



# Microsoft Inspire

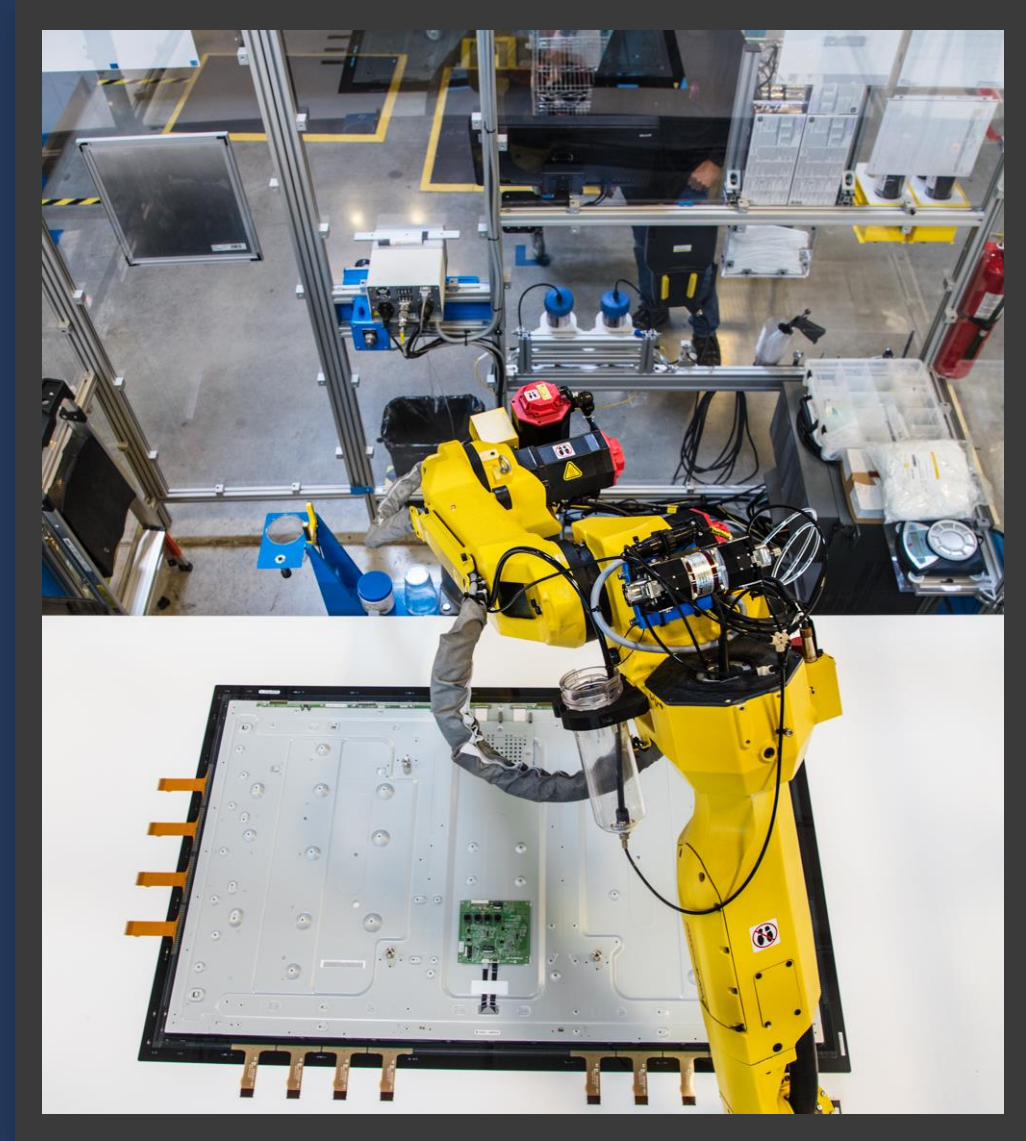




# Microsoft Dynamics 365 for Finance and Operations: Success and upcoming investments

Muhammad Alam  
General Manager –  
Business Applications Group  
Microsoft

Kevin Horlock  
Sr. Technical PM –  
Business Applications Group  
Microsoft



@MuhammadAlamMS



Muhammad Alam

# Partner of the year

Dynamics 365 for Finance and Operations



Finalists



Dynamics 365 for Talent



Finalists



Thank You!

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감사합니다

متشكرم

Teşekkürler

Dank u Wel

благодаря

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Grazie

Děkuji

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Dziękuję

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Salamat Po

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Danke

谢谢

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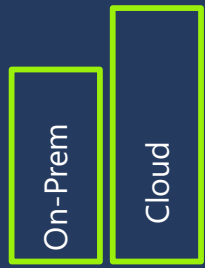
ありがとうございます

Tack

Gracias

Terima Kasih

# Great Momentum



Finance & Operations in the cloud is now larger than On-Premise AX

2.5X

Growth in live customers and monthly active users in under 12 months

> 90%

New customers choose cloud

# Finance & Operations in the cloud

**>550B**

CUD operations in the  
last 28 days

**>3.4 PB**

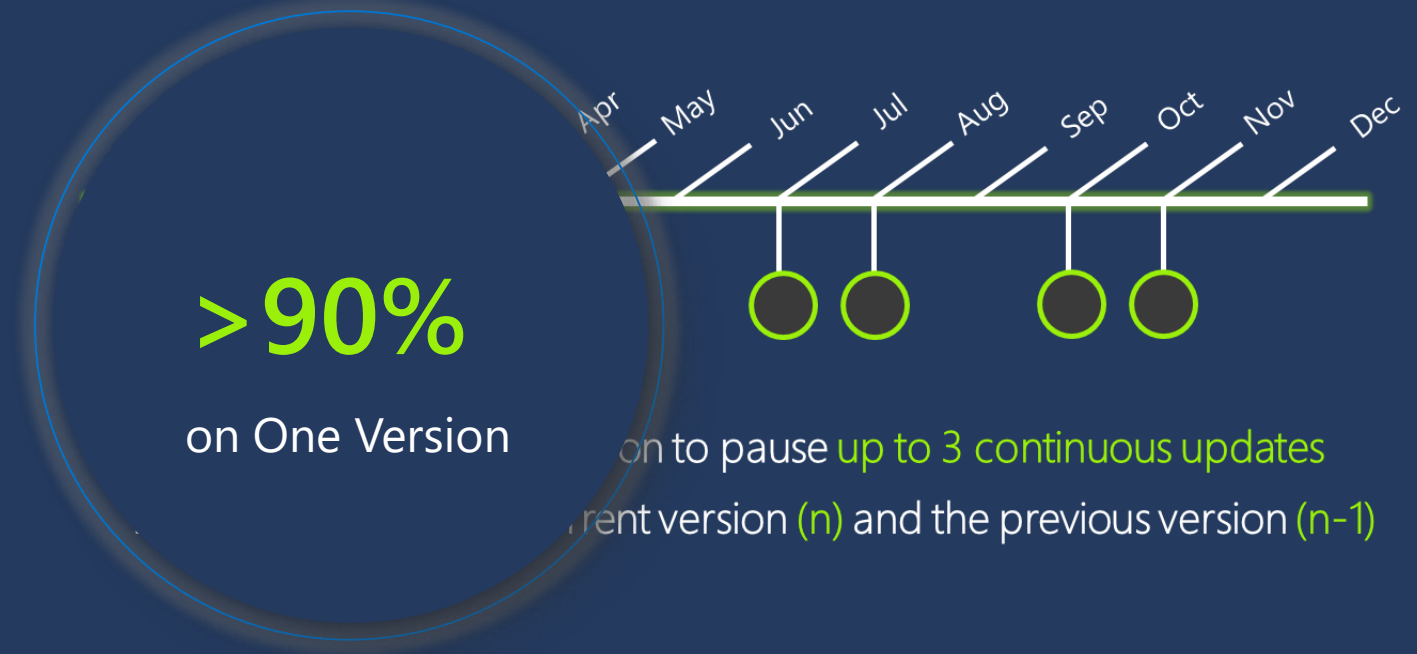
Allocated storage for  
primary database  
(>17 PB including all DBs)

**>9M**

Point of sale checkouts  
every month

# One Version

Feedback and Update



**Complete – Trusted – Local – Future Proof – Adaptable**

Every single engineering hour is spent on making the version our customers are using today, better!

# Analyst Momentum

## Magic Quadrant

Figure 1. Magic Quadrant for Cloud ERP for Product-Centric Midsize Enterprises



Source: Gartner (October 2018)

Gartner recognizes Microsoft as a **visionary** in its Magic Quadrant for cloud ERP. [Read report](#)



# Analyst Momentum and Total Economic Impact

## Nucleus Research



Nucleus Research positions Microsoft Dynamics 365 Finance and Operations as a **leader** in its 2018 ERP Value Matrix. [Read report](#)

## IDC



IDC positions Microsoft as a **Major Player** in its Cloud-Enable ERP Applications vendor assessment report

## Forrester TEI



This document is an abridged version of a case study commissioned by Microsoft titled: "The Total Economic Impact Of Microsoft Dynamics 365 For Finance And Operations", September 2018. Forrester

# Operations Apps in Dynamics 365

## Industries



Manufacturing



Distribution



Retail



Professional Services

## Horizontal Operations



Financial Management



Human Resources



A dark, semi-transparent background image of a retail store interior. In the foreground, several handbags are displayed on shelves and hanging racks. Price tags are visible, including one for \$39 and another for \$100. A sign in the background reads "TAKE AN ADDITIONAL 20% OFF YOUR PURCHASE". A faint watermark "Customer data recorded and applied" is visible in the center. A purple diagonal overlay covers the top-left corner.

Retail

Clienteling

Intelligent Product Recommendations

Retail Cloud Scale Unit

POS RSAT

Omni channel payments

A person in a red shirt is seen from behind, standing at a workstation in a factory or industrial setting. The workstation features several large monitors displaying data and graphs. The background shows industrial equipment and a complex network of cables and pipes. The overall scene is dimly lit, with the primary light source being the screens and some overhead industrial lighting.

Supply Chain  
Management

Planning optimization

Asset management

IOT intelligence for Manufacturing

Advanced warehouse capabilities

Inventory On-hand Optimizations



# Finance

AI in Finance

Revenue Management

Expense Client

Mobile time

Bank reconciliation enhancements

# Operations Core

Power Platform (Power BI, Flow, AI Builder, ADLS)

Finance and Operations on CDS

Feature Management

Saved views and Enhanced Grid

Onboarding and Service Updates

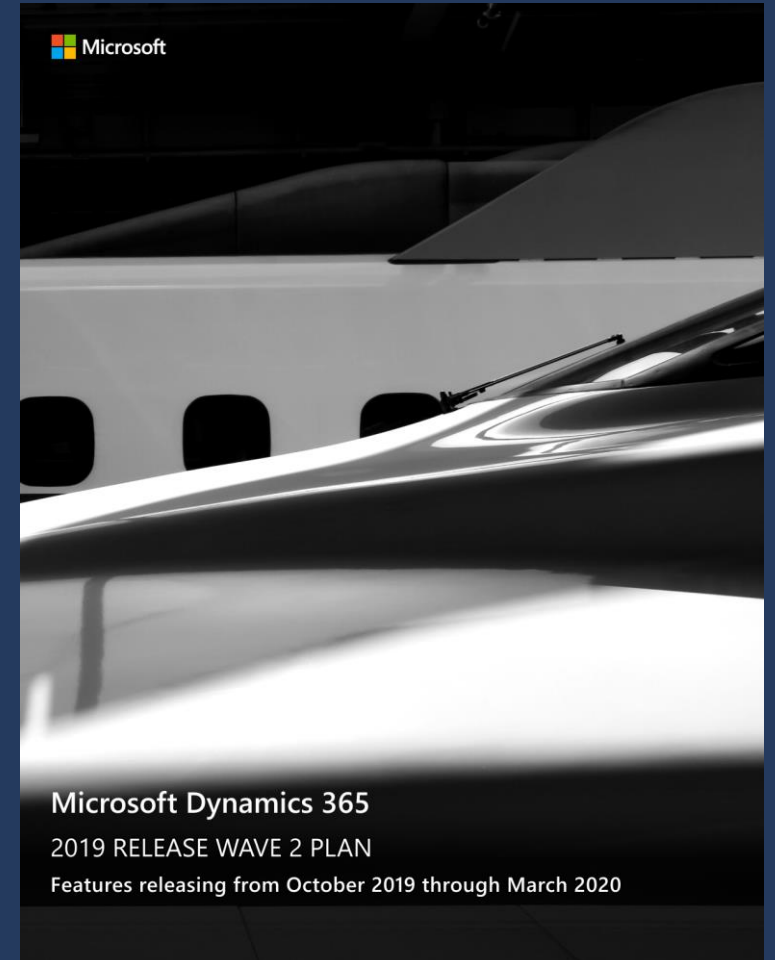
Configurable business documents

# Dynamics 365 and Finance and Operations

2019 Release Wave

# 110+

new capabilities



# Looking ahead (12-24 months)

Fundamentals

Core horizontal capabilities

AI everywhere

Exponential scale

Cloud & edge

User experience improvements

Ease and predictability of Implementations

Additional compliance certifications







Muhammad Alam  
General Manager

Stephanie Dart  
Director Dynamics 365



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## Related Inspire sessions



I-BAP206H Microsoft Dynamics 365 for Finance and Operations and Common Data Service

OnDemand



I-BAP211H The ISV journey explained for Microsoft Dynamics 365 for Finance and Operations

OnDemand



I-BAP213 What is new with Microsoft Dynamics 365 for Retail: Overview of the vision and roadmap

OnDemand



# Thank You



