

DYNAMICS MINDS

Microsoft Dynamics 365
and Power Platform Conference

Pre-Day: MAY 26, 2024

MAY 27 - 29, 2024

Portorož, Slovenia, Europe





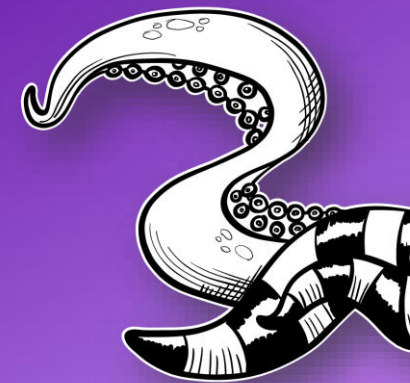
BI4Dynamics

Business Intelligence for Microsoft Dynamics

Paradigm shift

From v1 to v2 in 12 years

Version 1 – we do it for you
Version 2 – you do it yourself



Mladen Gvozdencic

Solution Architect

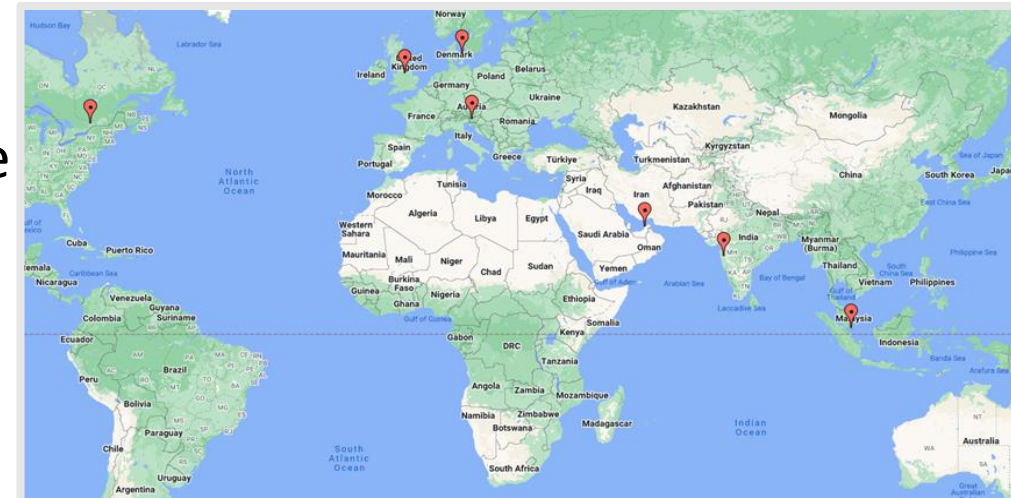
BI4Dynamics



About BI4Dynamics

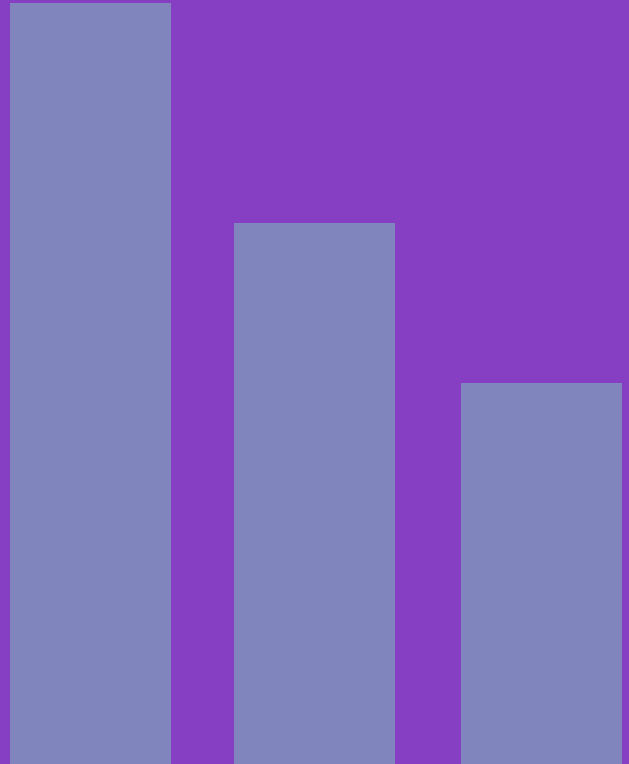
- 15 years - Microsoft Dynamics partner (SI, HR, SR)
 - Started Implementing NAV (DOS version)
 - Team of 100 local resources
 - Delivered 120 ERP/CRM/BI projects

- 12 years - BI4Dynamics (Microsoft ISV)
 - International teams present accross the globe
 - Implemented 1000 BI projects (one every week)



About BI4DYNAMICS

12 years
1000+ customers



Turn your data into decisions NOW!
Get finished BI project and stunning visuals in days,
instead of months – with ZERO coding required

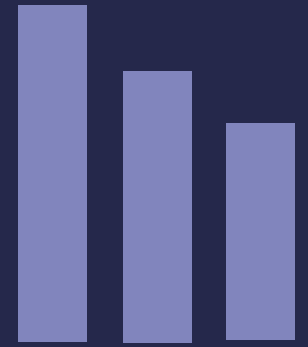


Trusted around the globe





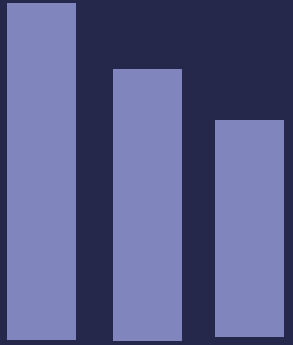
Agenda



- BI4Dynamics 1.0
 - **12 years, 2x refactoring** and **1000+ projects**
 - **On premise** based BI solution
 - Data warehouse + analytics (12 business area)
 - Out-of-the-box features
(60 facts, 150 dimensions, 2500 measures)
 - Power BI reports (LCY, ACY)
 - Customization Wizard
- BI4Dynamics 2.0
 - **Cloud** based BI solution
 - More Fabric **integration**, more **self-service**
 - Business intelligence **beyond** data warehouse

After 15 years of Dynamics practice, started in 2012

BI4Dynamics v1.0



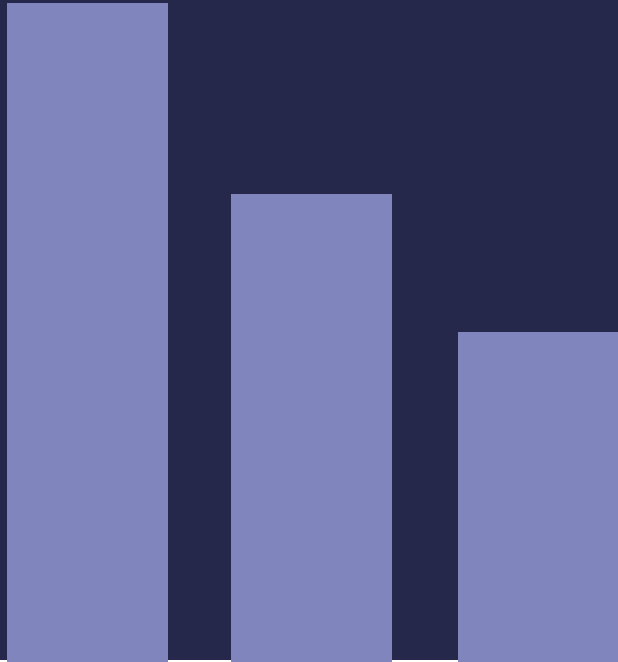
**Standardized BI
implementations
for Dynamics
in a matter of days**

**Any Size
Any Industry**

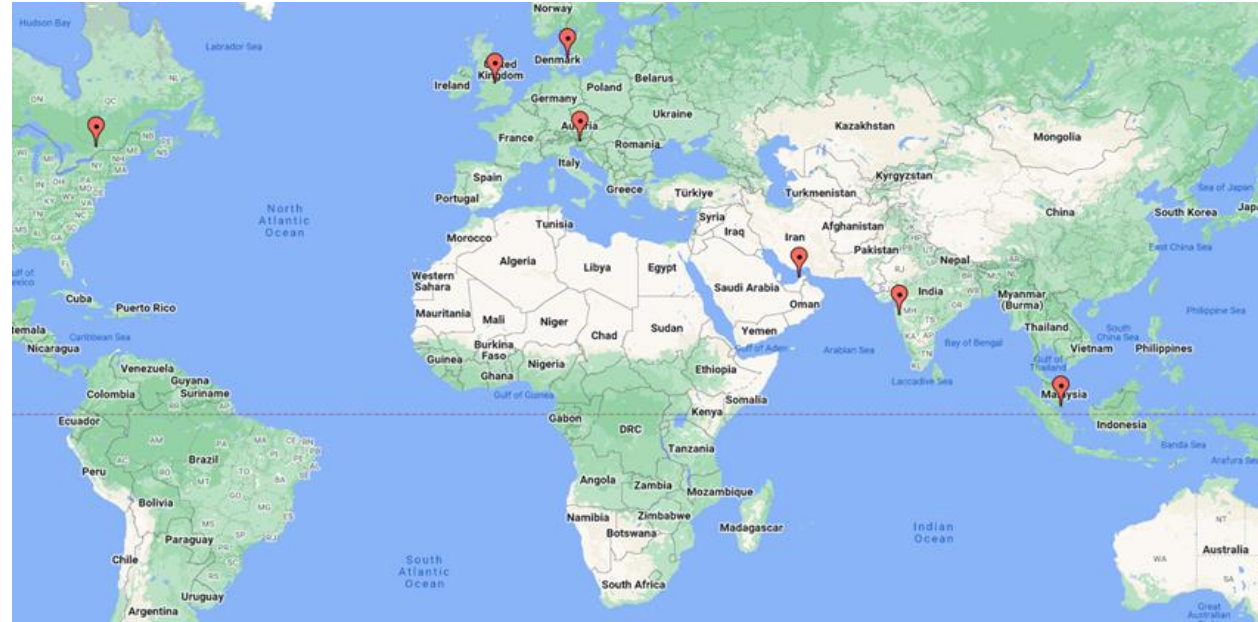


ABOUT BI4DYNAMICS

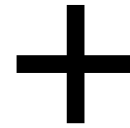
12 years
1000+ customers



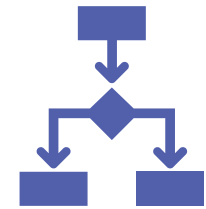
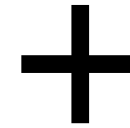
Turn your data into decisions NOW!
Get finished BI project and stunning visuals in days,
instead of months – with ZERO coding required



**Out-of-the-Box
Solution**



**Unparalleled
Flexibility**



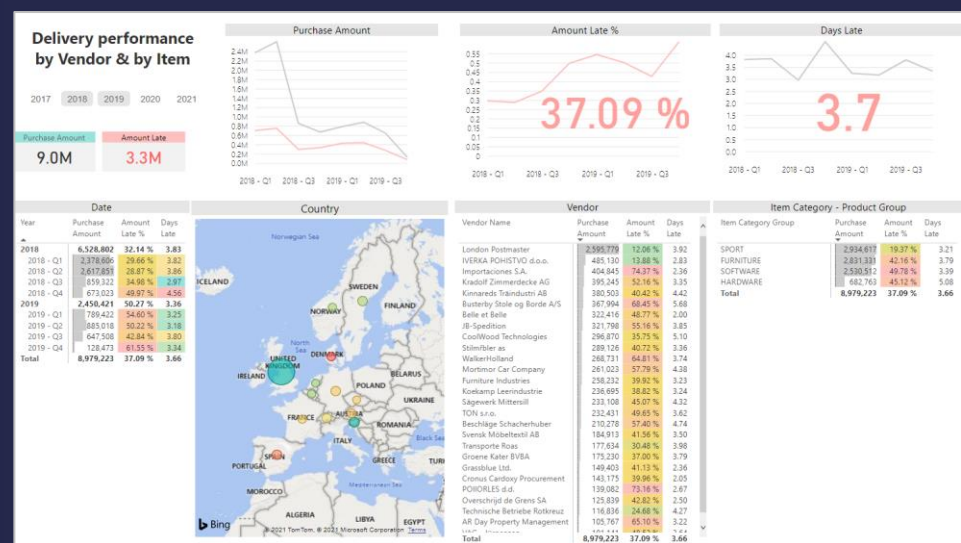
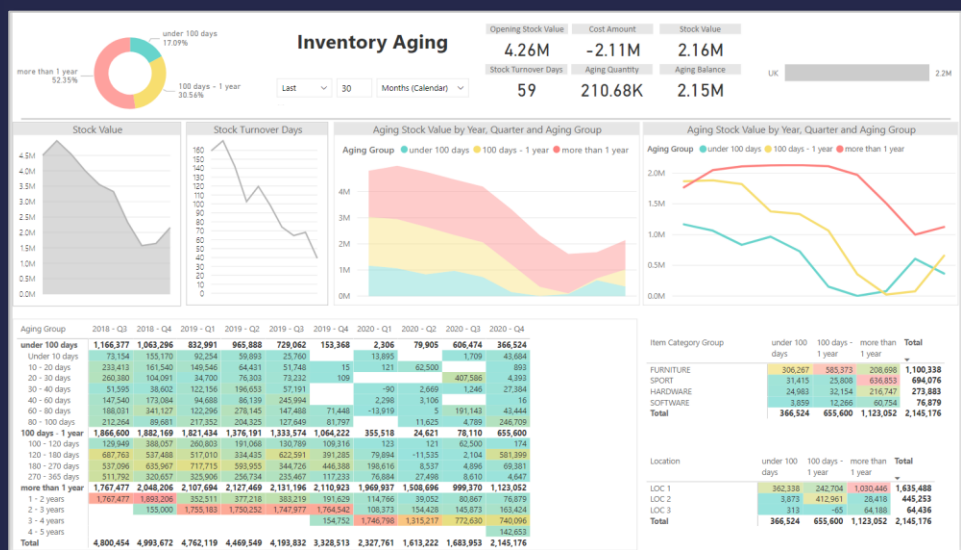
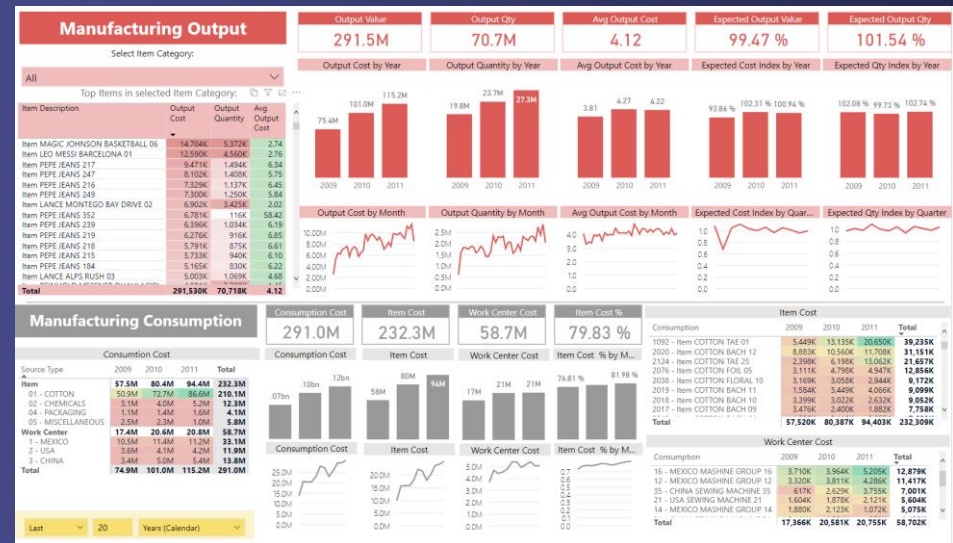
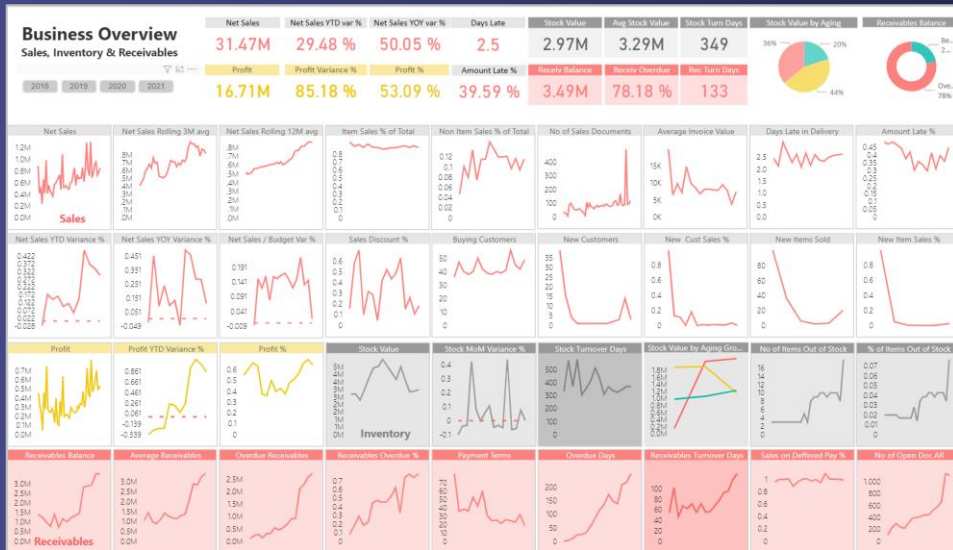
**Connected &
Ready to Use**

Trusted around the globe



Product

Rich content



12 Business Areas

45/60 Transactional tables (facts)

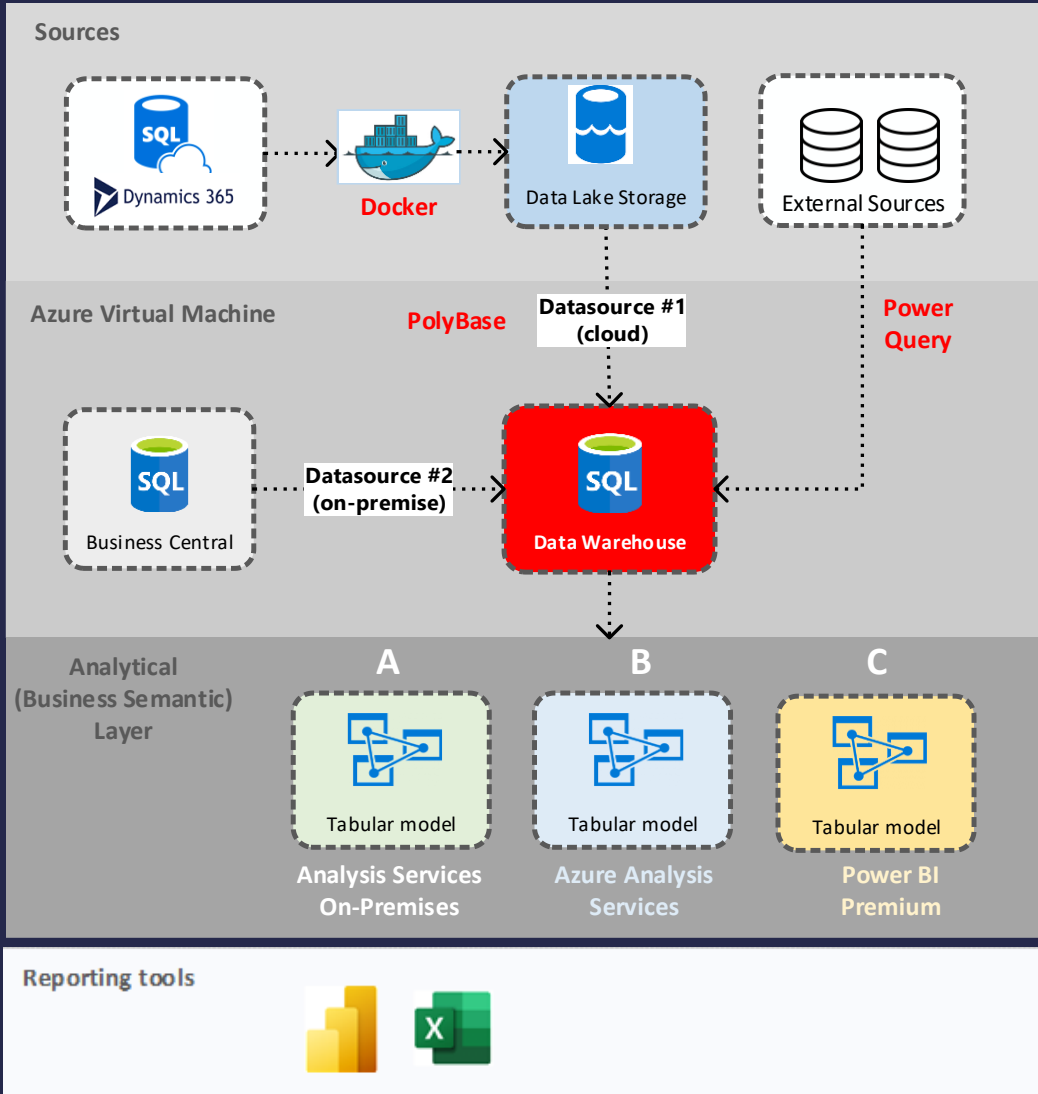
135/150 Dimensions

1500/2500 Measures

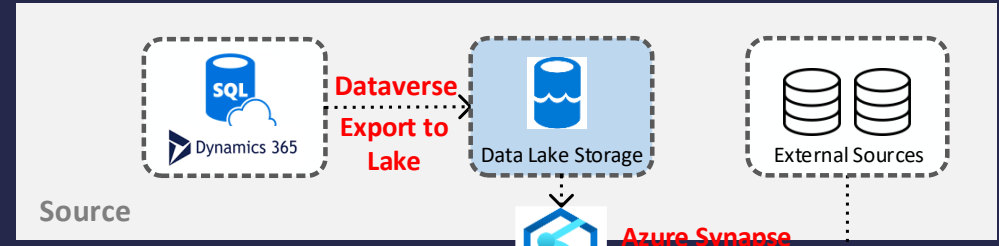
BC

<-- current architecture -->

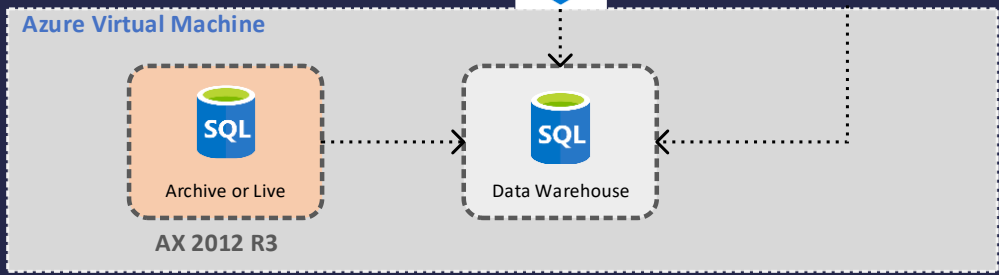
DFO



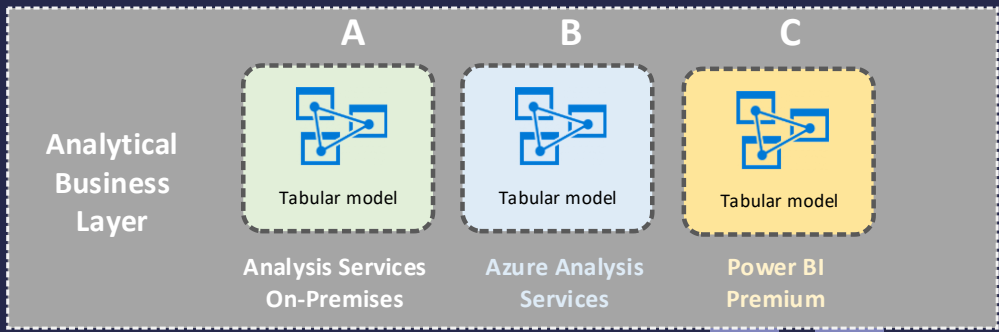
Preparation



Transformation



Consumption



It is very mature solution

- Integration of **cloud** and **on-premises** sources
- **Unlimited** global dimensions for DFO and **20** for BC
- **Local** and **Corporate** reporting currency
- **Calendar** and **fiscal** date hierarchy
- **Microsoft Dynamics** naming and process specifics
- **Automated** data validation
- **Customizations** at any level of data transformation

Demo 1 – Power BI reports

150+ ready-to-use
Power BI Dashboards

100+ page documentation



BI4DYNAMICS Project documentation

- 12 Cubes
- 52 Measure groups
- 153 Dimensions
- 3133 Measures

Instance name	BI4Dynamics D365
BI4Dynamics version	10.0.0
Physical cubes (12)	Common Measures, FA Analysis, GL Analysis, Inventory Analysis, Payables Analysis, Product Information Analysis, Production Analysis, Project Analysis, Purchase Analysis, Receivables Analysis, Retail Analysis, Sales Analysis,
Data warehouse	
Server	MLADENNUCFO
Database	BI4Dynamics D365
SQL edition	standard
SQL version	15
Analysis database	
Server	MLADENNUCFO
Database	BI4Dynamics D365
SQL edition	standard
SQL version	X

Demo 2

BI4Dynamics NAV, 8.4.0.3498; Instance: BI4NAV_TABULAR

File | Deploy | Process | Customize | Stage | Install

Auto update
Update from NAV
Update from instance folder

Export
Import

Model | Dimensions | Wizard | Metadata | Help | Translations

Log | Create Cube

1 Manage Cubes
2 Select Source Tables
3 Select Fields
4 Manage Dimensions
5 Manage Measures

From Field | From Multiple Tables | From Related Table | Custom | Global

Available Dimensions

Table Name	Field Name	Dimension Name	Source	Action	Dimension
SalesInvoiceLine	DocumentNo	Document No	Field		
SalesInvoiceHeader	SeltoCustomerNo				
SalesInvoiceHeader	BilltoCustomerNo				
SalesInvoiceHeader	CurrencyCode				
SalesInvoiceHeader	DimensionSetID				
Currency	FactorACY				
SalesInvoiceLine	PostingDate				
SalesInvoiceLine	Type				
SalesInvoiceLine	Document Type				

Selected Dimensions

Dimension Name	Source
Bill To Customer	Custom

Select

Customer 360

Customer name: Afrifield Corporation | Salesperson: Bart Duncan

Customer ranking (as percentile: best=1, worst=100)

Sales	YTD	YTD Var	YTD Var %	Profit	Profit %	AR
25	28	33	27	25	53	100

Sales by Date

Year	Net Sales	YTD Var %	Profit %	Receivables	Overdue %	Net Change	Turnover	Deals
2020	77,873		67.13 %			0	50	17
2020 - Q1	8,196		62.87 %	6,895	100.00 %	6,895	59	3
2020 - Q2	13,940		67.30 %	12,680	24.25 %	5,785	57	5
2020 - Q3	52,480		67.30 %	5,945		-6,734	38	6
2020 - Q4	9,257		64.62 %			-5,845	55	3
2021	107,832	38.47 %	38.14 %	16,992		16,992	32	22
2021 - Q1	10,707	30.64 %	41.88 %	6,895	8.94 %	6,895	57	4
2021 - Q2	13,940	11.35 %	55.55 %	17,014	43.55 %	10,119	80	5
2021 - Q3	56,783	9.13 %	36.21 %	11,179	42.40 %	-5,835	13	8
2021 - Q4	26,402	38.47 %	31.74 %	16,992		5,813	36	5
2022	239,909	122.48 %	40.80 %	50,896		33,904	56	29
2022 - Q1	38,549	260.03 %	26.61 %	27,100	8.90 %	10,108	40	9
2022 - Q2	66,120	324.67 %	29.37 %	54,526	70.22 %	27,426	83	6
Total	547,260	16.22 %	50.09 %	85,319	22.76 %	85,319	67	88

Customer Ranking

Year	Sales	YTD	YTD Var	YTD Var %	Profit	Profit %	AR
2020	26	26	26	1	25	30	100
2021	25	25	18	16	26	43	100
2022	13	13	14	19	21	46	100
2023	28	28	33	27	26	18	100
Total	25	28	33	27	25	53	100

Sales by Sales Type

Type	Net Sales	YTD Var %	Profit %	Qty	Last
Item	504,870	14.31 %	49.27 %	4,581	5
Resource	30,566	52.64 %	44.28 %	549	5
GL Account	11,825	56.12 %	100.00 %	25	5
Total	547,260	16.22 %	50.09 %	5,130	5

Top Item Categories

Category	Net Sales	YTD Var %	Profit %	Qty	Last
OFFICE	268,738	20.99 %	44.66 %	1,694	32
SOFTWARE	167,124	2.05 %	44.39 %	220	22
SPORT	41,981	-0.77 %	88.11 %	963	5
HARDWARE	27,026	81.53 %	55.03 %	1,704	5
Total	504,870	14.31 %	49.27 %	4,581	5

Delivery Performance

Year	Sales	Amount Late %	Days Late
2020	77,873	46.95 %	2.1
2021	107,832	58.32 %	1.8
2022	239,909	43.44 %	2.1
2023	121,646	71.51 %	2.7
Total	547,260	53.11 %	2.2

Receivables Aging by Date

Due Overdue	2021	2022	2023
Overdue	16,992	50,896	65,898
Before due			19,422
Total	16,992	50,896	85,319

Open Orders by Date

Date	Amt
11/27/2022	146,549
10/27/2022	20,473
Total	167,022

Open Orders Details

Item	Amt
17* M780 M...	86,274
Stand for Lev...	80,748
Total	167,022

Last Sales

Date	Days
8/2/2023	5
Days	1,795

Top 10 Documents Late: by Days Late

Doc No	Date	Amount	Days Late	Amt Late %
SS090179	02.03.2023	26	4.5	100.00 %
SS060063	21.02.2020	545	4.0	10.39 %
SS060400	06.09.2020	4,436	4.0	5.09 %
Total		38,862	4.0	18.33 %

Open Documents

Type	Doc	Balance	Due Date	Over
Invoice	S090647	38,290	13-08-2023	
Invoice	S090626	25,438	30-08-2023	
Invoice	S090595	19,422	25-07-2023	2
Total		85,319		1

▶ No-Code Customization

BI4Dynamics v2.0

Paradigm shift

Paradigm shift

- BI4Dynamics 2.0 is fully SaaS solution
 - **Same content and same customizations** features as BI4Dynamics 1.0
 - Integration into **Microsoft Fabric** (storage engine, compute engine)
 - Self-service installation in **30 minutes**

and this will allow us to go further – beyond Data Warehouse

- **Beyond Data Warehouse**
 - **Examples of BI4Dynamics data with new Power BI visuals / reports**
 - **Examples of BI4Dynamics data with new patterns = DAX expressions**
 - **Introduction of Data science - forecasting models based on BI4Dynamics**

BI4Dynamics is SaaS

100% Microsoft Fabric based



Synapse Data Warehousing



Synapse Data Engineering



Data Factory



Synapse Data Science



Synapse Real Time Analytics



Power BI

Serverless compute

T-SQL

Spark

KQL

Analysis Services

OneSecurity

Warehouse

Lakehouse

Delta – Parquet Format

Delta – Parquet Format



OneLake

Kusto DB

Dataset

Delta – Parquet Format

Delta – Parquet Format

d
e
s
k
t
o
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Source



Export to Data Lake

Deprecated
15.11.2024



ETL



CSV



Synapse Serverless

Modeling

bi4dynamics



Data Warehouse



Semantic Layer

Reporting

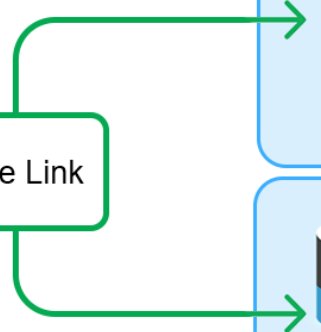


w
e
b



Selected Tables

Synapse Link



All Tables

Link to MS Fabric

ETL options for Selected Tables:

- CSV
- Synapse Spark Pool
- Delta / Parquet
- One Lake (optional)

ETL options for All Tables (Managed by Microsoft):

- CSV
- Synapse Spark Pool
- Delta / Parquet
- One Lake

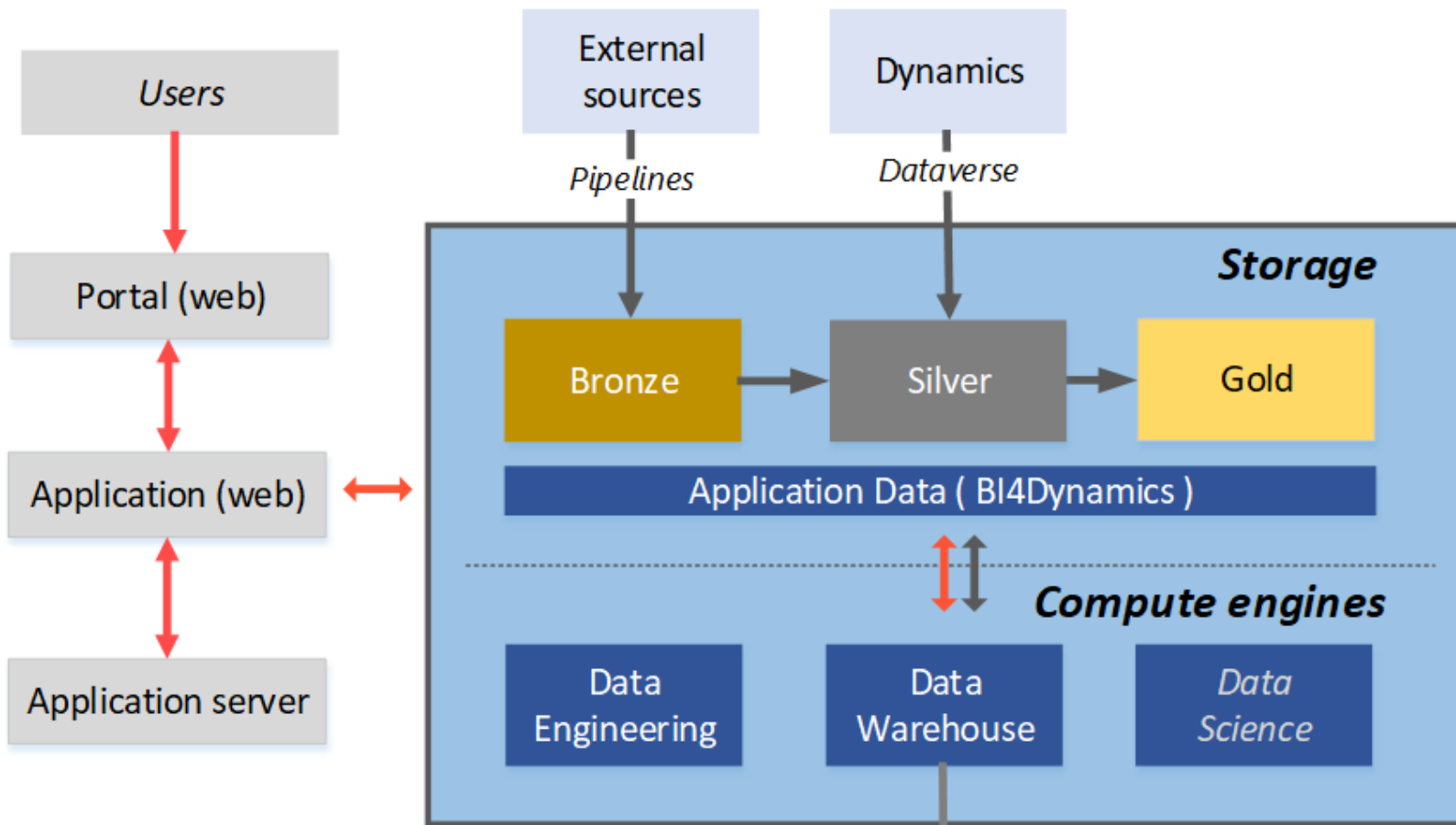
Modeling options:

- Power BI Desktop

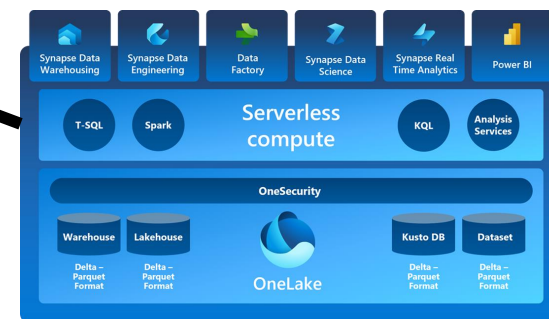
Reporting options:

- Microsoft Excel

Sources



- Customer provides own Fabric capacity
- All data (tables and files) are in Fabric
- Fabric compute engine is managed (start/stop) to lower cost
- BI4 has no access or responsibility for customer data

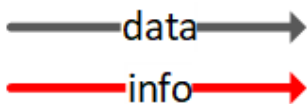


- Portal hosted in Azure
- Managed by BI4Dynamics
- Customers access their instances
- Partners access to their customer
- Invoicing & Payments



- Instance backup
- Development archive (semantic)

- Azure Analysis Services
- Power BI Premium
- Fabric Semantic Model




REPORTING



BI4Dynamics SaaS is seamlessly integrated into Microsoft Cloud


 Microsoft Dynamics 365

Marketing Field Service Finance Customer Voice Supply Chain Sales Customer Service Project Operations And More...

 Microsoft Power Platform

Power Apps Power Automate Power BI Power Virtual Agents Power Pages

Data connectors AI Builder Dataverse Power FX Managed Environments

 Microsoft Azure

Cloud Infrastructure Custom Development Data Analysis Custom Integration Identity, Security and Compliance

Storage App Services Functions DevOps Synapse Analytics Machine Learning Logic Apps Service Bus Active Directory

bi4dynamics

Benefits of Microsoft ecosystem integration



Security

Microsoft Entra
Enterprise policies
Network security



Cost management

Everything in one place
Continuous proactive monitoring and reporting



Interoperability

Installs in minutes by ARM
Templates
Cross-services availability

Also with cloud:

- Scalability
- Availability
- Automatic updates
- Reliability
- and etc...

Deployable infrastructure



Resource Group



App Service

API to communicate with Portal



Key Vault

Vault to save secrets and keys



Storage Account

Azure Synapse Link and sensitive data storage



Fabric Capacity

Data compute engines



Synapse Workspace

Azure Synapse Link data processor



Apache Spark Pool

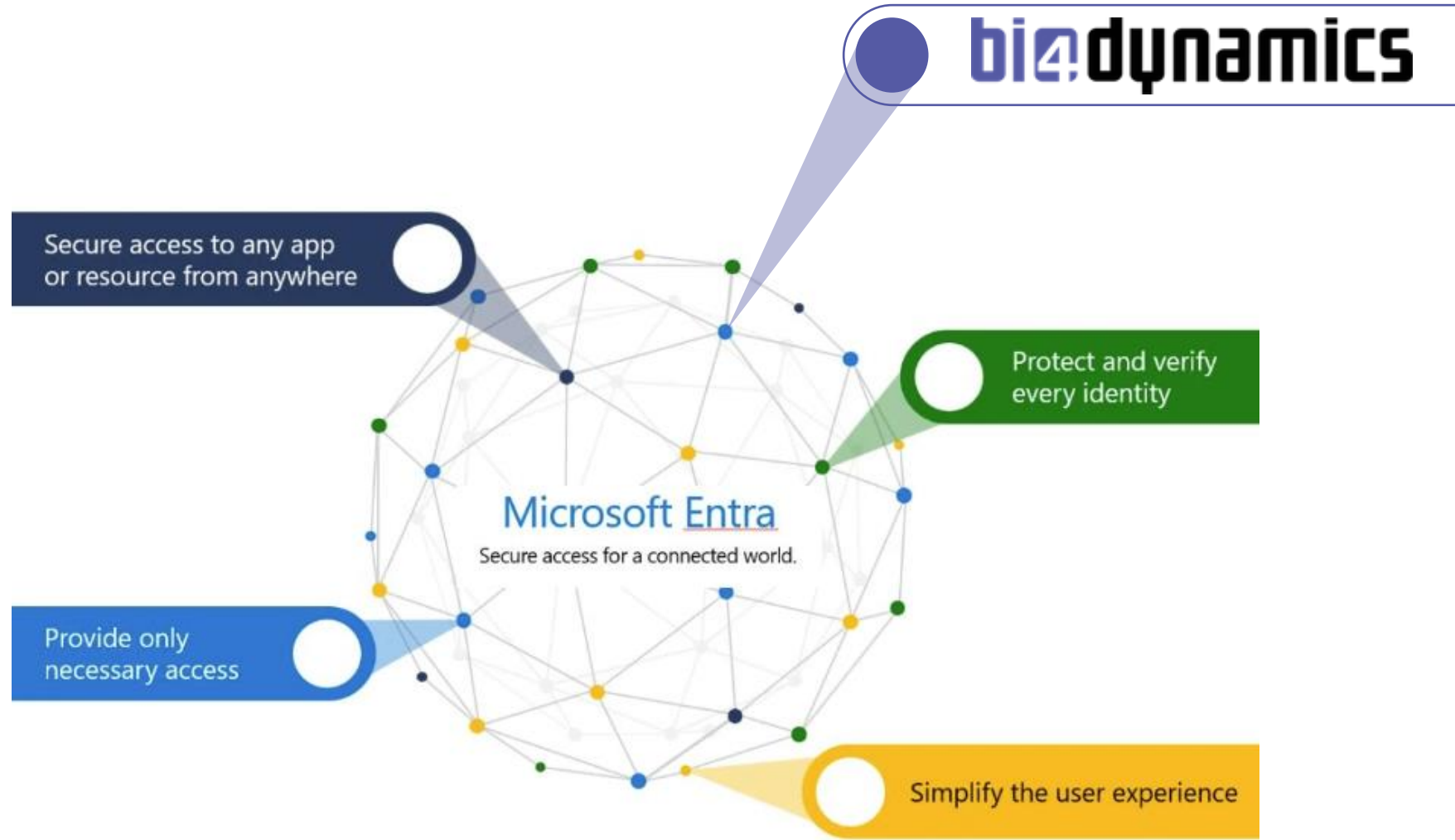
Big data compute capabilities



Managed Identity

Security identity to glue everything together

Identity: Microsoft Entra



Authorization



Permissions requested

Review for your organization



BI4Dynamics Cloud
BI4Dynamics

This app would like to:

- View all capacities
- Read and write all capacities
- View all workspaces
- Read and write all workspaces
- Make API calls that require read and write permissions on all Fabric items
- Make API calls that require read permissions on all Fabric items
- Make API calls that require execute permissions on all Fabric items
- Make API calls that require read permissions on all SQL endpoints
- Make API calls that require execute permissions on all lakehouses

- Make API calls that require execute permissions all SQL endpoints
- Make API calls that require read and write permissions on all lakehouses
- Make API calls that require read permissions on all lakehouses
- Make API calls that read OneLake metadata
- Make API calls that read and write OneLake metadata
- Access Dynamics AX Custom Service
- Access Dynamics AX data
- Access Dynamics AX online as organization users
- Access Azure Service Management as organization users
- Maintain access to data you have given it access to
- Sign in and read user profile

If you accept, this app will get access to the specified resources for all users in your organization. No one else will be prompted to review these permissions.

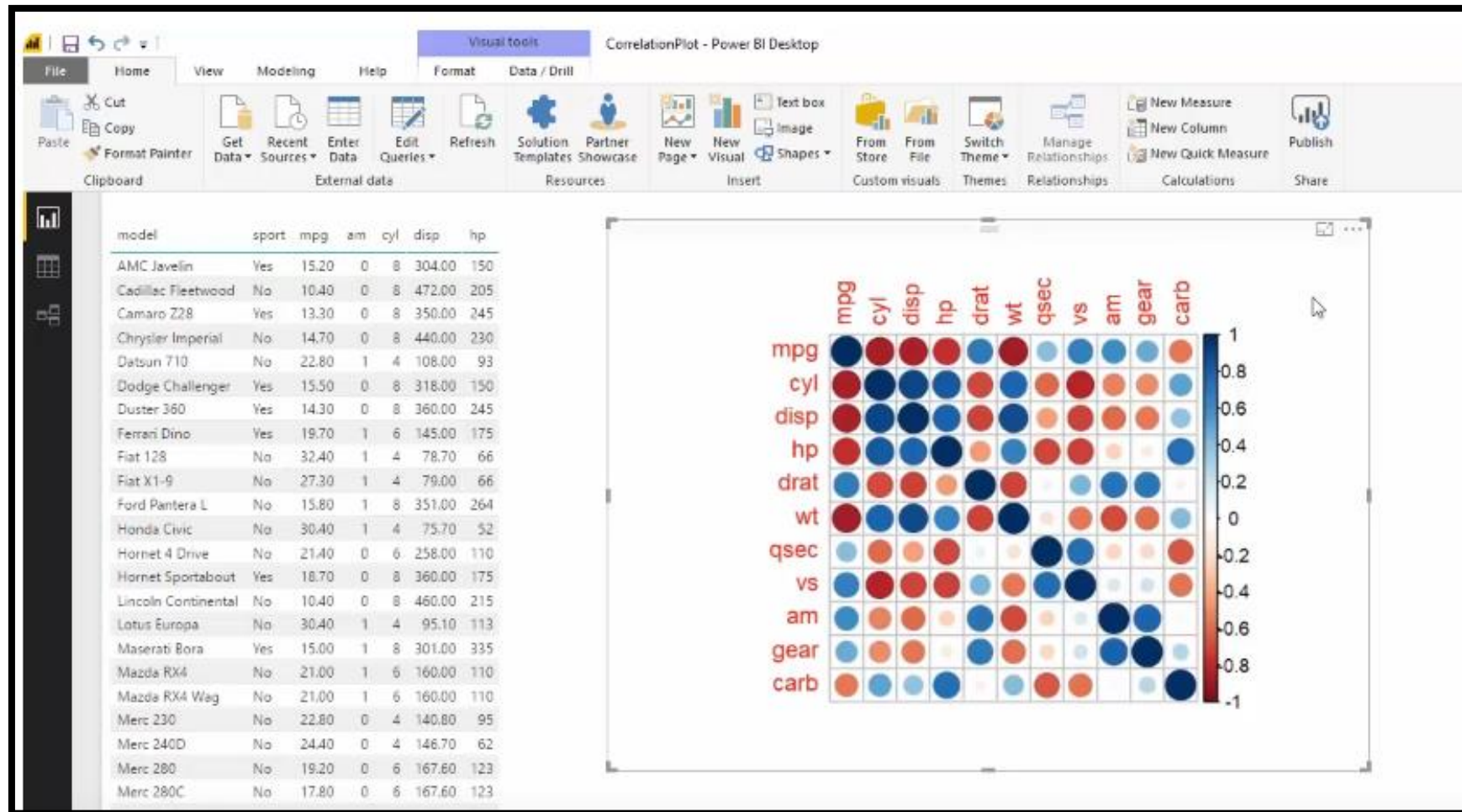
Cancel

Accept

Beyond data warehouse

- Examples of BI4Dynamics data with **new Power BI visuals / reports**
- Examples of BI4Dynamics data with **new patterns = DAX expressions**
- Introduction of **Data science - forecasting models based on BI4Dynamics**

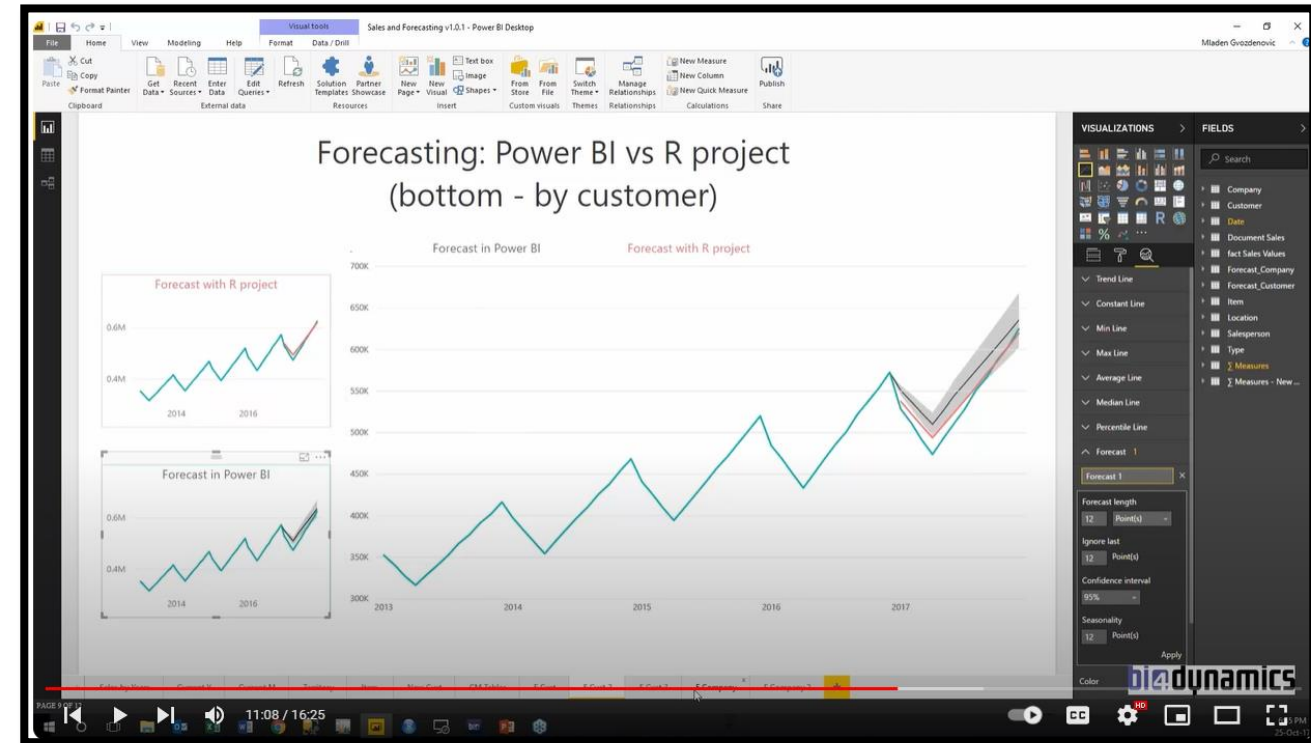
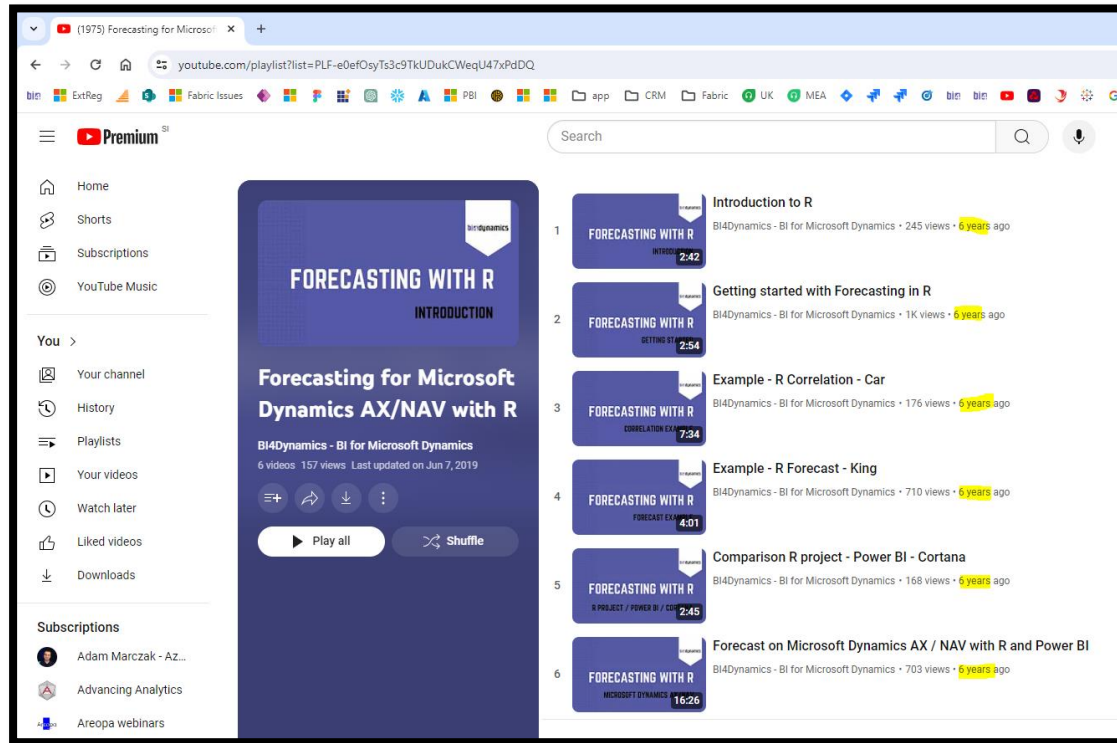
Beyond data warehouse: Find correlations



Look for patterns.

- Customers: customer group, geo location, industry, ownership
 - Customer profitability
 - Customer payment habits (late with payments)
- Items: inventory group, product group, location
 - Identify slow-moving items
 - Identify items with high return

Beyond data warehouse: Forecasting



From our experience

- Supermarket chain
- Service provider in oil and gas business (Middle East)

Link [here](#)

2024

Timeline for BI4Dynamics 2.0

- **May:** first public preview @ conference **Dynamics Minds**, Portoroz, Slovenia

DFO focus: Export to data lake is going to be deprecated, new ETL is required:

- **June, July** : development on **DFO** model
- **August:** start POC for **DFO**
- **September, October:** migration of existing **DFO** projects

BC focus

- **October, November,** development on **BC** model
- **December:** start POC for **BC**
- **January:** go live with **BC** projects

January						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

February						
S	M	T	W	T	F	S
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4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29		

March						
S	M	T	W	T	F	S
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17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

April						
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

May						
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19	20	21	22	23	24	25
26	27	28	29	30	31	

June						
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2	3	4	5	6	7	8
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

July						
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

August						
S	M	T	W	T	F	S
		1	2	3		
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

September						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

October						
S	M	T	W	T	F	S
	1	2	3	4	5	
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

November						
S	M	T	W	T	F	S
				1	2	
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

**Would
like to
try?**



Unlock Your Dynamics Data with a 30-day Free Trial

- **Unrestricted license:** All business areas.
- **Free support:** Guided installation and complete onboarding.
- **Implementation in days:** 150+ Power BI dashboards connected to your Dynamics data.
- **No worries:** Installed on your infrastructure, without interfering with your ERP.
- **No risk:** Zero pre-payment.

Tell me about the implementation process 

Which services are included in the trial? 

What do I get from the trial? 

Let's start by filling the form

Name

First Name

Last Name

Work email *

Country

What BI solution are you interested in?

D365 F&O D365 BC F&O (AX) BC (NAV)

I would like to receive updates and news from BI4Dynamics

By applying to this form I have read and agree to the [Privacy Policy](#).

Submit

QUESTIONS?



Thank you!