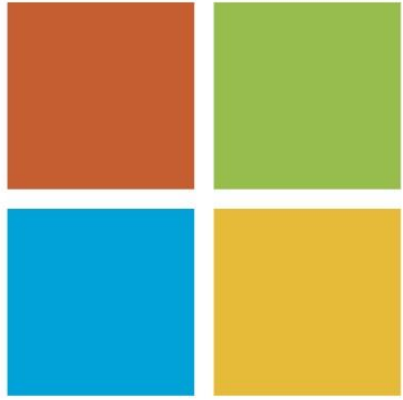


What's new








Microsoft



General


 Visual refresh

 Grid improvements

 Automated Dual write deployment

 Improved virtual table performance

 Dataverse + F&O API integration (ODOP / UNO)

 Enable support for asynchronous operation in dual-write functionality

One Developer

Developer develops the software

One Admin

Admin installs & configures the developed software

One User

User uses the software

One Insights

Analysts predict the data & usage patterns

ODOP

Key Principles



Be opportunistic; don't rewrite.



Take a crawl, walk, run approach.



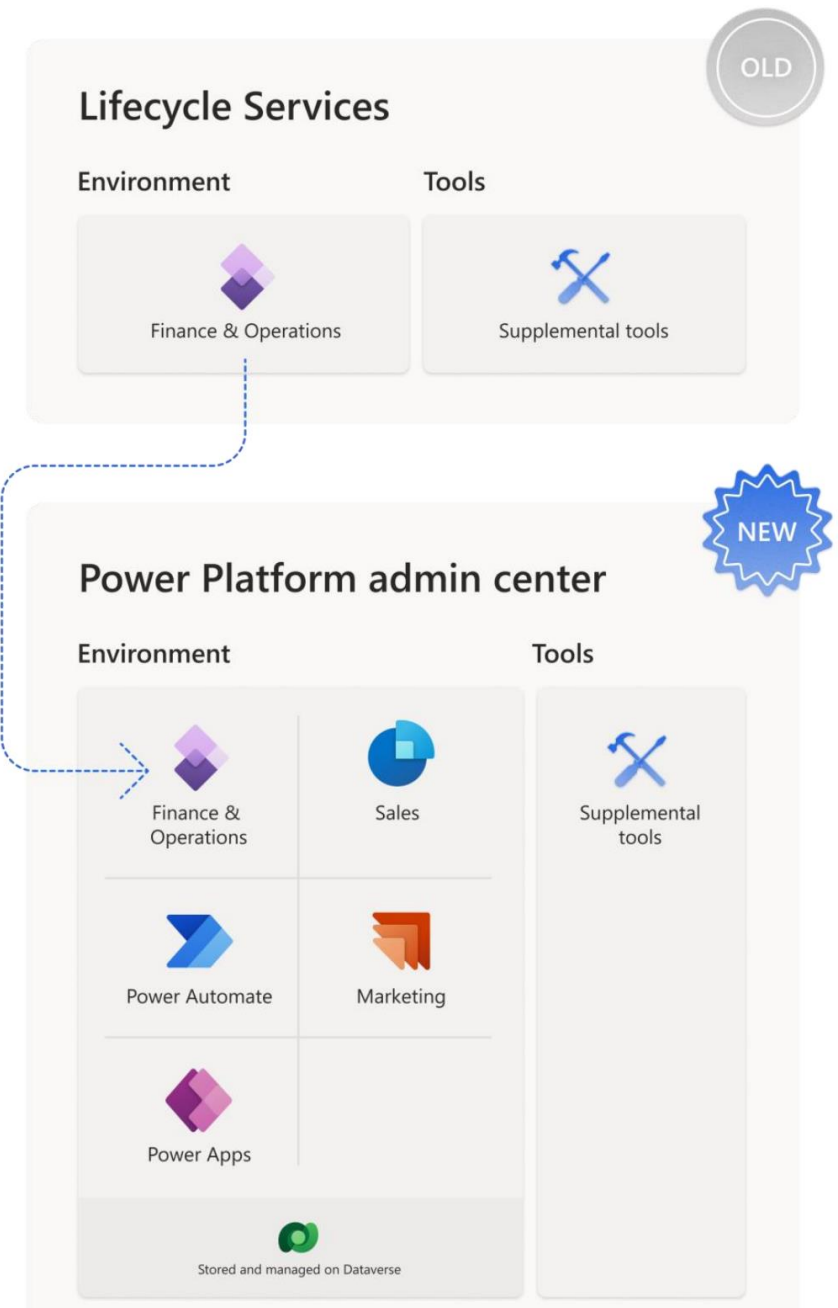
New work should align with Power Platform.



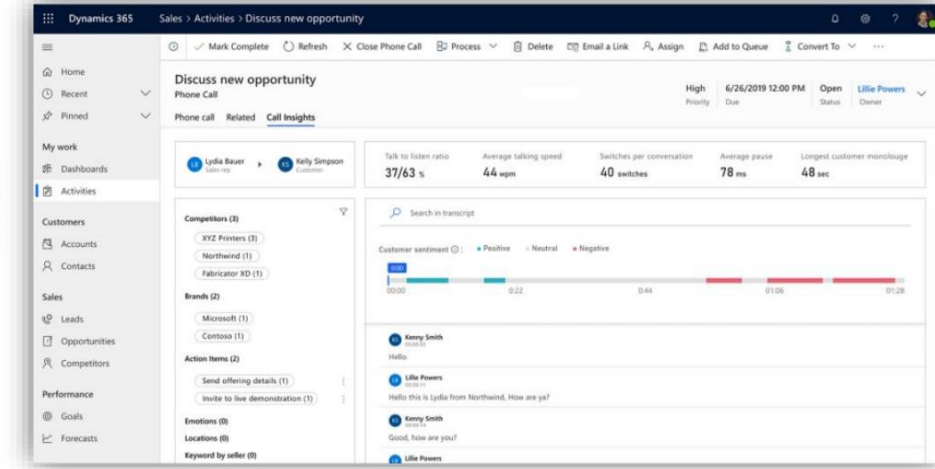
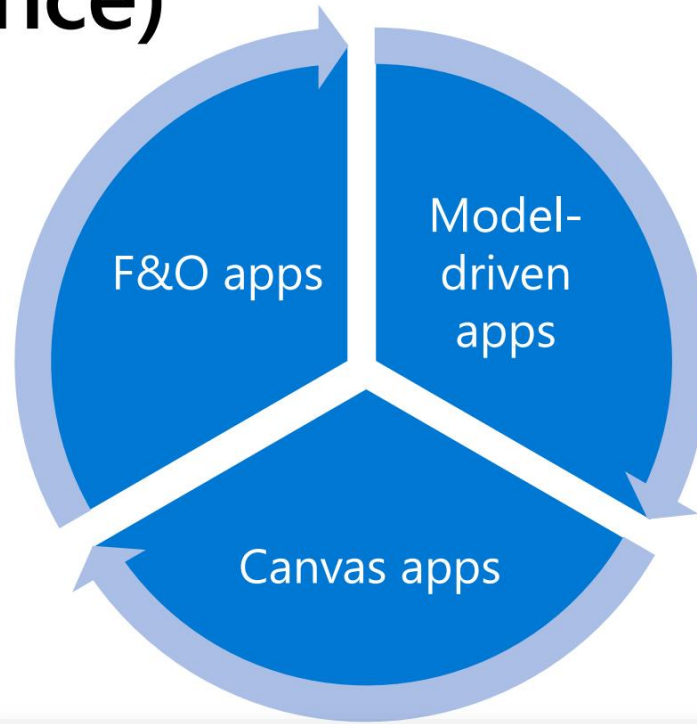
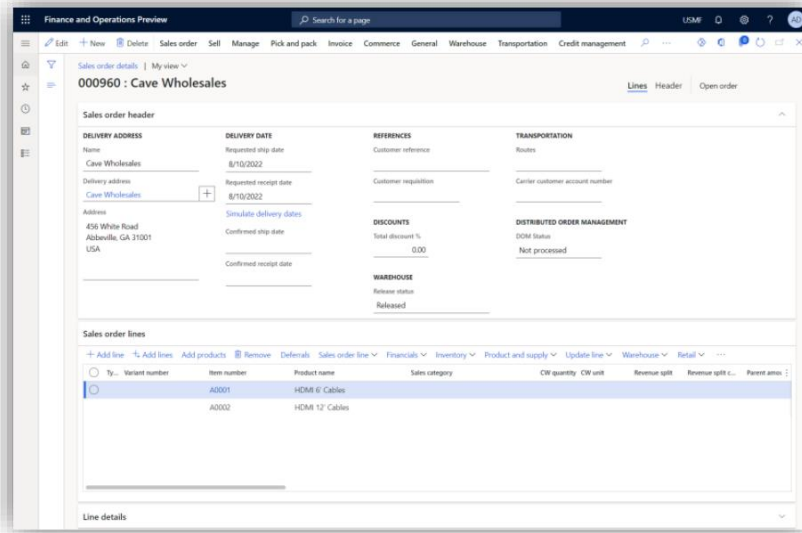
X++ continues to be supported as before

One Admin

- F&O som en del av et miljø
- New stack with Dataverse
- Samme Copy/Backup/Restore
- Tilgjengelig i PPAC og PP API

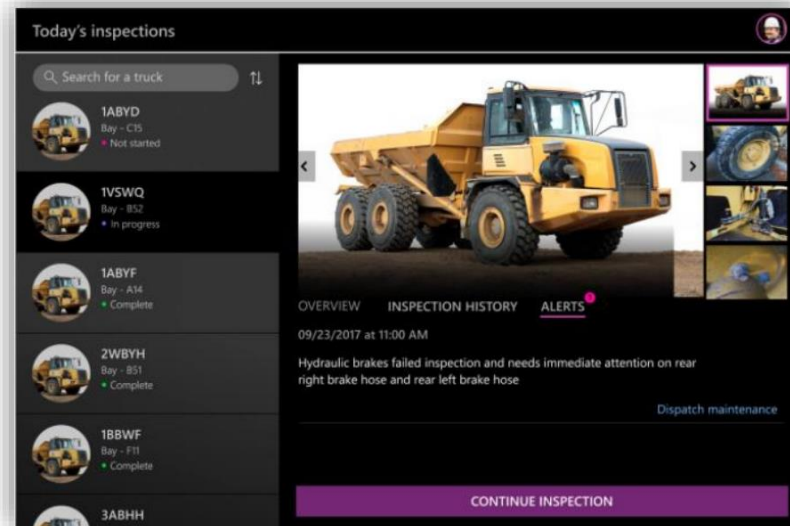


One User (Experience)



Aims

1. Mix and match assets
2. Consistent user experience

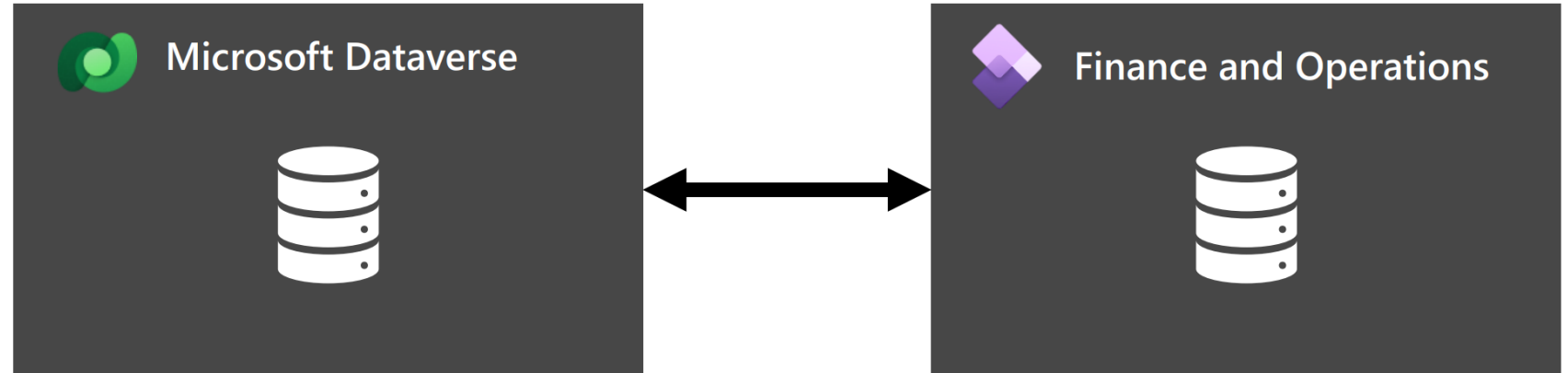


Connecting data

<https://aka.ms/ConfigureDataverseVirtualTables>

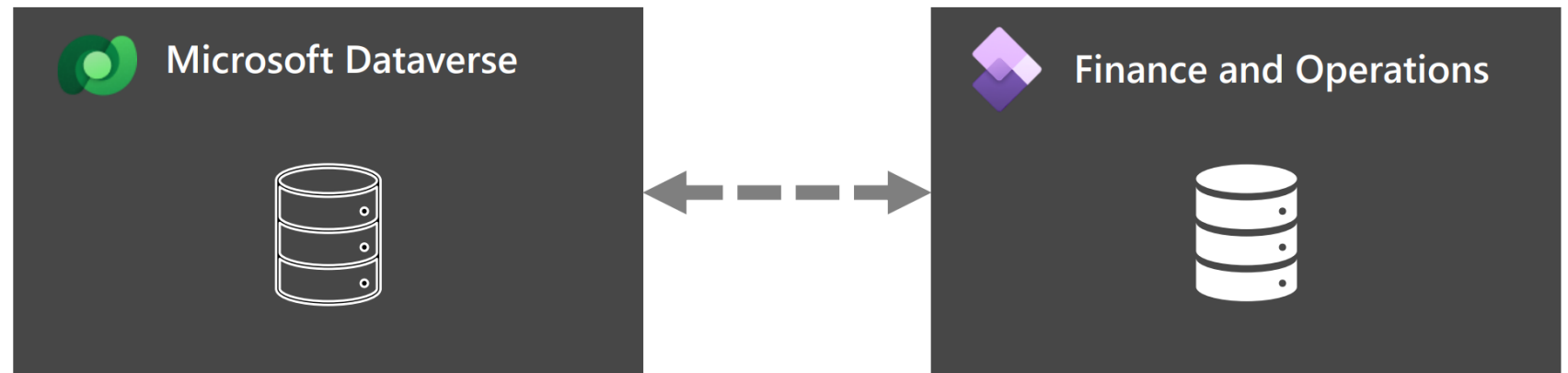
Dual-write

- Tightly-coupled, real-time, bi-directional sync
- Data physically resides in both databases



Virtual tables

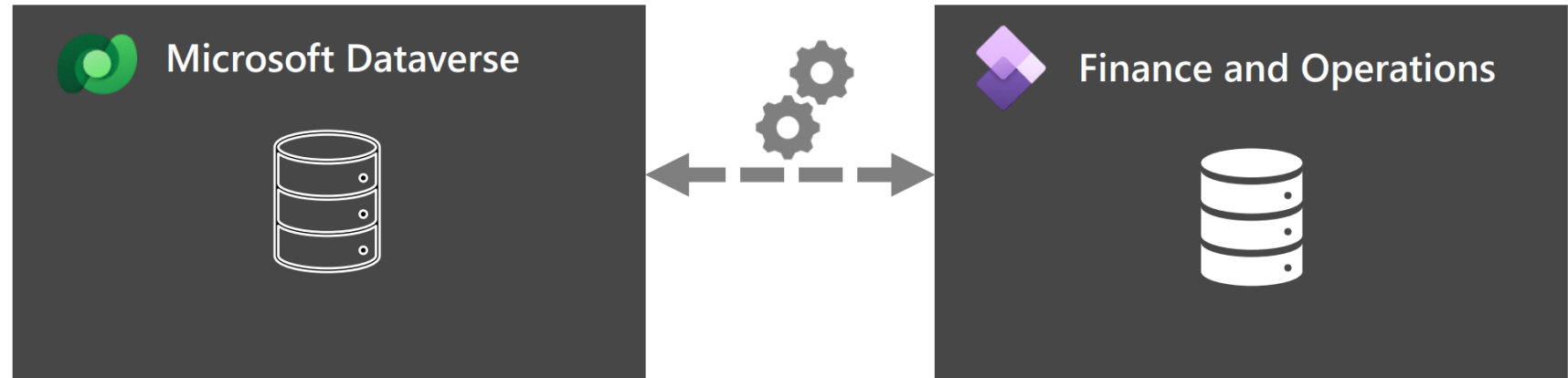
- Enables CRUD operations from Power Platform against Finance and Operations entities
- Data exposed virtually



Connecting business logic

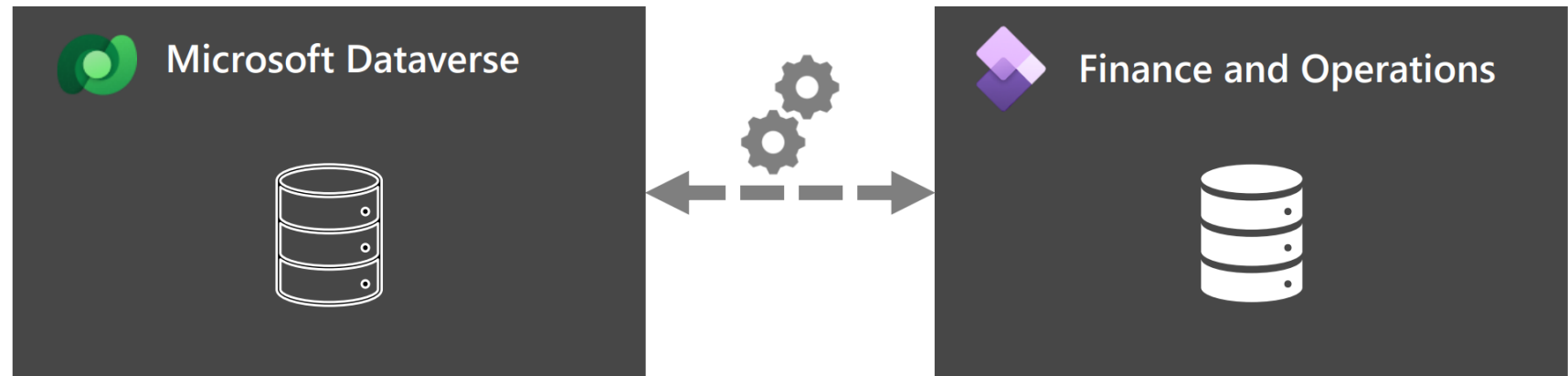
Data Events

- Enabled via create, update, and delete operations on native tables
- Enabled via oncreated, onupdated, and ondeleted operations for virtual tables (external systems)



Business Events

- Enabled via custom API for external systems for unbound actions
- Enabled via custom process actions for unbound actions

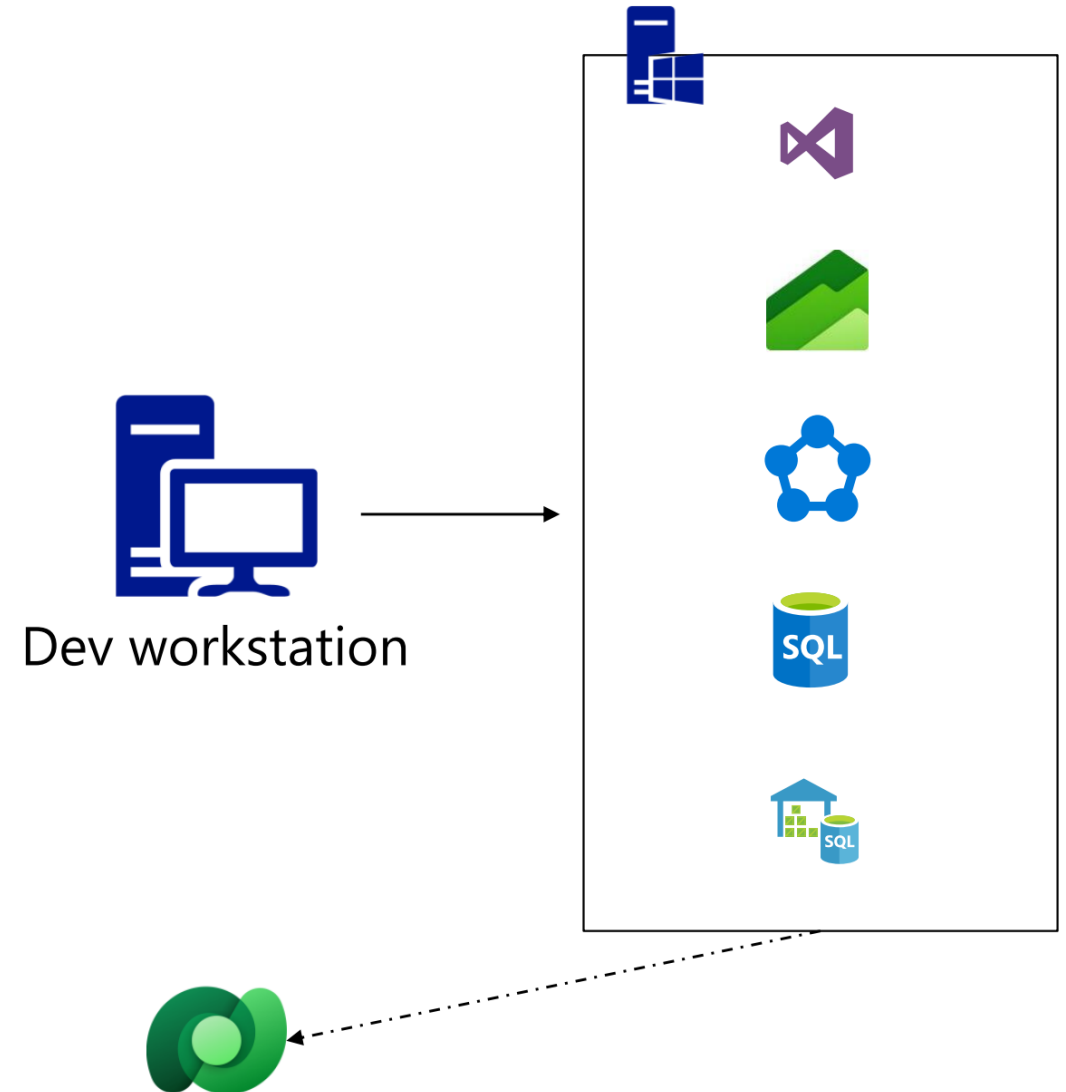


Built-in harmonized concepts for your cross-app scenarios

1. Legal Entity concept in Dataverse
2. Integrated customer master
3. Integrated vendor master
4. Awareness to organization hierarchy
5. Access to customer loyalty cards and reward points
6. Unified product master
7. Integrated sites and warehouses
8. Access to finance and tax reference data
9. Integrated Quote to cash flow
10. Integrated procurement to pay flow
11. Sync on-demand with supply chain price engine
12. Sync on-demand with commerce price engine
13. On-hand inventory and ATP dates
14. Integrated in-house assets for field servicing
15. Integrated worker, job and position
16. Party and global address book in Dataverse
17. Notes integration

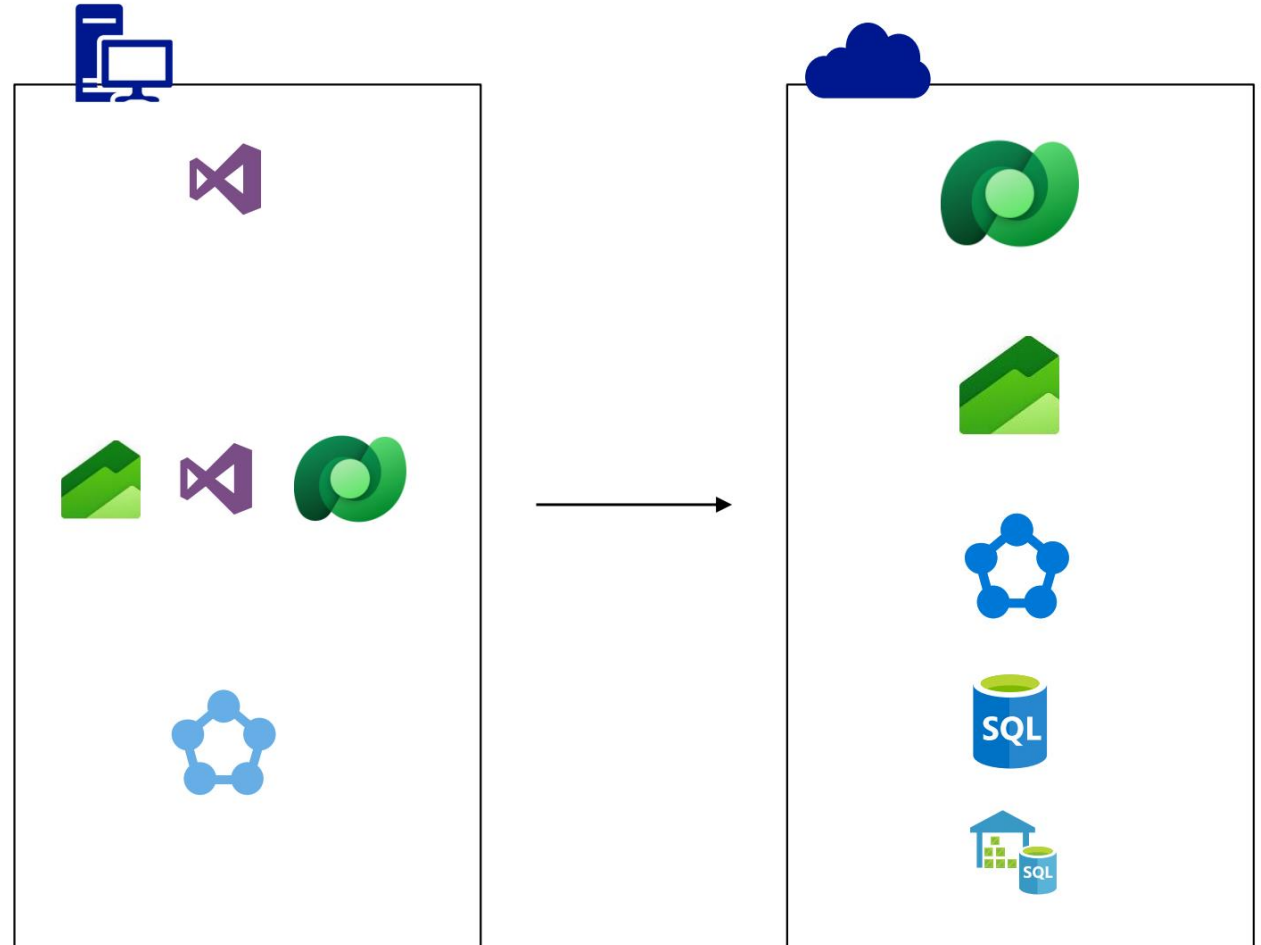
F&O Development, today

- Everything is local
- Requires Windows Server
- (VHD) Needs to operate as Administrator
- Uses a different runtime (IIS) than prod (Service Fabric)



Online F&O Development

- Dataverse/Power Platform/CE connected and preconfigured (Dual Write, Virtual Entities, Business Events...)
- Dev environments are provisioned from PPAC
- Runs on the same Service Fabric infrastructure as prod
- Additional option to VHD/CHE: you can run the tools on your own machine!



Synapse Link for Dataverse gets better

- Includes F&O Entities (in private preview)
- Includes F&O Tables (future)
- Integrated with Synapse Analytics to query data using SQL and Spark
- Faster query performance with parquet and delta lake support
- Reduced file sizes in the lake – reduces Synapse query costs** & storage costs
- Support for storage accounts with restricted access (in private preview)



Query	Data processed size**	Query response times (Sec)
Single row select, one table (7m rows)	CSV: 8.13 GB	CSV: 29
	Parquet: 307 MB	Parquet: 3
Multi-row select, one table (24m rows)	CSV: 23.68 GB	CSV: 410
	Parquet: 5 GB	Parquet: 24
Multi-row select, 2 table join (24m rows x 7m rows)	CSV: 31.81 GB	CSV: 68
	Parquet 1.42 GB	Parquet: 6

** Synapse query costs are based on data scanned (\$5/TB). Parquet format not only compresses the data, but also eliminates scanning data partitions not relevant for the query. This results in faster query response and lower costs

Finance



Archiving



Financial Tags



Vendor Invoice Capture



Business Performance Analytics

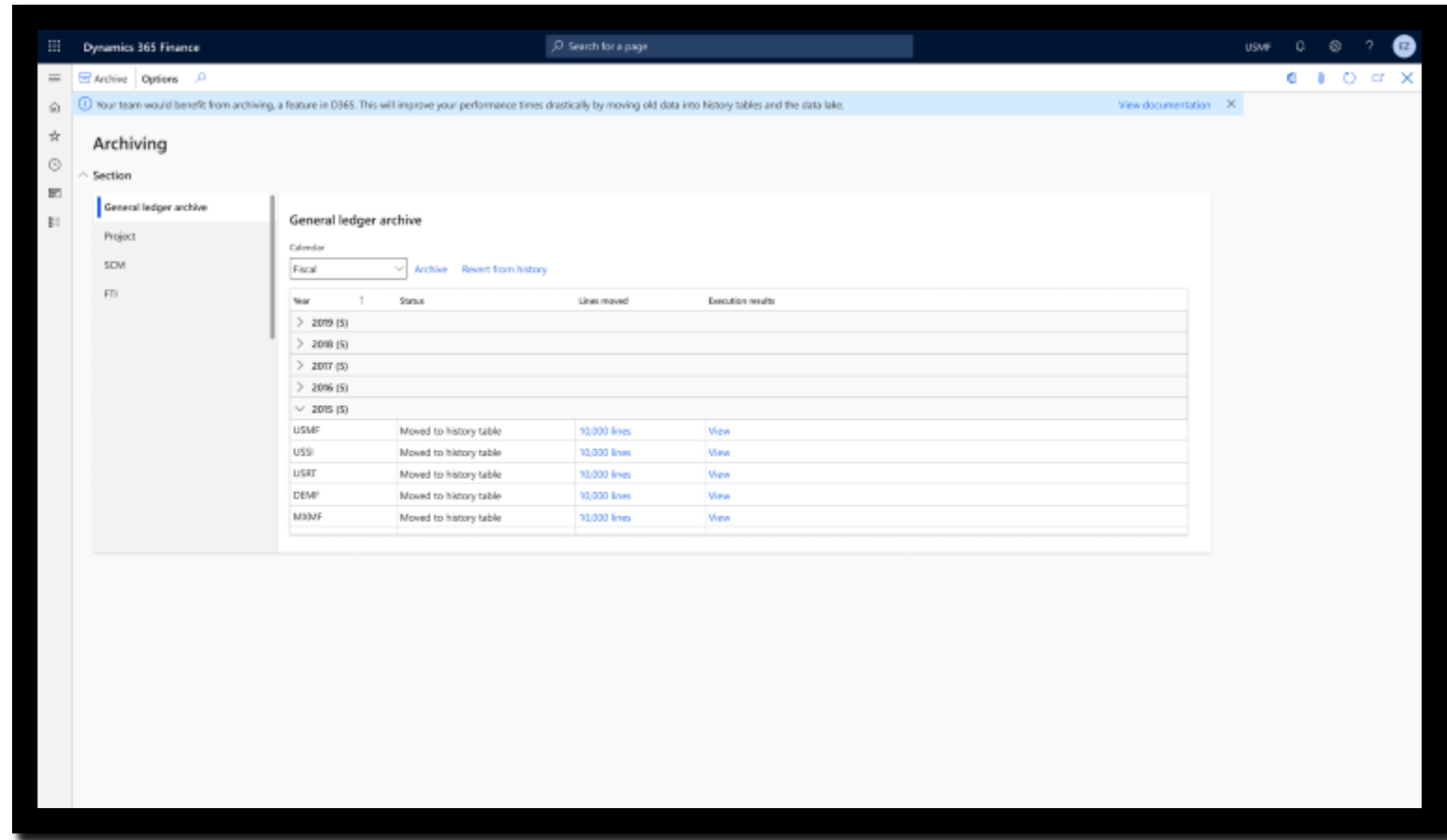


New Mobile experience for T&E with Intelligent receipt capture



Summarize Vendor/Customer payments to subledger (One Voucher)

Archiving



The screenshot shows the Dynamics 365 Finance 'Archiving' page. At the top, there is a notification: 'Your team would benefit from archiving, a feature in D365. This will improve your performance times drastically by moving old data into history tables and the data lake. View documentation'. The main heading is 'Archiving', with a sub-section 'General ledger archive'. On the left, a sidebar lists 'Project', 'SCM', and 'FTI'. The main content area shows a 'Calendar' dropdown set to 'Fiscal' with 'Archive' and 'Revert from history' buttons. Below this is a table with columns: 'Year', 'Status', 'Lines moved', and 'Execution results'. The table lists data for years 2019 through 2015, with 2015 expanded to show specific ledger types.

Year	Status	Lines moved	Execution results
> 2019 (5)			
> 2018 (5)			
> 2017 (5)			
> 2016 (5)			
∨ 2015 (5)			
USMF	Moved to history table	10,000 lines	View
USSI	Moved to history table	10,000 lines	View
USRT	Moved to history table	10,000 lines	View
DEMF	Moved to history table	10,000 lines	View
MXMF	Moved to history table	10,000 lines	View

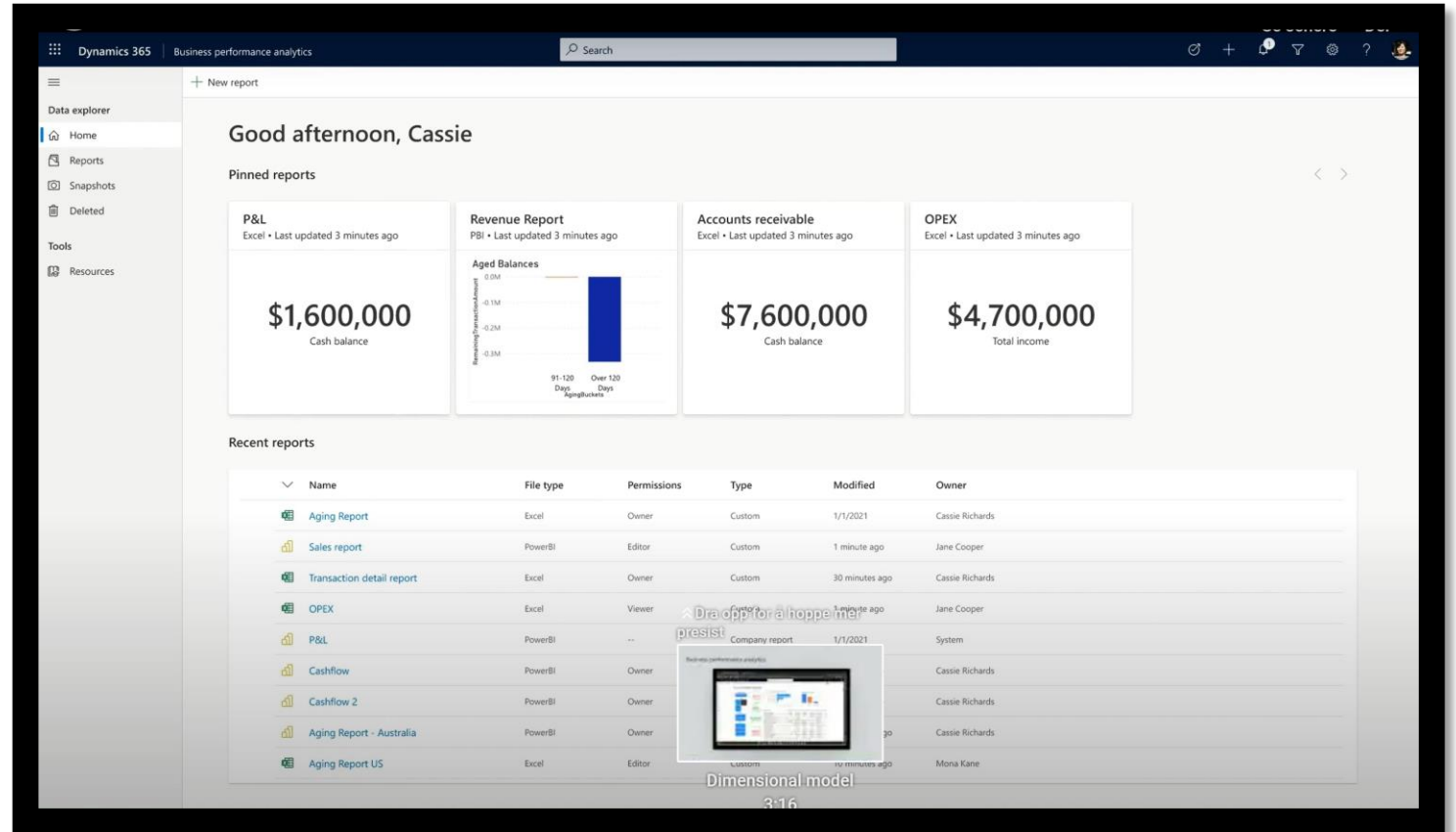
Finance tags

Functionality	Financial dimensions	Financial tags
Account structures	Dimensions must be included in an account structure before they can be used in a legal entity. The account structure determines the dimensions that are required for the main account and the valid combinations.	Tags aren't part of the account structure.
Validation	Dimension values on the ledger account are validated against the account structures to determine whether the dimension values are active, the dimension combinations are valid, and the values exist.	Tag values aren't validated during transaction entry or posting. Any value can be entered, even if the tag is defined as a tag of the List or Custom list type. A value doesn't have to be selected in the list. There's no way to require a tag value.
Defaulting	Default dimension values are entered from master data, such as customers, vendors, products, or projects. They're also entered from the header of a document to the lines. For journals, they're entered from the journal header to the account, and from the account to the offset account.	Default tag values aren't entered from master data. However, they're entered from the header of a document to the lines. For journals, they're entered from the journal header to the account, and from the account to the offset account.
Reporting	Dimension values can be used for reporting in multiple ways. Dimensions can be included in a dimension set, which is used to calculate totals for the ledger account. Dimension values can also be viewed on each detailed transaction. The segments can be parsed out, and then used to sort and filter the detailed transactions.	Tag values aren't included in dimension sets. In Microsoft Dynamics 365 Finance, you can't generate a trial balance to view balances for tag values. When you drill down from the balances on the trial balance, tag values are shown on each detailed transaction. The tag values are in separate columns. Therefore, it's easy to sort and filter on transactions in the Voucher transactions or Transactions for main account inquiry. The detailed transactions can be exported to Excel or Power BI.
Impact on General ledger processes	Although dimensions are considered unlimited, the more dimensions that are created and used in a dimension set, the slower transaction entry, import, and processes will become.	Because tags have no structure or validation, there's minimal impact when they're used on transactions or imported via an entity.
Non-reusable values	Dimensions should never be used to track non-reusable values, such as document numbers or reference numbers. This type of data will cause your chart of accounts to explode, because of the uniqueness of so many ledger accounts. Therefore, performance will be negatively affected, especially around the year-end close and during foreign currency revaluation and consolidations.	Tags should be used to track non-reusable values, such as document numbers or reference numbers.
Ability to activate or deactivate	New financial dimensions can be activated, but the system must be in maintenance mode. Financial dimensions can't be deactivated. Instead, they can be removed from an account structure, so that they're no longer used by any legal entities that use that account structure.	Tags can be activated or deactivated at any time.
Ability to delete	Dimensions can't be deleted if they're referenced anywhere, such as on a posted transaction. If the dimension references an entity, the entity and entity values can't be deleted. This restriction helps maintain referential integrity.	Tags can't be deleted. This restriction helps maintain the tag values that have been entered on posted transactions. However, tags can be deactivated at any time. If a tag references an entity for a list, no reference to that entity is maintained. For example, if the tag is mapped to the Customer name entity, customers can be deleted, because the tag values hold no reference to the customer. In addition, if a customer name is changed, the customer name isn't updated in the tag values.
Ability to edit after posting	Dimension values can't be edited on posted transactions, because any change to the ledger account will directly affect financial statements.	Tag values are used only for internal analysis and processing. Therefore, they can be added, removed, or edited on posted transactions by using the Allow edits to internal data on general ledger vouchers feature. An audit trail is maintained for all edits that are made to the tag values after posting.
Global or legal entity specific?	Dimensions are set up globally, and they are "assigned" to each legal entity through the account structures. Dimensions also have legal entity overrides, so that the same dimension can be active in one legal entity but inactive in another legal entity.	Tags are set up at the legal entity level. They can be shared by using the Shared data feature. The tags and custom tag values can be copied to each legal entity by using the data management entities.

New Travel & expense application



Business Performance Analytics



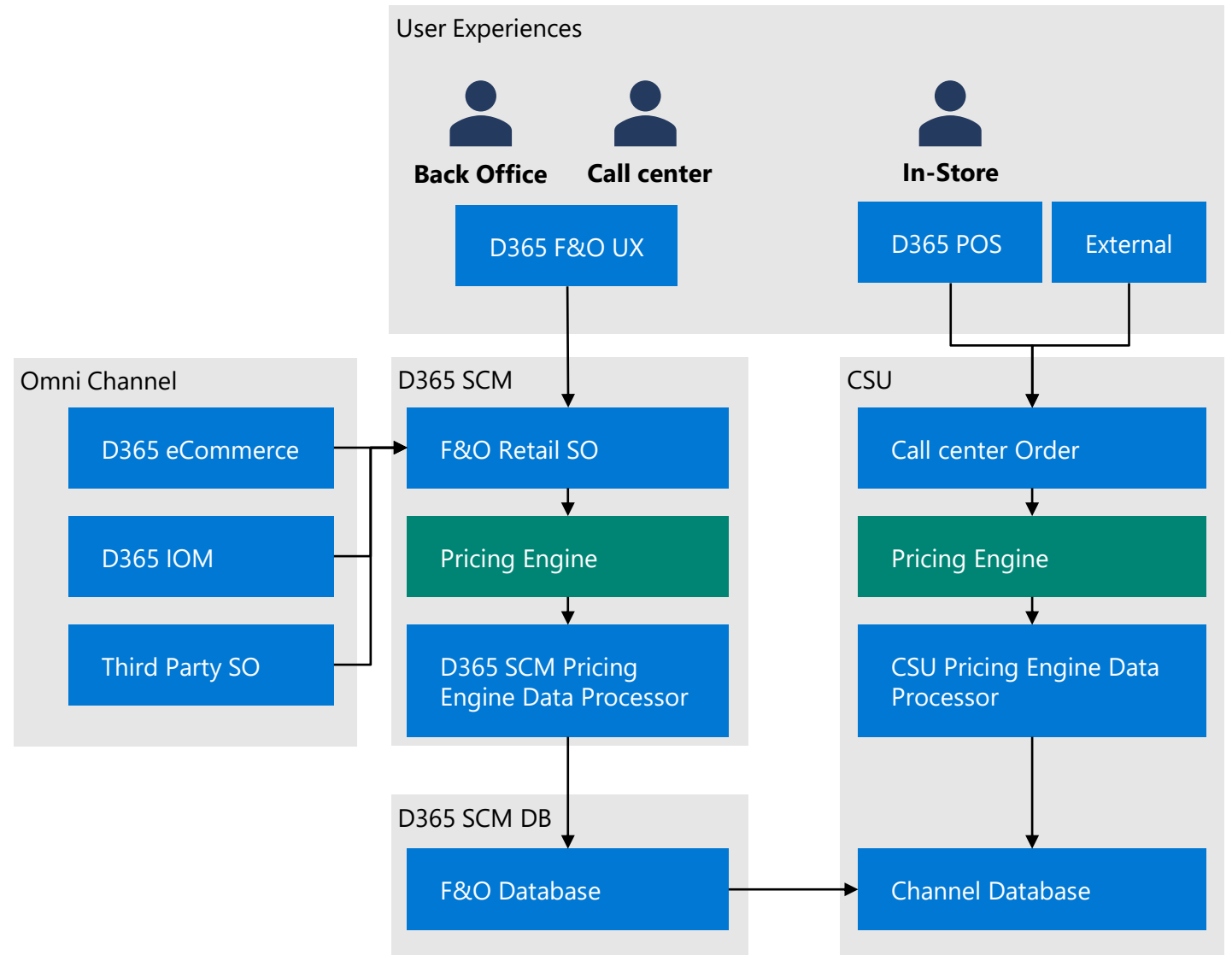
Data models

Record to report	Procure to pay	Order to cash	Acquire to retire	Plan to close	Hire to retire
<ul style="list-style-type: none"> • General ledger • Budget • Budget register 	<ul style="list-style-type: none"> • Purchase requisition • Purchase order • Purchase Invoice • Matching • Purchase receipt • Purchase Payment 	<ul style="list-style-type: none"> • Sales requisition • Sales order • Sales receipt • Sales Invoice • Cash management 	<ul style="list-style-type: none"> • Acquisition • Depreciation/Lease amortization • Repair/Maintenance • Retirement/disposal 	<ul style="list-style-type: none"> • Project planning • Resource management • Project execution • Project accounting • Project monitoring • Project closure 	<ul style="list-style-type: none"> • Recruitment • Onboarding • Employee management • Compensation and benefits • Employee separation

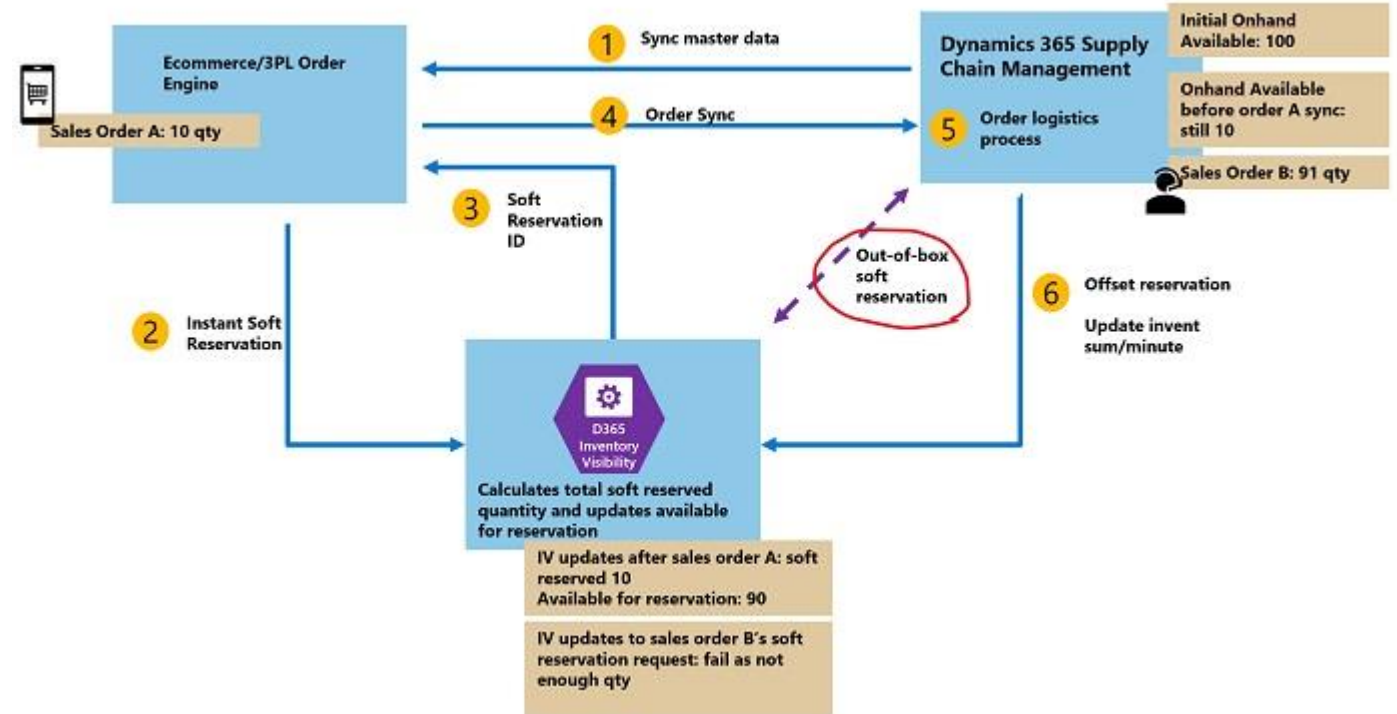
Supply Chain

- Inventory & Logistics
 - Attribute-based omni channel pricing
 - Archive inventory and sales orders transactions
 - Inventory Visibility
 - Soft reservation on Sales Orders
 - Near real time inventory insights
 - Improved setup experience
 - Global inventory accounting add-in
- Manufacturing
 - New Asset Management Mobile Experience
 - [MES Integration](#)
 - [Report on Co- and By-products in MES Terminal](#)
- Planning
 - Improvements to Planning Optimization
- Procurement
 - [cXML enhancements](#)
 - [Vendor on hold](#)
 - [Vendor Portal updates](#)
- Product information management
 - [Share Product Information](#)
 - [Country of origin](#)
 - [ECM features like Product Readiness Checks](#)
- Warehouse Management
 - Optimize internal movement
 - iOS Mobile app
 - Pack shipments on mobile
 - GS1 label capture
 - Improved configuration

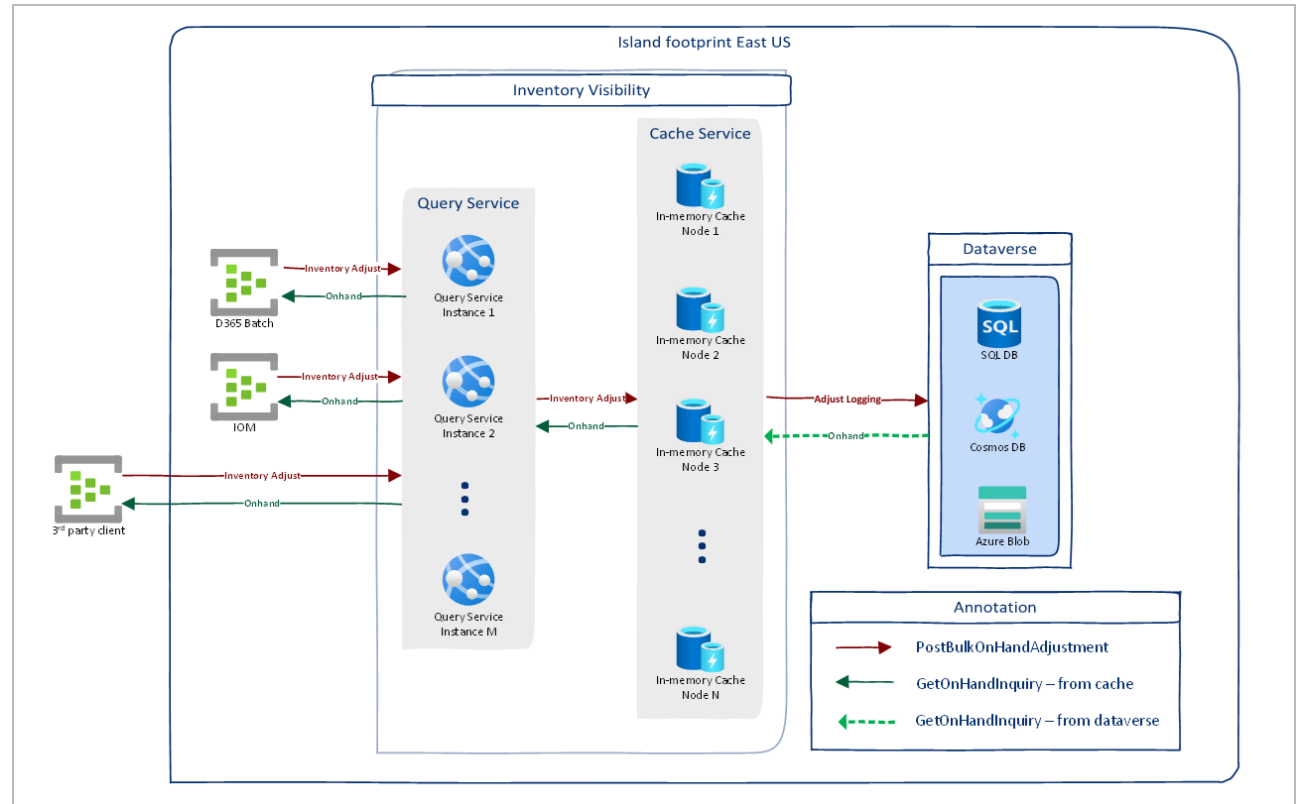
Attribute-based omni channel pricing



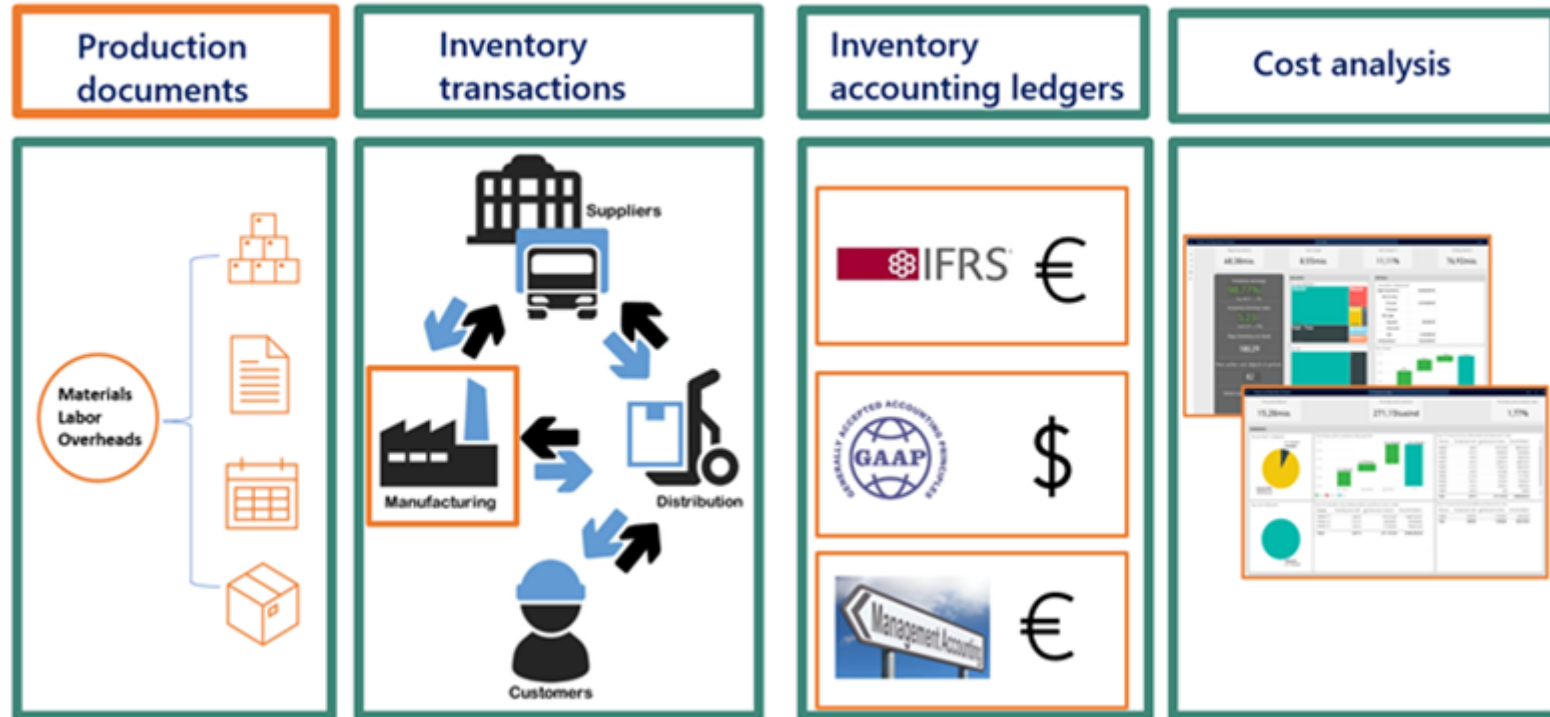
Soft Reservation on Sales Orders



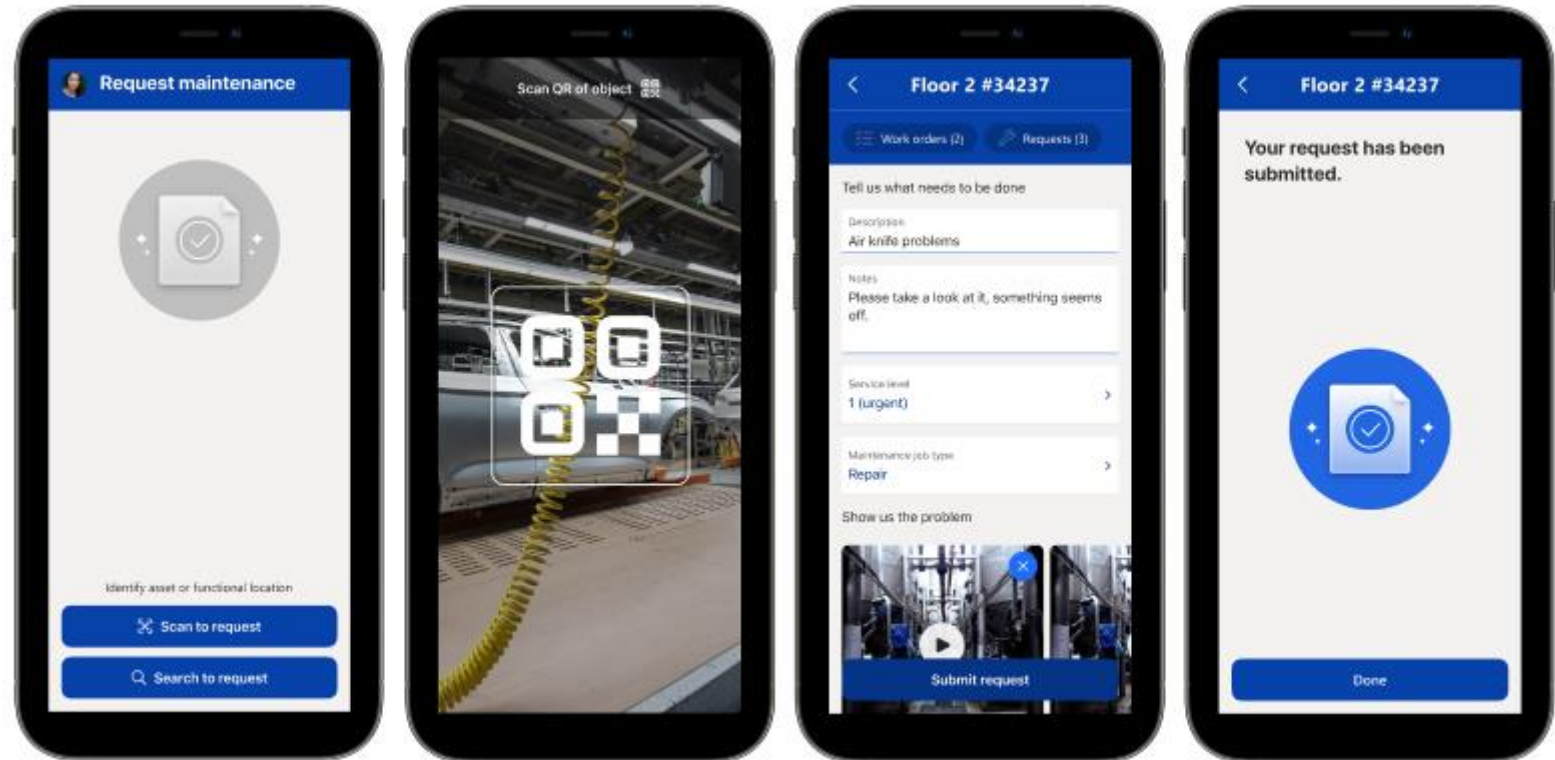
Near real time inventory insights



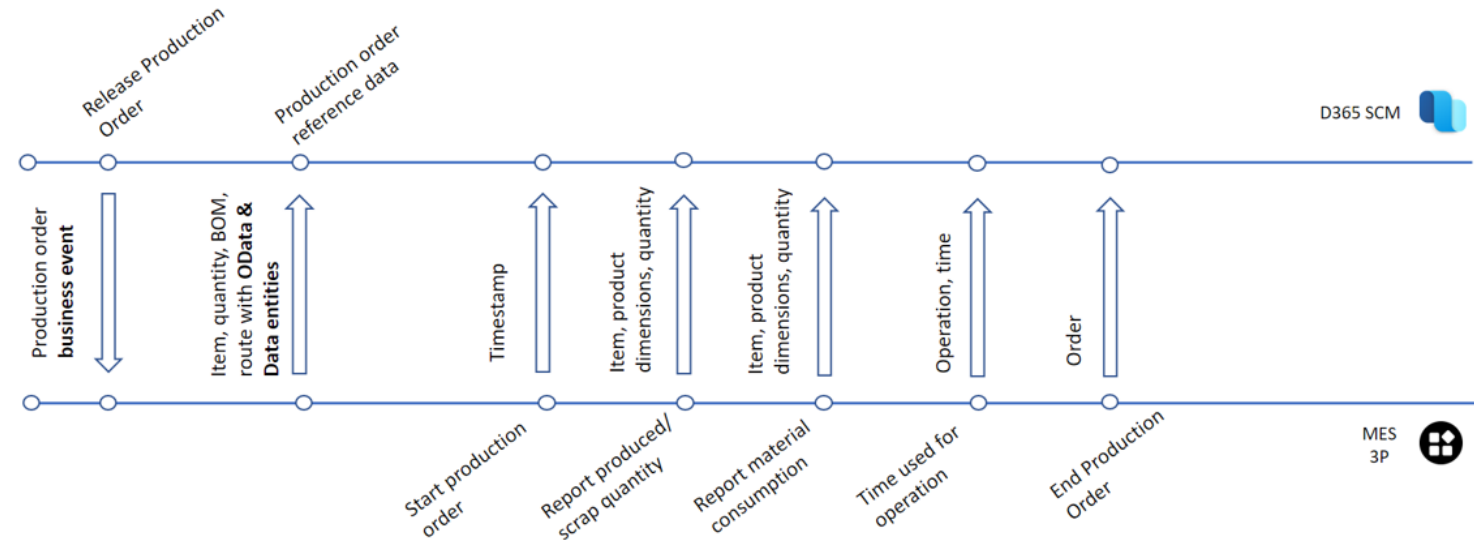
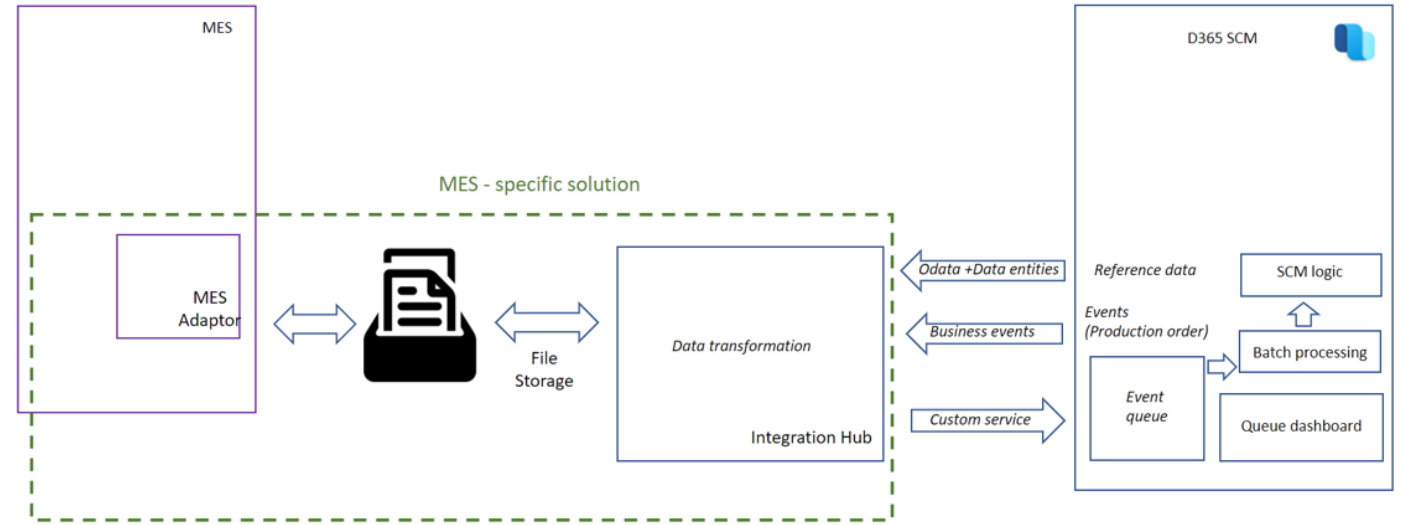
Global inventory accounting add-in



New Asset Management Mobile experience



MES Integration



Commerce



Order on behalf B2B



Integrated omnichannel media management features



Detect POS network and connectivity issues with health check

Human Resources



Get single view of training and other employee data from learning management providers



Enable resource management integration



Simplifying managing employee benefit elections

Turbocharge your workforce with Copilot for every job role

Sales

Recap sales meetings
Craft customer emails

Marketing

Generate content ideas
Create audience segments
Simplify customer insights

Service

Create customer responses
Enhance self-service bots

Supply Chain

Predict disruptions

Operations

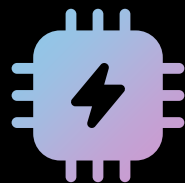
Create product descriptions



Dynamics 365 Copilot

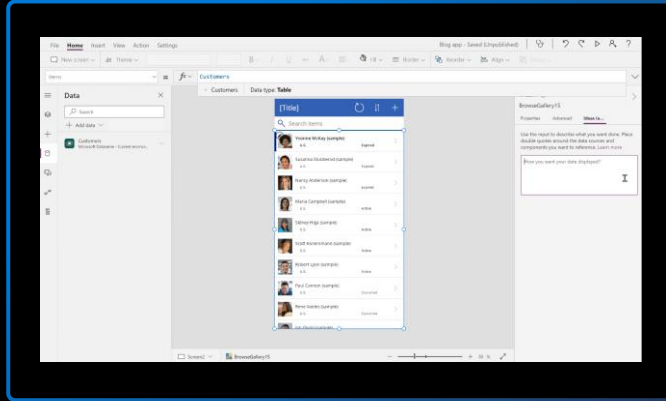


Thank you



**The next generation
of applications are
collaboratively intelligent**

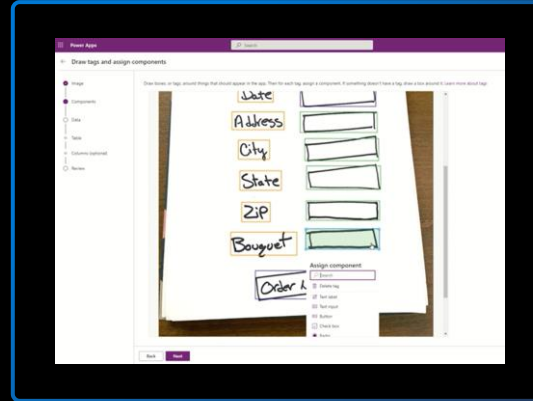
Power Platform is **years ahead** of the market bringing GPT-powered AI to Low Code



2021 Formula generation

Translate Natural Language to Power Fx
Includes "programming by example"

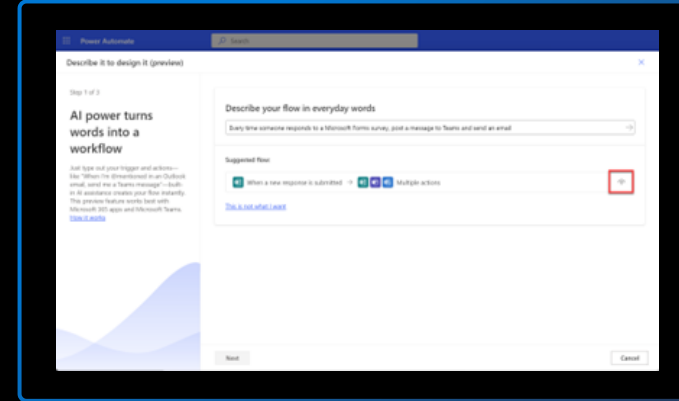
First use of GPT in May 2021, now GA



2022 Apps from images

Auto-generate working apps
and data from images and
design files (Figma)

Launched May 2022

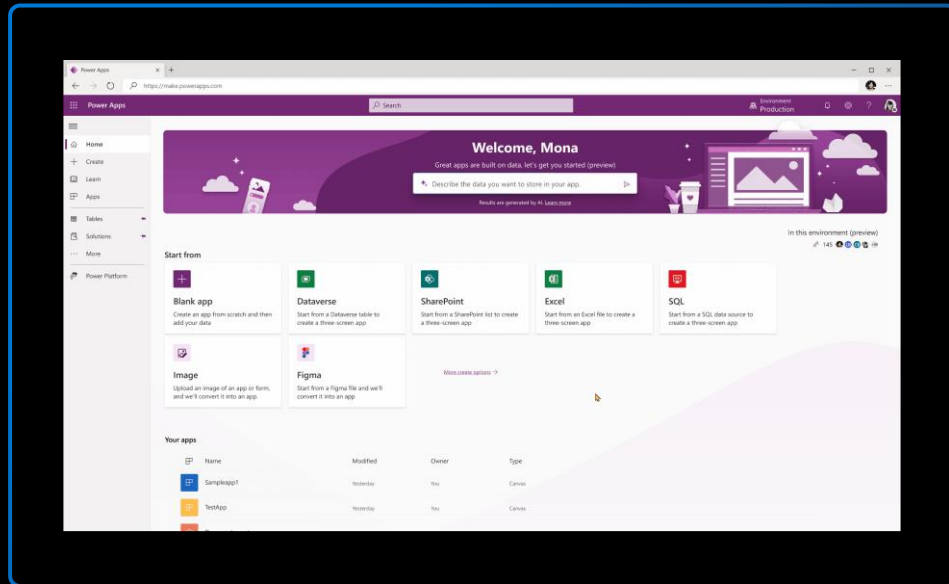


2022 Describe it to automate it

Build a Power Automate flow just by
describing it in natural language, using Open
AI's GPT-3 model.

Launched October 2022

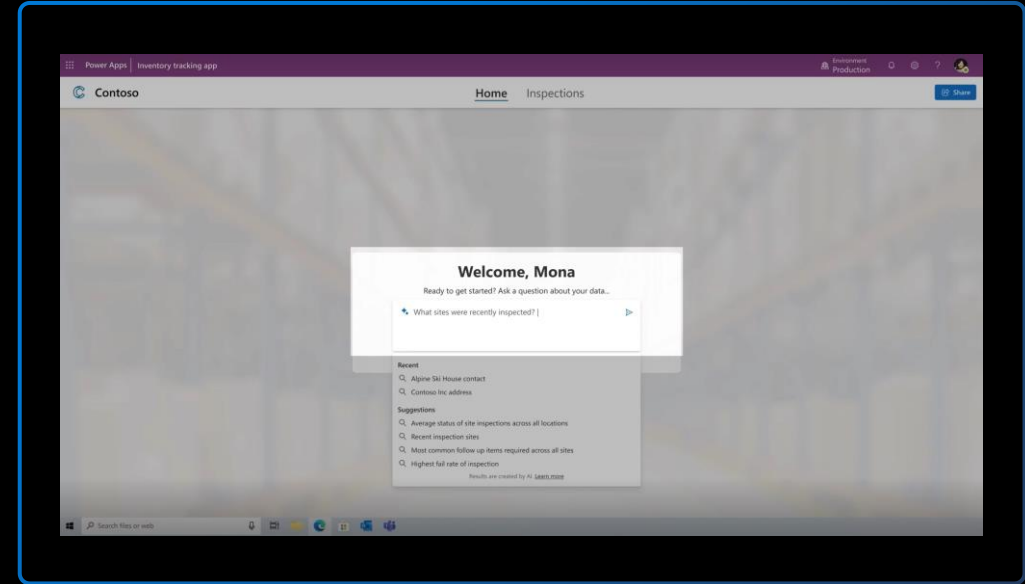
Power Platform is **years ahead** of the market bringing GPT-powered AI to Low Code



2023 Maker copilot

Generate apps – and the data they rely on – with multi-turn natural language conversation

Launched March 2023

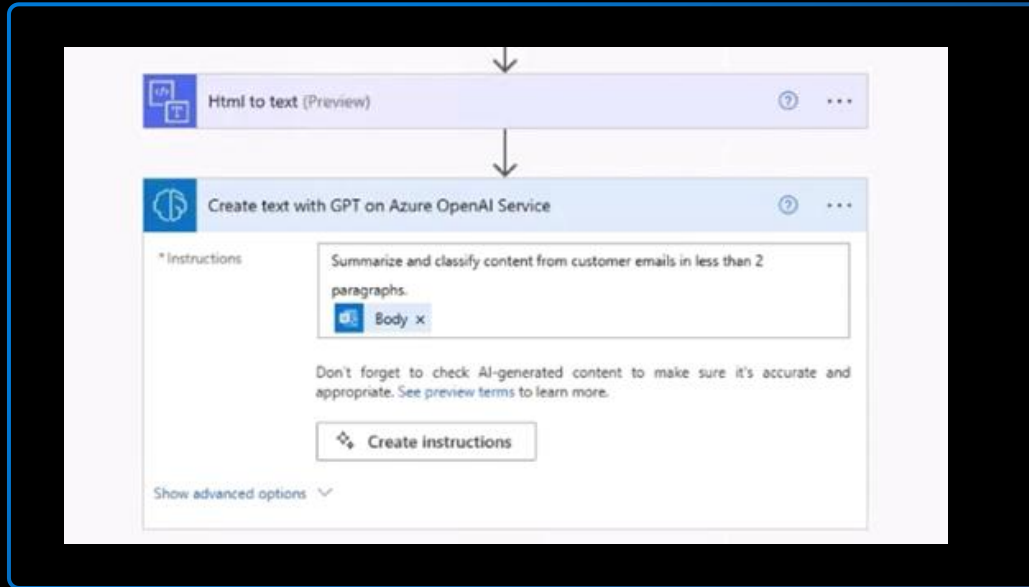


2023 App copilot

Bring the power of GPT-based natural language exploration to all end users of your apps.

Launched March 2023

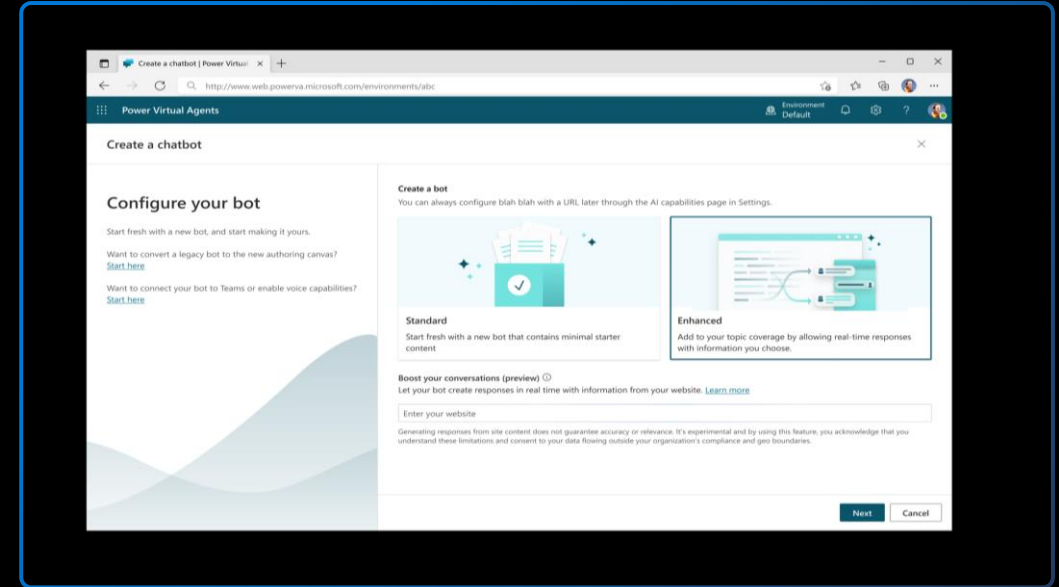
Power Platform is **years ahead** of the market bringing GPT-powered AI to Low Code



2023 AI Builder + Open AI

Build GPT-based text generation, analysis, and other processing directly into automated workflows.

Launched March 2023



2023 Virtual Agent Conversation Boosters

Power Virtual Agents can now be pointed at any knowledge base of content using Azure Open AI GPT, instantly equipping a company-specific bot without manual development

Launched March 2023