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Business Central – Credit and Debt Management

A Client Journey

Alison Porter and Andre Verster

The story so far…

Andre’s company has used Business Central as their main ERP for several years.

Before that, the company used Dynamics NAV.

The users are familiar with the software, but Andre suspects they are not using it to its full potential.

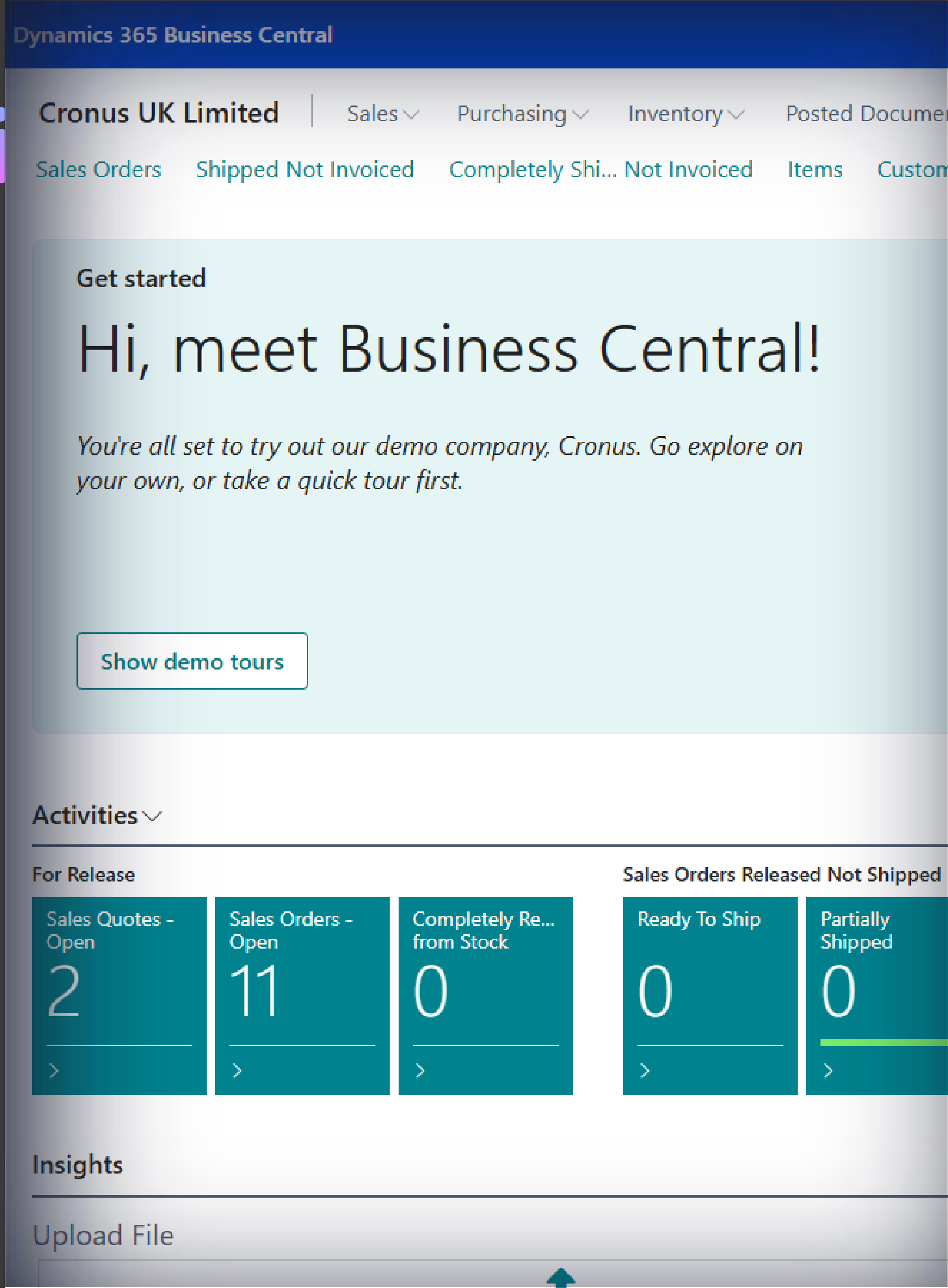
It does the job – the business can operate – orders are successfully dispatched - the accounts balance at the end of the month – ….

But surely, there must be more to BC than this……

Welcome to the latest busi challenge

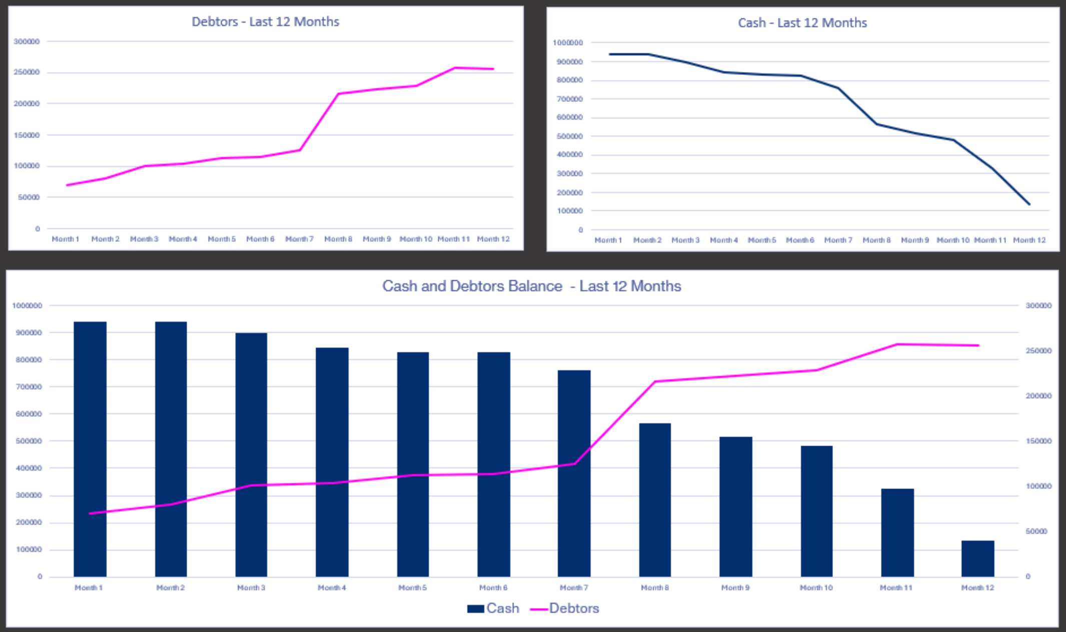
Andre has reviewed the latest Excel Reports from Business Central.

Whilst the reports look great, they paint a not-so-great picture about his Cash at Hand and Debtors position…



Excel Report Layouts

Cash Analysis



Analysing the Data

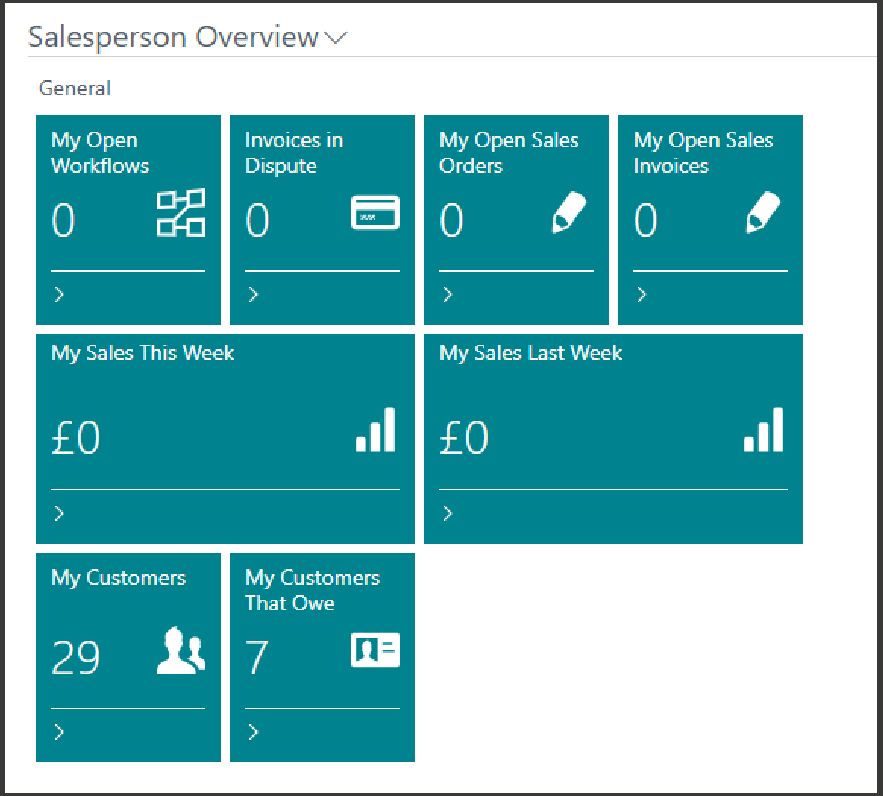
- Use Analysis Mode to understand your data
- Use copilot to help create your views
- Save views for faster access next time
- Set Pivot Mode for deeper insight
- Share views with your colleagues on teams

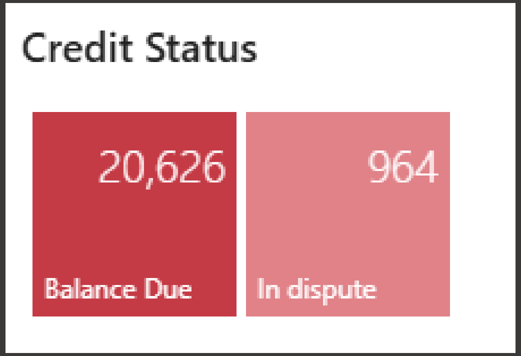
Getting back control

Implementation of nHanced Workflow for Sales Orders where customers have an overdue balance

Implementation of Power Automate Flows for Customer Over Credit Limit Notifications

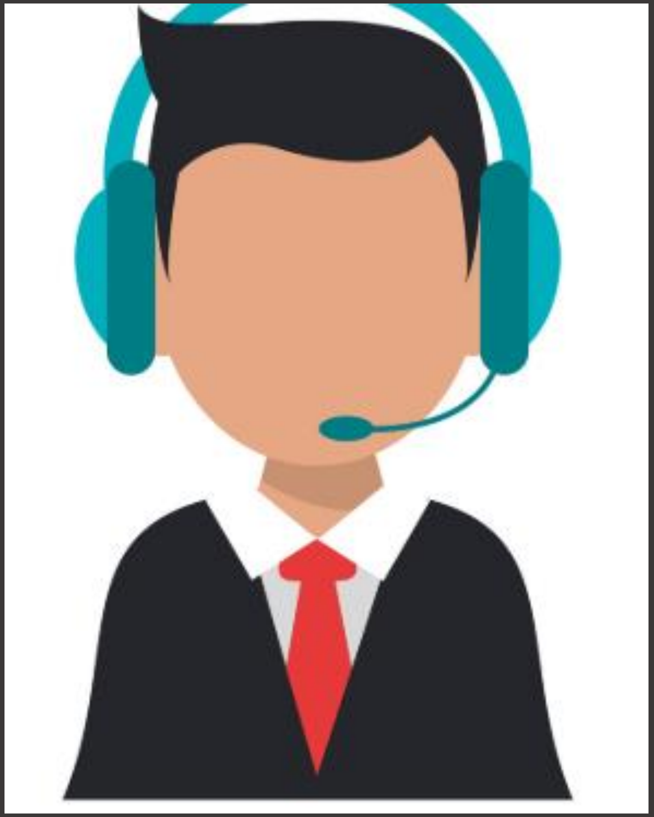
Empowering users with Information





- Creation of attached Panels
- Assignment of Panels to Users
- Giving clear visibility of customer credit status

Increasing communication



Start sending monthly statements to Customers

- Provide clear and professional documents that are easy to follow
- Ensure customers have full visibility of money owed

Debt Recovery

- Reminder Setup
- Late Payment Fee Introduction
- Automation and Document Sending
- Attach Overdue Invoices

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Steps to improving Cash Balance and Reducing Debtors

Reporting and Analysis

Finance Reports

Excel Layouts

01

Dive into Data

Analysis Mode

Co-Pilot

02

Controlling Risk

Workflow Approvals

Teams Notifications

03

BC and nH Tools

Edit in Excel

Attached Panels

04

Communication

Statements

Email Bodies

05

Debt Recovery

Reminders

Process Automation

Late Fees

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Now, can we look at my Inventory, COGS, and GRNI reconciliation....

Thank you for your time

Please reach out if you have questions or want to discuss any of the content with us…

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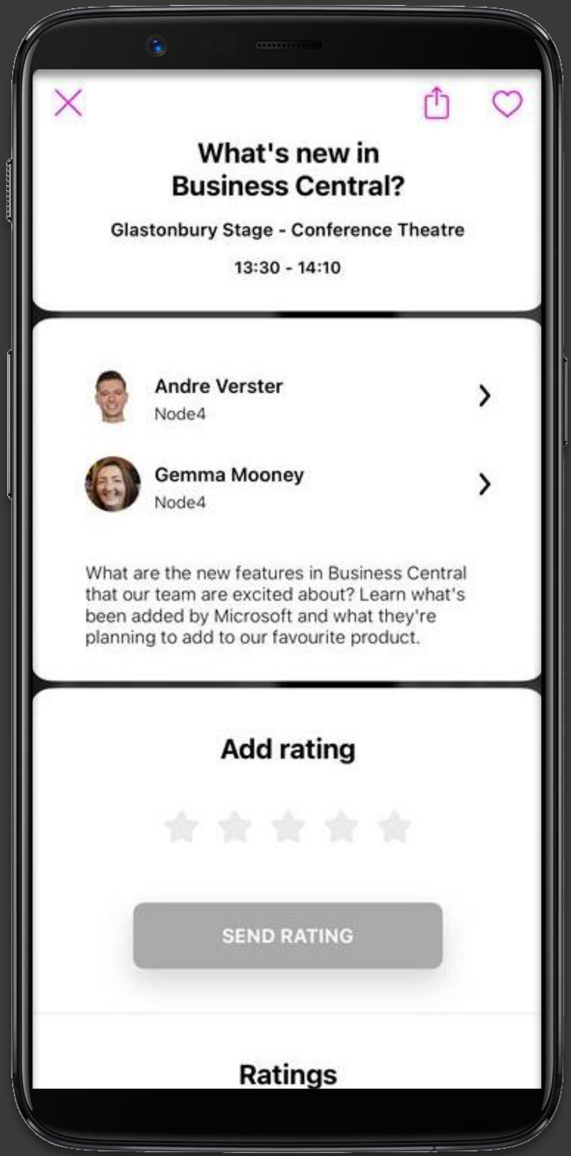
Andre Verster - a.verster@node4.co.uk

Please rate all sessions

let us know how we did



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