

Boosting Profitability and Productivity: 5 Ways Business Central Empowers Small Businesses

Welcome to a transformative journey through Microsoft Business Central, a versatile tool that is revolutionizing small business operations. In this e-book, we delve into how Business Central enhances various business aspects — from financial management to customer relations. Alongside, Intech Systems' expertise offers a roadmap to harnessing its full potential, paving the way for your success.



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Why Choose Business Central?

Unleash the power of a comprehensive solution that seamlessly integrates finance, supply chain, and more. Adapt and grow confidently with Microsoft's commitment to innovation, ensuring your business stays at the forefront of efficiency and scalability.

In this e-book, embark on a journey with us as we explore the compelling reasons behind choosing Business Central (BC) and unravel the pivotal role of an ERP partner. Discover the synergies that make BC a transformative solution and understand why a strategic ERP partner is equally indispensable for unlocking its full potential in your business.

Business Central boasts key functionalities that empower businesses across various domains. From seamless financial management and precise inventory control to efficient supply chain optimization, BC provides a unified platform for comprehensive insights. Its user-friendly interface and customizable dashboards ensure a personalized user experience, while robust analytics enhance decision-making. With integration capabilities and scalability, BC stands as a versatile solution, catering to the diverse needs of businesses in today's dynamic landscape.

The modules available in Microsoft Dynamics 365 Business Central can vary based on the version and licensing. However, here is a list of common modules that are often part of Business Central. Let's take a look at some of these in detail in the coming sections:

1. Financial Management
2. Supply Chain Management
3. Customer Relationship Management (CRM)
4. Project Management
5. Human Resources
6. Manufacturing
7. Service Management
8. Reporting and Analytics



CHAPTER 1

Streamlined Financial Management

Explore the depths of Business Central as an all-encompassing financial management solution. Key elements include:

The seven key elements of financial management in Business Central include:

- ✓ **In-Depth Financial Reporting:**
Business Central's customizable reporting tools empower you with detailed financial insights, enabling strategic decision-making. Benefit from accurate, comprehensive reports that align with your specific business needs.

- ✓ **Cash Flow Forecasting:**
Anticipate your business's future financial health with advanced cash flow forecasting. This feature helps you plan investments and manage resources efficiently, ensuring financial stability and sustainability.

- ✓ **Efficient Management of AP & AR:**
Streamline your Accounts Payable and Receivable processes. Enjoy the benefits of clear financial oversight, improved cash flow management, and enhanced working capital efficiency.



Streamlined financial management stands as a cornerstone in Business Central due to its pivotal role in optimizing operations and decision-making. By consolidating key financial functions, Business Central empowers businesses with a holistic view of their financial landscape.

✓ **Approval Workflows:**

Implement customizable approval workflows to bolster financial accountability and security. This feature minimizes risks and errors, fostering a robust financial environment within your business.

✓ **Taxation and Compliance:**

Navigate complex tax laws and compliance requirements with ease. Business Central simplifies these processes, reducing the burden of compliance and minimizing the risk of errors.

✓ **Dimensions for Financial Tracking:**

Utilize dimensions to gain nuanced financial insights across various business segments. This feature allows for more detailed tracking and analysis, enhancing your financial strategy and performance management.

✓ **KPI Monitoring:**

Leverage Business Central's capability to track key performance indicators. Monitor and analyze your business's financial health, driving efficiency, growth, and innovation through informed, data-driven strategies.

CHAPTER 2

Improved Supply Chain Management

Delve into the intricacies of Business Central as a comprehensive solution for streamlined supply chain management. Key elements comprise:

The seven key elements of supply chain management in Business Central include:

✓ **Order Promising:**

Ensure customer satisfaction with accurate delivery predictions. Benefit from Business Central's ability to manage expectations and improve service reliability.

✓ **Order Planning:**

Align your inventory with market demand efficiently. This feature helps in maintaining optimal stock levels, reducing both shortages and excess inventory.

✓ **Demand Forecasting:**

Anticipate market needs accurately with Business Central's demand forecasting tools. Plan your inventory and production effectively to meet future demand.



Business Central's supply chain feature seamlessly integrates and orchestrates key processes, from procurement to order fulfillment, optimizing efficiency. It provides businesses with real-time visibility and control over their supply chain, empowering informed decision-making for enhanced operational performance.

✓ **·Inventory Forecasting:**

Keep your inventory levels finely tuned with predictive insights. This feature helps in reducing carrying costs and maximizing resource utilization.

✓ **·Production Planning:**

Streamline your production scheduling in line with the demand. Ensure efficient use of resources and timely product availability.

✓ **·Distribution Support:**

Manage your logistics and delivery processes more effectively. Benefit from smoother distribution and enhanced customer satisfaction.

✓ **·Warehouse Management:**

Optimize your warehouse operations with Business Central. Improve storage, inventory management, and order processing efficiency.

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Enhanced Customer Relationship Management

Explore the nuances of Business Central as a comprehensive solution for elevated CRM capabilities. Key components include:

The six key elements include:

✓ **Customer Interaction Tracking:**

Personalize customer experiences by tracking every interaction. Gain insights into customer preferences and behaviors for targeted engagement.

✓ **Sales Insights:**

Understand your customer's buying patterns with Business Central's sales analytics. Make informed decisions to boost sales and revenue.

✓ **Customer Segmentation:**

Tailor your marketing efforts effectively using customer segmentation. This tool helps in targeting the right audience for increased engagement and sales.

✓ **Campaign Management:**

Plan and track your marketing campaigns for maximum impact. Business Central helps in aligning your marketing strategies with sales goals.



Business Central synergizes seamlessly with CRM, augmenting capabilities by integrating financial and operational data. This collaboration provides a unified platform for comprehensive customer insights, fostering more informed decision-making and enhancing overall customer relationship management.

✓ **Opportunity Management:**
Manage your sales pipeline efficiently. Identify potential leads and track them to closure, improving your conversion rates.

✓ **CRM Analytics:**
Utilize CRM analytics for deeper customer insights. Make data-driven decisions to enhance customer engagement and loyalty.

CHAPTER 4

Business Analytics and Insights

Explore Business Central's comprehensive analytics, providing actionable insights for informed decision-making and strategic business optimization.

The five key elements include:

- ✓ **Holistic Business View:**
Gain a 360-degree view of your business. Business Central's analytics tools help in comprehensive understanding and strategic planning.
- ✓ **Trend Identification:**
Stay ahead of market trends. Use Business Central to identify and adapt to changing market and operational trends.
- ✓ **Demand Forecasting:**
Plan for future inventory and resource needs with predictive demand forecasting. Make informed decisions to avoid over or under-stocking.



Business Central empowers organizations with robust business analytics, offering in-depth insights into operations and performance. With customizable dashboards and real-time data, it facilitates informed decision-making and strategic planning for heightened business efficiency.

- ✓ **Data-Driven Decisions:**
Leverage data for strategic decision-making. Business Central's insights ensure that your decisions are well-informed and aligned with business goals.
- ✓ **Cortana Intelligence & Power BI Integration:**
Enhance your analytics with Cortana Intelligence and Power BI. Benefit from advanced analytics and interactive data visualizations for deeper insights.

AI Components of Business Central

Explore the AI components in Business Central, driving intelligent automation and enhancing decision-making for unparalleled business efficiency.

The six key elements include:

- ✓ **Late Payment Prediction:**
Reduce bad debts with AI-driven late payment predictions. Business Central helps in managing receivables proactively.

- ✓ **Vision API Feature:**
Streamline data entry with automatic image and text recognition. Save time and reduce errors in financial documentation.

- ✓ **Inventory and Demand Forecasting:**
Use AI to predict inventory needs. Ensure optimal stock levels and reduce carrying costs.

- ✓ **Cash Flow Forecast Feature:**
Plan your finances better with predictive cash flow insights. Make informed decisions about investments and expenses.



Business Central augments capabilities through its AI components, enabling intelligent automation that streamlines processes, optimizes resource allocation, and enhances decision-making for a more responsive and efficient business ecosystem.

✓ **AI Co Pilot for Marketing:**

Generate marketing content and consolidate financial data effortlessly. Unlock the power of seamless integration for a smarter and more effective approach to your business operations.

✓ **Financial Consolidation:**

AI CoPilot transforms bank account reconciliation by automating matching, identifying discrepancies, and suggesting adjustments, saving time and improving financial record accuracy.

Seamless Integration with Microsoft Tools

Seamlessly integrate with Microsoft's suite of tools and technologies, enhancing synergy and maximizing the efficiency of your business processes with Business Central.

The four key elements include:

- ✓ **Outlook Integration:**
Manage financial transactions directly within Outlook. Enhance efficiency by reducing the need to switch between applications.

- ✓ **Excel Integration:**
Streamline data management with seamless Excel integration. Export and import data effortlessly for enhanced analysis and reporting.

- ✓ **Teams Integration:**
Improve team collaboration and information sharing with Teams integration. Facilitate better communication and workflow management.

- ✓ **Dynamics 365 CRM Integration:**
Gain the benefits of integrated systems, separate your CRM and ERP functions, yet still achieve a 360-degree view of your business through connected apps.



Efficient integration streamlines business processes, fostering seamless communication between various systems. It enhances overall operational efficiency and data accuracy, ensuring a cohesive and interconnected business environment.

Intech Systems: Your Partner in Success

Intech Systems, a three-cloud Microsoft partner and a Microsoft-certified Solutions Partner, specializes in providing tailored solutions that optimize business processes and elevate operational efficiency.



About Intech Systems:

Intech Systems stands out as a beacon of reliability and expertise in implementing Microsoft Business Central. With a venerable history spanning 45 years and a solid 20-year partnership with Microsoft, Intech has established itself as one of the most trusted partners in the industry. This long-standing experience is a testament to our deep understanding of business needs and technological solutions.

Our Services Include:

- ✓ **Custom Implementation:** Tailoring Business Central to match unique business needs and processes.
- ✓ **Migration and Upgradation:** Smoothly migrating data from legacy systems and upgrading NAV to Business Central.
- ✓ **Integration:** Unifying Business Central with other applications for a seamless operational experience.
- ✓ **Training and Support:** Offering comprehensive training for optimal use of Business Central and ongoing swift support to address any issues.

Experience and Expertise:

- ✓ Intech Systems boasts a track record of 300+ satisfied customers and 150 successful NAV/Business Central projects, with a team of 70+ specialist consultants offering expertise in technology and addressing unique business challenges.
- ✓ We provide a comprehensive suite of services to optimize Business Central for businesses of all sizes, ensuring tailored solutions and successful project delivery on a global scale.



“We want to thank the entire team at Intech for their support in the successful implementation of Dynamics 365 Business Central for Turtle Shell Technologies. We appreciate all the efforts (and the late-nighters) for making this project a huge success. We are happy to have Intech as our ERP implementation partner.”

Rishi Shah

VP, Product and Marketing at Dozee

At Intech Systems, we go beyond being a service provider – we are your true partner. Leveraging our extensive experience and a team of specialized consultants, we stand as the ideal choice for businesses seeking to implement or optimize Business Central. With us, embark on a journey towards digital transformation that is not only smooth and efficient but also tailored to your specific needs.

Embrace Business Central to embark on a transformative journey towards increased efficiency, profitability, and market competitiveness, with Intech Systems as your guiding partner. Take the next step today!

NEXT STEPS:



Book time to discover requirements.



Explore Our Fixed Price and Fixed Scope Solution Packages for Business Central



Avail a Free Migration Assessment



Explore our list of easy-to-integrate solutions on AppSource

