

WD

24

HANNAH BIRCH

Group Managing Director



We had to work out where to stack our chips...



| | | | | | | | | | | | | | |
|---|--------------------|------|---|---|-----|----------|--------------------|----|----|----|----|----|--------|
| 0 | 3 | 6 | 9 | 12 | 15 | 18 | 21 | 24 | 27 | 30 | 33 | 36 | 2 to 1 |
| | 2 | 5 | 8 | 11 | 14 | 17 | 20 | 23 | 26 | 29 | 32 | 35 | 2 to 1 |
| | 1 | 4 | 7 | 10 | 13 | 16 | 19 | 22 | 25 | 28 | 31 | 34 | 2 to 1 |
| | 1 st 12 | | | 2 nd 12 | | | 3 rd 12 | | | | | | |
| | 1 to 18 | EVEN |  |  | ODD | 19 to 36 | | | | | | | |



**Here we've always
been the NAV People...**

Well... The NAV and BC People

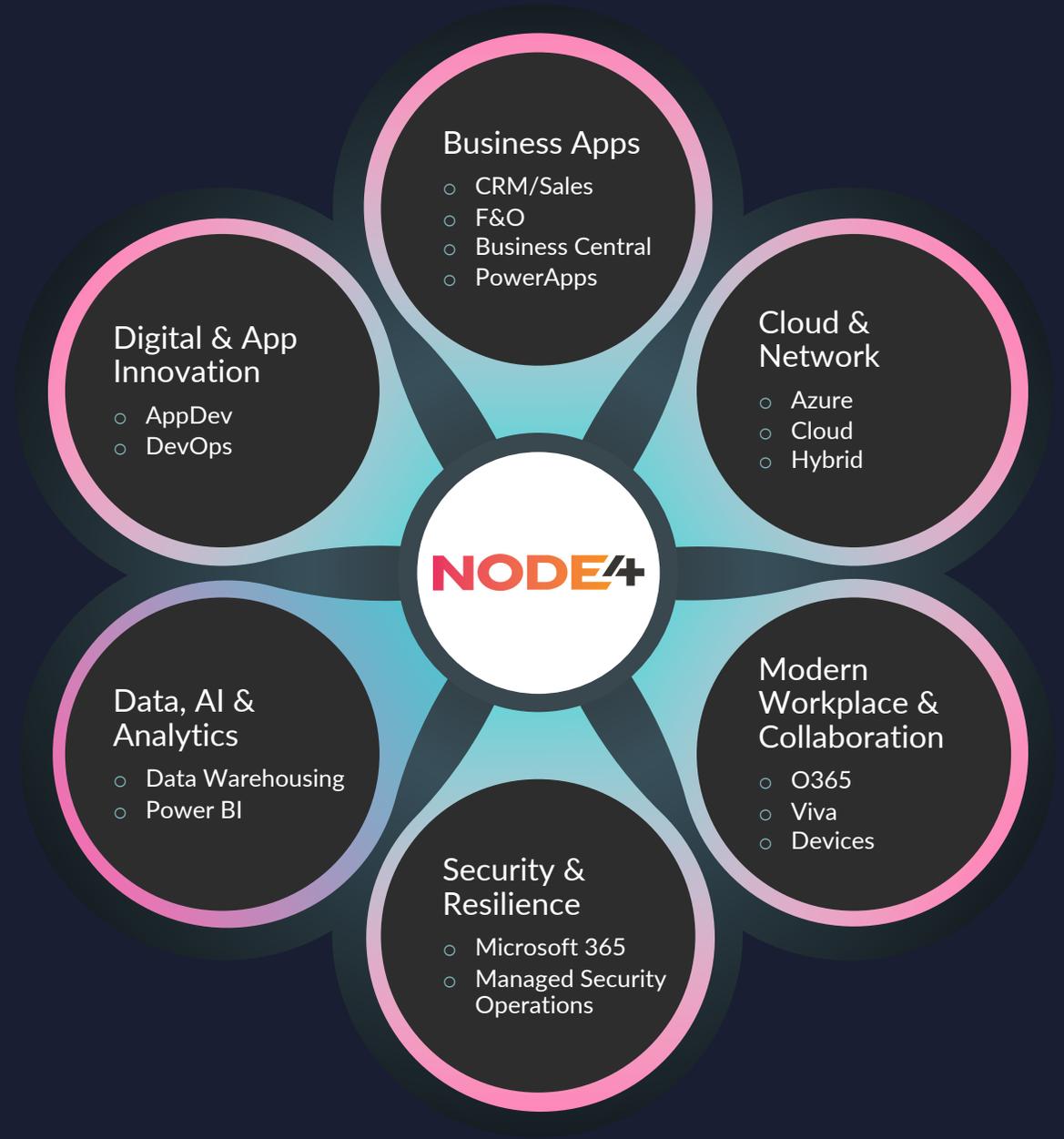


**But there is
more going
on now...**

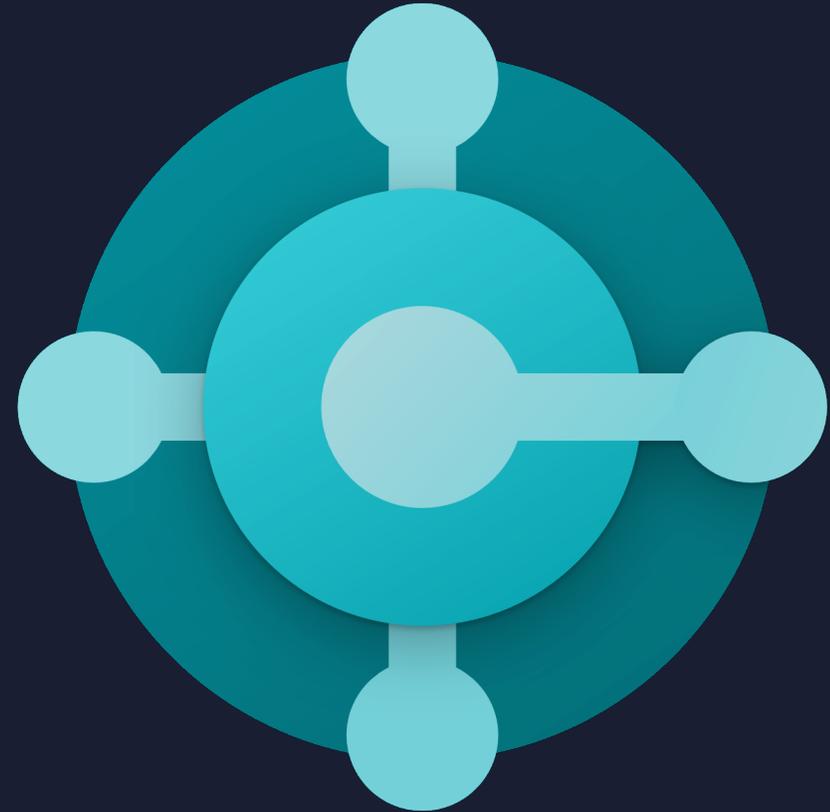
Business Apps

- CRM/Sales
- F&O
- Business Central
- Power Apps

A whole lot more if you look at the group



**NAV had
always been
an island**



These days things are changing

Fabric 5

Power BI 6

Sales Hub 7



1 Customer Insights

2 Field Service

3 Customer Service

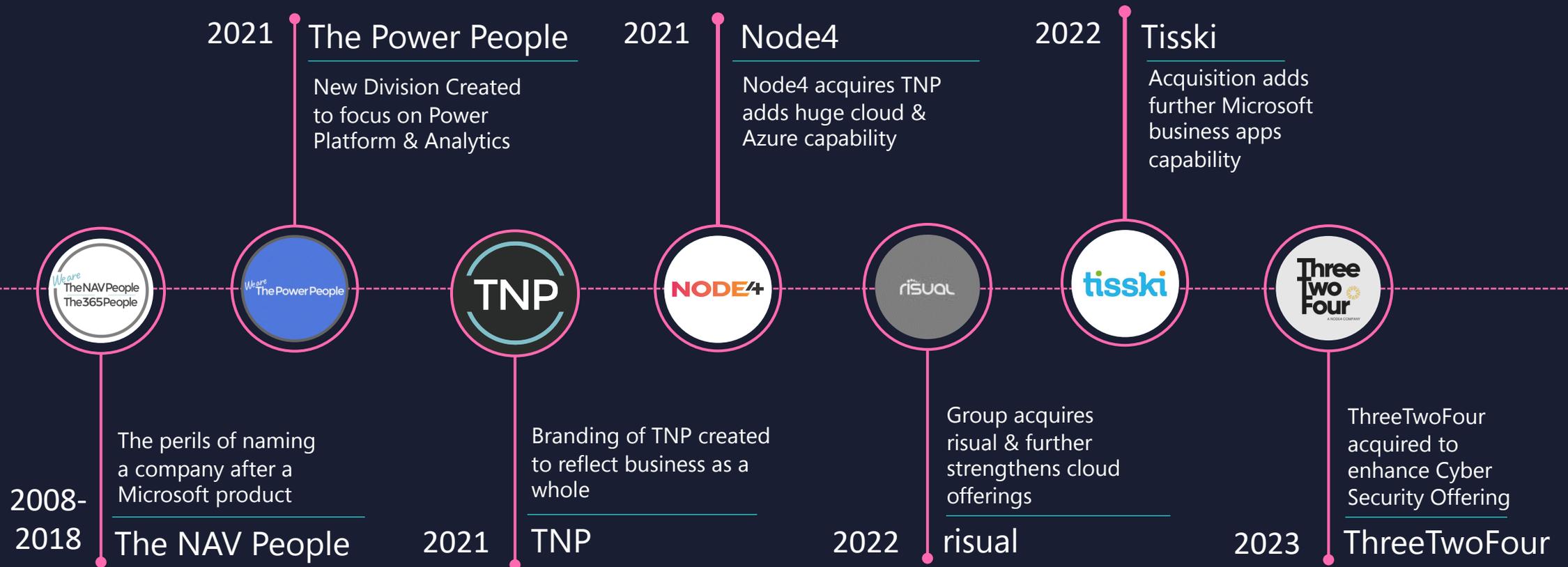
4 Project Operations



**It's no accident the way
our businesses have
converged**



Who are we these days?



IAN HUMPHRIES

Co-founder



In 1900

“People will have their own personal balloons as transport by 2000”

Hildebrands Deutsche Schokolade



Wasserspaziergang im Jahre 2000.

In 1900

*The 20th Century
will unlikely have
improvements to
transportation as
significant as
those of the 19th
century*

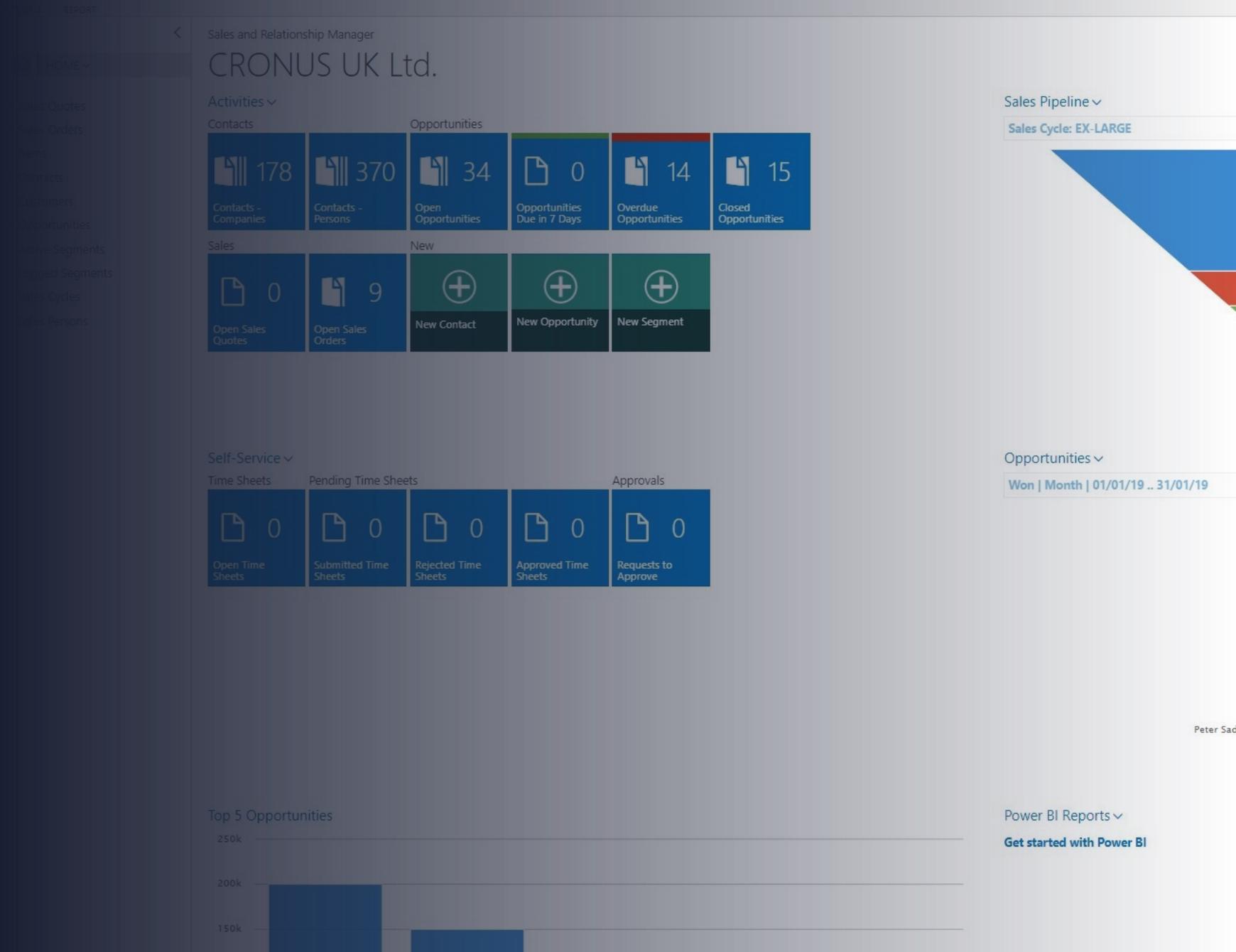
Head of US Railroad



In 2018

"NAV CRM is a better solution for you than Microsoft Sales"

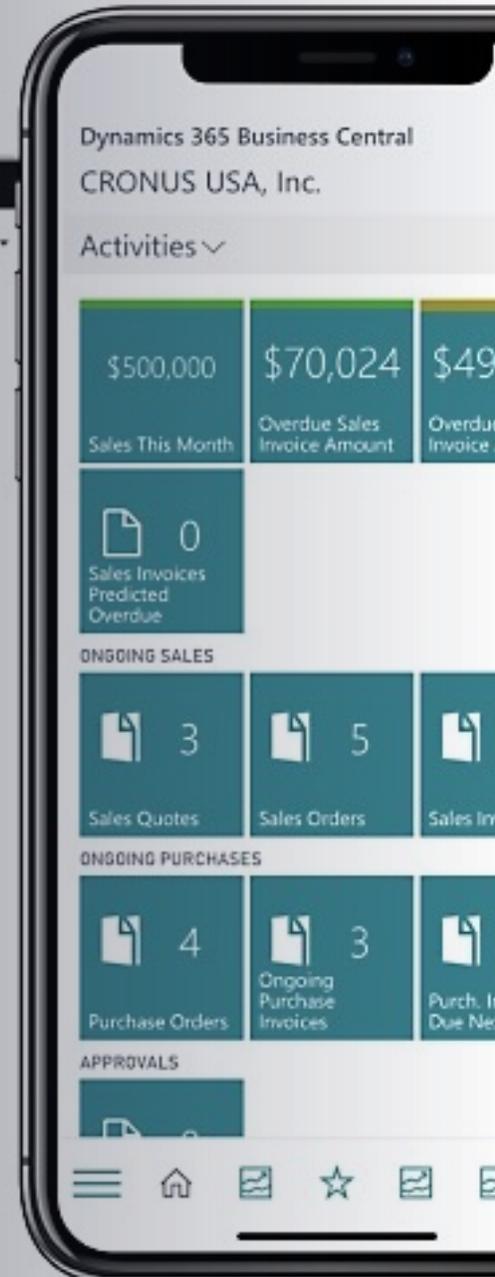
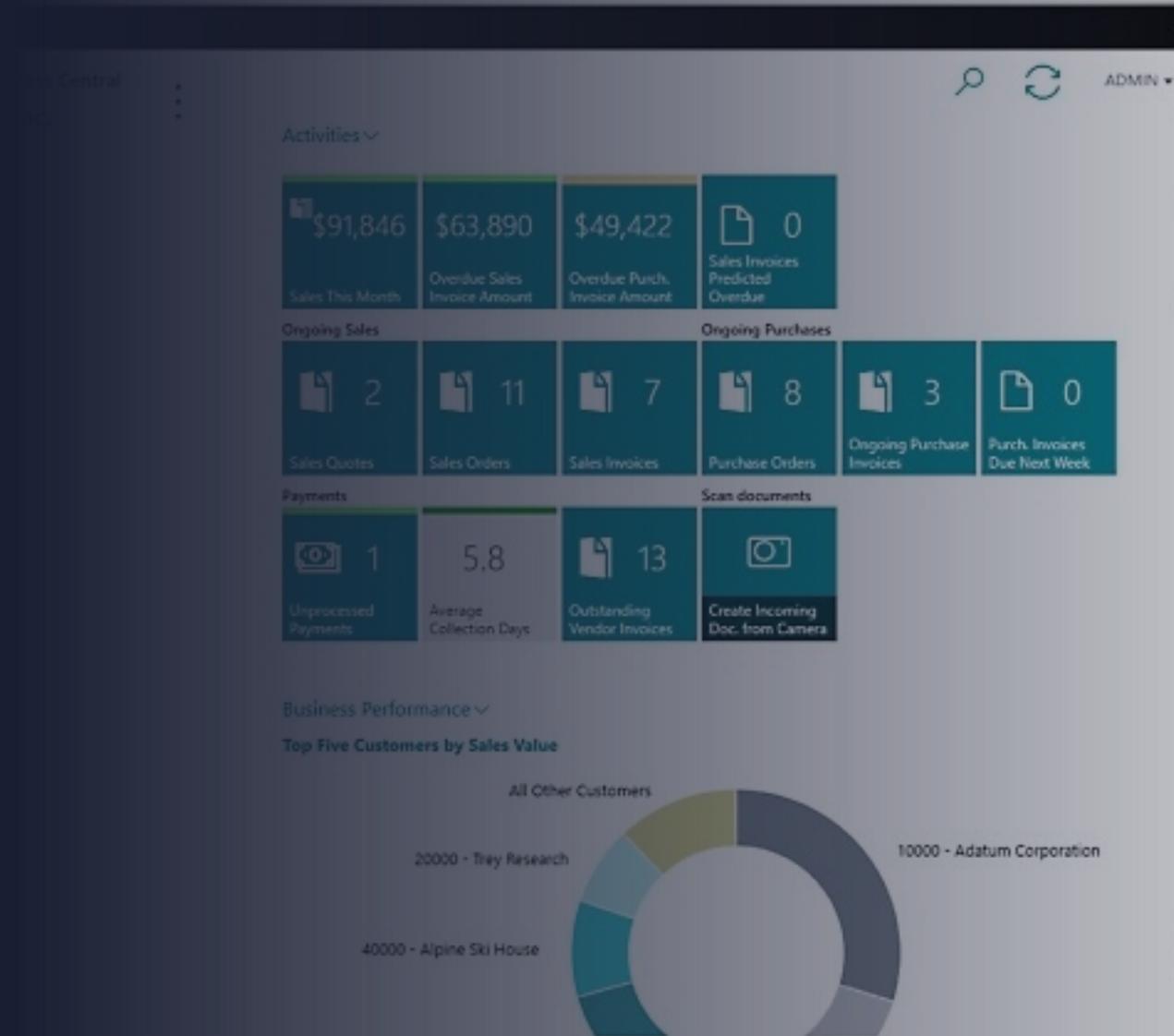
Head of TNP



In 2018

"Business Central SaaS is not the right solution for our customers"

Head of TNP



What we
believe...



**Business Central Online
(SaaS) IS the right way**





**Microsoft Customer
Engagement IS better
than BC CRM**





**Product code is better
than Project code**





**The future is coming.
Embrace it**





Old NAV





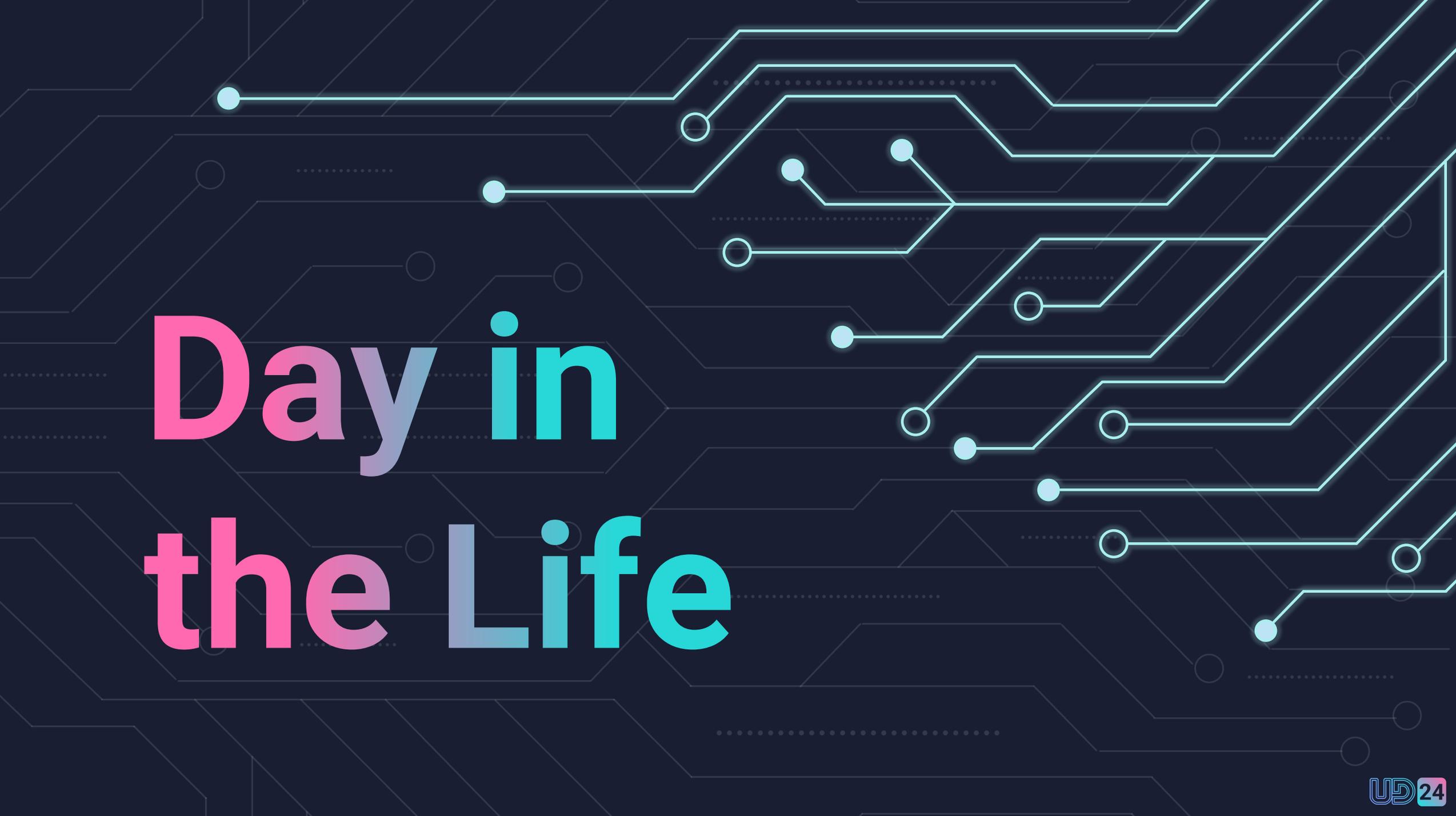
*TNP have recently made performance improvements to Business Central which have significantly improved our month end processes. In fact we are now able to complete month end in just one evening now **for the first time in our 60 year history**. This means we have gained an entire day where previously users were kept off the system. If you add up the hours across all of the finance users the business has gained 230 hours of processing time each month! We can't thank Hugo enough for this!*





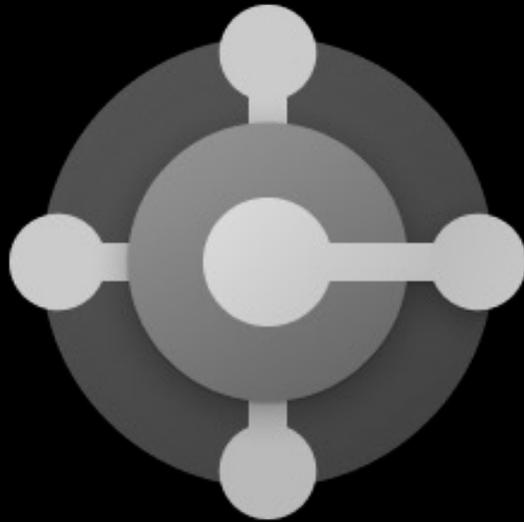
Tom Bevan & Paul Cartwright





Day in the Life

**Software makes more sense
when you see it in *action***



No job queues were harmed in the making of this demo

Business Central Demonstrators Humane Society

Ready?



We're going to demo all this end to end...



Part one...



Developing a Product



Getting new Leads



Converting to Orders



Selling Online



Order Processing



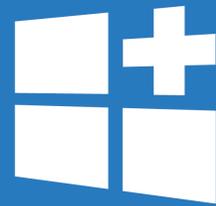
Developing a Product

nHanced Business Processes
Copilot

Demo



Developing a Product



nHanced Business Processes

- “Off System” Processes
- Fully Configurable
- Tasks
- Attachments
- Record Check
- Workflow Approvals



 nHanced Products

 1530

 Suite 4



Developing a Product



Developing a Product



Getting new Leads



Converting to Orders



Selling Online



Order Processing



2

Getting new Leads

Dynamics 365
Customer Journeys

Demo



Getting new
Leads

2

Getting new
Leads



D365 Customer Insights - Journeys

- = Customer insights + Marketing
- Unified transactional, demographic and behavioural data
- Real-time cross channel journeys
- Lead nurturing
- + Customer insights Data



**Getting new
Leads**



**Developing a
Product**



**Getting new
Leads**



**Converting to
Orders**



**Selling
Online**



**Order
Processing**



Converting to Orders

Dynamics 365

Sales

Lead > Opp > Quote > Order

Demo

3

Converting to
Orders



Why D365 Sales?

- So, why are we talking about 365 Customer engagement apps now?
- We always told you NAV and BC was good enough...

Why D365 Sales now?



Visual
Business
Flows

01

Bi-directional
Outlook
integration

02

True
Relationship
Sales

03

Beautiful
native BC
integration

04

Marketing
Automation

05

Unified
activity
timeline

06

3

Converting to
Orders



Continia Expenses

- Integrated directly into BC
- Web app & approvals portal
- Mileage claims
- OCR Receipt scanning



Converting to Orders



 **Transforming customer relationships**

 **13:30**

 **Suite 2**



 **Modernising Invoice & Expenses**

 **15:30**

 **Suite 2**



**Developing a
Product**



**Getting new
Leads**



**Converting to
Orders**



**Selling
Online**



**Order
Processing**



Selling Online

Shopify Integration

Demo

4

Selling
Online



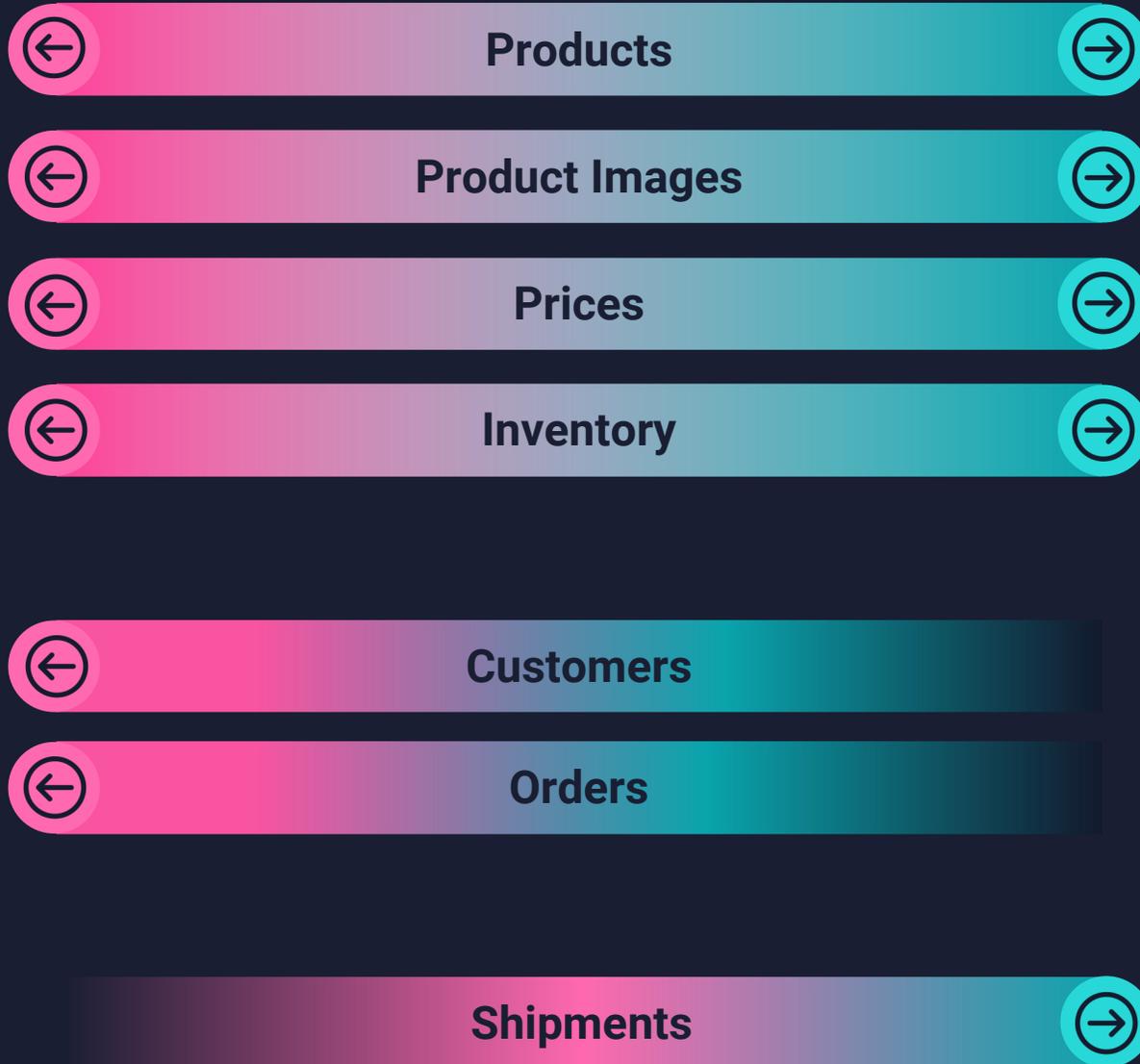
Shopify Integration

- Out of the Box with BC Online
- Multiple Shopify Stores
- Now Supports B2B

Shopify B2C

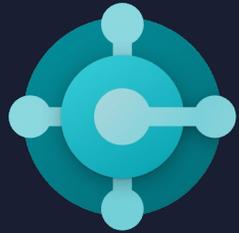


BC Online

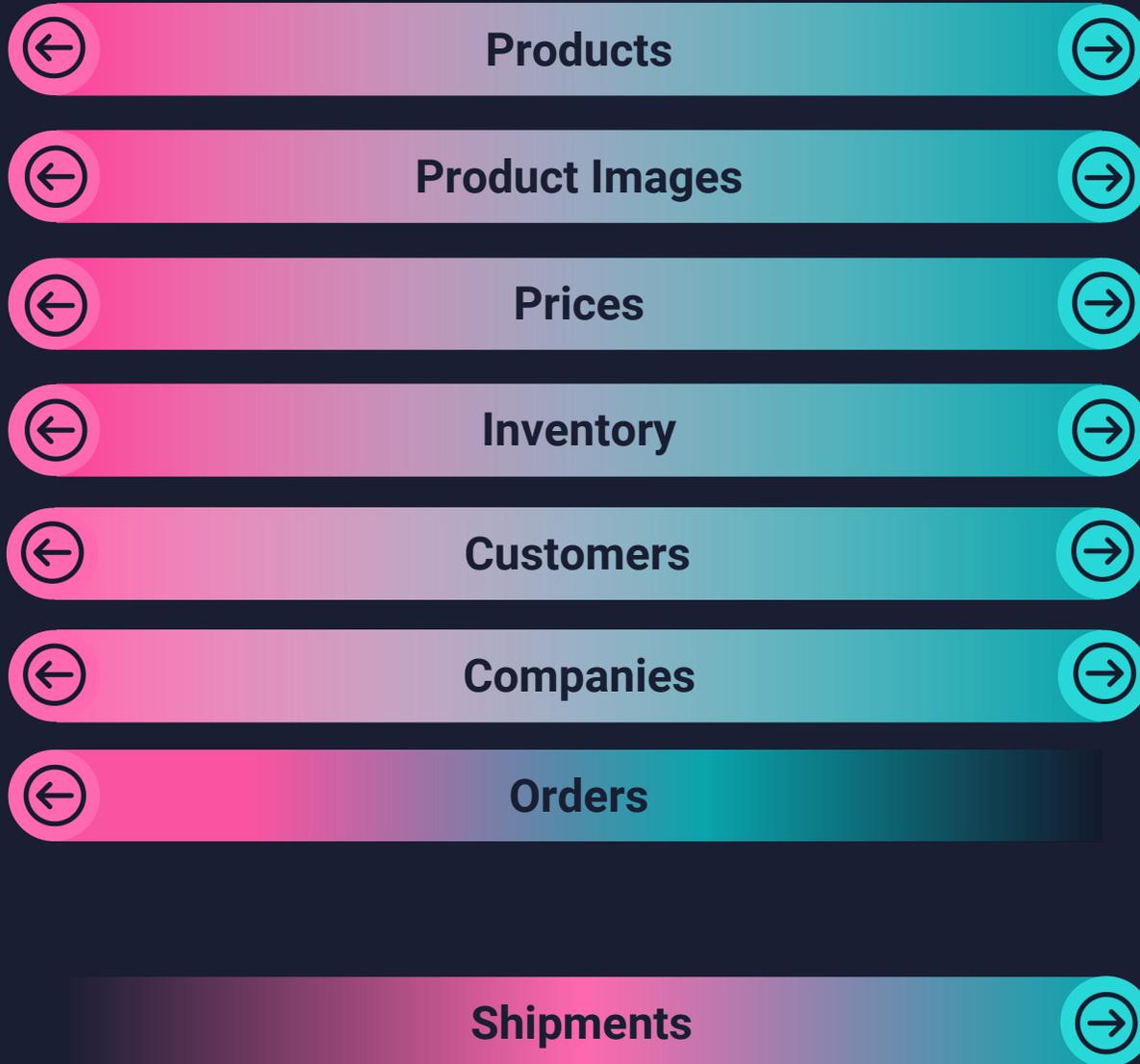


Shopify

Shopify B2B



BC Online



Shopify

Other eCommerce Options

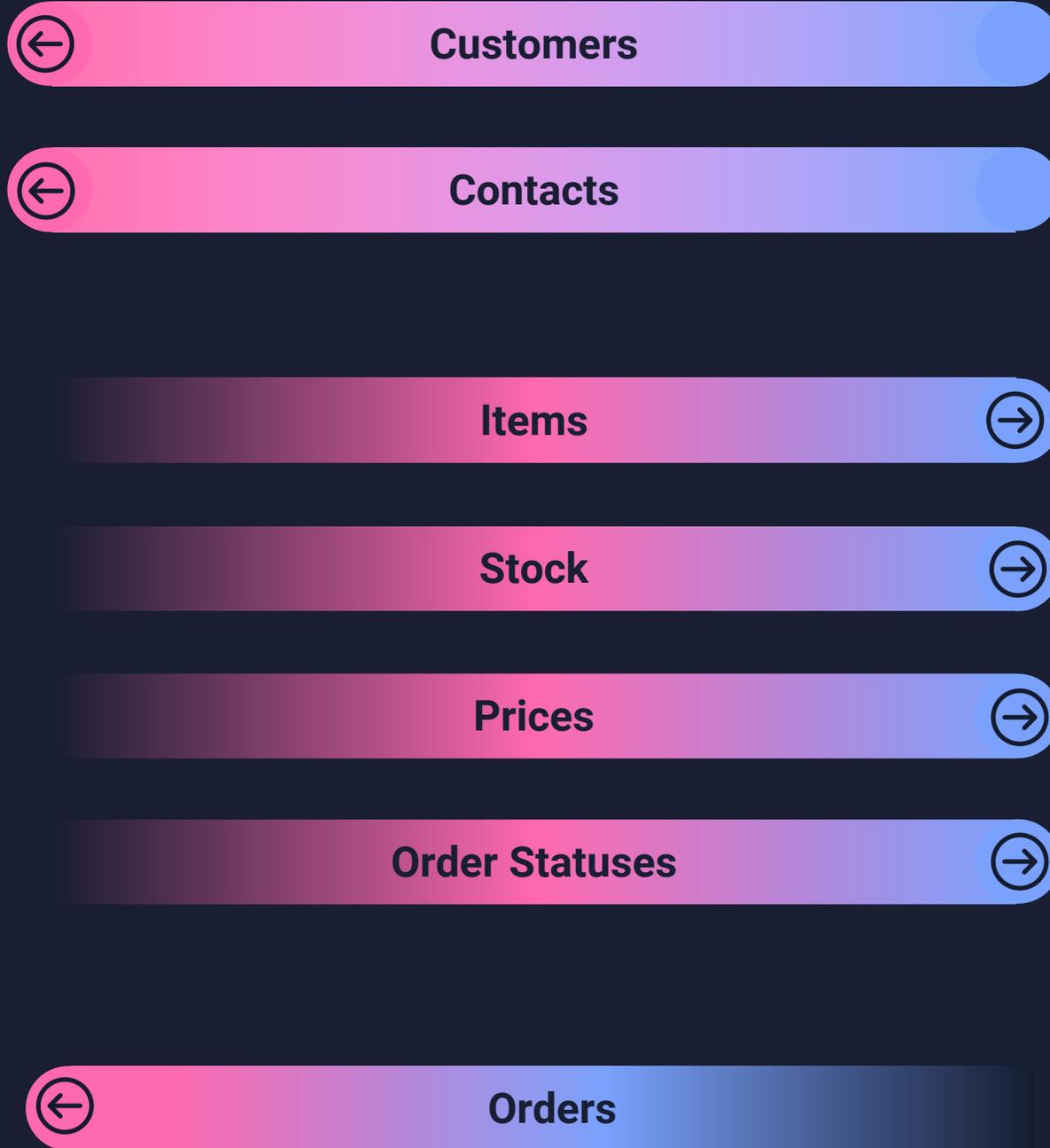


- **Built for BC**
- **Sales (B2B and B2C)**
- **Customer Self Service**
- **Over 40 Integration Points**
- **True Multi-Channel Analytics**

nHanced Ecom

- Purpose Built APIs and Processes
- Integration to any Ecommerce Platform

NAV/BC



**Ecommerce
Platform**



 **Ecommerce, Portals and Power Pages**

 **16:30**

 **Suite 4**



**Selling
Online**



**Developing a
Product**



**Getting new
Leads**



**Converting to
Orders**



**Selling
Online**



**Order
Processing**



Order

Processing

Stock Reservation &
Cross-Environment
Intercompany

Demo

5

Order
Processing



Stock Reservation

- New Feature of BC 2023 Wave 2
- Simple view of stock information

5

Order
Processing



Cross-Environment Intercompany

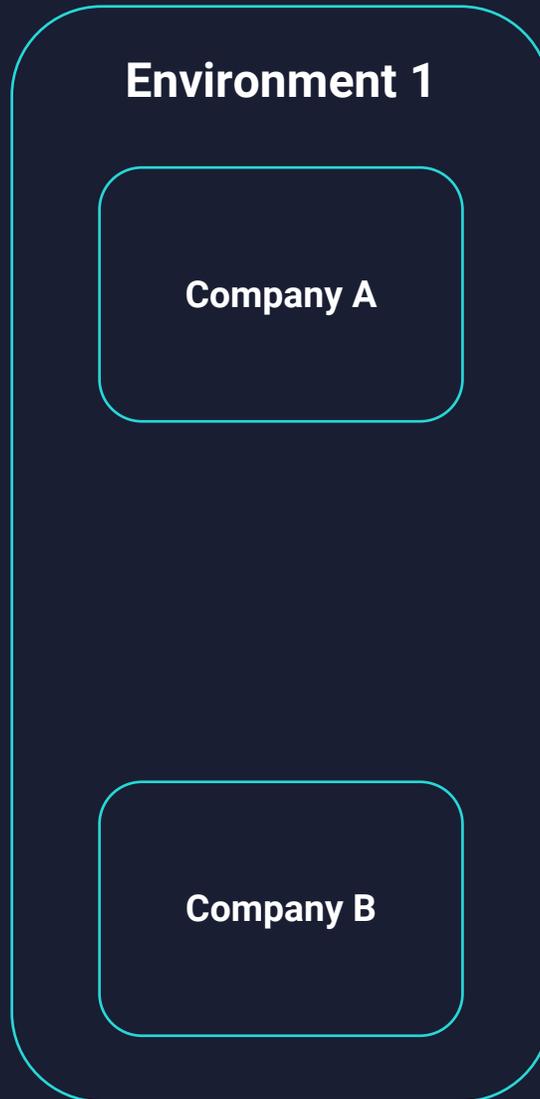
- New Feature of BC 2023 Wave 2
- Existing Intercompany Mechanisms
- Now without the files!

Cross-Environment Intercompany

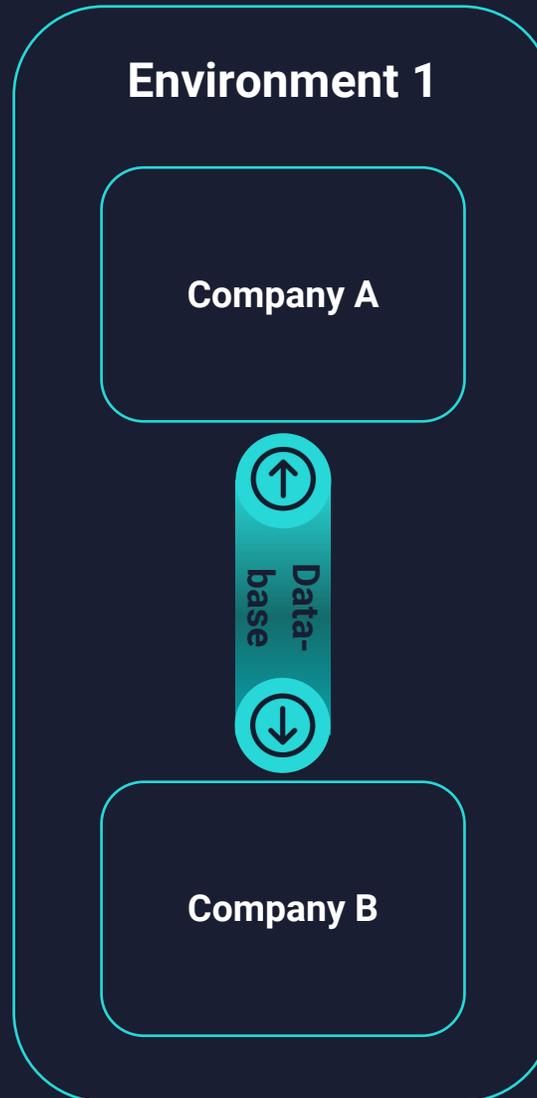


Company A

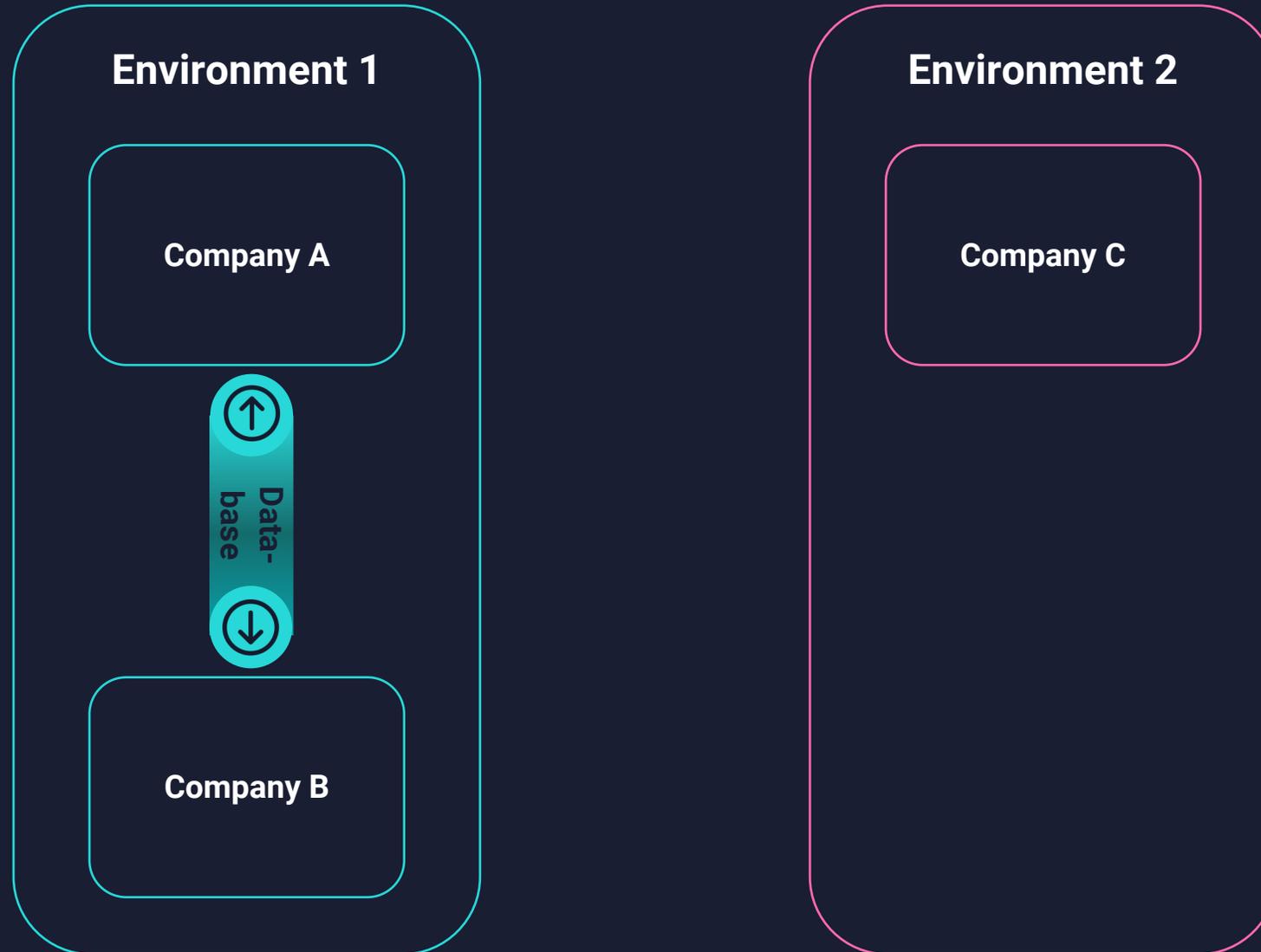
Cross-Environment Intercompany



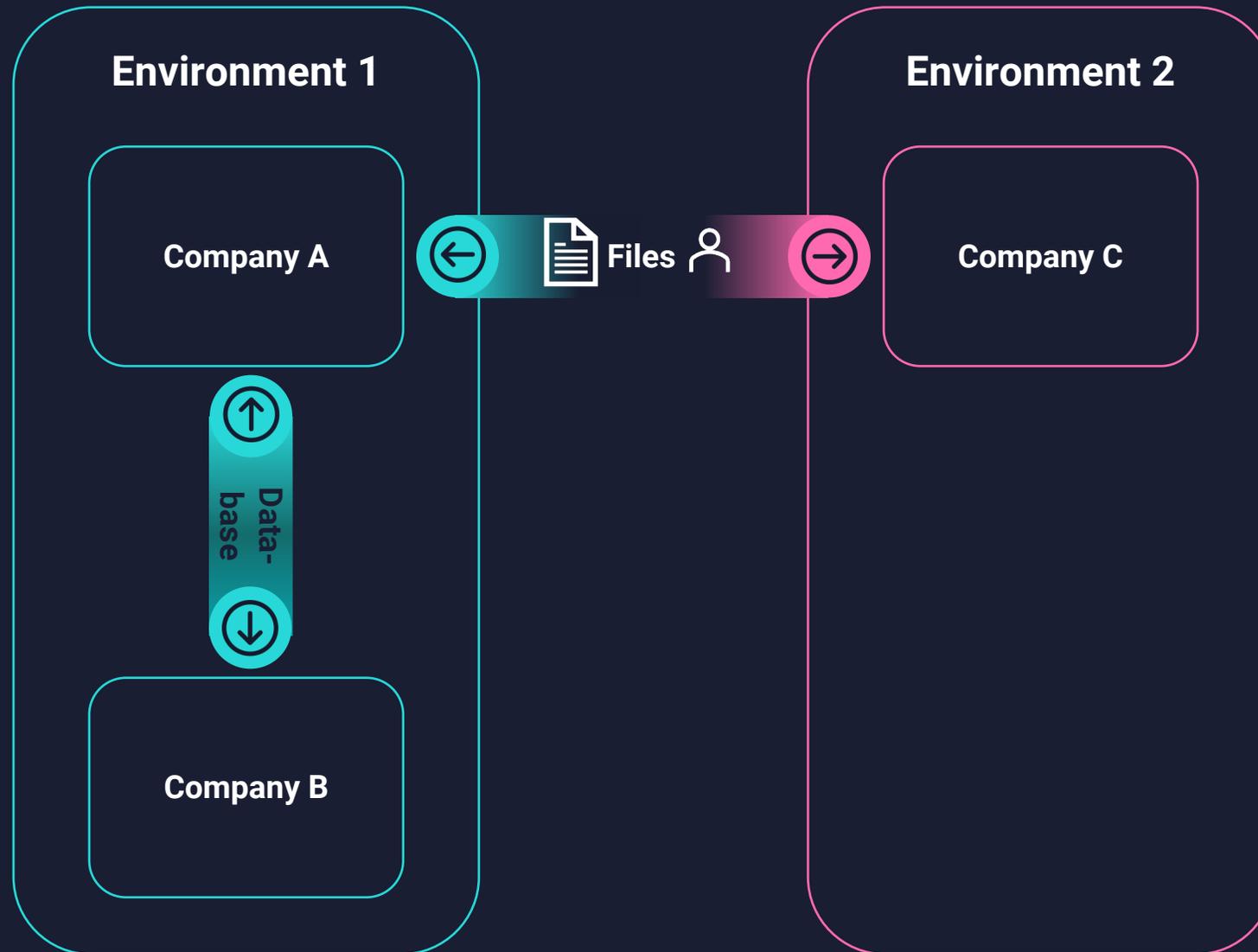
Cross-Environment Intercompany



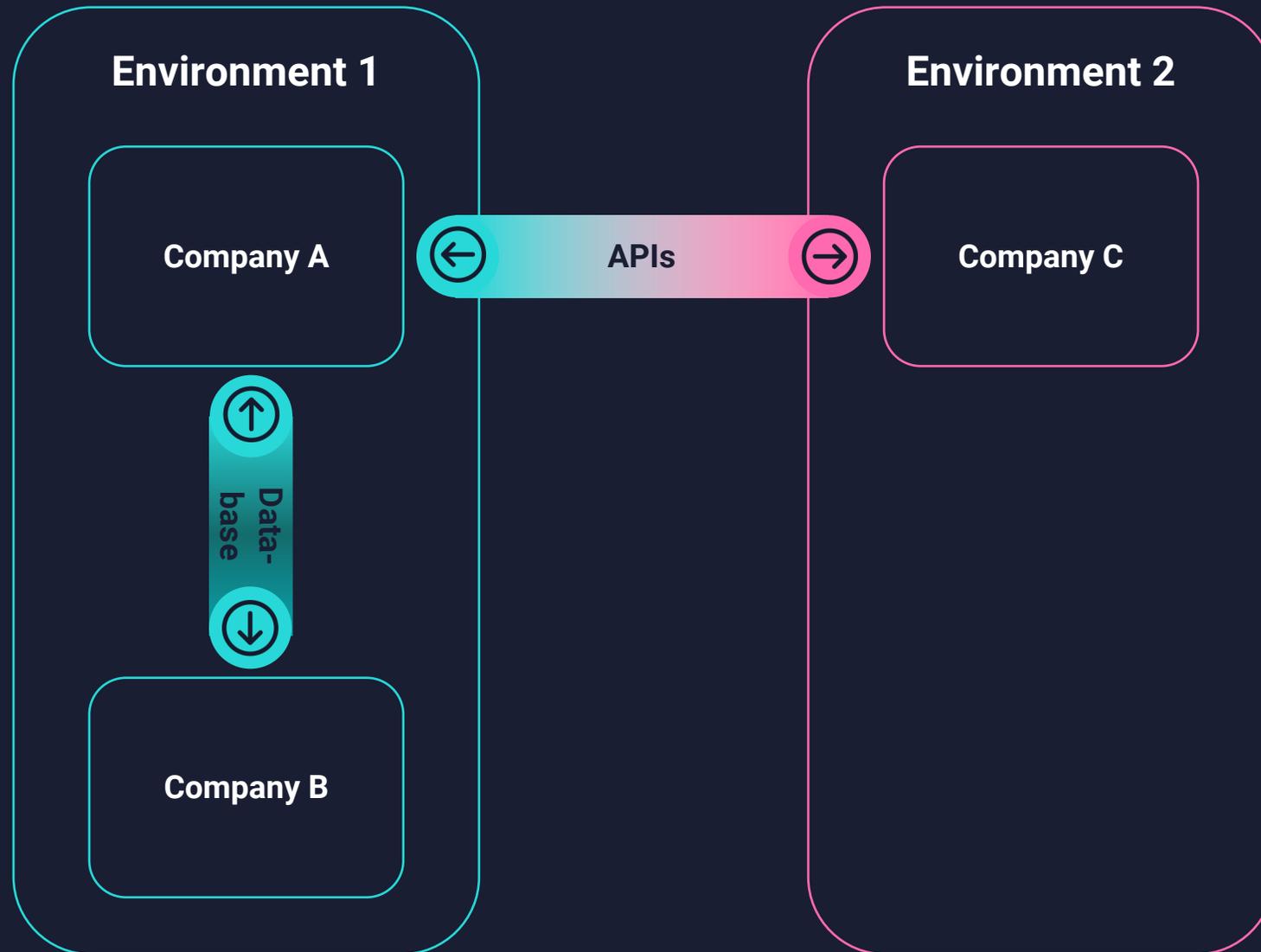
Cross-Environment Intercompany



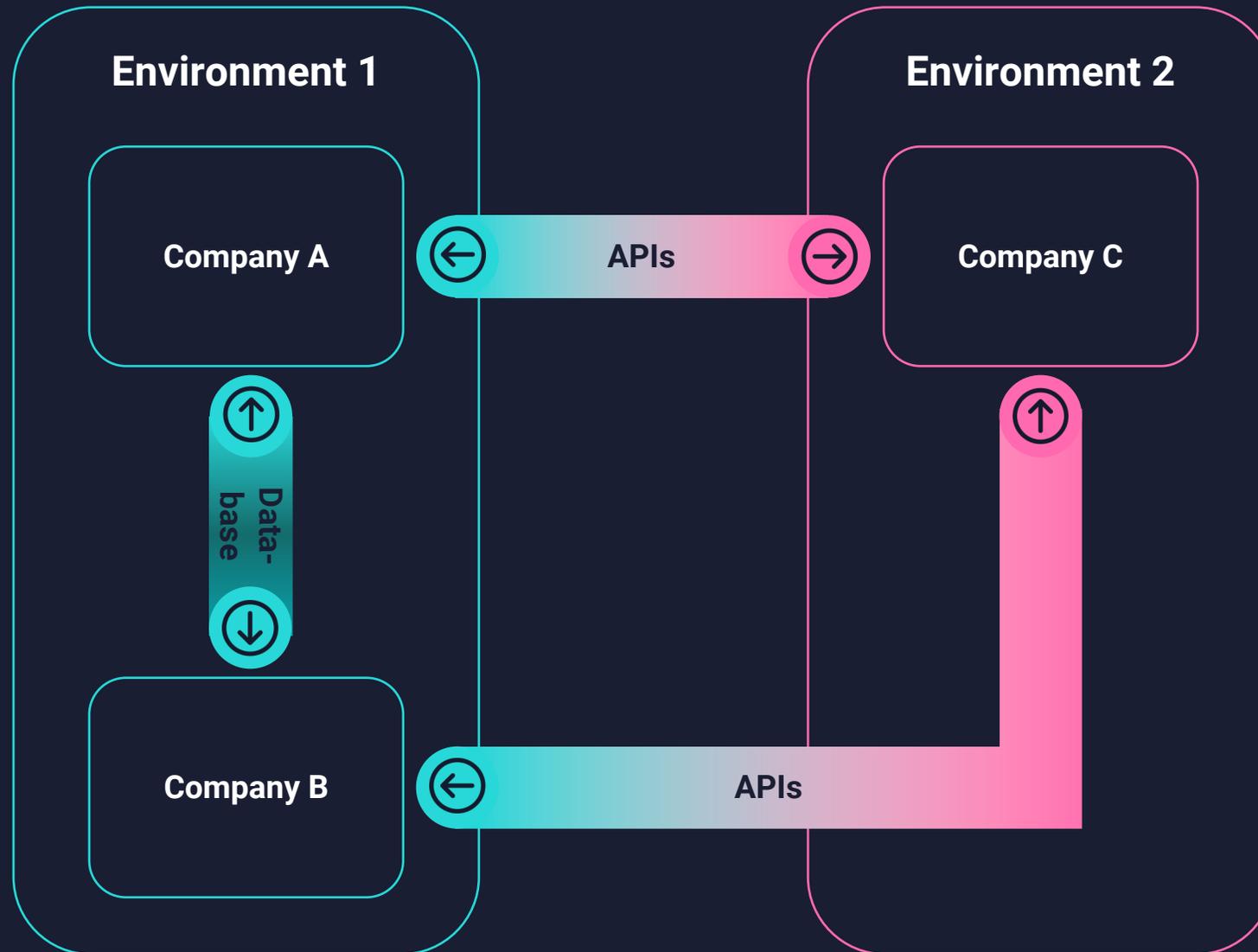
Cross-Environment Intercompany



Cross-Environment Intercompany



Cross-Environment Intercompany





 **What's new in Business Central**

 **13:30**

 **Conference Theatre**

5

**Order
Processing**



**Developing a
Product**



**Getting new
Leads**



**Converting to
Orders**



**Selling
Online**



**Order
Processing**

So far so good – more to come...



So far so good – more to come...



Part two...



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**



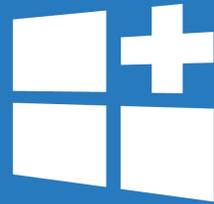
Getting Goods In

Power Pages &
Consignments

Demo

6

Getting
Goods In



nHanced Consignments

- Long Standing Product
- Managing Inbound Goods
- New – Better Freight and Duty Support
- New – Free On Board Support



 nHanced Products

 1530

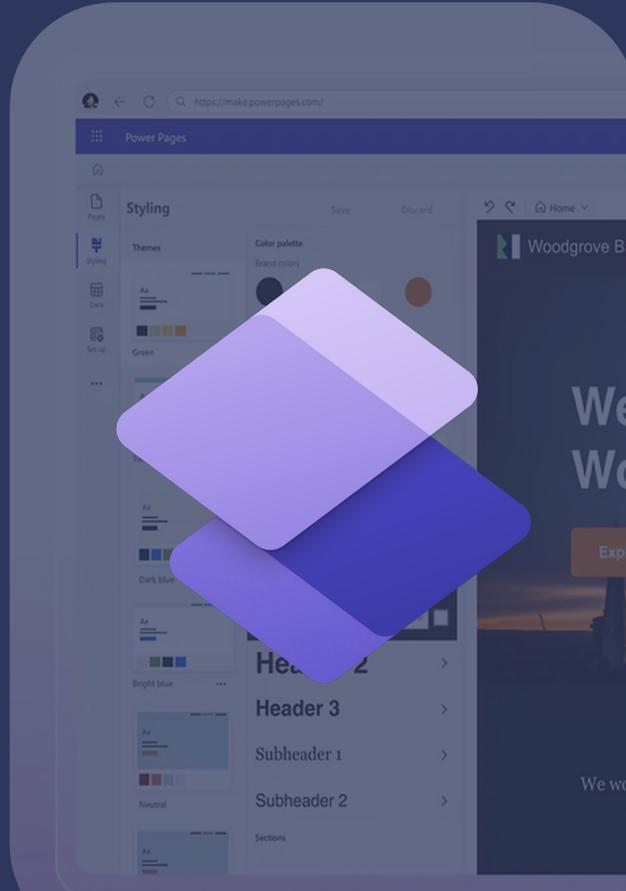
 Suite 4

6

Getting
Goods In

6

Getting
Goods In



Power Pages

- Previously Power Apps Portals
- Low/No Code Website Builder
- Built on Dataverse

Power Pages and Business Central



Power
Pages



Business
Central

Power Pages and Business Central



Power
Pages

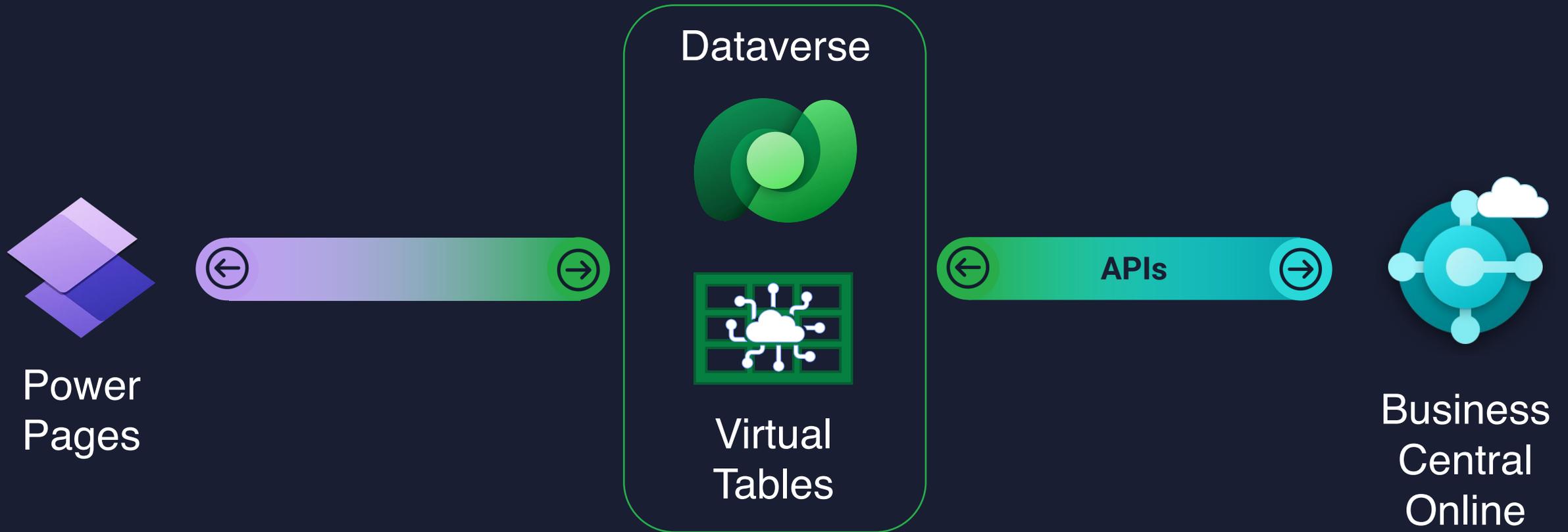


Dataverse



Business
Central

Power Pages and Business Central



Power Pages and Business Central



Power
Pages



Business
Central
On-Prem



 **Ecommerce, Portals and Power Pages**

 **16:30**

 **Suite 4**

6

**Getting
Goods In**



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**



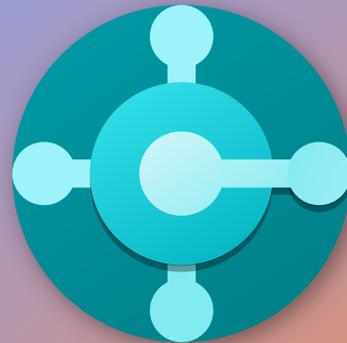
Receiving Goods

BC Mobile
Improvements

Demo

7

Receiving
Goods



Mobile Warehouse Options

- Yes, BC can now scan barcodes
- But it is not out of the box
- In our opinion MobileNAV and Tasklet are still the go-to



 **Mobile WMS: What are the options?**

 **14:30**

 **Suite 2**

7

Receiving Goods

BC Mobile
Improvements



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**



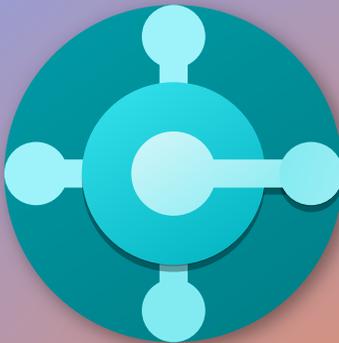
Getting Goods Out

Stock Allocation
Better Picking &
Power Automate

Demo

8

Getting
Goods Out

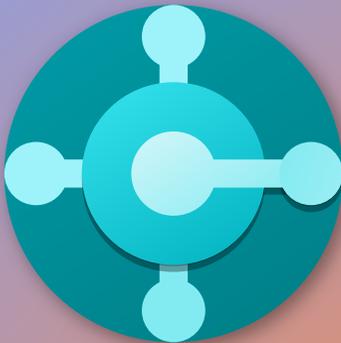


Stock Reservation

- New Feature of BC 2023 Wave 2
- BC was always missing the ability to see demand and allocate stock
- Take a look at nHanced Order Management

8

Getting
Goods Out

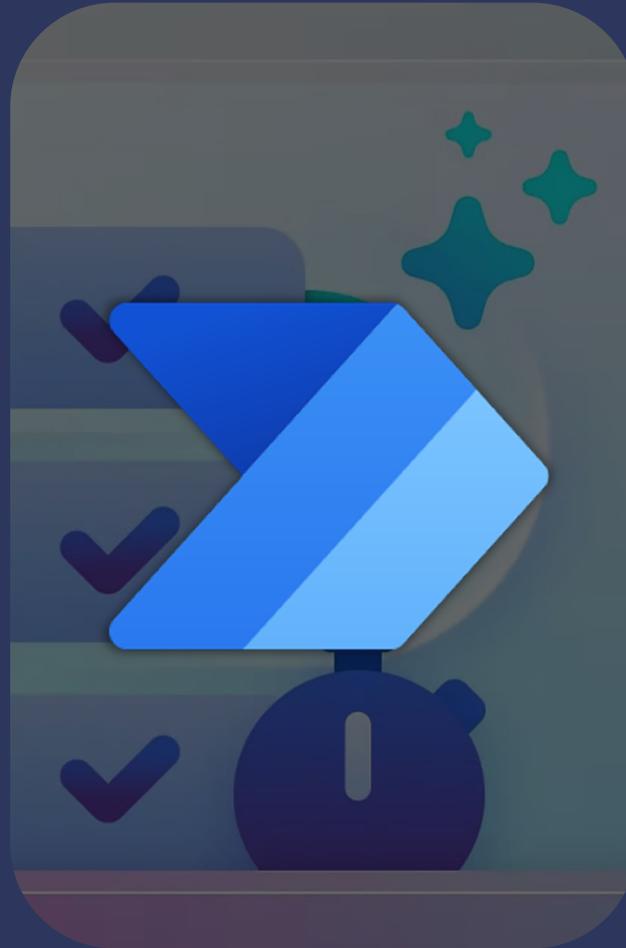


Better Picks

- New Feature of BC 2023 Wave 2
- Calculation of Warehouse Quantities
- We can almost remove the “nothing to handle” error

8

Getting
Goods Out



Power Automate

- New Feature of BC 2023 Wave 2
- Business Events
- Used to be triggered on changed records
- The big change is it triggers when something happens



Getting Goods Out

Manufacturing
Scheduling &
Power Apps

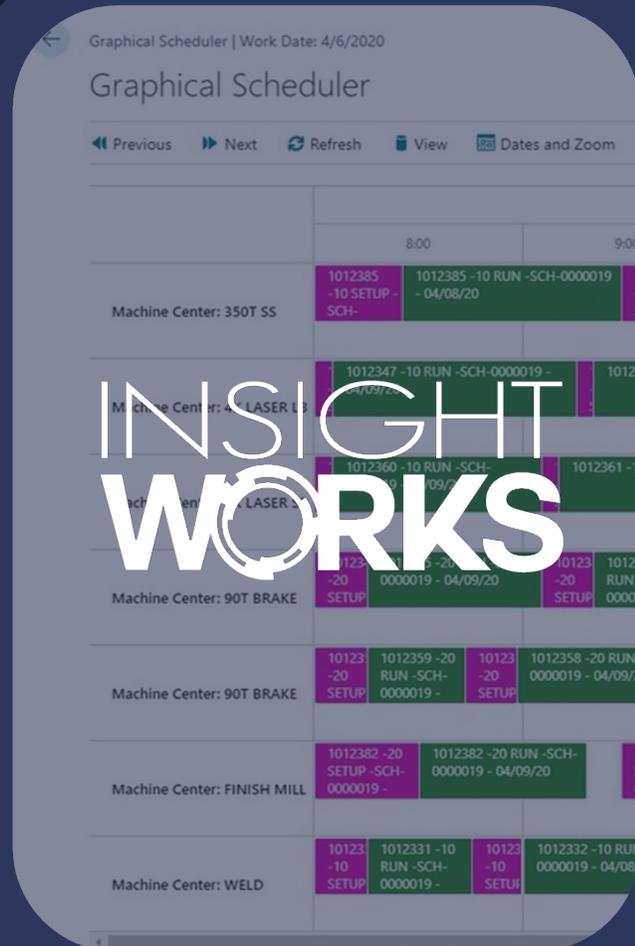
Demo



Getting
Goods Out

8

Getting
Goods Out

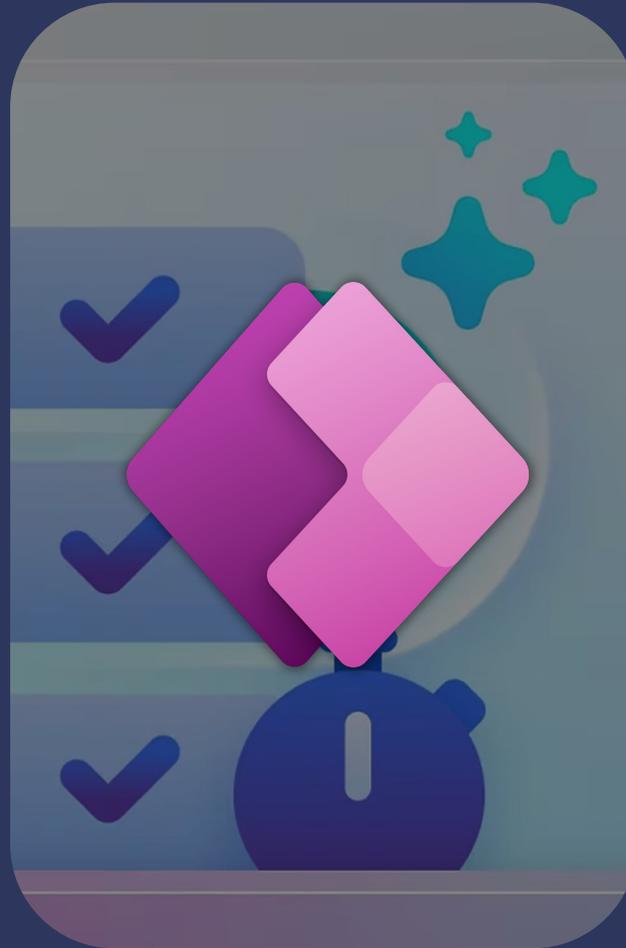


MxAPS

- Automated Production Scheduling
- Better way to view Planning worksheets
- Graphical what-if scheduling
- Built in behaviour-based logic for order prioritisation

8

Getting
Goods Out



Power Apps

- Designed for Touch Input
- But works with keyboard/mouse
- Design your own user experience
- Simple integration to BC



 **Ecommerce, Portals and Power Pages**

 **16:30**

 **Suite 4**

8

**Getting
Goods Out**



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**



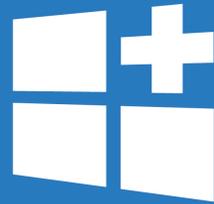
Getting Money In

nHanced Credit Control AI
Copilot Bank Rec
Statistical Accounts

Demo

9

Getting
Money In



nHanced Credit Control AI

- Add-on to nHanced Credit Control
- Uses OpenAI
- Reads Inbound Emails
- Suggests key information



 nHanced Products

 15:30

 Suite 4



**Getting
Money In**

9

Getting
Money In



Copilot

Bank Reconciliation

- Works on top of existing functionality
- Understands nuances of language
- Matching
- G/L Account Suggestion



 **Artificial intelligence Panel**

 **16:30**

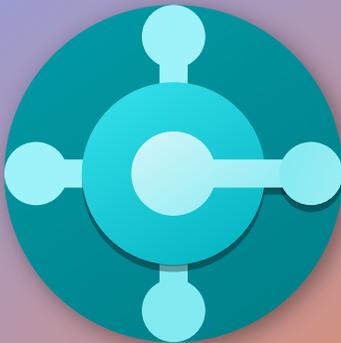
 **Conference Theatre**

9

**Getting
Money In**

9

Getting
Money In



Statistical Accounts

- New Feature BC 2023 Wave 1
- Better than “fake” G/L Accounts
- Integrated with Allocations



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**

10

Paying Suppliers

E-Documents
nHanced Workflow
Yavrio Open Banking

Demo

10

Paying
Suppliers

 Yavrio

- Only for BC Online
- Bank Statement Imports
- Send Payment Directly to Bank
- Supports Over 2000 Banks in 19 Countries



Paying
Suppliers



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**

11

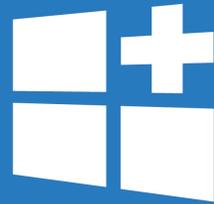
Reviewing Performance

nHanced Panels and Tiles
Analysis Mode
Excel Reporting

Demo

11

Reviewing
Performance

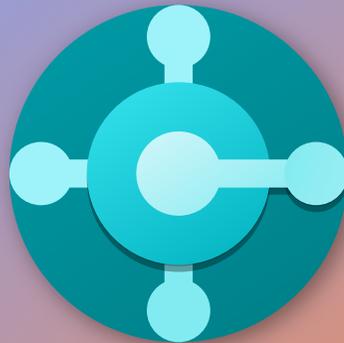


Enhanced Panels and Tiles

- Long Standing Product
- Often used as a cue or menu
- Great at aggregating data

11

Reviewing
Performance

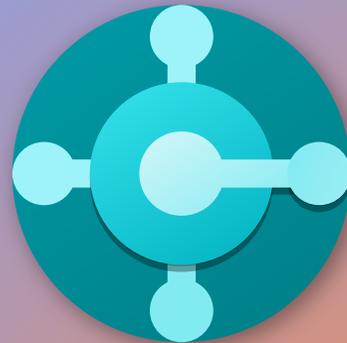


Analysis Mode

- New Feature BC 2023 Wave 2
- Pivot Tables inside BC

11

Reviewing
Performance



Excel Reports

- Built on Standard Report Definitions
- Define you own Excel Report
- Refreshes whenever report is run



 **What's new with in-app Reporting**

 **15:30**

 **Suite 3**

11

**Reviewing
Performance**

11

Reviewing Performance



Copilot

Copilot for Analysis Mode

- Get to insights faster with Copilot-generated analysis tabs
- Preview – April 2024

Items: All

Analyze Items Preview

Group items by type and UoM

Generate

| No. ↑ | Description | Type | Quantity | Subst |
|--------|----------------------------|-----------|----------|-------|
| 1928-S | AMSTERDAM Lamp | Inventory | | |
| 1929-W | Conference Bundle 1-8 | Inventory | | |
| 1936-S | BERLIN Guest Chair, yellow | Inventory | | |

Items: All | Analysis 1 | **Items by type and UoM**

| Type / Base Unit of Measure | Count |
|-----------------------------|-------|
| Inventory (57) | |
| > PCS (54) | |
| > CAN (3) | |
| Sub Total 0 | |
| > Service (3) | |
| Total | |

Pivot Mode

Search...

No.

Description

Type

Quantity on Hand

Substitutes Exist

Assembly BOM

Base Unit of Measure

Cost is Adjusted

Row Groups

- Type
- Base Unit of Measure

Values

- Sum(Quantity on Hand)

Analysis: Group items by type and UoM Preview AI-generated content may be incorrect

Keep it **Discard** Add more details about the analysis

11

Reviewing Performance



Copilot

Copilot for Analysis Mode

- Get to insights faster with Copilot-generated analysis tabs
- Preview – April 2024

Copilot in BC

Copilot in BC



Create
Product
Information
Faster



Map e-
documents
to purchase
order lines



Create
sales lines



Ask
Copilot for
help about
fields



Extend
Copilot
using
richer dev
tools

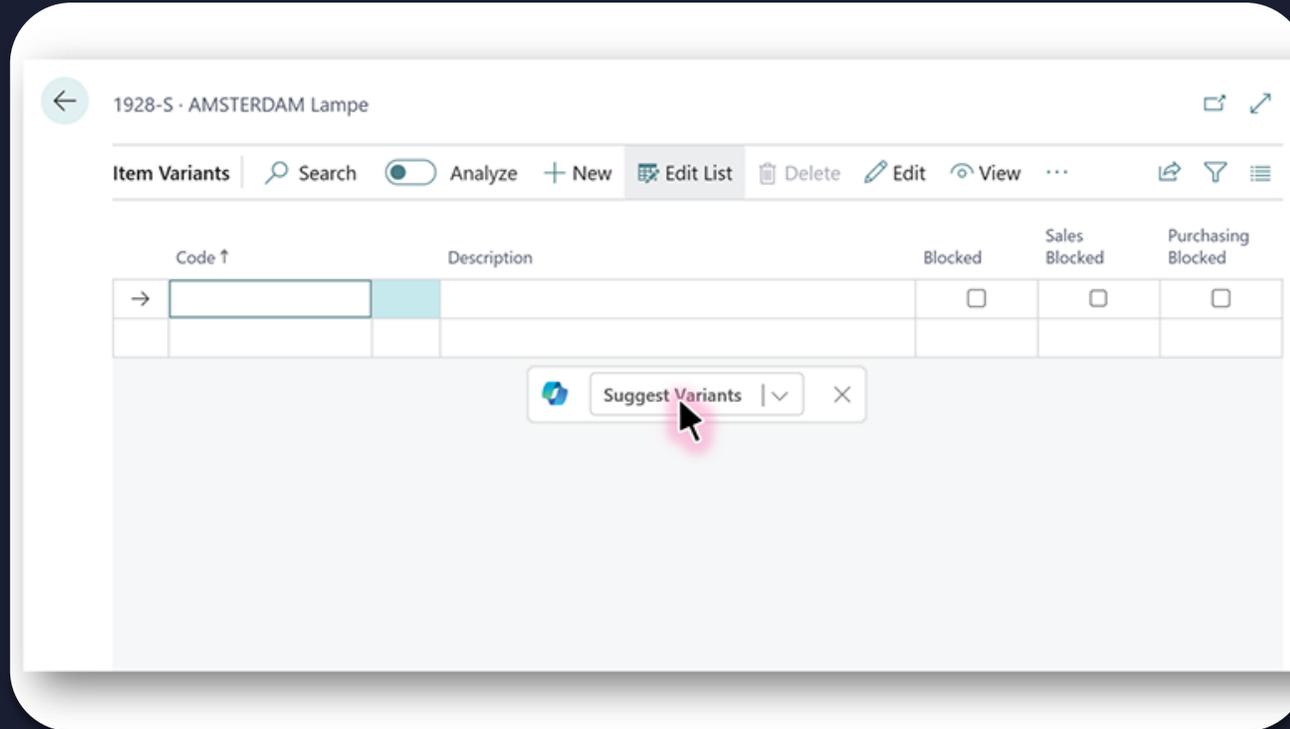


Chat with
Copilot

Copilot in BC



Create
Product
Information
Faster



1928-S · AMSTERDAM Lampe

Item Variants | Search | Analyze | + New | Edit List | Delete | Edit | View | ...

| Code ↑ | Description | Blocked | Sales Blocked | Purchasing Blocked |
|--------|-------------|--------------------------|--------------------------|--------------------------|
| → | | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Suggest Variants | X

Copilot in BC



Create
Product
Information
Faster

1928-S · AMSTERDAM Lampe

Item Variants

Code ↑

| Code ↑ | Description |
|----------|----------------|
| → RED-S | Red, Small |
| RED-M | Red, Medium |
| RED-L | Red, Large |
| BLACK-S | Black, Small |
| BLACK-M | Black, Medium |
| BLACK-L | Black, Large |
| YELLOW-S | Yellow, Small |
| YELLOW-M | Yellow, Medium |
| YELLOW-L | Yellow, Large |

✓ Keep it

Add all previously used colors. Exclude size XS

Copilot in BC



Map e-
documents
to purchase
order lines

- **Identify Purchase Orders**
- **Map lines**

Copilot in BC



Create sales lines

Sales Orders: All

No. ↑

- S-ORD101001
- S-ORD101002**
- S-ORD101003
- S-ORD101004
- S-ORD101005
- S-ORD101006
- S-ORD101007
- S-ORD101008
- S-ORD101009
- S-ORD101010

S-ORD101002 · Adatum Corporation

Home Prepare Print/Send Request Approval Order Report More options

General

Customer Name: Adatum Corporation Due Date: 6/1/2023
Contact: Robert Townes Requested Delivery D...: 5/2/2023
Document Date: 5/1/2023 External Document No.:
Posting Date: 5/1/2023 Status: **Open**
Order Date: 5/1/2023

Lines | Manage | Line | Order

Get line suggestions... | New Line | Delete Line | Select items...

| Type | No. | Item Reference No. | Description | Location Co |
|--------|--------|--------------------|----------------------------|-------------|
| → Item | 1968-S | | MEXICO Swivel Chair, black | |

Copilot in BC



Create sales lines

Sales Orders: All

| No. ↑ |
|-------------|
| S-ORD101001 |
| S-ORD101002 |
| S-ORD101003 |
| S-ORD101004 |
| S-ORD101005 |
| S-ORD101006 |
| S-ORD101007 |
| S-ORD101008 |
| S-ORD101009 |
| S-ORD101010 |

S-ORD101002 · Adatum Corporation

Home Prepare Print/Send Request Approval Order Report More options

Order Date 5/1/2023

Lines | [Manage](#) Line Order

Suggest lines with Copilot

Describe the order you'd like to create, and Copilot will get you started

Generate

- An order for <customer> with 2 <items>
- Copy previous order from customer ...
- Create with lines from this bullet list ...
- Turn the attached Excel into an order

Subtotal Excl. Tax (USD) Total Excl. Tax (USD)

Copilot in BC



Ask
Copilot for
help about
fields

General Ledger Setup

Home | Posting | General | Tax | Bank | Journal Templates | More options

Change Payment Tolerance | Change Global Dimensions...

| | | | |
|--------------------------|-------------------------------------|----------------------------|-------------------------------------|
| Amount Decimal Plac... | 2:2 | Print tax specification... | <input type="checkbox"/> |
| Unit-Amount Roundi... | 0.001 | VAT in Use | <input type="checkbox"/> |
| Unit-Amount Decima... | 2:5 | Show Amounts | Amount Only |
| Check G/L Acc. Deleti... | | Hide Payment Metho... | <input type="checkbox"/> |
| Block Deletion of G/L... | <input checked="" type="checkbox"/> | Posting Preview Type | Standard |
| | | SEPA Non-Euro Export | <input type="checkbox"/> |
| | | SEPA Export w/o Ban... | <input type="checkbox"/> |
| | | Enable Data Check | <input checked="" type="checkbox"/> |

Block Deletion of G/L Accounts
Specifies whether to prevent users from deleting G/L accounts with ledger entries that are after the date in the Check G/L Acc. Deletion After field. For example, blocking deletion helps you avoid losing financial data that your business should keep due to country regional requirements.

Ask Copilot

Dimensions Show more

Global Dimension 1 G DEPARTMENT | Global Dimension 2 G CUSTOMERGROUP

Copilot in BC



Extend
Copilot
using
richer dev
tools

- **Simple Way of Connecting to OpenAI**
- **Copilot Prompt Dialog**

CRONUS USA, Inc. | Finance ▾ Cash Man

Customers: All ▾ | [Icons] | + New [Icon]

| | | | |
|---|---|----------------------|---|
|  | 10000 <u>Adatum Corporation</u> Robert Townes | 0.00 0.00 | ⋮ |
|  | 40000 <u>Alpine Ski House</u> Ian Deberry | 4,316.92 4,316.92 | ⋮ |

Copilot in BC



Chat with
Copilot

 Microsoft Dynamics 365 Business Central

 Microsoft Dynamics 365 Business Central

Copilot in BC



Create
Product
Information
Faster



Map e-
documents
to purchase
order lines



Create
sales lines



Ask
Copilot for
help about
fields



Extend
Copilot
using
richer dev
tools



Chat with
Copilot



Reviewing Performance



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**

12

Business Analytics

Power BI &
Microsoft Fabric

Demo



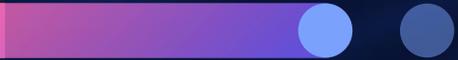
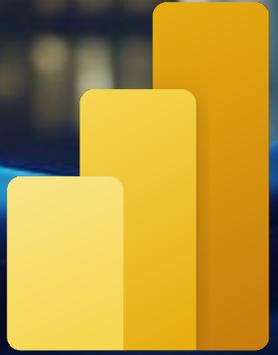
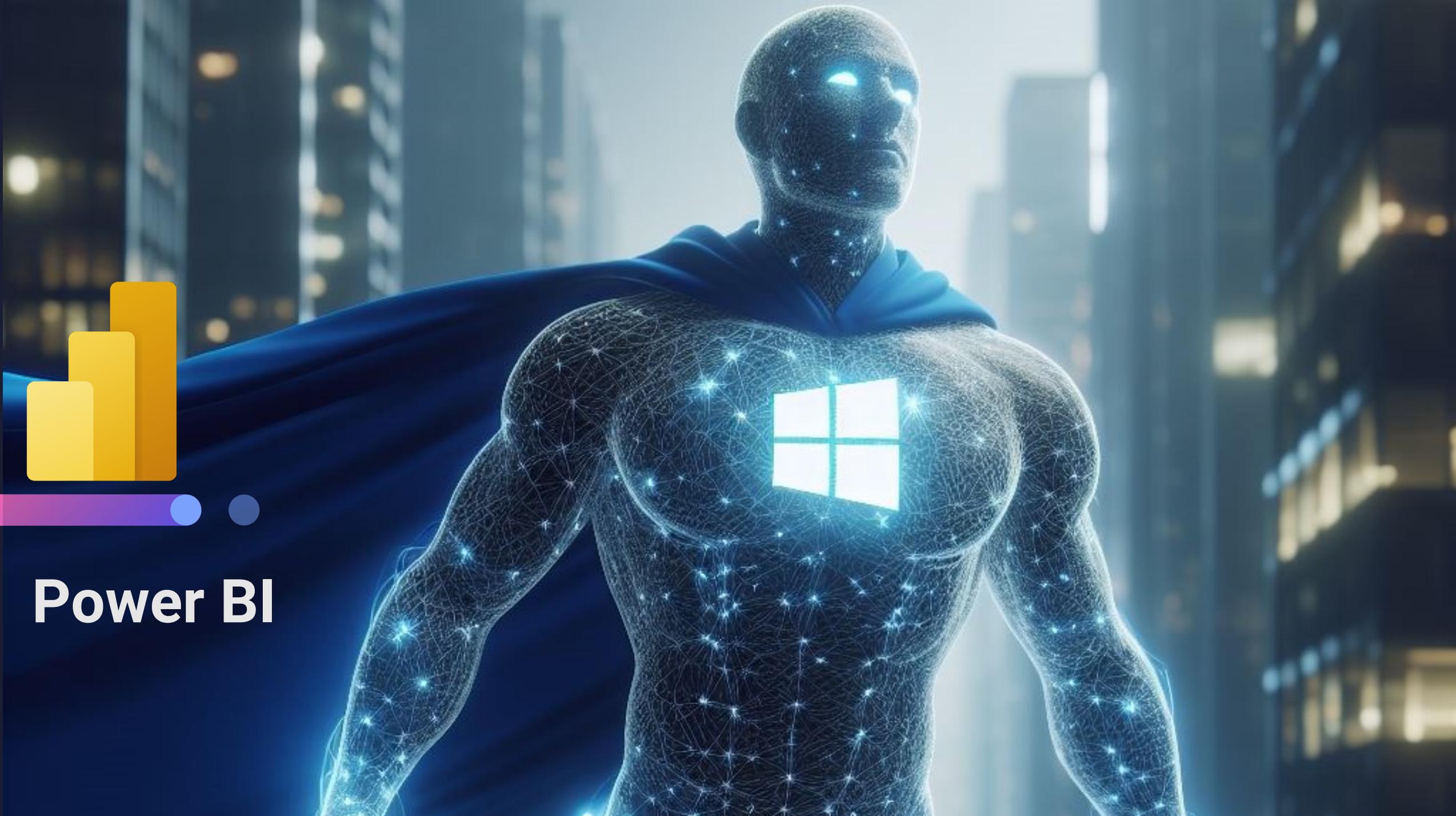
Business Analytics

Typical Analytics Needs in Organisations





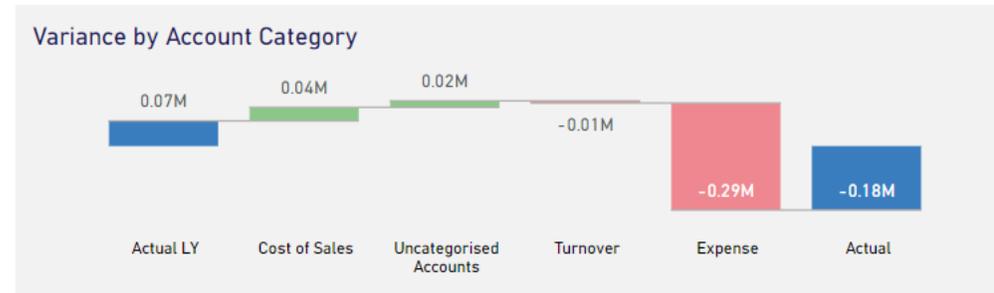
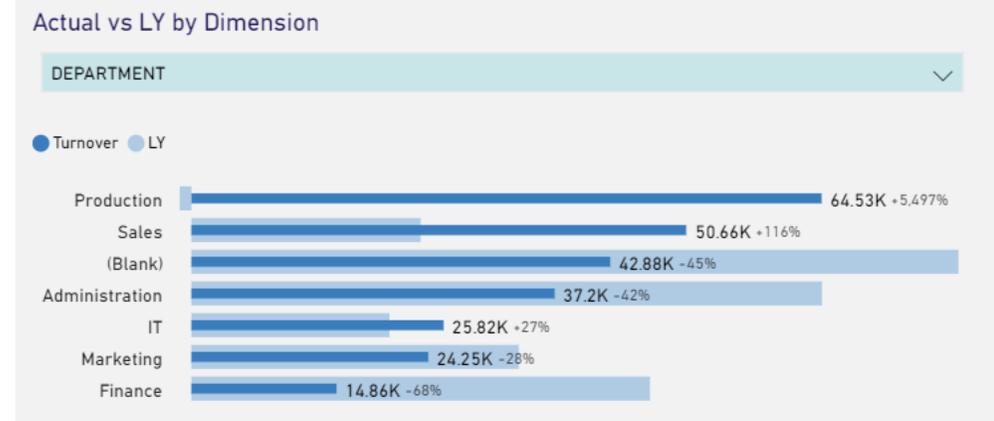
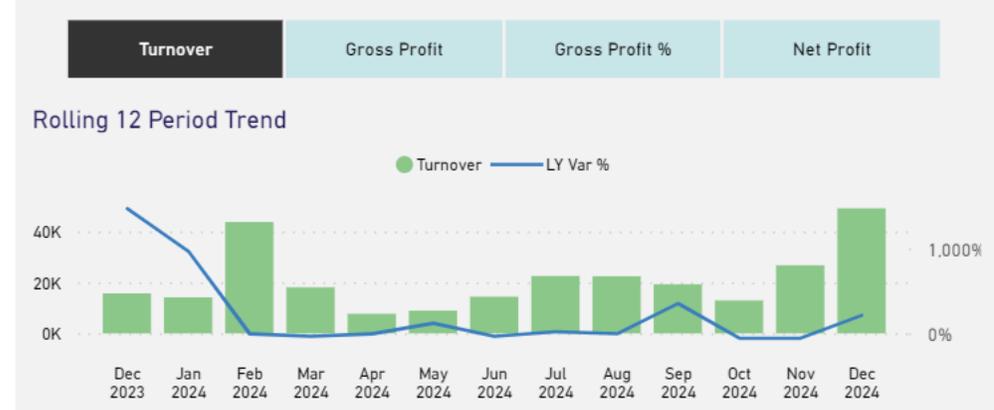
In the
beginning...



Power BI



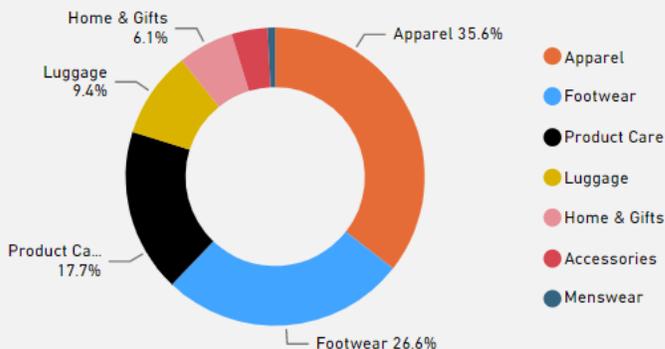
| | Actual | Actual LY | Variance | Variance % |
|---------------------------------|------------------|------------------|------------------|-----------------|
| Turnover | 260,199 | 266,132 | (5,933) | (2.2)% |
| Income | - | (3,443) | 3,443 | (100.0)% |
| Income, Services | 9,719 | 49,785 | (40,066) | (80.5)% |
| Income, Product Sales | 250,485 | 219,448 | 31,037 | 14.1% |
| Income, Jobs | - | (20,522) | 20,522 | (100.0)% |
| Sales Discounts | (5) | (224) | 219 | (97.9)% |
| Sales Returns & Allowances | - | - | - | - |
| Job Sales Contra | - | 21,088 | (21,088) | (100.0)% |
| Cost of Sales | (120,183) | (157,240) | 37,057 | (23.6)% |
| Labour | - | - | - | - |
| Materials | (120,043) | (142,295) | 22,252 | (15.6)% |
| Jobs Cost | (140) | (14,945) | 14,805 | (99.1)% |
| Gross Profit | 140,017 | 108,892 | 31,125 | 28.6% |
| Gross Profit % | 53.8 % | 40.9 % | 12.9 % | - |
| Expense | (315,077) | (22,306) | (292,771) | 1,312.5% |
| Rent Expense | (12,060) | (35,405) | 23,345 | (65.9)% |
| Advertising Expense | (20,000) | 12,764 | (32,764) | (256.7)% |
| Fees Expense | - | 2,679 | (2,679) | (100.0)% |
| Insurance Expense | - | (70,306) | 70,306 | (100.0)% |
| Payroll Expense | (100,000) | (49,684) | (50,316) | 101.3% |
| Salaries Expense | (30,000) | 40,761 | (70,761) | (173.6)% |
| Repairs and Maintenance Expense | - | - | - | - |
| Utilities Expense | (134,850) | (7,321) | (127,529) | 1,742.0% |
| Other Income & Expenses | (18,167) | 68,450 | (86,617) | (126.5)% |
| Bad Debt Expense | - | 32,551 | (32,551) | (100.0)% |
| Net Profit | (175,061) | 86,586 | (261,647) | (302.2)% |
| Uncategorised Accounts | - | (17,685) | 17,685 | (100.0)% |
| Uncategorised Accounts | - | (17,685) | 17,685 | (100.0)% |



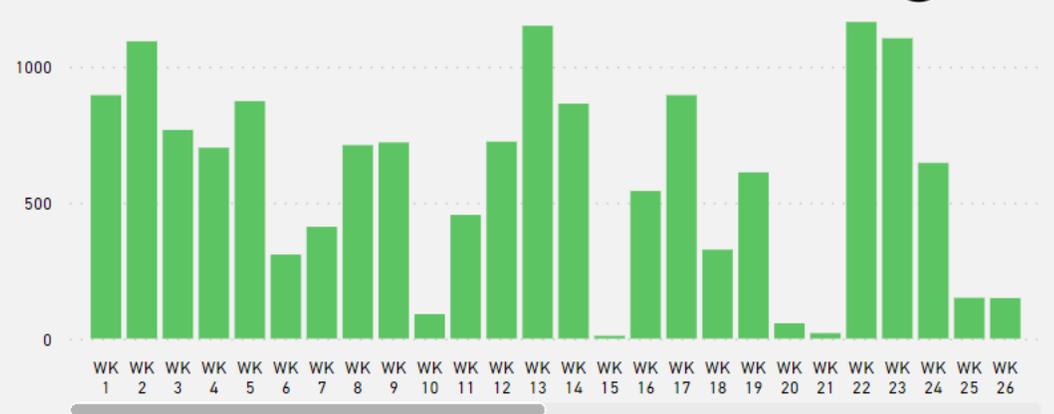
Sales by Category



Sales Mix by Subcategory

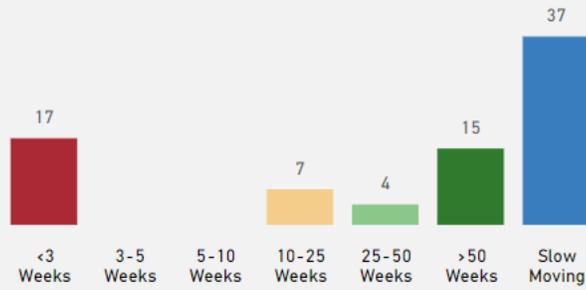


Sales by Week

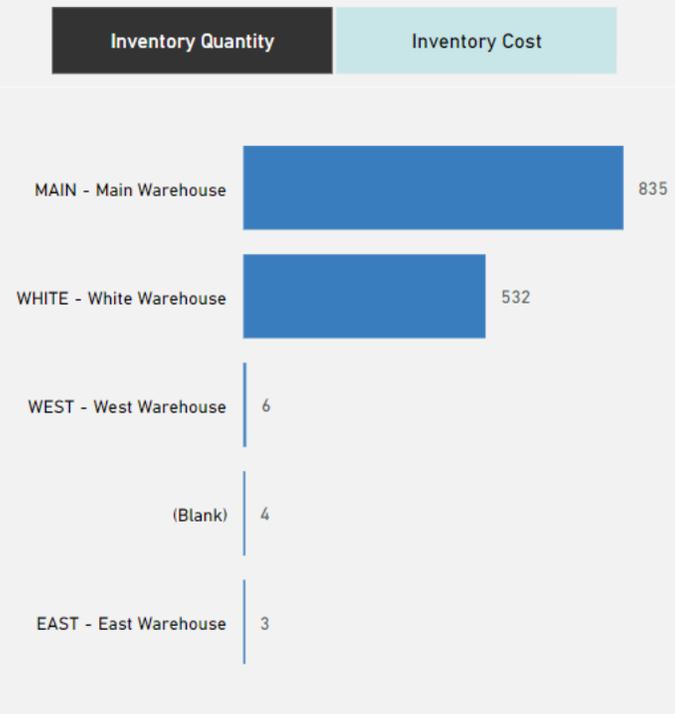


| Category Sub Category | SALES WTD | | | | MARGIN WTD | | | SALES MTD | | | | MARGIN MTD | | | SALES YTD | | | | MARGIN YTD | | |
|-------------------------|------------|---------------|--------------|--------------|------------|--------------|---------------|------------|---------------|--------------|--------------|------------|--------------|---------------|------------|---------------|--------------|--------------|------------|--------------|---------------|
| | Actual | v LY % | Mix % | Mix v LY | Actual | % | % v LY | Actual | v LY % | Mix % | Mix v LY | Actual | % | % v LY | Actual | v LY % | Mix % | Mix v LY | Actual | % | % v LY |
| Apparel | 292 | -20.9% | 55.0% | -1.0% | 68 | 66.0% | 6.0% | 292 | -20.9% | 55.0% | -1.0% | 68 | 66.0% | 6.0% | 292 | -20.9% | 55.0% | -1.0% | 68 | 66.0% | 6.0% |
| Jersey Tops | 581 | 263.1% | 55.0% | -1.0% | 196 | 60.0% | -20.0% | 581 | 263.1% | 55.0% | -1.0% | 196 | 60.0% | -20.0% | 581 | 263.1% | 55.0% | -1.0% | 196 | 60.0% | -20.0% |
| Woven Tops | 116 | -84.3% | 43.0% | 0.0% | 19 | 74.0% | 4.0% | 116 | -84.3% | 43.0% | 0.0% | 19 | 74.0% | 4.0% | 116 | -84.3% | 43.0% | 0.0% | 19 | 74.0% | 4.0% |
| Trousers | 834 | -3.1% | 29.0% | -2.0% | 353 | 75.0% | 8.0% | 834 | -3.1% | 29.0% | -2.0% | 353 | 75.0% | 8.0% | 834 | -3.1% | 29.0% | -2.0% | 353 | 75.0% | 8.0% |
| Outerwear | 1157 | 1552.9% | 27.0% | 1.0% | 627 | 55.0% | 13.0% | 1157 | 1552.9% | 27.0% | 1.0% | 627 | 55.0% | 13.0% | 1157 | 1552.9% | 27.0% | 1.0% | 627 | 55.0% | 13.0% |
| Accessories | 763 | 16.0% | 23.0% | 0.0% | 152 | 45.0% | -1.0% | 763 | 16.0% | 23.0% | 0.0% | 152 | 45.0% | -1.0% | 763 | 16.0% | 23.0% | 0.0% | 152 | 45.0% | -1.0% |
| Knitwear | 601 | 120.1% | 6.0% | 0.0% | 258 | 57.0% | 7.0% | 601 | 120.1% | 6.0% | 0.0% | 258 | 57.0% | 7.0% | 601 | 120.1% | 6.0% | 0.0% | 258 | 57.0% | 7.0% |
| Luggage | 252 | -40.4% | 50.0% | -2.0% | 12 | 51.0% | -11.0% | 252 | -40.4% | 50.0% | -2.0% | 12 | 51.0% | -11.0% | 252 | -40.4% | 50.0% | -2.0% | 12 | 51.0% | -11.0% |
| Hard | 92 | -89.2% | 54.0% | 1.0% | 136 | 66.0% | -12.0% | 92 | -89.2% | 54.0% | 1.0% | 136 | 66.0% | -12.0% | 92 | -89.2% | 54.0% | 1.0% | 136 | 66.0% | -12.0% |
| Travel Accessories | 349 | 101.7% | 49.0% | 1.0% | 620 | 41.0% | 3.0% | 349 | 101.7% | 49.0% | 1.0% | 620 | 41.0% | 3.0% | 349 | 101.7% | 49.0% | 1.0% | 620 | 41.0% | 3.0% |
| Soft | 197 | -70.1% | 45.0% | 1.0% | 378 | 60.0% | -11.0% | 197 | -70.1% | 45.0% | 1.0% | 378 | 60.0% | -11.0% | 197 | -70.1% | 45.0% | 1.0% | 378 | 60.0% | -11.0% |
| Total | 353 | -60.8% | 15.0% | 2.0% | 208 | 60.0% | 10.0% | 353 | -60.8% | 15.0% | 2.0% | 208 | 60.0% | 10.0% | 353 | -60.8% | 15.0% | 2.0% | 208 | 60.0% | 10.0% |

Inventory Weeks Cover



Inventory by Location



| Item Category Item | Inventory Quantity | Inventory Cost |
|---|--------------------|----------------|
| 1925-W - Conference Bundle 1-6 | 49 | 47,970 |
| 1929-W - Conference Bundle 1-8 | 8 | 1,296 |
| Assorted Tables | 114 | 38,533 |
| 1030 - Arne Chair | -5 | 800 |
| 1896-S - ATHENS Desk | 27 | 14,099 |
| 1920-S - ANTWERP Conference Table | 23 | 7,586 |
| 1906-S - ATHENS Mobile Pedestal | 69 | 16,047 |
| Decorative | 4 | -604 |
| F-1004 - Foiled Base Plant Pot | -11 | -66 |
| F-1008 - Cuddles in the Kitchen Neon Sign | -7 | -714 |
| F-1005 - Calina Glass Vase | 22 | 176 |
| Headphones | 300 | 16,725 |
| T-1009 - Beats Solo 3 Wireless Headphones | -1 | -78 |
| T-1003 - Bose QuietComfort 45 Wireless Noise Cancelling | -3 | -441 |
| T-1002 - SONY WF-1000XM4 Noise-Cancelling Earbuds | 12 | 762 |
| T-1004 - Jabra Elite 3 Wireless Bluetooth | 1 | 26 |
| T-1006 - Bose QuietComfort Noise Cancelling Earbuds | 25 | 1,604 |
| T-1005 - Sony LinkBuds Wireless Bluetooth Earbuds | 81 | 3,969 |
| T-1001 - SAMSUNG Galaxy Buds Live | 100 | 2,900 |
| T-1007 - Apple AirPods 3rd Gen | 47 | 4,183 |
| T-1008 - Apple AirPods Pro | 38 | 3,800 |
| Miscellaneous | 51 | 13,003 |
| MF100010 - TROLLEY DOUBLE DOOR | 1 | 0 |
| 1996-S - ATLANTA Whiteboard, base | 17 | 12,021 |
| 1928-S - AMSTERDAM Lamp | 33 | 981 |
| Total | 1,380 | 212,508 |

| Inventory Position | |
|--------------------|----------------|
| Inventory Quantity | Inventory Cost |
| 49 | 47,970 |
| 8 | 1,296 |
| 114 | 38,533 |
| -5 | 800 |
| 27 | 14,099 |
| 23 | 7,586 |
| 69 | 16,047 |
| 4 | -604 |
| -11 | -66 |
| -7 | -714 |
| 22 | 176 |
| 300 | 16,725 |
| -1 | -78 |
| -3 | -441 |
| 12 | 762 |
| 1 | 26 |
| 25 | 1,604 |
| 81 | 3,969 |
| 100 | 2,900 |
| 47 | 4,183 |
| 38 | 3,800 |
| 51 | 13,003 |
| 1 | 0 |
| 17 | 12,021 |
| 33 | 981 |
| 1,380 | 212,508 |

| Inventory Cover | | |
|------------------------------|---------------------------------|-------------------------|
| Sales - 12 Wk Total Quantity | Sales - Weekly Average Quantity | Inventory Cover (Weeks) |
| 11.00 | 0.92 | 53.5 |
| 1.00 | 0.08 | 96.0 |
| 40.00 | 3.33 | |
| 8.00 | 0.67 | -7.5 |
| 13.00 | 1.08 | 24.9 |
| 8.00 | 0.67 | 34.5 |
| 11.00 | 0.92 | 75.3 |
| 32.00 | 2.67 | |
| 11.00 | 0.92 | -12.0 |
| 15.00 | 1.25 | -5.6 |
| 6.00 | 0.50 | 44.0 |
| 73.00 | 6.08 | |
| 2.00 | 0.17 | -6.0 |
| 17.00 | 1.42 | -2.1 |
| 16.00 | 1.33 | 0.8 |
| 6.00 | 0.50 | 50.0 |
| 13.00 | 1.08 | 74.8 |
| 13.00 | 1.08 | 92.3 |
| 4.00 | 0.33 | 141.0 |
| 2.00 | 0.17 | 228.0 |
| 22.00 | 1.83 | |
| 15.00 | 1.25 | 13.6 |
| 7.00 | 0.58 | 56.6 |
| 383.00 | 31.92 | |

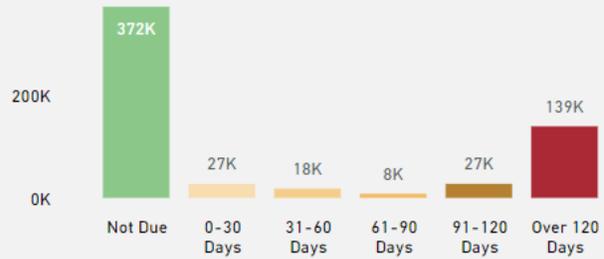
219,820
Balance Overdue

34
Overdue Customers

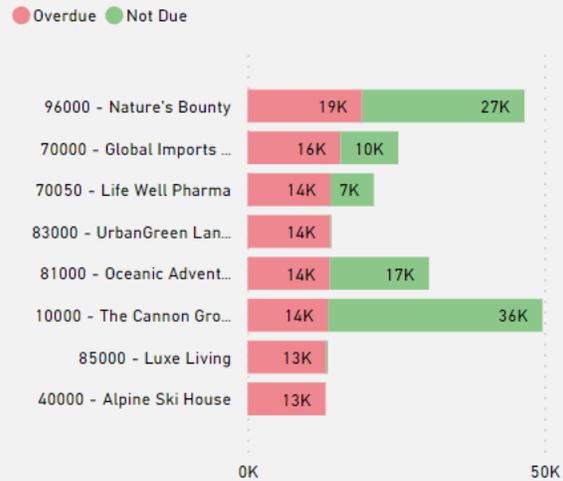
37.2%
Balance Overdue %

54.8%
Overdue Customers %

Ageing Profile



Balance by Customer



**Values displayed are in LCY

| Customer | Balance | Not Due | Overdue | Overdue % | 0-30 Days | 31-60 Days | 61-90 Days | 91-120 Days | >120 Days |
|----------------------------------|----------------|----------------|----------------|--------------|---------------|---------------|--------------|---------------|----------------|
| 96000 - Nature's Bounty | 46,660 | 27,381 | 19,279 | 41.3% | | | | 19,279 | |
| 70000 - Global Imports Ltd | 25,399 | 9,743 | 15,656 | 61.6% | | | | | 15,656 |
| 70050 - Life Well Pharma | 21,281 | 7,300 | 13,981 | 65.7% | | | | | 13,981 |
| 83000 - UrbanGreen Landscapes | 14,149 | 198 | 13,951 | 98.6% | | | | | 13,951 |
| 81000 - Oceanic Adventures | 30,579 | 16,698 | 13,881 | 45.4% | | | 134 | | 13,746 |
| 10000 - The Cannon Group | 49,696 | 36,108 | 13,588 | 27.3% | | | | -24 | 13,612 |
| 85000 - Luxe Living | 13,538 | 284 | 13,253 | 97.9% | 5,729 | | 2,668 | | 4,856 |
| 40000 - Alpine Ski House | 13,159 | | 13,159 | 100.0% | | | | | 13,159 |
| 73000 - SolarTech Solutions | 12,766 | 998 | 11,768 | 92.2% | 11,768 | | | | |
| 50000 - Harmony Home Furnishings | 13,206 | 3,539 | 9,667 | 73.2% | | | | | 9,667 |
| 67050 - BlueSky Airlines | 10,932 | 1,725 | 9,207 | 84.2% | | 9,207 | | | |
| 87000 - Precision Auto Care | 7,884 | | 7,884 | 100.0% | 4,399 | | | | 3,486 |
| 73050 - Green Vista Landscapes | 17,542 | 10,861 | 6,681 | 38.1% | | | | | 6,681 |
| 92000 - Eco Eats | 37,304 | 31,101 | 6,203 | 16.6% | | 5,349 | | | 854 |
| 69050 - Innovate Hub | 9,257 | 3,310 | 5,947 | 64.2% | | | | 5,947 | |
| 72000 - Gourmet Delights Ltd | 14,971 | 9,567 | 5,404 | 36.1% | 5,289 | | | | 115 |
| 80000 - PharmaCure Ltd | 19,994 | 15,526 | 4,468 | 22.3% | | | | | 4,468 |
| C00050 - John Smith | 7,883 | 3,564 | 4,319 | 54.8% | | | | | 4,319 |
| 65000 - Tech Innovators Ltd | 5,549 | 1,267 | 4,282 | 77.2% | | | | | 4,282 |
| 95000 - TechTrek Solutions | 3,423 | | 3,423 | 100.0% | | 3,423 | | | |
| 93000 - SkyRise Architects | 3,254 | | 3,254 | 100.0% | | | | | 3,254 |
| 86000 - WellBeing Wellness | 3,173 | | 3,173 | 100.0% | | | | | 3,173 |
| 99000 - AeroTech Solutions | 8,728 | 5,565 | 3,163 | 36.2% | | | 2,485 | | 679 |
| 64050 - Nature's Echo | 6,979 | 3,927 | 3,052 | 43.7% | | | | | 3,052 |
| Total | 591,457 | 371,637 | 219,820 | 37.2% | 27,184 | 17,979 | 8,175 | 27,364 | 139,119 |

320,411
Production Recorded

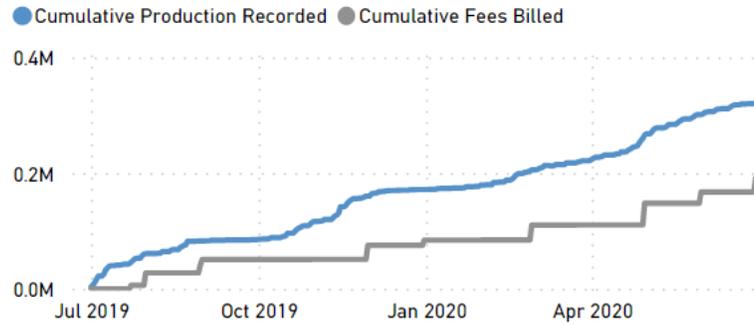
0
Production Recorded Unbilled

364,881
Production Written to Bills

191,829
Fees Billed

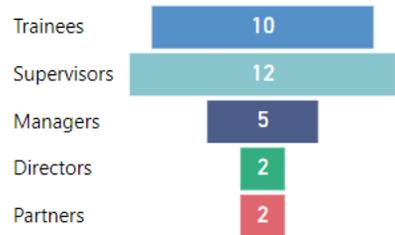
53%
Recovery

Cumulative Production Recorded and Fees Billed

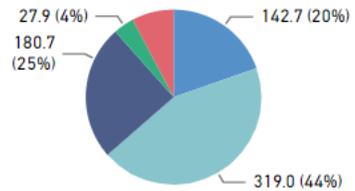


Number of Staff Involved

31

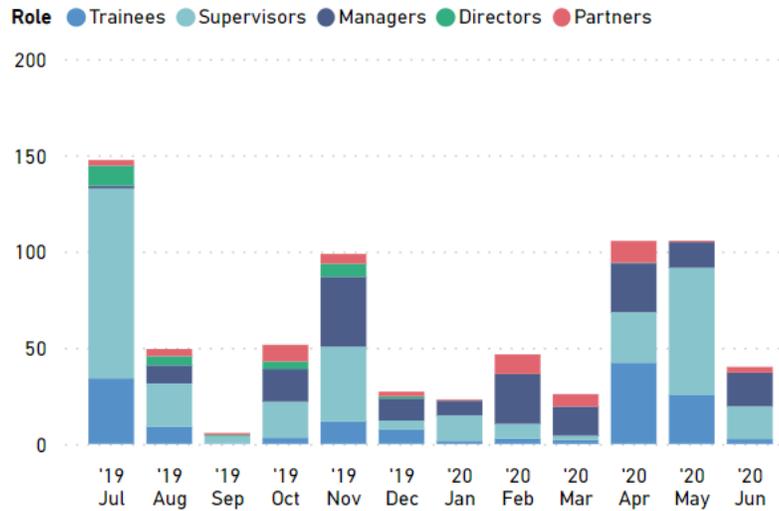


Chargeable Hours Recorded



Chargeable Hours Recorded in Period by:

Role Employee



?

| Parent Name - Code | Production Recorded | Production Recorded Unbilled | Production Written to Bills | Fees Billed | Recovery |
|--------------------|---------------------|------------------------------|-----------------------------|----------------|------------|
| Parent Client 539 | 320,411 | | 364,881 | 191,829 | 53% |
| Total | 320,411 | | 364,881 | 191,829 | 53% |

?

| Staff Department | Production Recorded | Production Recorded Unbilled | Production Written to Bills | Fees Billed | Recovery |
|------------------|---------------------|------------------------------|-----------------------------|----------------|------------|
| Dept A | 233,373 | | 97,738 | 27,334 | 28% |
| Dept D | 84,035 | | 46,838 | 5,019 | 11% |
| Managers | 57,723 | | 30,460 | 867 | 3% |
| Partners | 21,922 | | 13,285 | 626 | 5% |
| Supervisors | 2,676 | | 1,987 | 3,345 | 168% |
| Trainees | 1,128 | | 855 | 0 | 0% |
| Directors | 587 | | 251 | 181 | 72% |
| Dept C | 3,002 | | -2,822 | 348 | -12% |
| Other | | | 223,127 | 159,128 | 71% |
| Total | 320,411 | | 364,881 | 191,829 | 53% |



Business Analytics

12

Business
Analytics



Power BI

- Dynamic, interactive visualisation
- Actionable analytics
- The right tool for all needs?



Business Analytics

Microsoft Fabric



Data
Factory



Synapse Data
Engineering



Synapse Data
Science



Synapse Data
Warehouse



Synapse Real
Time Analytics



Power BI



Data
Activator



OneLake

UNIFIED

Product experience | Compute and storage | Governance and security | Business model



 **Microsoft Fabric**

 **15:30**

 **Conference Theatre**

12

**Business
Analytics**



**Getting
Goods In**



**Receiving
Goods**



**Getting
Goods Out**



**Getting
Money In**



**Paying
Suppliers**



**Reviewing
Performance**



**Business
Analytics**

That was our day in a life...



What we said we believed



BC
Online



D365
Sales



Product



Mods



AI is
the Future

Good enough

Minimum Viable Product



Thank you

Ian and the gang

