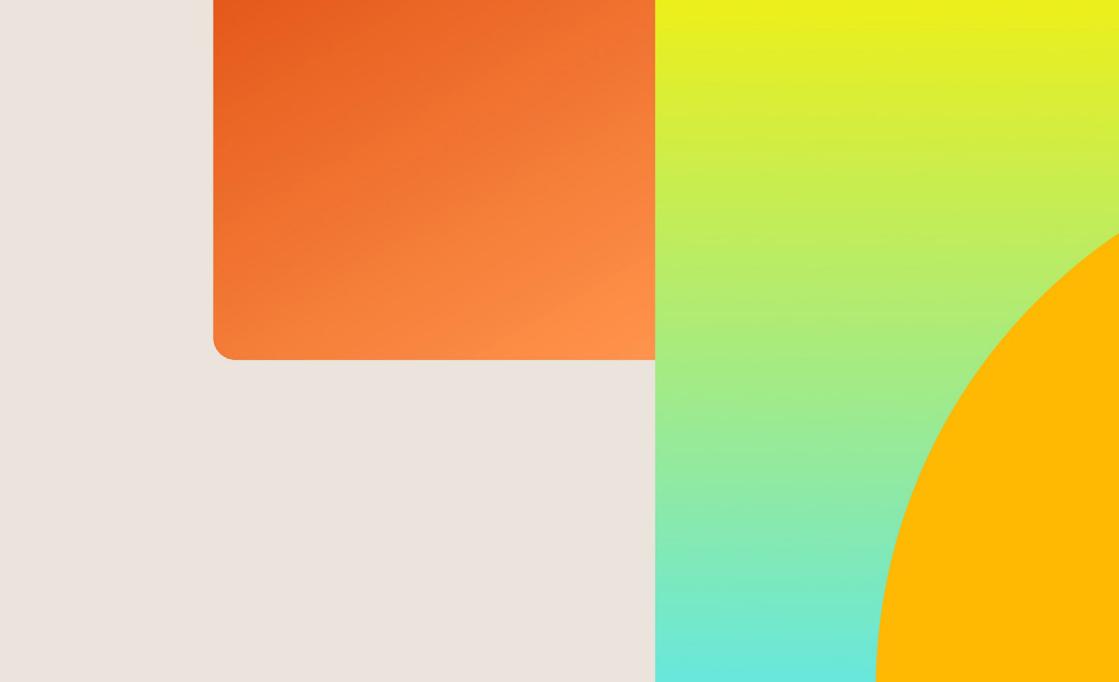


Get “discounts” on two vendor payments with a single question.



Quickly collaborate with the Operations team and prioritise tasks, despite missing the start of an important call.

And that's without using integrations with Dynamics Sales, Customer Service!



Ready to dive deeper?

We can help you understand the power of Business Central
and how it can supercharge your organisation.

Get in touch today
for more information:

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