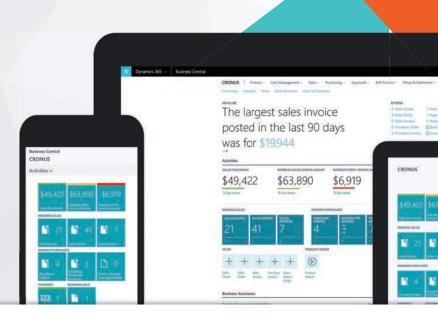# Microsoft Dynamics 365 Business Central

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

Manage Your Financials

Make informed decisions
Connect data across accounting, sales, purchasing, inventory, and customer interactions to get an end-to-end view of your business. Chart financial performance in real time with built-in Power BI dashboards.

Accelerate financial close and reporting
Streamline accounts receivables and payables, and automatically reconcile accounts to close. Report on financials quickly and accurately, while maintaining compliance.

Improve forecast accuracy
Refine financial forecasts by modeling and analyzing data across multiple dimensions. Customize reports with seamless data integration
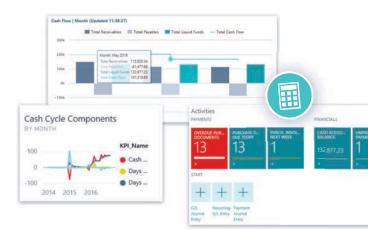
Automate and Secure Your Supply Chain

Optimize inventory levels
Use built-in intelligence to predict when and what to replenish. Purchase only what you need with dynamically updated inventory levels.

Avoid lost sales and reduce shortages
Maintain the right amount of inventory by automatically calculating stock levels, lead times, and reorder points. Suggest substitutes when requested items are out of stock.

Maximize profitability
Get recommendations on when to pay vendors to use vendor discounts or avoid overdue penalties. Prevent unnecessary or fraudulent purchases through approval workflows.

Achieve Project Deadlines and Stay Under Budget

Stay on 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.

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

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

Optimize Your Operations

Manage forecasting
Use sales forecasts and expected stock-outs to automatically generate production plans and create purchase orders.

Maintain inventory and orders
Get a holistic view of inventory for efficient order fulfillment. Track every item transaction and movement.

Reach optimal output levels
Calculate and optimize production capacity and resources to improve schedules and meet customer demands.

Sell Smarter and Improve Customer Service

Deliver value at every touch point
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.
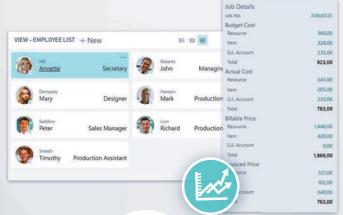
Boost sales productivity
Accelerate the quote to cash process. Act quickly on sales-related inquiries, manage service requests, and process payments—all from within Outlook.

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

Next Steps
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 at
crgroup.com/dynamics-365-bc

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