

# NAV: what's next?

David O'Bryan

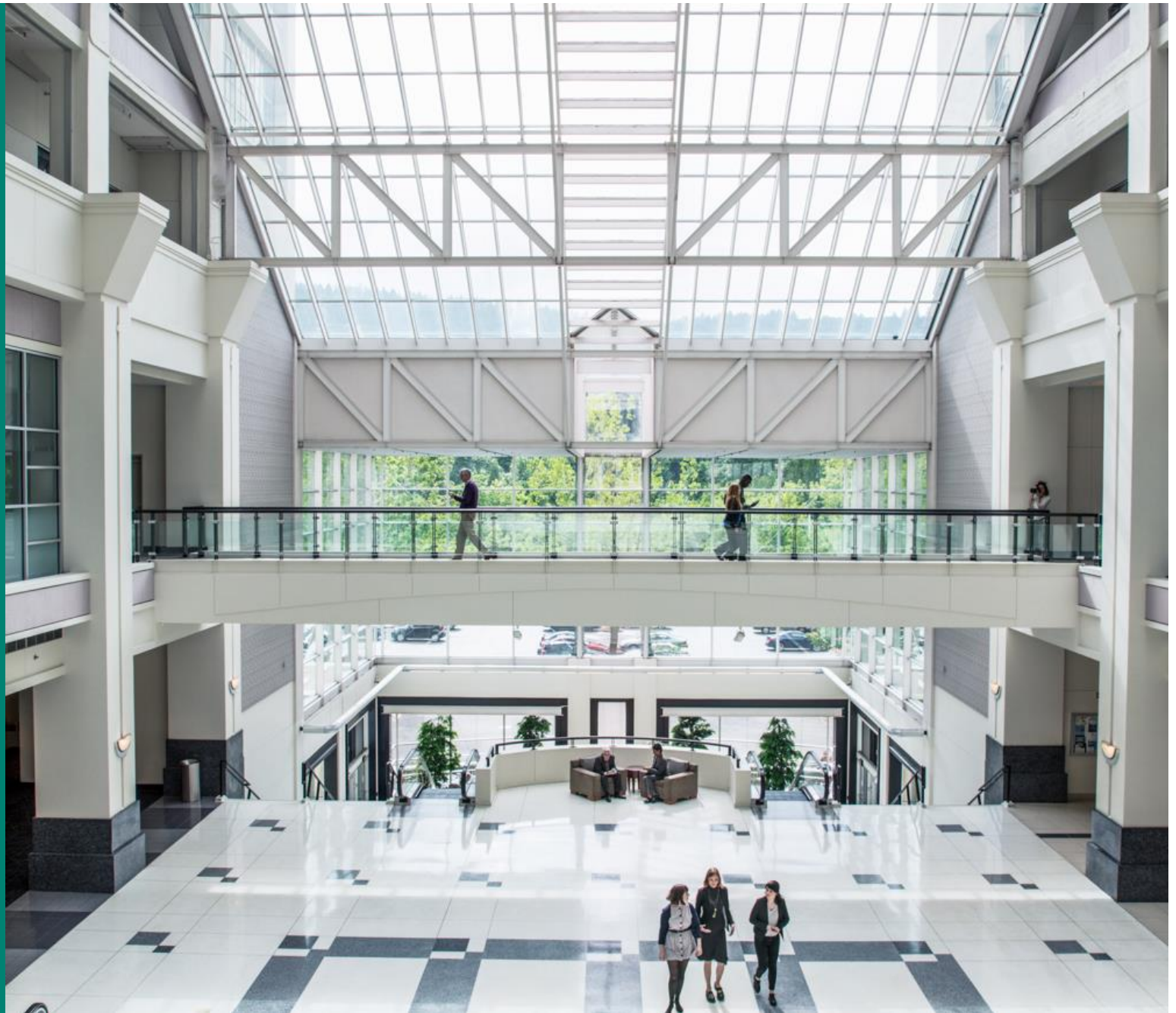




# ACCELERATING DIGITAL TRANSFORMATION WITH MICROSOFT BUSINESS APPLICATIONS

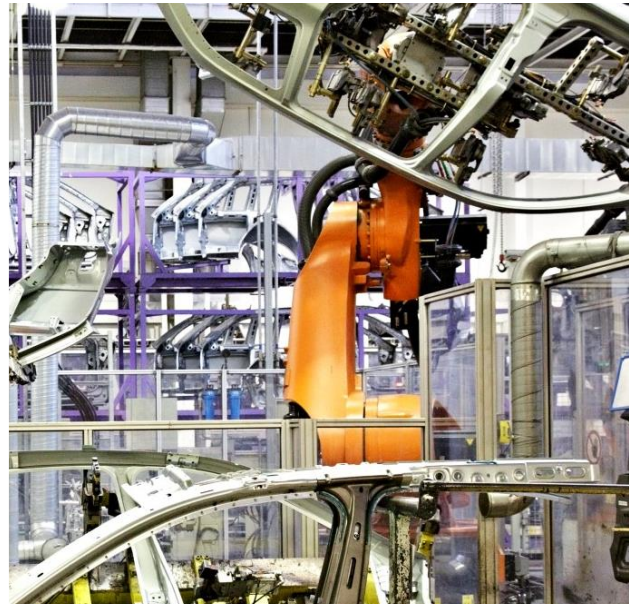
David O'Bryan

Partner Development Manager





# Industries in Transition



# Pervasive

**10x**

Increase in worldwide  
data usage by 2025

- IDC

# Connected

**\$1.29 trillion**

the IoT market size by  
2020

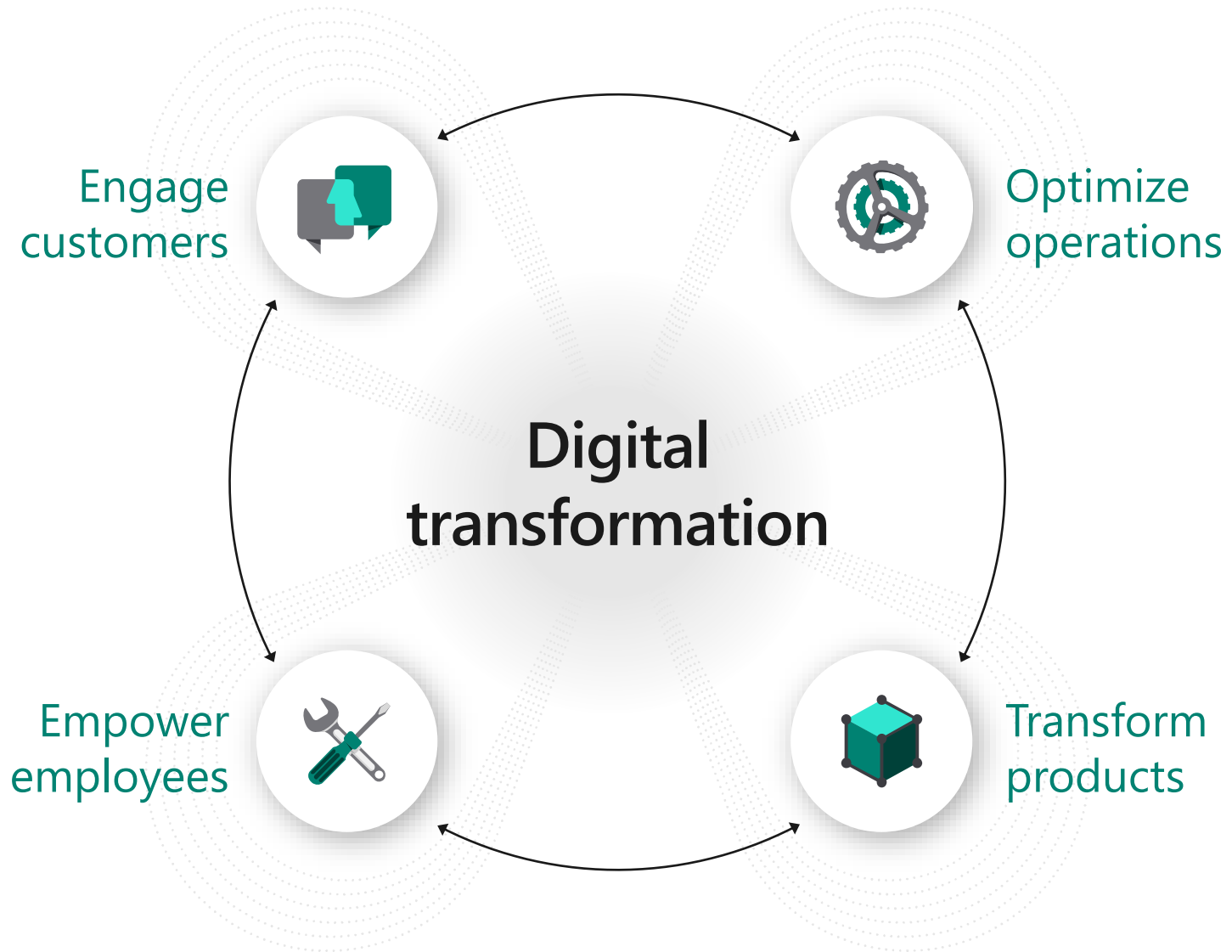
- IDC

# Intelligent

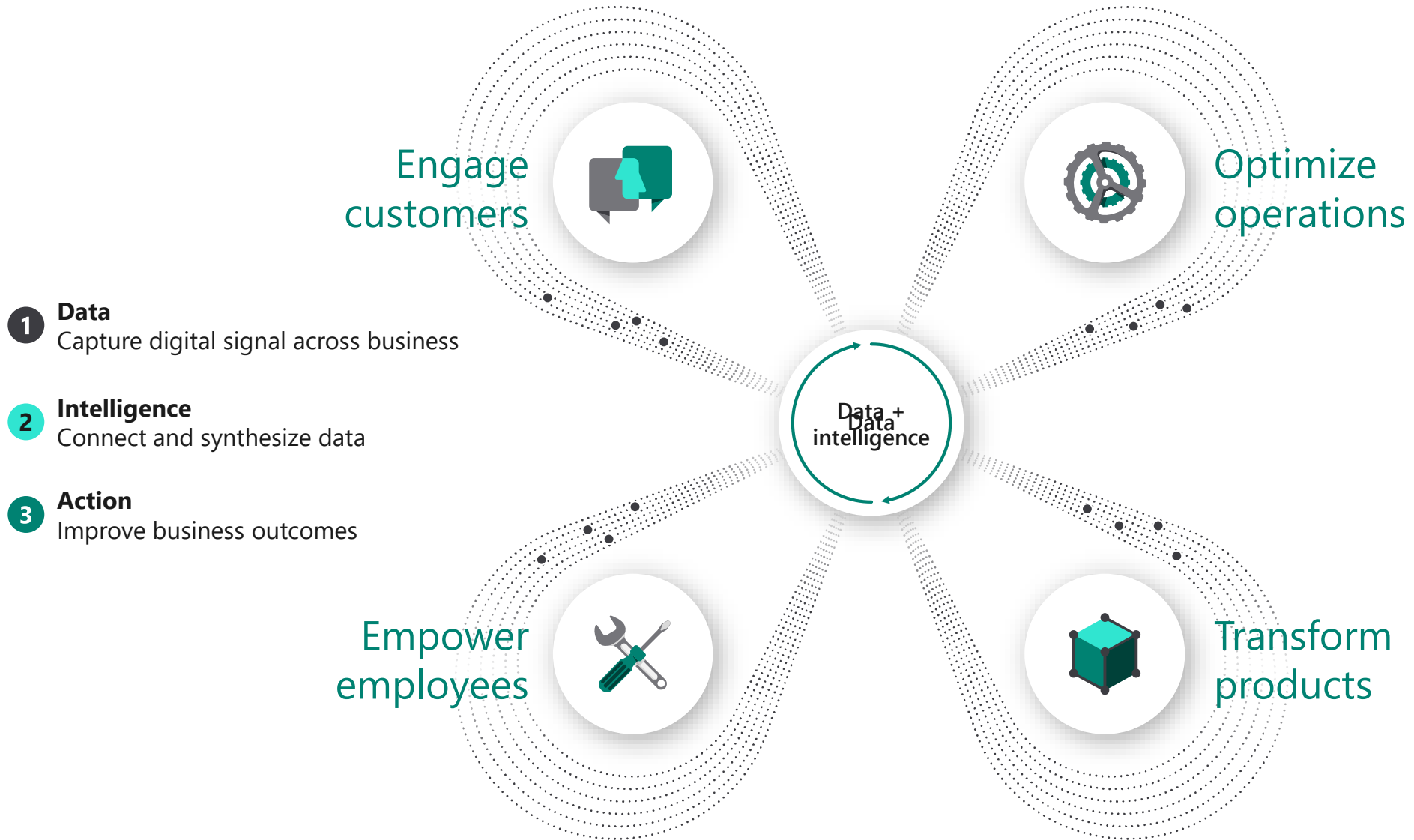
**82%** of organizations will  
invest in AI by 2020

- Deloitte

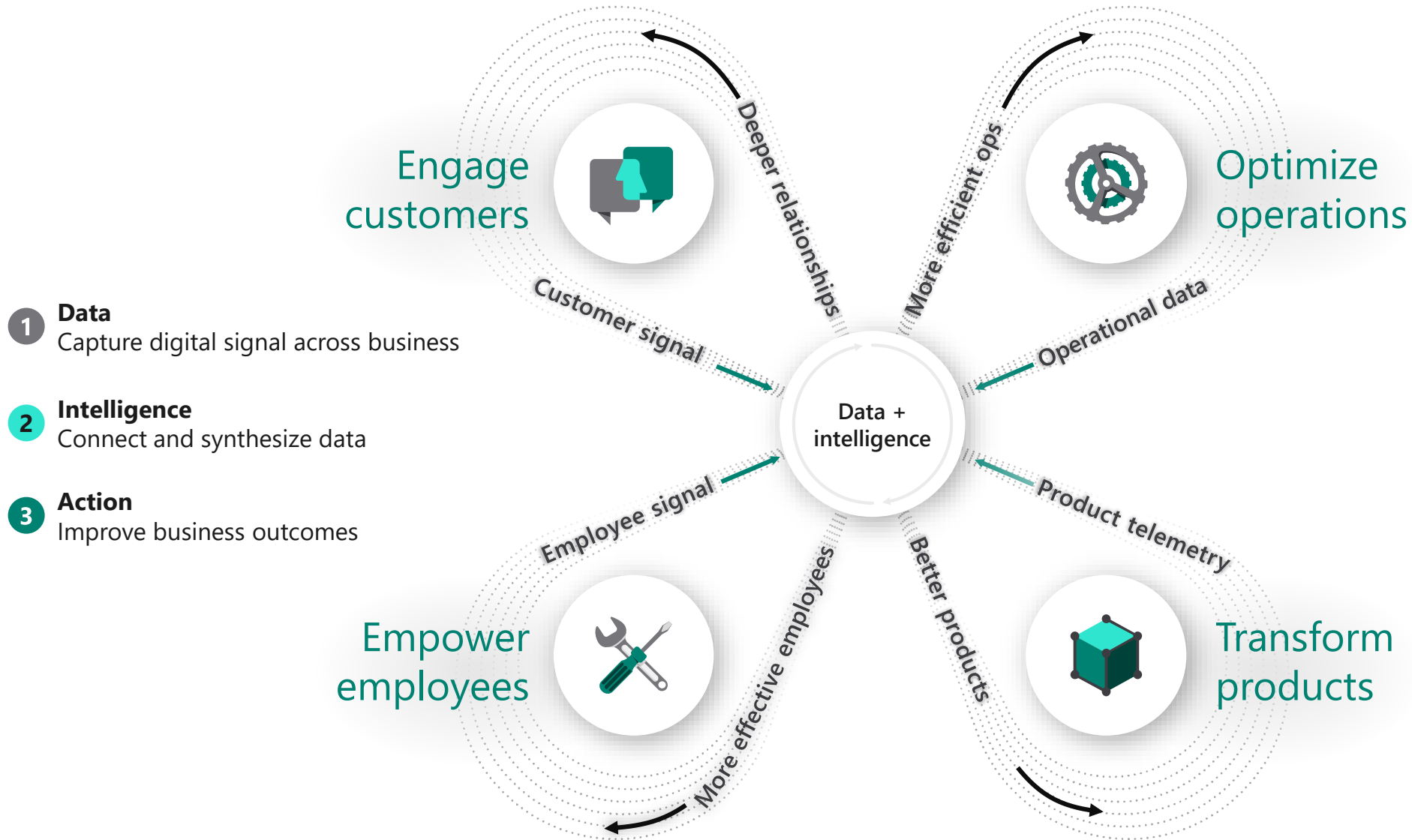




# DIGITAL FEEDBACK LOOP



# DIGITAL FEEDBACK LOOP



# MICROSOFT CLOUD

**Intelligent business applications**

 Microsoft Office 365

 Microsoft Dynamics 365

**Productivity and collaboration**

**Open, flexible, enterprise-grade cloud computing platform**

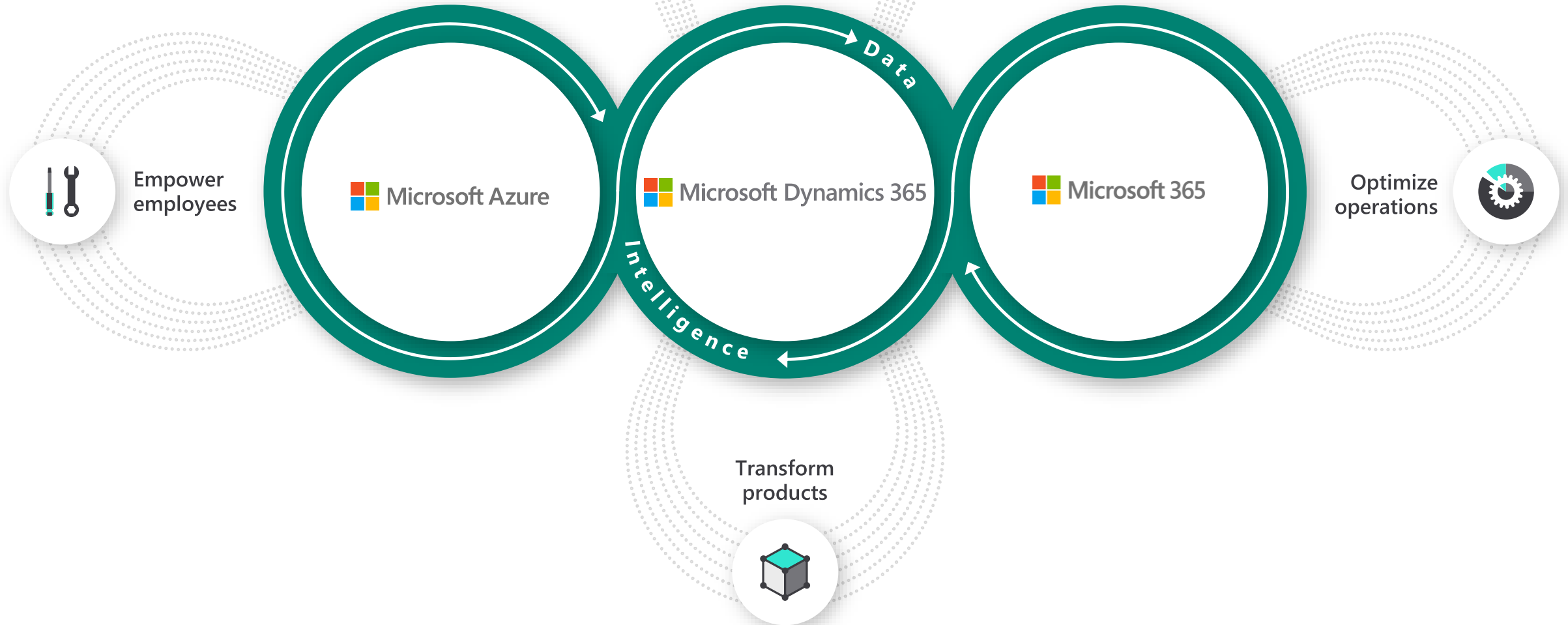
 Microsoft Azure



# Microsoft Cloud...

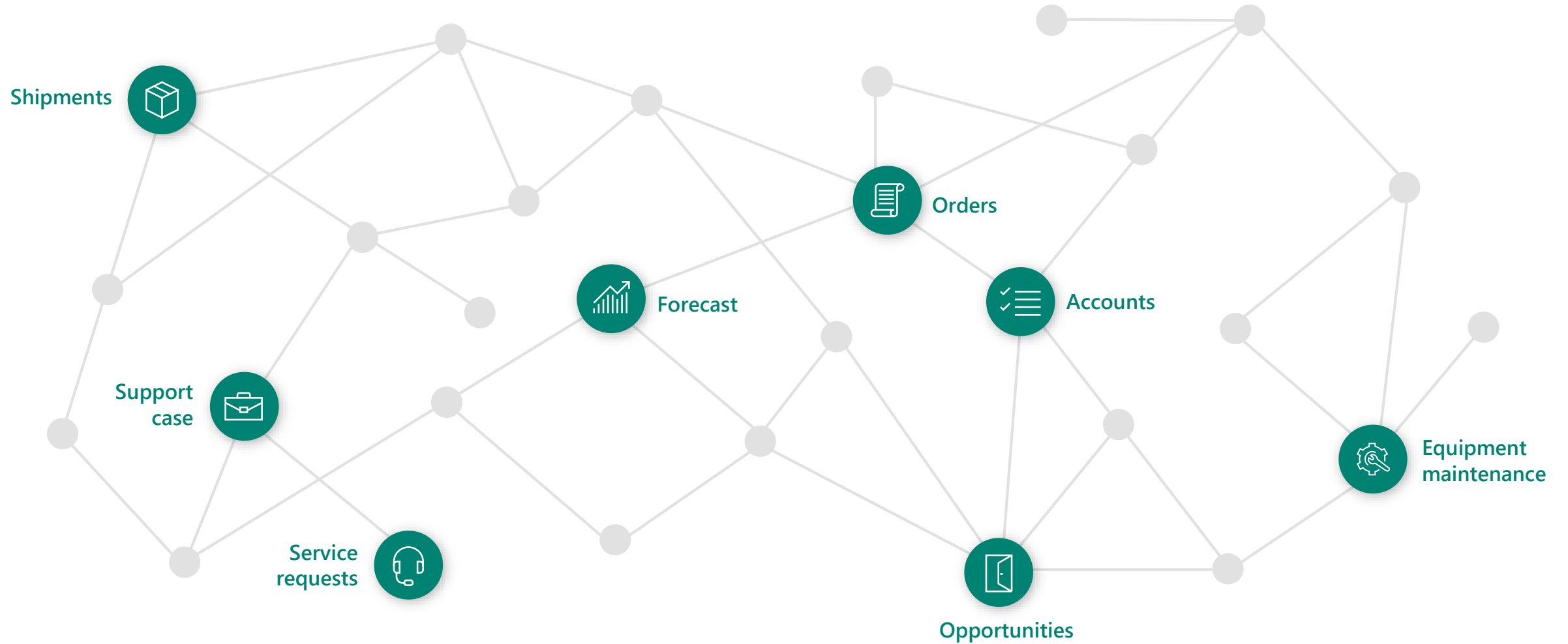
Differentiated advantage through  
common data service

Unmatched security and governance



# UNIFIED PROCESSES AND DATA

## Dynamics 365



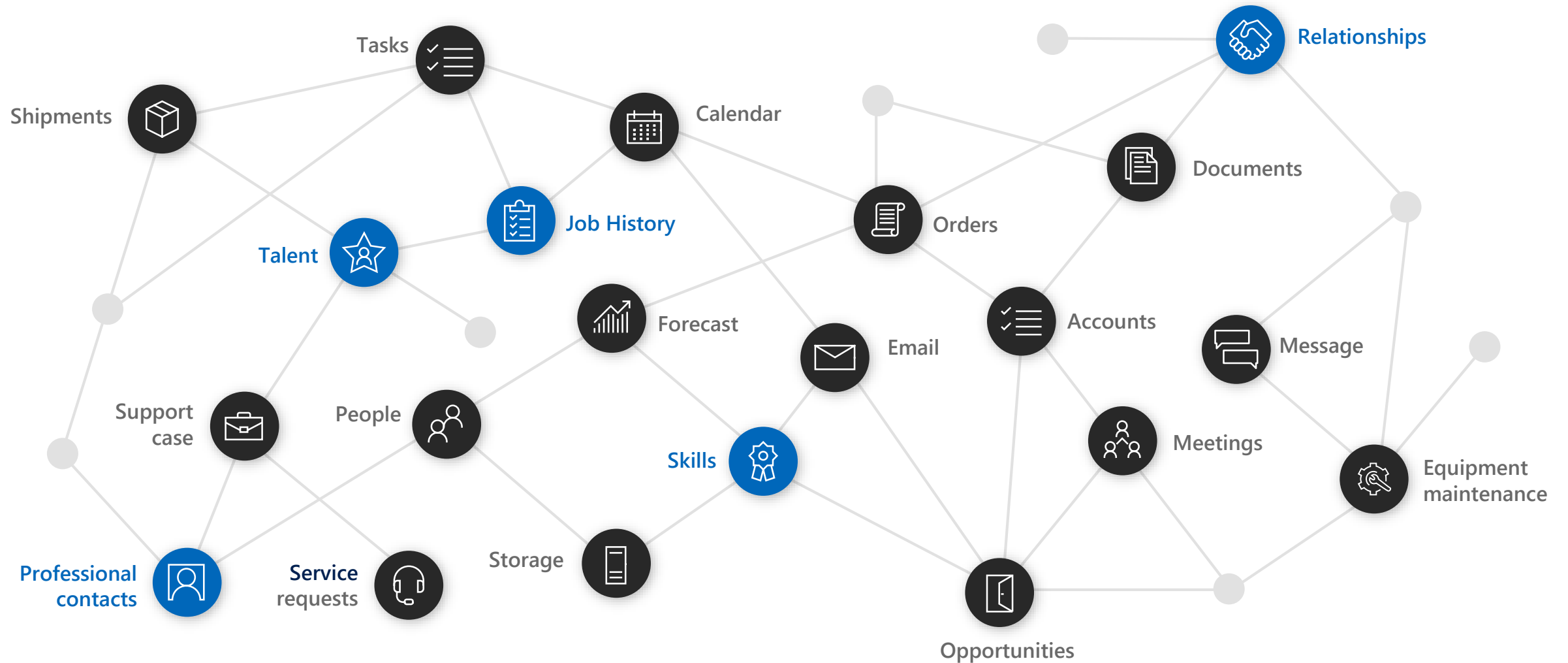
# UNIFIED PROCESSES AND DATA

Dynamics 365 + Office 365



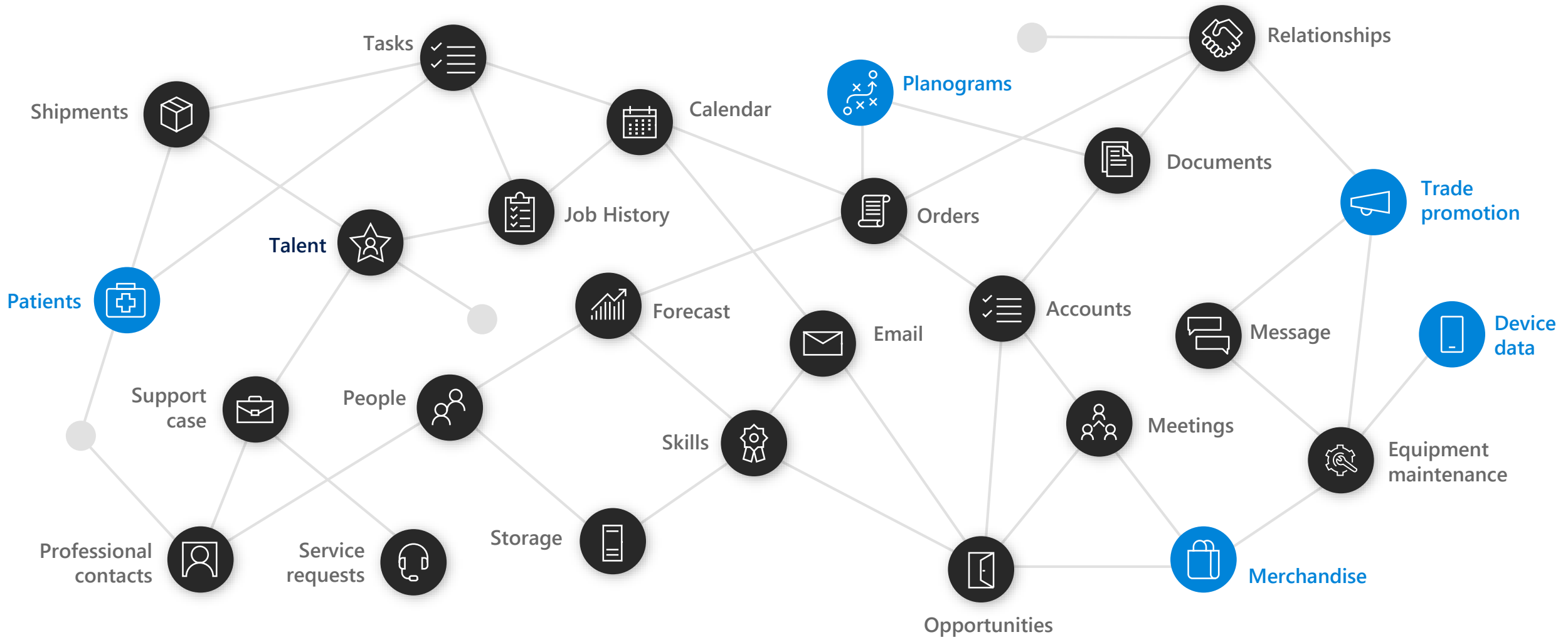
# UNIFIED PROCESSES AND DATA

Dynamics 365 + Office 365 + LinkedIn



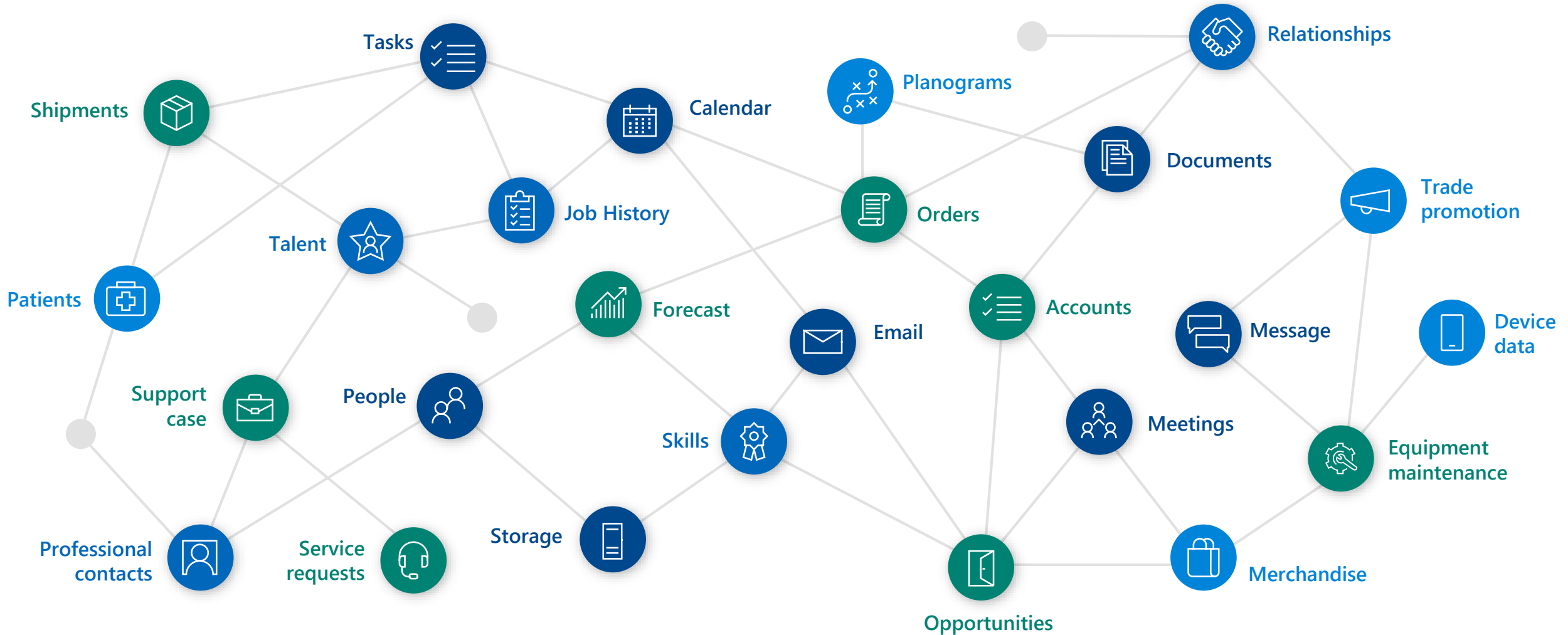
# UNIFIED PROCESSES AND DATA

Dynamics 365 + Office 365 + LinkedIn + **Partner Solutions**



# UNIFIED PROCESSES AND DATA

Dynamics 365 + Office 365 + LinkedIn + Partner Solutions



# INTELLIGENT



# INTELLIGENT





# MICROSOFT CLOUD

**Intelligent business applications**

 Microsoft Office 365

 Microsoft Dynamics 365

**Productivity and collaboration**

**Open, flexible, enterprise-grade cloud computing platform**

 Microsoft Azure

# Introducing Microsoft 365

A complete, intelligent solution that empowers everyone to be creative and work together, securely. Microsoft 365 brings together Office 365, Windows 10, and Enterprise Mobility + Security.

## Four core principles of Microsoft 365



Unlocks  
creativity



Built for  
teamwork



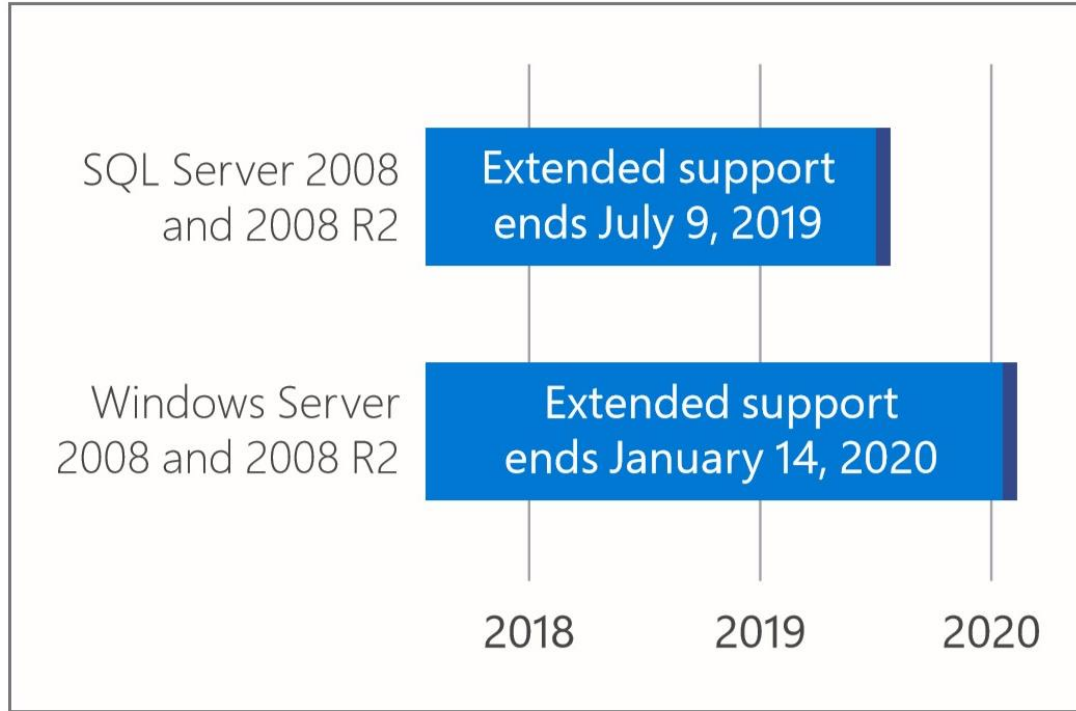
Integrated  
for simplicity



Intelligent  
security



## Extended Security Updates are free in Azure



Migrate to Azure

### Rehost applications

Move your SQL Server and Windows Server 2008 and 2008 R2 workloads to Azure Virtual Machines with no application code changes—and get 3 more years of security updates free. Upgrade when ready.

### Rehost and protect data

Move data to Azure SQL Database Managed Instance (version free, fully managed, no patching needed). Never face end of support again.



Stay on-premises

Upgrade to current Windows Server and SQL Server versions.



Buy 3 more years of Extended Security Updates to protect servers while you work on migration.

## Get started

Start planning using this collection of online resources:

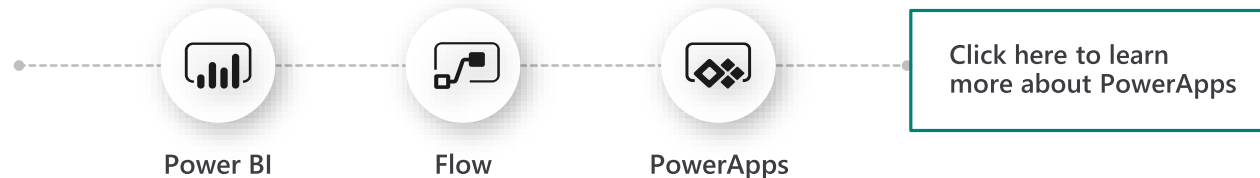
[www.microsoft.com/2008-eos](http://www.microsoft.com/2008-eos)

# Microsoft Dynamics 365 Business Central

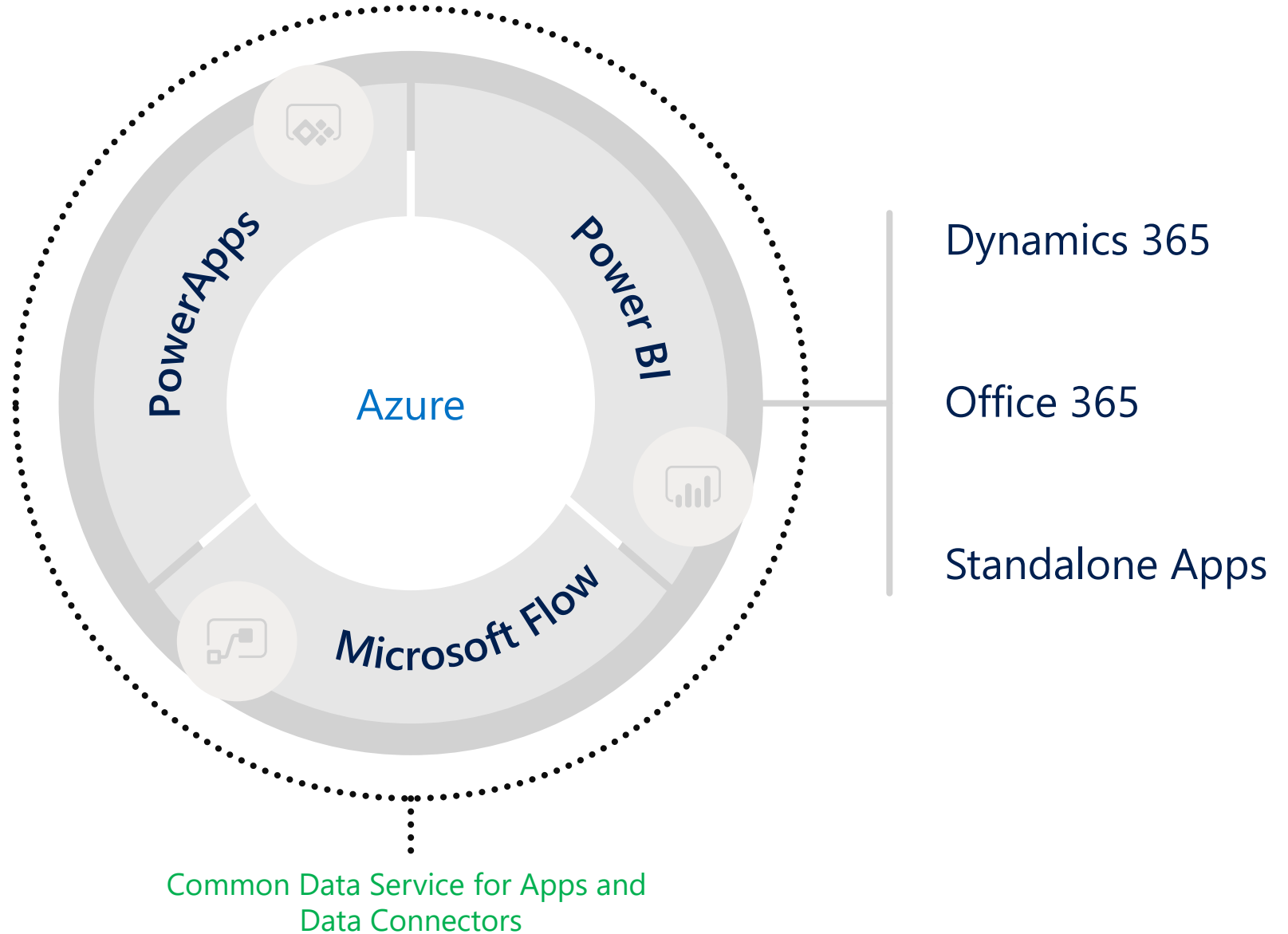
Intelligent business applications in the cloud



## Power platform



# Microsoft Power Platform



# Power BI: Experience your data

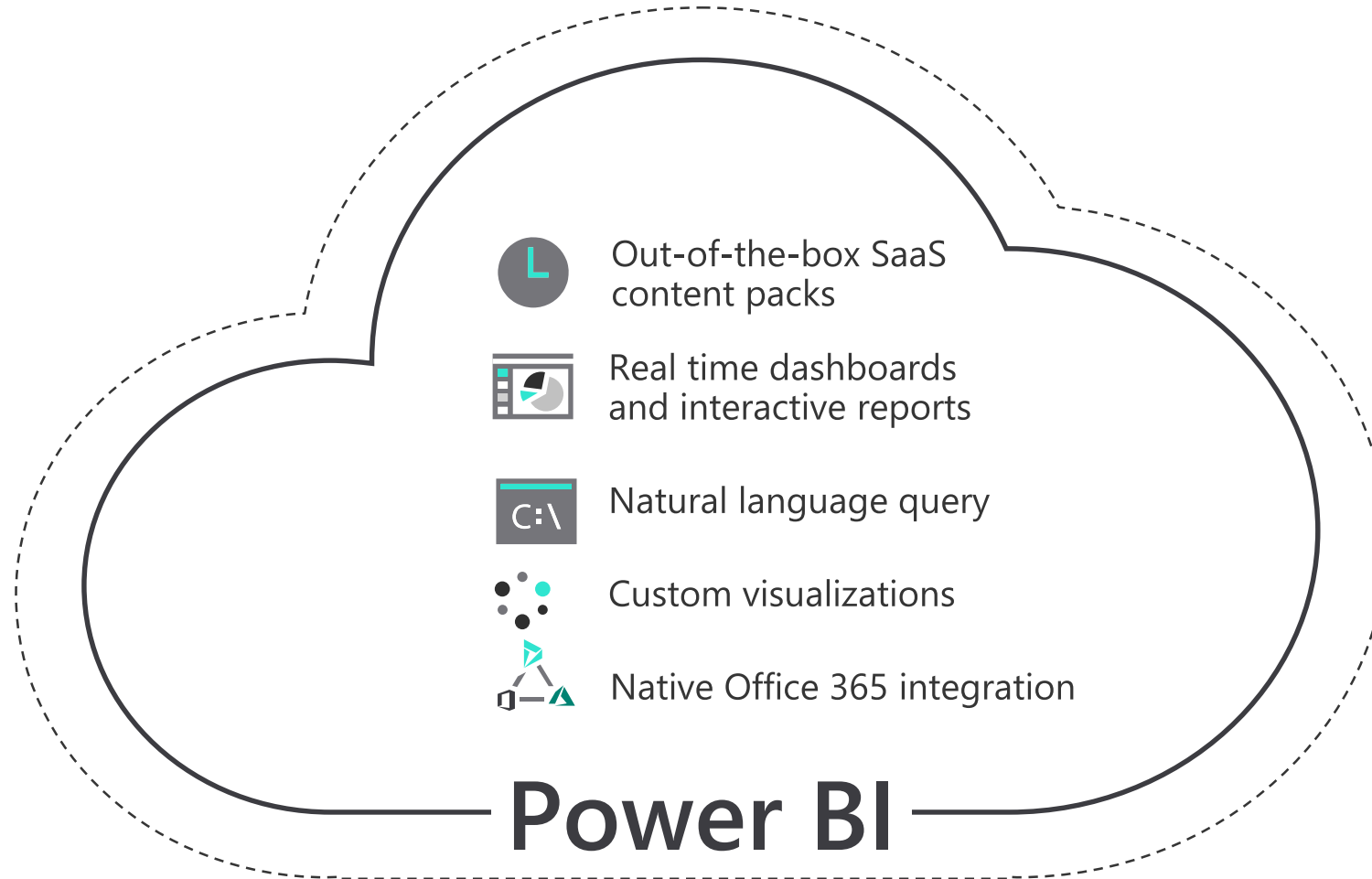
Any data, any way, anywhere



Cloud data



On-premises data



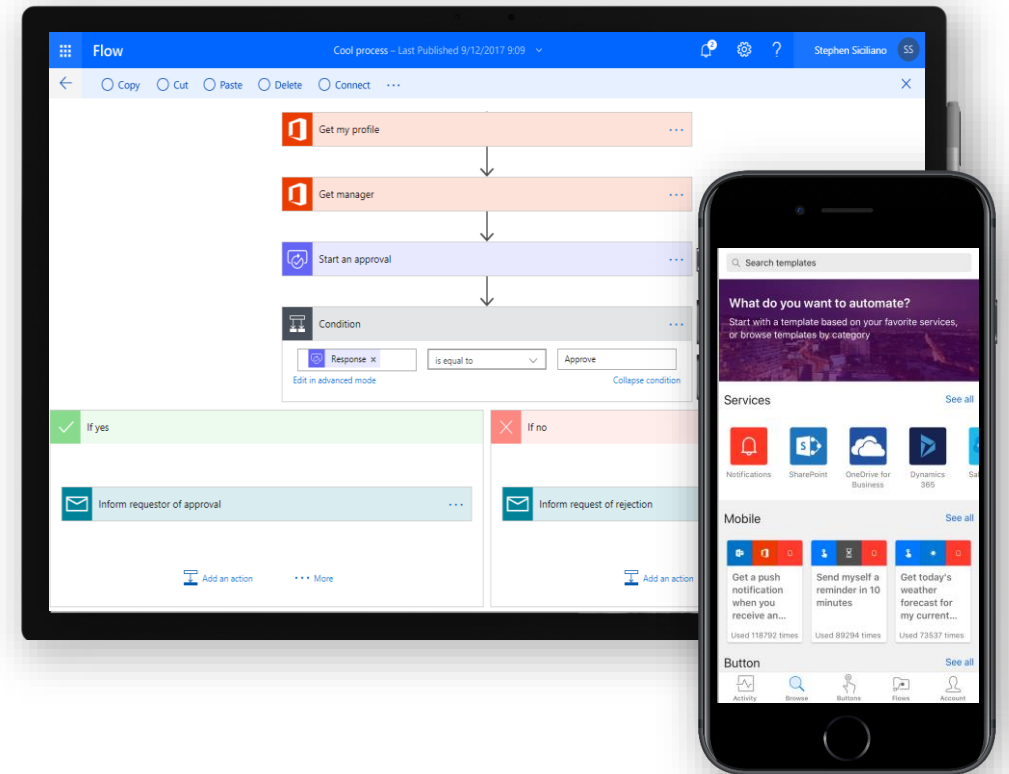
- Web
- Mobile
- Excel
- Embedded
- Cortana
- "....."

# Automate and integrate business processes with Microsoft Flow

Automate and model business processes across your apps and services

From simple automations to advanced scenarios with branches, loops, and more

Trigger actions, grant approvals, and get notifications right where you work

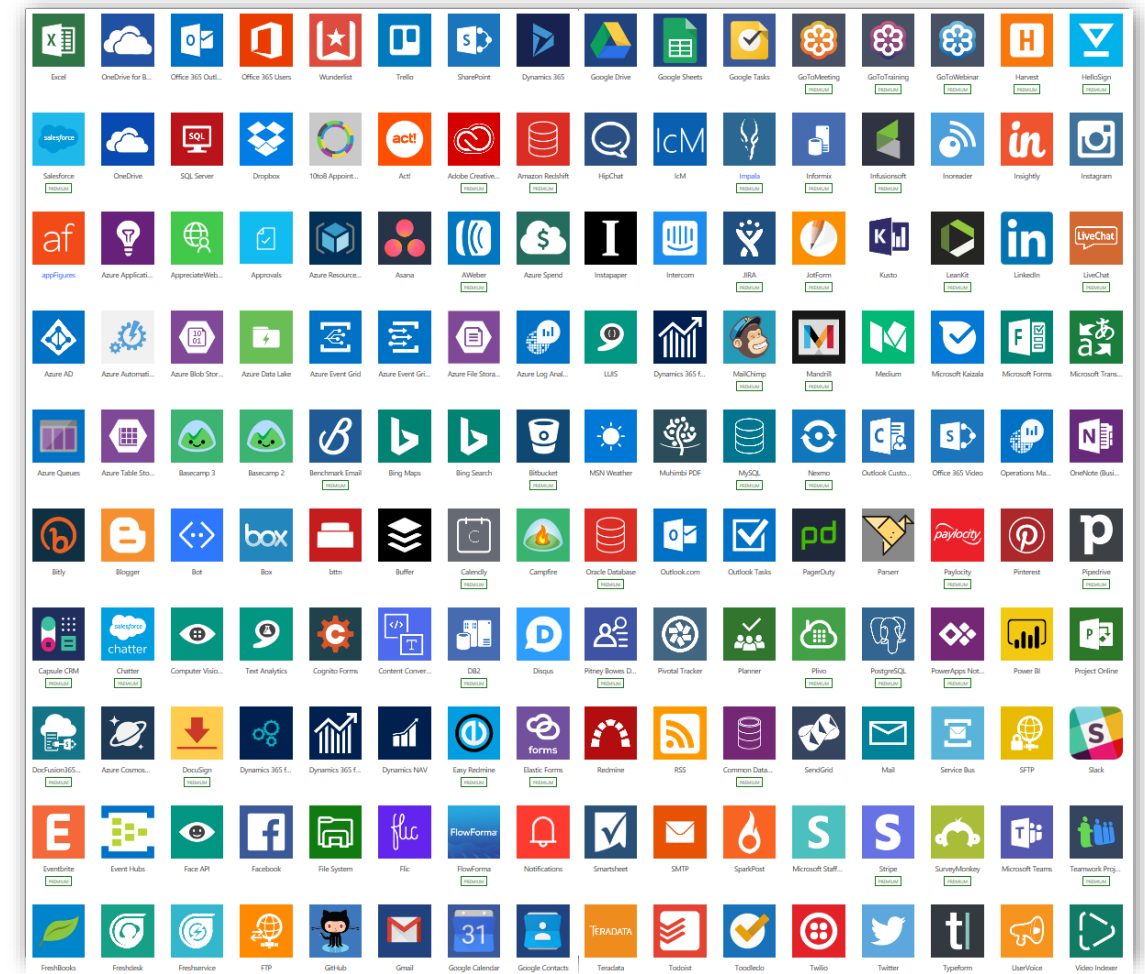


# Cloud and on-premises connectivity

Built-in connectivity to 200+ cloud services, files, databases, web APIs, etc.

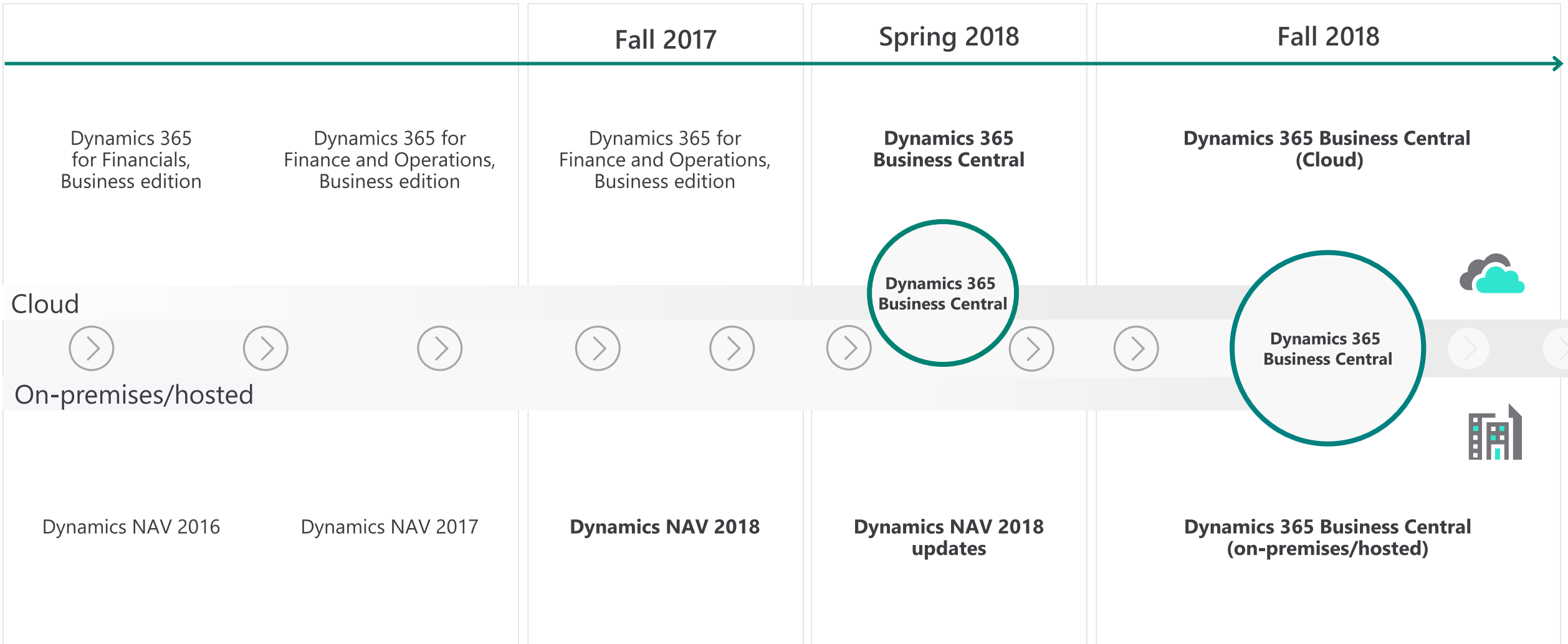
Seamless hybrid connectivity to on-premises systems via the on-premises data gateway

Custom connector support allows the registration of developer/IT systems as a building block for citizen developers





# Product evolution: NAV is Dynamics 365 Business Central



# Your NAV solution: what's right for you?

We can help you choose the best fit



## Cloud

Migrate to Dynamics 365  
Business Central  
(all cloud)

Option 1



## Cloud sync

Experience intelligent cloud  
insights when you upgrade to  
Business Central on-premises

Option 2



## On-premises

Stay where you are.  
Simply renew your BREP.

Option 3

What are your thoughts about migrating to the cloud?

# Option 1: Cloud



## Improve productivity

- Get access to Microsoft's full-stack of cloud services
- Seamless integration with Office, Outlook, Power BI
- Get an end-to-end view of your business using real-time data and business analytics to generate actionable insights through Power BI
- Creation and automation of workflows, with Microsoft Flow
- Customize, extend, and build apps, with PowerApps
- Seamless data sharing with the Microsoft CRM platform, Dynamics 365 for Sales



## Save time and money

- No future software upgrades
- Better management of infrastructure. Dynamics 365 Business Central pricing includes Microsoft Azure.

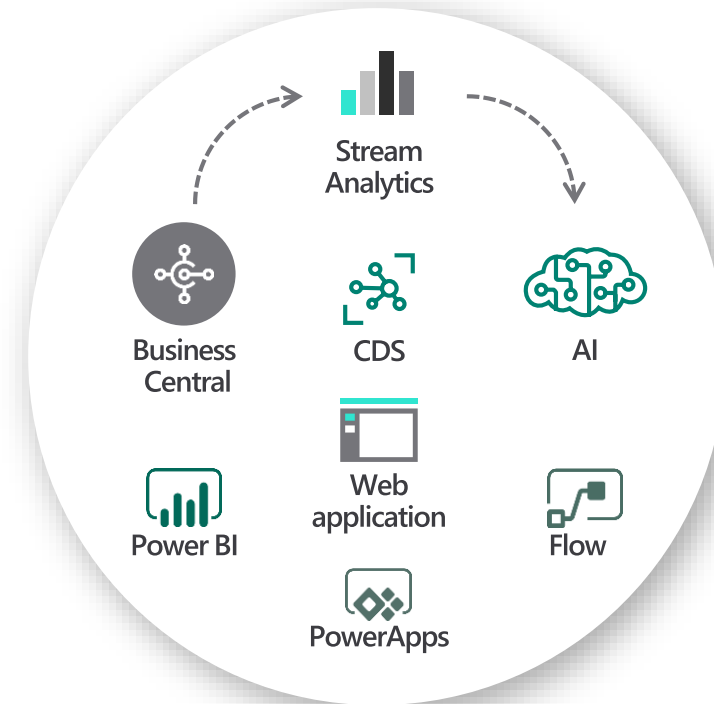


## Grow your business with trusted Azure

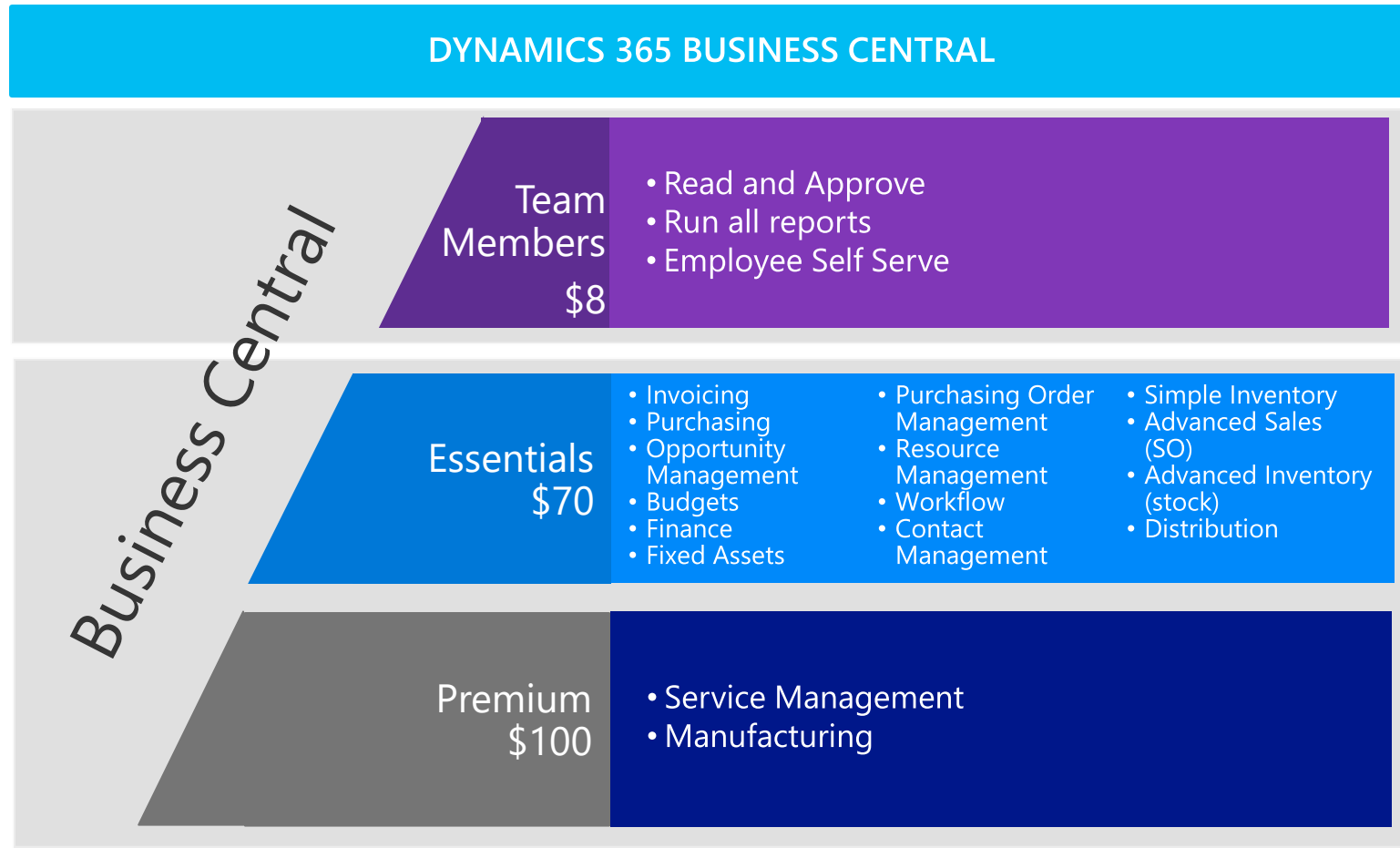
- Flexible and scalable to match your business needs
- Unmatched security and governance
- Back-up and recovery
- Trusted Microsoft cloud with 99.9% SLA



Cloud



# Dynamics 365 Business Central packaging



Available in CSP

# Dynamics 365 Business Central transition promo

	Current License	Dynamics 365 Business Central	Per user per month	Discount
<b>On-premises to cloud</b>	Dynamics AX	Premium \$100	\$60	40%
	Dynamics GP			
	Dynamics NAV	Essential \$70	\$42	40%
	Dynamics SL			
	Dynamics POS			
	Dynamics RMS	Team members \$8	\$4.80	40%
	Dynamics C5			
	Dynamics XAL			

- Terms & conditions apply

Transition promo



Drop EP (aka. BREP)

**Promo to Dynamics 365 Business Central until June 30, 2021**  
**All pricing subject to change please consult price list for actual pricing**

# Option 2: Cloud sync - intelligent cloud insights

## Why Cloud sync?

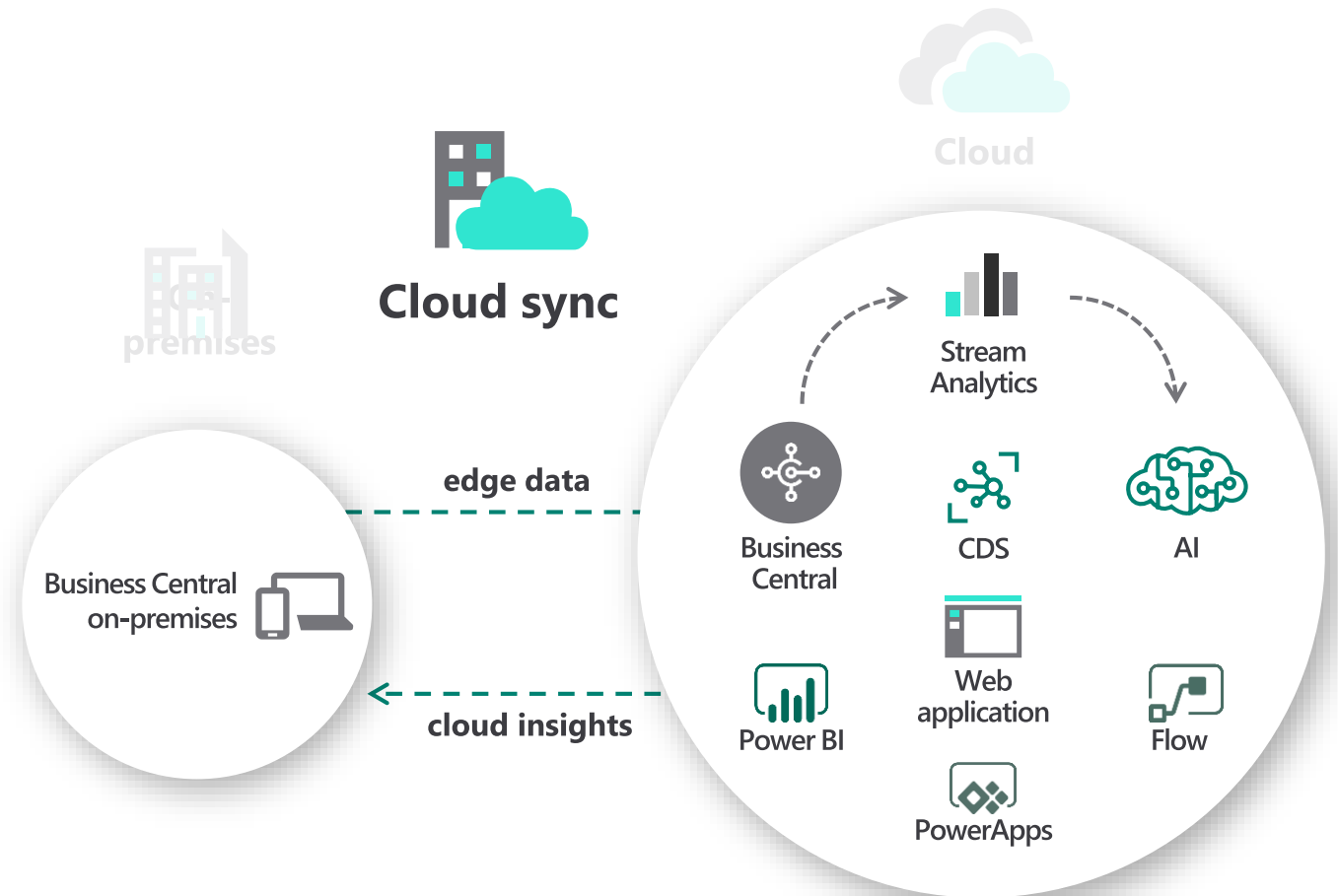
- Upgrading to Dynamics 365 Business Central on-premises will keep you current
- Receive cloud value while continuing on-premises install. Deployed on-premises or hosted (own data center or Azure).
- License can be reused (if on BREP)

## Cloud benefits

- Get cash flow forecast using cloud insights
- Get out of the box KPI: cash available, sales profitability, net income, inventory value
- Insights to action (overdue invoices-customer/vendor)
- Managed access to confidential data keeps your information secure

## However

- Cloud-sync option requires you to manage your future software upgrades and infrastructure
- Scheduled/recurring data sync is required to receive most accurate insights
- Limited data replication – e.g., sales and inventory forecast, late payment predictor are not available



# Dynamics 365 Business Central transition promo

	Current License	Dynamics 365 Business Central			Dynamics 365 Business Central	
			Per user per month	Discount	Per user per month	Discount
<b>On-premises to cloud</b>	Dynamics AX	Premium	\$100	40%	\$20	80%
	Dynamics GP					
	Dynamics NAV	Essential	\$70	40%	\$20	71%
	Dynamics SL					
	Dynamics POS	Team members	\$8	40%	\$1	88%
	Dynamics RMS					
	Dynamics C5					
	Dynamics XAL					

• Terms & conditions apply

Transition promo



Drop EP (aka. BREP)

Mid-term transition promo  
Or intelligent cloud insights



Continue paying EP (aka. BREP)

**Promo to Dynamics 365 Business Central until June 30, 2021**  
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# Option 3: Stay on-premises

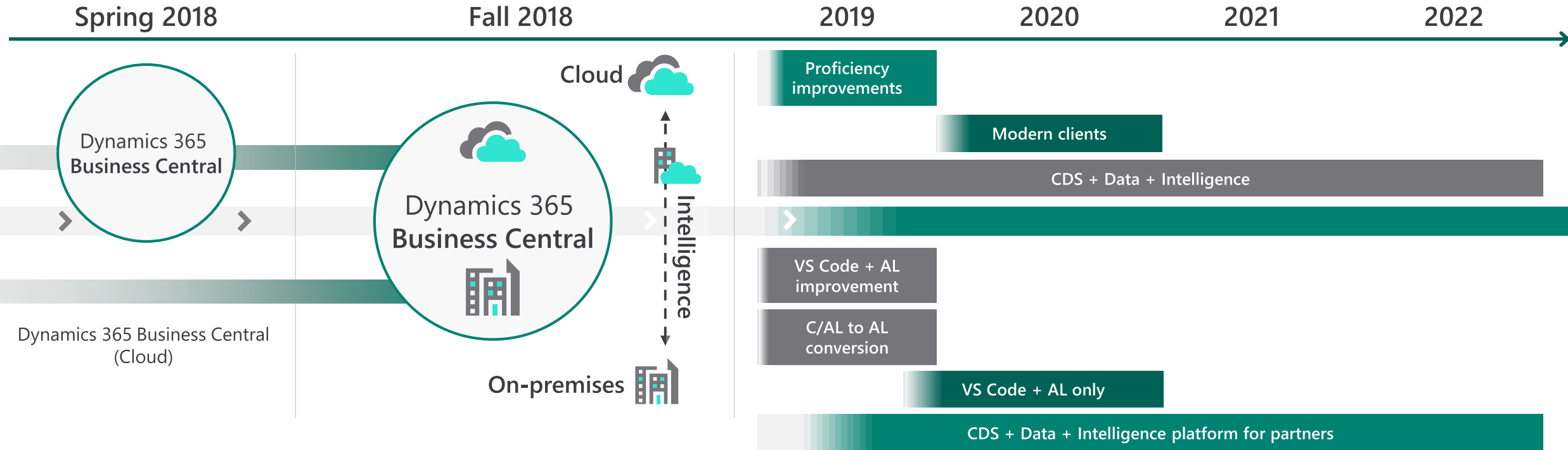
Stay on BREP so you can stay current and you get these benefits.....

- Access to upgrades & updates
- Access to Microsoft Dynamics CustomerSource
- Online training & certifications
- Latest info on your Dynamics product and services
- User groups and customer forums
- Technical support, knowledge base and newsgroups
- Ability to buy new modules, users, licenses
- Protected list price
- Transition investment credit
- Avoid lapse fee





# Business Central roadmap



## Our investment areas:

### Connect your business

Bring people, processes, and data together to manage your business end to end

### Make smarter decisions

Easy-to-create dashboards and built-in analytics give you a 360° view of your business so you can proactively inform and guide employees

### Start and grow easily

Quickly get up and running, then meet your unique business needs by easily integrating add-on applications and industry-specific solutions

### Always be ahead

Modern business management, powered by the Microsoft technology stack, deeply integrates with Office 365 and Power BI

## See what's new in the April 2019 Business Applications release

Watch the virtual launch event to experience the new capabilities and features in Dynamics 365, Power BI, PowerApps, and Microsoft Flow.

[WATCH NOW >](#)



# Key dates for Dynamics 365 April 2019 release

Filter by title

# Overview of Dynamics 365 Business Central April '19 release

02/20/2019 • 4 minutes to read • Contributors all

**Note**

These release notes describe functionality that may not have been released yet. To see when this functionality is planned to release, please review [What's new and planned for Dynamics 365 Business Central](#). Delivery timelines and projected functionality may change or may not ship (see [Microsoft policy](#)).

Since its launch in April 2018, Dynamics 365 Business Central has seen increasing adoption by organizations looking to digitally transform their businesses. In October '18, we launched Business Central as also available in on-premises deployments. April '19 brings an update to Business Central that aims to enhance current customer satisfaction with the product.

## Powerful new features for business users

We are pushing productivity to the next level by delivering a smooth and fresh experience to all customers of Business Central — those using the web interface in the browser or the [modern Windows App for desktop](#). Combining modern trends around web-based applications and the complex requirements of a Business Central customer resulted in several improvements addressing productivity of a busy professional.

Among those many changes, we have enabled even more keyboard-centric scenarios around the important features of the product, keeping in mind speed of data entry and analysis, such as quick entry usage and personalization, sorting lists using the keyboard, and navigating around data fields and groups. We have introduced several improvements to features related to the customer context, such as a contextual work date indicator. We have also added options enabling advanced users to be even more productive - such as the focus mode, improved search, and the new option of inspecting the table data behind a page (formerly *About This Page*). We have also addressed feedback related to filters in Excel export (adding an easy Open in Excel option), common auto-save experience (which includes a new autosave indicator), and modern interface elements, such as the refreshed action bar and all-product navigation.

### In this article

- Powerful new features for business users
- Performance, reliability, and scalability enhancements
- Accessibility
- Base application as an app
- Data and AI

- April '19 Release Notes
  - Change history
  - Dynamics 365 features ready for early access
  - > Dynamics 365 for Marketing
  - > Dynamics 365 for Sales
  - > Dynamics 365 for Customer Service
  - > Dynamics 365 for Field Service
  - > Dynamics 365 for Project Service Automation
  - > Dynamics 365 for Finance and Operations
  - > Dynamics 365 for Talent
  - > Dynamics 365 for Retail
  - > Dynamics 365 Business Central**
    - What's new and planned
    - Application enhancements
      - > Productivity enhancements for business users
      - > Self-help and support
      - > Productivity enhancements for administrators
      - > Powerful features for developers
      - > Performance improvements
      - > Server improvements
    - > Artificial intelligence
    - > Mixed reality
    - > Dynamics 365 Portal
    - > Microsoft Forms Pro
    - > Microsoft PowerApps
    - > Microsoft Flow

# Our journey together



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31 years  
of heritage



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220,000  
customers



---

3.3 million  
users



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Sold in 196  
countries



---

Served by  
4,500 partners

# Thank you