

# Microsoft Dynamics 365 Finance and Operations (formerly AX)



Microsoft Dynamics 365 Finance and Operations is a comprehensive ERP suite for mid - large organisations which is deployed in the cloud (Azure). It is a highly scalable solution providing multi-site, multi-currency and regional localisation built on the Microsoft solution stack which is simple to learn and allows organisations to deliver value faster and drive innovation and involvement across the organisation.

**Multi-national/company coverage** > Multi-lingual, Multi-currency, Multi-company, Multi-Site

**Key reference sites** > NZ Oil and Gas, Giesen, Icebreaker, Assa Abloy, The Australian Rugby Union, Delegats Wine, Patton, Peet Group, Calder Stewart, Southern Hospitality

**Industry focus** > Construction, Distribution, Engineering, Equipment, FMCG, Food & Beverage, Manufacturing & Distribution, Mining & Resources, Public Sector and Professional Services, Rental and Fleet management, Retailing and Wholesaling



## Hosting, architecture and licensing

**Hosting options** > On client premises, in any data centre of choice, or on Microsoft Azure Cloud

**User access** > All screens are accessible via browser (100% cloud-based SaaS), or via a desktop application (client/server), or via mobile application (iOS, Android), or via terminal services back to the host server

**Licensing options (i.e. licensing is based upon)** > Up front licence fee, Financing arrangements to spread licence costs, Ongoing software maintenance fees as % of licence cost, Per named user, per month



## Modules and functionality

**Financials** > G/L, AR/AP, P&L, Balance sheet, Cost centre/profit centre, Procurement (requisitions, PO), Project accounting, Inventory accounting, Services accounting (jobs, timesheet, billing), Fixed Assets, Budgeting

**Manufacturing** > Basic manufacturing, MRP (sales and inventory drive production and procurement), Make-to-order, Make-to-stock, Process manufacturing, Complex (BOMs, Assemblies, Configuration), Lean Manufacturing, Mixed Mode Manufacturing

**Distribution, Shipping and Fulfillment** > Basic (delivery status, invoice on dispatch), Route planning, Carrier Interfaces

**E-commerce** > Product images and meta-data, Sales/inventory integration, Reverse logistics, Customer ordering portal (PO upload), Native connectors for Sitecore

**Planning/Forecasting/Analytics** > Budget vs Actual, Drilldown from reports, Slice/dice reporting, Forecast projections off actuals, KPI dashboard, Native PowerBI integration

**Inventory/Warehouse** > Available to order, POS/e-commerce integration, Available to pick, Scan pick/pack/dispatch control, Quality control, Advanced WMS module

**CRM/Sales** > Customer activity/notes, Single customer view (orders, sales, credit), Campaigns, Marketing automation, Mobile sales (browser/tablet order/re-order)

**Other features/modules** > Native interoperability across the Microsoft platform including Machine Learning, Cortana Intelligence Suite, Skype for Business, Office 365 and embedded PowerBI



**A/NZ sites installed**  
250-1,000



**Appropriate for businesses of size (\$A turnover)**  
A\$50m-250m+



**Licence costs (indicative \$AUD/usr/mth)**

Enterprise user \$285/mth  
+ team member \$5-15/user

## Contact details

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<https://pinpoint.microsoft.com/en-nz/>