



# Plan for Profitability from the Start

## ADVANCED PROJECTS FOR MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

### Profit doesn't just happen.

It requires the perfect intersection of planning and execution from assigning resources to tracking every project dollar to identifying the moment a project gets off track. Disconnected accounting systems and point solutions limit your ability to see all the components that contribute to profitability in real-time. The result is a backward view of profitability. One that is too late to fix.

**Velosio Advanced Projects for Microsoft Dynamics 365 Business Central has what you need to plan for profitability from the start.**

Flexible project forecasting. Powerful project planning, estimating, and budgeting. Easy mobile time and expense entry. Added to the robust core accounting and business management functionality of Dynamics 365 Business Central, you get a solution that provides everything you need to put profitability first, not last.



### Shine a light on hidden costs

Easily track, view and analyze costs. Get instant expense visibility before the end of an accounting period. Record items or inventory against a project. See information in easy to view dashboards and reports.



### Take the guesswork out of budgeting

Get unlimited budget revisions. Budget generic resources as placeholders. Copy budgets from previous projects. Register materials consumption directly on the project. Compare budget details with actuals to the task level.



### Knock down sales and delivery silos

Enable teams with Outlook integration, CRM functionality and easy-to-use workflows. Centralize data for an accurate and real-time view of business. Create quotes and budgets for internal review. Use project-analysis dashboards to view data.

# Advanced Projects and Professional Services Capabilities

Industry capabilities are the cornerstone of Advanced Projects for Business Central. We deliver the advanced forecasting, project planning, and time and expense functionality you need to put profitability first. We provide you with exclusive, project-focused analytics and insights along with the power to maximize utilization, deliver great projects on-time and on-budget, and optimize your project portfolio.

## Project Setup

### Project Setup Wizard

Create projects in a few clicks using the Project Setup Wizard to start a quote or project. The wizard ensures that the project is correctly created with required information entered and validated.

### Pre-activities

Start the project process before a customer commits to the project. Create Quotes that may or may not become projects to create budgets and record work against. The project and budget can be weighed according to the pipeline probability.

### Group Projects

Designate parent projects and child projects and maintain relationships through budgeting and portfolio management.

### Customizable Dimensions

Load existing or create new dimensions to record information for a project.

### Activity Templates

Previous Project plans or defined templates can be applied to a project from a fully user-configurable library of templates. Combine multiple templates into one larger template so the project develops as it progresses. This helps ensure the structural integrity of the projects, methods & processes and keeps the overhead low.

## Flexible Project and Task Structure

Design projects to fit the way you do business by defining a flexible nested task structure. Project structures can include factors such as client, job, phase, task, work breakdown structure, and work types to allow better visibility into project performance.

### Task Dependencies

Setup dependencies between tasks to influence budget creation.

### Pricing Discounts

Discounts levels can be setup for resources, customers, items and expenses.

### Flexible Invoice Formats

Choose from predefined invoice formats or create custom formats based on the customers' needs.

## Project Budgeting

### Budget Matrix

Budget Matrix displays the tasks for a project and allows for budgeting at the level required. (Examples: daily, weekly, monthly, quarterly, etc.). The matrix makes it easy to make budgets based on quantity and to see available capacity while creating a budget. Possible to split a resource group budget to resources or resource groups.

## Resource and Scenario-based Budgeting with Excel Integration

Compare budget detail with actuals at the completion of your project down to the task level. By measuring the accuracy of your budget and evaluating the impact on your profitability, you can easily fine tune your bidding process to ensure future competitive bids.

## Resource Pools and Availability

Manage resource pool and evaluate resource availability with the ability to modify the resource pool to meet budgets.

## Flexible Forecasting

Project Estimates can be dynamically controlled using budget revisions with full integration to the sales order where it is possible to generate orders based on specific activities and estimates.

## Integration to Quotes

Generate Sales Orders based on specific activities and estimates created by budgets and budget revisions.

## Unlimited Budget Revisions

Unlimited Budget revisions for Estimate to Complete and forecast are easily tracked and automatically update project statistics such as net profit and margin percentage. Pre-activities such as time, expenses and items can be entered on a project with a separate budget revision, in addition to the ability to set a separate status for activities and the project(s).

## Project Resource Management

### Flexible Resource & Qualification Definition

Project resources can range from human capital and equipment to inventory items. Define resources and setup different skills to plan out the labor budget against a project.

### Distribution & Manufacturing with Project Integration

Consume materials through purchasing with distribution or manufacturing.

### Purchase Reservations

Record items or inventory against a project

### Project Portfolio Management

Tie several projects together in a dynamics hierarchy for Project Portfolio Management. This enables the sending of one customer invoice for multiple projects.

### Enhanced Resource Tracking

Includes Capacity and working hours. Track Resource Utilization and Capacity at the individual and group level.





## Subcontractor Management

### Change and Payment Administration

Track all project change orders and associated budgets.

### Contractor Payment Management

Use Pay When Paid terms and set up retention amounts on projects, tasks, or subcontracts.

### Define and Track Insurance Compliance

Track policy numbers, carriers, effective and expiration dates, and amount of coverage. Block payments if policies expire.

### Contract Administration

Manage and control submittal and transmittal documents including permits, insurance and safety notices.

## Advanced Inventory Management

### Serialized Inventory Processing

Use serialized inventory to track specific products to specific owners or for guarantees, warranties and quality control.

### Warehouse Bin Tracking

Maintain a unique inventory sub-location for items or assemblies.

### Inventory Allocation

Allocate inventory to a project and allow budgeted items on Purchase Orders.

## Billing

### Customize Invoices with Microsoft Word

Templates can be set up for any type of invoice.

### Flexible Invoicing

Invoicing of any type is supported – Time and Material, Fixed Price, or Cost Plus.

### Milestone Billing

Set up billing schedules based on your determined milestones within the specified project.

### Subscription Billing

Generate deferred schedules for invoicing with revenue recognition in compliance with GAAP standards.

### Multiple Rate Structures

Leverage rate structure by project, resource, expense, or item with multiple options for expense billing.

## Revenue Recognition

### Compliant with Current Accounting Standards

Supports AICPA, FASB and SEC regulations (including SOP 81-1, SAB 101, and EITF 00-21) including the requirements for Vendor Specific Objective Evidence or VSOE as well as Sarbanes-Oxley compliance with Section 404. Detail or summary invoices

### Multiple Revenue Recognition Options

Including, Work in Process, Sales, Cost and Budget vs Actual, and Percent Complete.

## Time and Expense Tracking

### Multiple Levels of Approval

Configurable approvals for both time and expense of up to three levels in the organizational structure

### Time Entry with Overtime Tracking

Simple Employee time entry from any device with the ability to calculate and track overtime (with rates)

### Standard and Actual Labor Costing

Flexible costing models to allow you to account for the costs by Standard Costs, or by actual labor costs.

## Analytics

### Customizable, Role-Based Dashboards

Including Project Management view with project plans and statistics

## Advanced Forecasting

Assign Pipeline close percentages to better forecast future revenue and assign pipeline probabilities to allow weighted averaging. Work in Progress reporting.

## Robust Reporting

Including reports for Project P&L and Budget vs Actual

## Resource Analytics

Review profitability and capacity

## Third-party Integration

Integrate Advanced Projects for Business Central with software development tools such as Microsoft Azure DevOps and Jira Software.



## Core Business Capabilities

Unlike many alternative solutions, Advanced Projects for Business Central doesn't require integration to additional systems to deliver a full business solution. It is a single, cloud-based solution that provides what you need to plan for profitability from the start including robust business management functionality such as financial management and customer relationship management (CRM) functionality. You get the advanced tools and insights you need to beat the competition, drive excellence in strategic planning, sales and marketing, operations, finance, and administration to put profitability first, not last.

### CRM

#### Contacts

Maintain an overview of your contacts and record your contact information for all business relationships.

#### Campaigns

Organize campaigns based on segments of your contacts that you define.

#### Opportunity Management

Keep track of sales opportunities, section your sales processes into different stages, and use this information to manage your sales opportunities.

#### Enhanced CRM with Dynamics 365

Connect with additional Dynamics 365 modules in a few easy steps to for more robust marketing, sales, or customer service capabilities.

### Financial Management

#### Basic General Ledger

Set up a company and start posting to the general ledger, chart of accounts, general journals, VAT facilities, recurring journals, and source codes.

#### Budgets

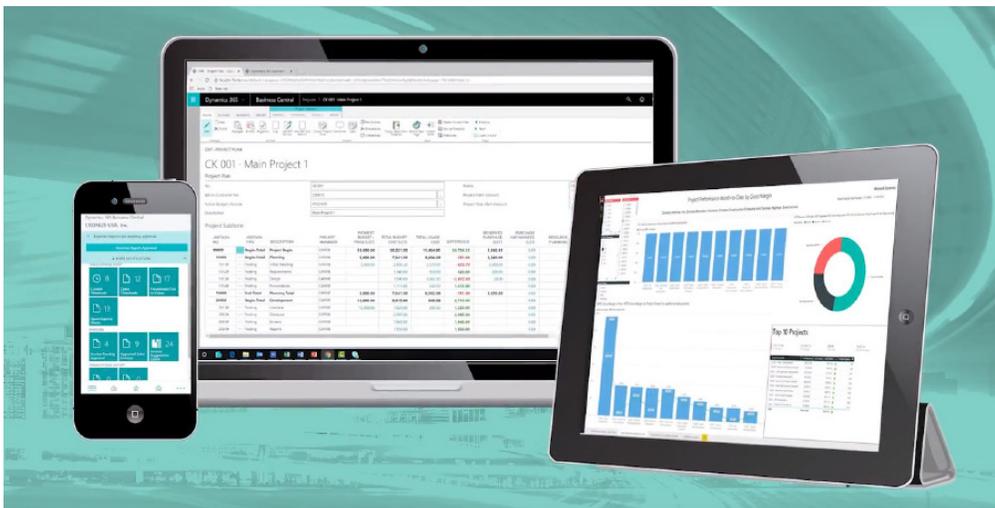
Work with budgets in general ledger accounts.

#### Deferrals

Set up deferral templates that automate the process of deferring revenues and expenses over a pre-defined schedule.

#### Basic Fixed Assets

Keep track of fixed assets and related transactions such as acquisitions, depreciations, write-downs, appreciations, and disposals.



## Basic Receivables

Post sales transactions in journals and manage receivables; register customers and manage receivables using general journals.

## Audit Trails

The system automatically assigns audit trails and posting descriptions to every transaction. In addition, users can define reason codes to create complementary audit trails.

## Bank Account Management

Create, operate, and manage multiple bank accounts for catering to your diverse business needs and across different currencies.

- Built to work with Microsoft 365, the world's leading productivity software
- Work from anywhere on any device
- Create your own automated workflows
- Cost-effective, easy to deploy, simple to configure and manage
- Multi-language, multi-currency
- Secure, private and compliant
- Start with what you need and grow at your own pace with additional Microsoft applications, such as Power Platform and Microsoft 365 (formerly Office 365)

## Reconciliation

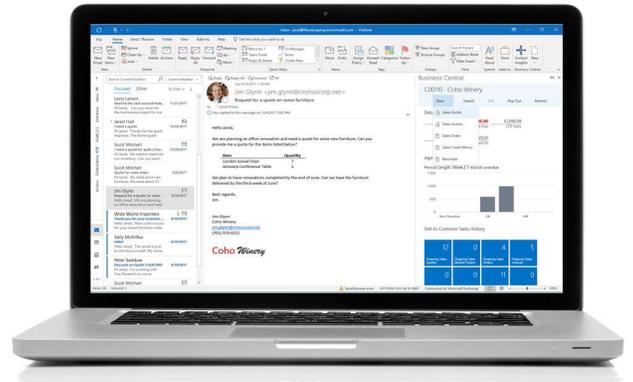
Reconcile your bank statement data automatically to open bank account ledger entries and keep track of all your bank statements.

## Dimensions

Add unlimited dimensions to any ledger for advanced transaction analyses.

## Currencies

Manage multiple currencies throughout the system, including payables and receivables, general ledger reports, resource and inventory items, and bank accounts.



## ONE SOLUTION AND ONE PARTNER PUT YOUR PROFITABILITY FIRST.

If you can no longer afford to operate with a loose grasp of where money is made - or lost - it's time for Microsoft Dynamics 365 Business Central for Professional Services and Velosio.

**CONTACT US TODAY!**

 **888.725.2555**

 **info@velosio.com**

If you are struggling to enable remote workers, rely on manual processes and spreadsheets, or are using multiple solutions for project accounting, time & expense, and project planning, it's time to consider a change. The time you spend managing the status quo is costing money – and diminishing your profitability.

When you rely on Advanced Projects for Business Central, you gain the unbeatable combination of modern Microsoft technology and remarkable Velosio experience, so you can focus on putting profitability first, not last.

Our more than 30 years' experience as a Microsoft partner includes deep knowledge of how project-based and professional services businesses work. In fact, we built the functionality described here that lets you plan for profitability from the start! You won't find our depth and breadth of experience in professional services or with Business Central anywhere else.

With Velosio, you can fast-track results with our rapid-deployment methodologies, accelerate your time to market with our industry expertise, and enhance implementations with our range of services including development, support, and managed services.

Our team is excited to help your organization succeed. We are committed to your business and value the opportunity to work with you.