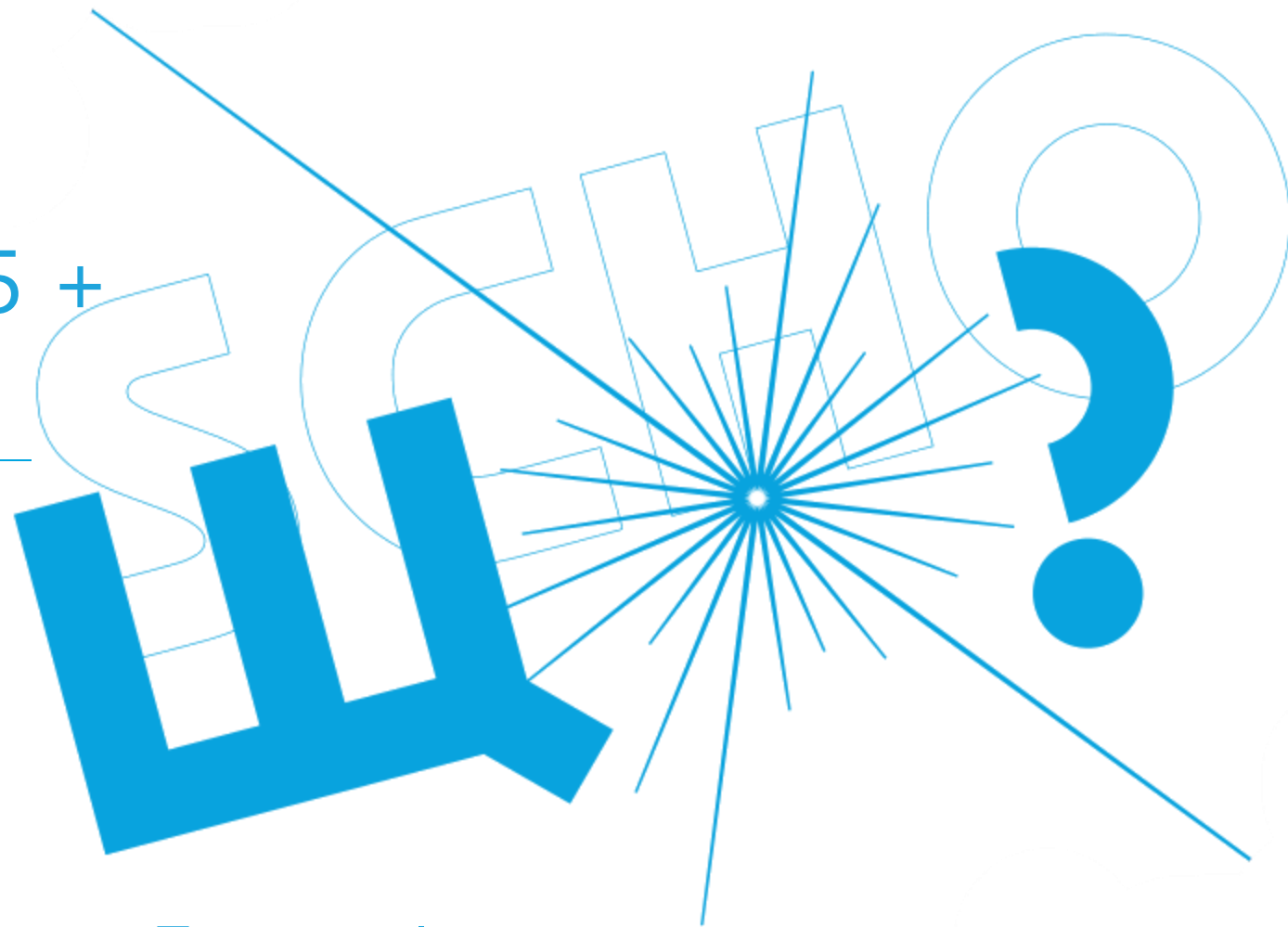


Microsoft Dynamics 365 + Microsoft Office 365

Підвищення ефективності
завдяки інтеграції



Віталій Курдюмов, Партнер, Innoware



“ We will reinvent productivity and empower every person and every organization on the planet to do more and achieve more. ”

Satya Nadella, Microsoft CEO



THE PERIODIC TABLE OF Office 365

App availability depends on license type

Provided services include: Office 365 Groups • Enterprise Search • Microsoft Graph • MyAnalytics • Security & Compliance • Plus More





01 ERP Solutions

Product name	Dynamics 365 Finance Finance management for middle and big companies	Dynamics 365 Supply Chain Management Supply chain management for middle and big companies	Dynamics 365 Business Central Enterprise resource management for small and medium companies
Functionality	<ul style="list-style-type: none"> Revenue Recognition Cash and bank management Inventory Theory Organization administration Accounts receivable Budgeting Audit readiness 	<ul style="list-style-type: none"> Asset management Self service portal Cost management Inventory management Human resources Production control Product information management 	<ul style="list-style-type: none"> Procurement and sourcing Sales and marketing Order management Task management Workflow management Time and attendance Product information management Tax

02 CRM Solutions

Product name	Dynamics 365 Sales Enterprise Sales management for enterprise	Dynamics 365 Sales Professional Sales management for small business	Dynamics 365 Customer Service Customer service management
Functionality	<ul style="list-style-type: none"> Client management Marketing CRM management Process management Lead management 	<ul style="list-style-type: none"> Product information management Competitive intelligence Microsoft Teams integration Business process integration Business process flow 	<ul style="list-style-type: none"> Virtual insights Simplified opportunity-to-win Microsoft 365 view Sales data Business process flow

04 AI Solutions

Product name	Dynamics 365 Sales Insights AI-driven insights in sales	Dynamics 365 Customer Service Insights AI-driven insights and virtual agents in customer service	Dynamics 365 Market Insights AI-driven market insights	Dynamics 365 Customer Insights Power personalized engagement with customer insights
Functionality	<ul style="list-style-type: none"> Notes analysis Natural language request Activity analysis Business data dashboard 	<ul style="list-style-type: none"> Predictive lead/opportunity scoring Automated AI-driven case resolution Virtual agents Case resolution dashboard Virtual agents Intelligent workflow Task results dashboard 	<ul style="list-style-type: none"> Alerts management Proactive source dashboard Virtual agents Intelligent language Real-time insights dashboard Product insights dashboard 	<ul style="list-style-type: none"> Data enrichment / Segmentation Customer journey management Proactive engagement Customer cards Product search & discovery

05 Mixed Reality Solutions

Product name	Dynamics 365 Remote Assist Mixed reality remote presence tool	Dynamics 365 Layout Mixed reality design spaces tool	Idynamics 365 Product Visualize Place a 3D digital twin of product in real life	Dynamics 365 Guides Holographic instruction tool	Dynamics 365 Import Tool Tool importing 3D models to MR solutions operators	
Functionality	<ul style="list-style-type: none"> Hybrid-based remote work File sharing Field service support Connection with Teams 	<ul style="list-style-type: none"> Virtual & Mixed Reality 3D physical models Import tool for 3D models Integrative work 	<ul style="list-style-type: none"> 360 physical models Product visualization Location Product search & discovery 	<ul style="list-style-type: none"> Notes capturing Agent scripting Configurable workflow UK Business 	<ul style="list-style-type: none"> Multi-channel management Customer base management Online view analytics 	<ul style="list-style-type: none"> Access to all apps Offline work support Customers Online view analytics

03 Modular Solutions

Product name	Dynamics 365 Retail Retail management	Dynamics 365 Talent: Core HR Human resource management	Dynamics 365 Talent: Attract Hiring management	Dynamics 365 Talent: Onboard New hires management
Functionality	<ul style="list-style-type: none"> Pricing Store management Inventory management Cloud mobile app Cloud POS Product categories Retail IQ 	<ul style="list-style-type: none"> People management Compensation management Skills management Recruitment management Employee self service Employee development 	<ul style="list-style-type: none"> Position management Employee transfer management Candidates management 	<ul style="list-style-type: none"> Task management Resource management Onboard process management Activity management Onboard templates

05 Mixed Reality Solutions (continued)

Product name	Dynamics 365 Talent: Offers Offer management	Dynamics 365 Unified operations Mobile solution for Finance and Operations	Dynamics 365 Resource Scheduling Schedule any data in Customer Engagement	Microsoft Social Engagement Social engagement management
Functionality	<ul style="list-style-type: none"> Offer management Offer templates 	<ul style="list-style-type: none"> Productized workflows Custom workflows design Operational tool for site capabilities 	<ul style="list-style-type: none"> Multi-resource scheduling Facility scheduling Resource preferences Schedule board tab Resource level scheduling 	<ul style="list-style-type: none"> Power BI connector Location Process analytics Social team management Analysis Social CRM case awareness Social listening

05 Mixed Reality Solutions (continued)

Product name	Dynamics 365 Omnichannel for Customer Service Connect with customers thru different channels	Dynamics 365 Gamification Employee and teams competences management	Portal Dynamics 365 Portal management	Dynamics 365 App for Outlook Customer Engagement solution for Microsoft Outlook
Functionality	<ul style="list-style-type: none"> Communication Agent panel management Single interface 	<ul style="list-style-type: none"> Agent dashboard KPI management Classification 	<ul style="list-style-type: none"> Portal content management Knowledge base management Authentication management 	<ul style="list-style-type: none"> Contacts and leads Link emails to contacts Cloud search Phone call and voicemail Assistance

05 Mixed Reality Solutions (continued)

Product name	Dynamics 365 Linkable Connector Seamless synchronization of LinkedIn leads	Dynamics 365 Voice of the Customer Customer opinions collection	Dynamics 365 Unified service desk Framework for call centers	Dynamics 365 Commerce Omni-channel solution for retail and e-tail companies	Dynamics 365 for phones and tablets Unified app for phones and tablets	
Functionality	<ul style="list-style-type: none"> LinkedIn Machine learning 	<ul style="list-style-type: none"> Questionnaire designer Agent scripting Configurable workflow UK Business 	<ul style="list-style-type: none"> Note capturing Agent scripting Session management UK Business 	<ul style="list-style-type: none"> Legality programs Customer base management Online view analytics 	<ul style="list-style-type: none"> Multi-channel management Offline work support Customers Online view analytics 	<ul style="list-style-type: none"> Access to all apps Offline work support Customers Online view analytics

06 Dynamics Services

Product name	Dynamics 365 Remote Assist Mixed reality remote presence tool	Dynamics 365 Layout Mixed reality design spaces tool	Idynamics 365 Product Visualize Place a 3D digital twin of product in real life	Dynamics 365 Guides Holographic instruction tool	Dynamics 365 Import Tool Tool importing 3D models to MR solutions operators	
Functionality	<ul style="list-style-type: none"> Hybrid-based remote work File sharing Field service support Connection with Teams 	<ul style="list-style-type: none"> Virtual & Mixed Reality 3D physical models Import tool for 3D models Integrative work 	<ul style="list-style-type: none"> 360 physical models Product visualization Location Product search & discovery 	<ul style="list-style-type: none"> Notes capturing Agent scripting Configurable workflow UK Business 	<ul style="list-style-type: none"> Multi-channel management Customer base management Online view analytics 	<ul style="list-style-type: none"> Access to all apps Offline work support Customers Online view analytics



Microsoft Dynamics 365 Business Central at a Glance

Продажі, обслуговування і маркетинг

Потенційні продажі (Leads&Opportunities)
Управління продажами і маркетингом
Складне ціноутворення
Кредитні ліміти
Сервісне обслуговування
Microsoft Dynamics CRM connector

Виробництво

Специфікації, маршрути, виробничий календар
Облік виробництва
Планування і управління виробничими потужностями

Роздрібна торгівля (add-on LS Retail)

Касові місця (POS)
Централізоване управління магазинами
Мульти-канальні продажі
Програми лояльності

Закупки

Управління заявками
Контроль поставчань
Контроль цін і знижок постачальників
Повернення
Накладні витрати при закупівлі

Ланцюжки поставок

Планування поповнення запасів (MRP)
Переміщення між складами
Крос-докінг
Внутрішньо складське управління (WMS)
Резервування
Заміни, перехресні посилання на номенклатури

Проектний облік

Облік по проектам
Звіт використаних годин
Контроль собівартості проектів
Interoperability with Microsoft Project

Управління фінансами

Бухгалтерський облік	Консолідований облік (холдинг)
Управління грошовими коштами (Казначейство)	Бюджетування

Business intelligence

Аналітичні звіти без розробки (налаштування користувачем)
Вбудований Power BI
Використання Azure Cortana Intelligence

Кадровий облік і зарплата

Кадровий облік
Табельний облік
Облік заробітної платні

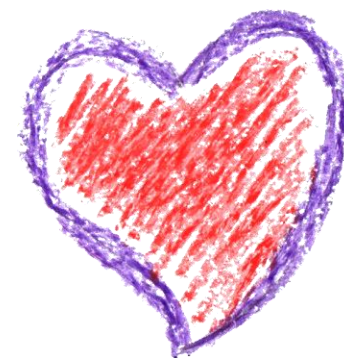


Що ми подивимось?

1. Business Central і Excel
2. Business Central і Outlook
3. Business Central і Flow (Automate)
4. D365 for Sales і Teams

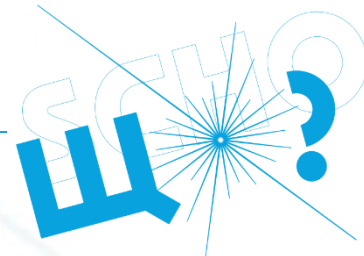


Business Central i Excel



No. ↑	Name	Responsibility Center	Location Code	Phone No.	Contact	Balance (\$)	Balance Due (\$)
10000	Adatum Corporation				Robert Lowrie	0.00	0.00
20000	Trey Research				Helen Ray	3,036.60	2,024.40
30000	School of Fine Art				Meagan Bond	53,833.52	51,793.67
40000	Alpine Ski House				Ian Deberry	4,316.92	4,316.92
50000	Relecloud				Jesse Homer	8,836.80	5,754.96

- Open in Excel
- Edit in Excel



File Home Insert Draw Page Layout Formulas Data Review View Help Table Design Share Comments

Clipboard Font Alignment Number Styles Cells Editing Ideas Sensitivity


A1 No

	A	B	C	D	E	F	G	H	
1	No	Name	Search_Name	IC_Partner_Code	Balance_LCY	Balance_Due_LCY	Credit_Limit_LCY	Blocked	Privacy
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									
20									
21									

Microsoft Dynamics Office ...

The Microsoft Office Add-in enables data connections to Microsoft systems.

Please sign in with a user account associated with server: <https://exceladdinprovider.smb.dynamics.com>

 Sign in



No	Name	Search_Name	IC_Partner_Code	Balance_LCY	Balance_Due_LCY	Credit_Limit_LCY	Blocked
10000	Adatum Corporation	ADATUM CORPORATION		0	0	0	
20000	Trey Research	TREY RESEARCH		3036,6	3036,6	0	
30000	School of Fine Art	SCHOOL OF FINE ART		53833,52	53833,52	0	
40000	Alpine Ski House	ALPINE SKI HOUSE		4316,92	4316,92	0	
50000	Relecloud	RELECLOUD		8836,8	8836,8	0	
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							

Microsoft Dynamics Office ...

Data Connector MOD Administrator

- Source: Customer_Card
- Field: No ?

- + New
- Refresh
- Publish
- Filter
- Design



The image displays three overlapping Excel spreadsheets and a Data Connector window from Microsoft Dynamics Online.

Spreadsheet 1 (Top): Columns include No, Name, Search_Name, IC_Partner_Code, Balance_LCY, and Balance. Rows show customer data: 10000 Adatum Corporation, 20000 Trey Res, 30000 School of, 40000 Alpine Sk, 50000 Releclou.

Spreadsheet 2 (Middle): Columns include No, Name, Search_Name, IC_Partner_Code, Balance_LCY, and Balance. Row 2 shows: 10000 Adatum Corporation ADATUM CORPORATION 0.

Spreadsheet 3 (Bottom): Columns include VAT_Registration_No, GLN, Copy_Sell_to_Addr_to_Qte_From, Tax_Liable, and Tax_Area. Rows show VAT registration details for various companies, with 'Tax_Liable' set to 'True' and 'Tax_Area' values like ATLANTA, CHICAGO, MIAMI, FL, N.ATL., GA, and ATLANTA, GA.

Data Connector Window: Shows configuration for 'Customer_Card' source and 'Tax_Liable' field. It lists 'Tax_Liable values' as 'True' and 'False'. Action buttons include New, Refresh, Publish, Filter, and Design.



Y6 X ✓ fx John Smith


	V	W	X	Y	Z	AA	AB	AC	AD
1	County	Post_Code	Primary_Contact_No	ContactName	Phone_No	E_Mail	Fax_No	Home_Page	Language_Co
2	GA	31772		Robert Townes		robert.townes@contoso.com			
3	IL	61236		Helen Ray		helen.ray@contoso.com			
4	FL	37125		Meagan Bond		meagan.bond@contoso.com			
5	GA	31772		Ian Deberry		ian.deberry@contoso.com			
6	GA	31772		John Smith		jesse.homer@contoso.com			
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									
20									
21									

Sheet1

Microsoft Dynamics O..

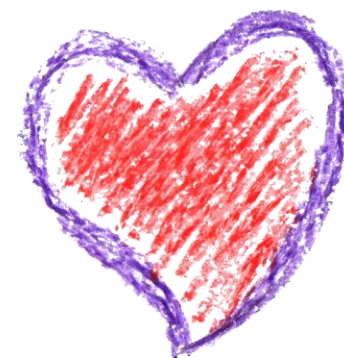
Data Connector MOD Administrator

- Source: Customer_Card
- Field: ContactName

- + New
- Refresh
- Publish** 
- Filter
- Design



Business Central i Outlook



Налаштування інтеграції між Business Central i Outlook

The screenshot shows the 'Assisted Setup' page in Microsoft Dynamics 365 Business Central. The page is organized into a grid of 15 setup tasks, all of which are marked as 'Completed'. The tasks are as follows:

Task Name	Status	Additional Info
Cloudmigratie instellen	Completed	Get started with Dynamics 365
Mijn bedrijf instellen	Completed	Get started with Dynamics 365
Set up approval workflows	Completed	Watch, Customize settings to fit your needs
Set up email	Completed	Read, Watch, Customize settings to fit your needs
Set up your Business Inbox in Outlook	Completed	Read, Watch, Customize settings to fit your needs
Migrate business data	Completed	Read, Watch, Get started with Dynamics 365
Set up email logging	Completed	Watch, Customize settings to fit your needs
Set up an item approval workflow	Completed	Install extensions to add features and integrations
Set up a customer approval workflow	Completed	Customize settings to fit your needs
Set up a payment approval workflow	Completed	Install extensions to add features and integrations
Set up Dynamics 365 Sales connection	Completed	Install extensions to add features and integrations
Set up cash flow forecast	Completed	Read, Get the most out of reports and forecasting
Set up VAT	Completed	Read, Install extensions to add features and integrations
Azure Active Directory-toepassing instellen	Completed	Get started with Dynamics 365
Set up reporting data	Completed	Install extensions to add features and integrations

OFFICE ADD-IN SETUP



DO YOU WANT TO SET UP THE ADD-INS FOR YOUR ORGANIZATION OR ONLY FOR YOU?

Set up for:

OFFICE ADD-IN SETUP



Is your email hosted by your organization?

OFFICE ADD-IN SETUP



THAT'S IT!

Choose Finish to enable Office add-ins in Exchange Online.

OFFICE ADD-IN SETUP



OFFICE ADD-IN SETUP



OFFICE ADD-IN SETUP



THE ADD-INS

contact in this evaluation company so you can have a sample email sent to you.

k

Next

Finish

Back

Next

Finish



Outlook

Search

New message

Delete Archive Move to Categorize Undo

Favorites

Inbox 2

Sent Items

Drafts

Archive

Add favorite

Folders

Inbox 2

Drafts

Sent Items ★ Filter

Today

admin@M365x444518.onmicrosoft.com
Looking for some furniture 3:15 PM
Hi James, We'd like to get a quote for the fo...

Looking for some furniture

Megan B
Thu 11/28/2019 3:15 PM
admin@M365x444518.onmicrosoft.com

Hi James,

We'd like to get a quote for the following items:
5 x MEXICO chairs,
2 x ATLANTA Whiteboards

Thanks,

Megan



Contoso Electronics Outlook Search

New message Delete Archive Junk Sweep Move to Categorize Snooze

X1050 Marketing sync
Now, Mark 8 Project Team / G

Favorites Folders

Inbox 59

Drafts Sent Items Deleted Items Junk Email Archive Conversation Hist... Notes

Focused Other 1 Filter

Other: New conversations MyAnalytics

Megan B
Looking for some furniture 1:15 PM
Hi James, We'd like to get a quote for the f...

This week

Microsoft Azure
Your Azure AD Identity Pr... Mon 6:38 PM
See your report. Your Azure AD Identity Pr...

Last week

Dynamics 365 Business Central Admin
Welcome to Microsoft Dyn... Sat 11/23
We are all set up. Welcome to Your Busine...

Looking for some furniture

MB Megan B <meganb@CRMbc286156.onmicrosof t.com>
Thu 11/28/2019 1:15 PM
James Bond

Hi James,

We'd like to get a quote for the following items:
5 x MEXICO chairs,
2 x ATLANTA Whiteboards

Thanks,
Megan



Contoso Electronics Outlook Search

New message Delete Archive Junk Sweep

X1050 Marketing sync Now, Mark 8 Project Te

Business Central

1007 · Relecloud

General

Customer M
Relecloud

External Dc
[]

Contact
Megan B

Due Date
4/22/201

Requested
[]

Lines

Type

Other: New conversations MyAnalytics

Megan B
Looking for some furniture 1:15 PM
Hi James, We'd like to get a quote for the f...

This week

Microsoft Azure
Your Azure AD Identity Pr... Mon 6:38 PM
See your report. Your Azure AD Identity Pr...

Last week

Dynamics 365 Business Central Admin
Welcome to Microsoft Dyn... Sat 11/23
We are all set up. Welcome to Your Busine...

Looking for some furniture

Megan B <meganb@CRMbc286156.onmicrosoft.com>
Thu 11/28/2019 1:15 PM
James Bond

Hi James,

We'd like to get a quote for the following items:
5 x MEXICO chairs,
2 x ATLANTA Whiteboards

Thanks,
Megan

Create a Flow

See my Flows

Print/Send

Send by Email

Release

Release

Reopen

Navigate

Customer

Contact

Send Attach Discard

The following recipient is outside your organization: Megan B. Remove recipient

From admin@M365x444518.OnMicrosoft.com

Bcc

To MB Megan B

Cc

RE: Looking for some furniture

Sales Quote 1007.pdf
50 KB

Bill-to Customer No. 50000

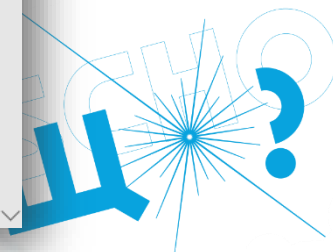
Sales Quote

Hello Relecloud,

Rich text editor toolbar with icons for bold, italic, underline, link, unlink, list, and other formatting options.

Send

Discard



Outlook

New message

Favorites

Inbox 3

Sent Items

Drafts

Archive

Add favorite

Folders

Inbox 3

Drafts

Sent Items

Deleted Items

Sales Quote

1007



CRONUS NL

De Ring 5
Buitenveldert
1111 DA Amsterdam

0666-666-6666

Relecloud
Megan Bowers
Occam Court, 1
Surrey
7201 HW Amsterdam
Nederland

Document Date
April 8, 2019

Valid to

Salesperson
Koos Splinter

No.	Description	Quantity	Unit	Unit Price Excl. VAT	VAT %	Line Amount Excl. VAT
1968-S	MEXICO Draaistoel, zwart	5	Stuk	191.00	21	955.00
1996-S	ATLANTA Whiteboard, basis	2	Stuk	1,404.30	21	2,808.60
Subtotal						3,763.60
21% VAT						790.36
Total €						4,553.96

Settings ? Print Mailbox MB

1

Like Reply Reply All Forward ...

Total €
4,553.96



Business Central

← 101005 · Innoware

ⓘ ✎ 📄 ↻ ⋮

✕ The available inventory for item 1908-S is lower than the entered quantity at this location.

Show details

Lines ▾

Type ▾ Quantity ▾ Qty.

Item	:		
Item	:	5	

Business Central

← 101006 · Innoware

ⓘ ✎ 📄 ↻ ⋮

✕ The customer's credit limit has been exceeded.

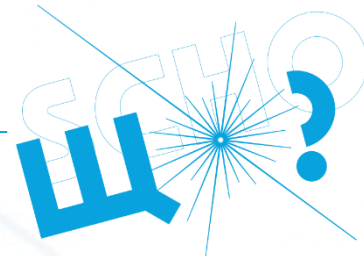
Show details

1 MORE NOTIFICATION

Lines ▾

Type ▾ Quantity ▾ Qty.

Item	:		
Item	:	100	



Додаткові можливості

З **Outlook** можна відправити **pdf-файл** прямо у **Business Central**, де в свою чергу налаштоване підключення до OCR-сервісу, який розпізнає інвойс і створить документ у системі

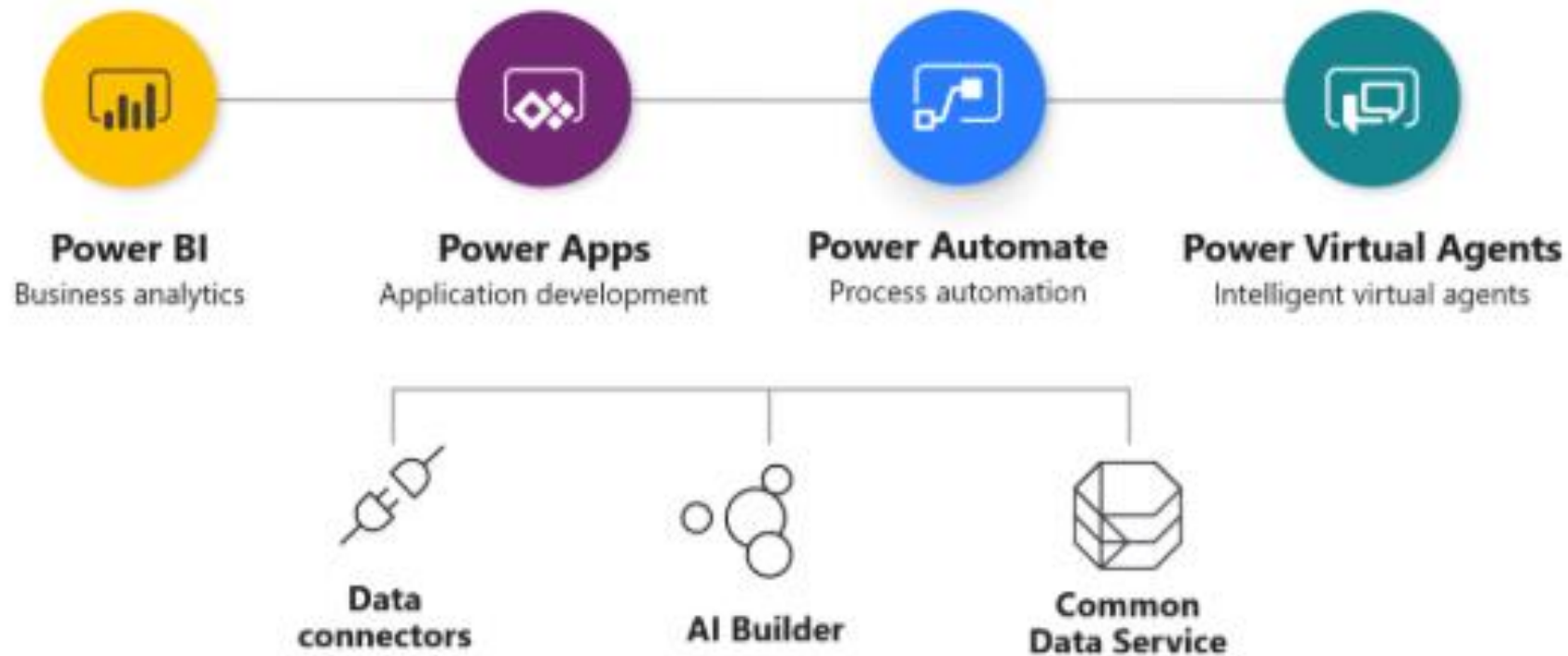


Business Central i Microsoft Automate (Flow)



Microsoft Power Platform

Родина low-code додатків для колаборації між будь якими (майже!) системами



Переваги використання

FORRESTER®

Benefits And Costs

-  Reduced application development cost and effort: **70%**
-  Reduction in ongoing application management and maintenance effort: **38%**
-  Worker hours saved from streamlined and automated business processes (Year 3): **122,850**



ROI
362%



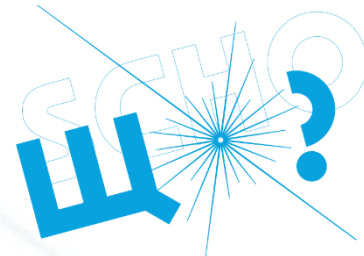
Benefits PV
\$8.9 million



NPV
\$7.0 million



Payback
<3 months



Microsoft Power Automate













- Майже **300 конекторів**
- Більше **1000 темплейтів**



Business Central

Sorted by popularity

All flows Featured Shared with me Approval Button Data collection Visio Email Events and calendar Mobile Notifications Productivity ...

 <p>Request approval for Dynamics 365 Business Central purchase order By Microsoft</p> <p>Automated 803</p>	 <p>Request approval for Dynamics 365 Business Central customer By Microsoft</p> <p>Automated 443</p>	 <p>Request approval for Dynamics 365 Business Central purchase invoice By Microsoft</p> <p>Automated 360</p>	 <p>Request approval for Dynamics 365 Business Central item By Microsoft</p> <p>Automated 261</p>
 <p>Send an email when a new customer is added in Business Central By Microsoft Flow Community</p> <p>Automated 252</p>	 <p>Request approval for Dynamics 365 Business Central vendor By Microsoft</p> <p>Automated 213</p>	 <p>Request approval for Dynamics 365 Business Central sales order By Microsoft</p> <p>Automated 207</p>	 <p>Request approval for Dynamics 365 Business Central sales quote By Microsoft</p> <p>Automated 99</p>
 <p>Request approval for Dynamics 365 Business Central sales invoice By Microsoft</p> <p>Automated 60</p>	 <p>Request approval for Dynamics 365 Business Central general journal batches By Microsoft</p> <p>Automated 45</p>	 <p>Request approval for Dynamics 365 Business Central general journal lines By Microsoft</p> <p>Automated 32</p>	 <p>Create an item in SharePoint when a record is created in Business Central By Microsoft Flow Community</p> <p>Automated 25</p>



When a item approval is requested (Preview)

Get record (Preview)

Start an approval

- Approval type: Approve/Reject - First to respond
- Title: Request approval for Microsoft Dynamics 365 Business Central item
- Assigned to: Email addresses, separated by a semicolon (;)
- Details: Item number - description needs to be approved before it can be edited or used in association with any documents.
- Item link: Add a link to the item to approve
- Item link description: Describe the link to the item

Show advanced options

Condition

Response is equal to Approve

Edit in advanced mode Collapse condition

If yes

Execute action (Preview)

- Environment name: PRODUCTION
- Company name: Name of the Dynamics 365 Business Central company
- Action name: WorkflowActionResponse_Approve

Condition 2

If no

Execute action 2 (Preview)













- Environment name: PRODUCTION
- Company name: Name of the Dynamics 365 Business Central company
- Action name: WorkflowActionResponse_Reject

Condition 3



You can get the sales forecast updated automatically every week. [Set Up Scheduled](#) Send Approval Request

Cancel Approval Request

 1896-S ATHENE Tafel 1,005.80	4 STUKS	 1900-S PARIJS Bezoekersstoel, zwart 193.70	1 STUKS
 1906-S ATHENE Mobiel onderstel 435.80	5 STUKS	 1908-S LONDEN Draaistoel, blauw 191.00	3 STUKS
 1920-S ANTWERPEN Vergaderta... 651.10	10 STUKS	 1925-W Vergaderpakket 1-6 189.80	0 STUKS
 1928-S AMSTERDAM Lamp 55.20	8 STUKS	 1929-W Vergaderpakket 1-8 235.00	0 STUKS
 1936-S BERLIJN Bezoekersstoel... 193.70	100 STUKS	 1953-W Gastsectie 1 126.40	-49 STUKS
 1960-S		 1964-S	

Details Attachments (0)

Item Details - Invoicing

Item No.	1896-S
Costing Method	FIFO
Cost is Adjusted	Yes
Cost is Posted to G/L	Yes
Standard Cost	0.00
Unit Cost	784.60
Overhead Rate	0.00
Indirect Cost %	0
Last Direct Cost	784.60
Profit %	21.99244
Unit Price	1,005.80

Item Details - Planning



Mail - Megan B - Outlook - Google Chrome
 outlook.office.com/mail/deeplink?version=2019112502.03&popoutv2=1

Reply all Delete Junk Block

Request approval for Microsoft Dynamics 365 Business Central item

Getting too much email? [Unsubscribe](#)

Attachments, pictures, and links in this message are automatically hidden. To view them, click on the Senders list. [I trust content from maccount@micro](#)

Microsoft Flow <maccount@microsoft.com>
 Wed 11/27/2019 10:03 AM
 Megan B

Microsoft Flow
 Wed 11/27/2019 1:54 PM
 Megan B

ERROR MESSAGES | WORK DATE: 4/8/2019

Search Open Related Record Open in Excel Actions Fewer options

Message Type ↑	Description	Context	Context F
Error	You cannot use Item: 1111 for this action. The restriction was imposed by the MS-ITEMAW-WH-01 workflow, Item Approval Workflow.	Purchase Header: Order,106005	

Details: Item 1896-S - ATHEN: used in association with

Approve Reject

Get the Flow app to receive push notifications and grant approvals from anywhere. [Learn more](#)
 This message was created by an automated workflow in Microsoft Flow. Do not reply. Microsoft Corporation 2019.



Dynamics 365 for Sales i Teams



Chat-based workspace in Office 365



Chat for today's teams

Communicate in the moment and keep everyone in the know



A hub for teamwork

Give your team quick access to information they need right in Office 365



Security teams trust

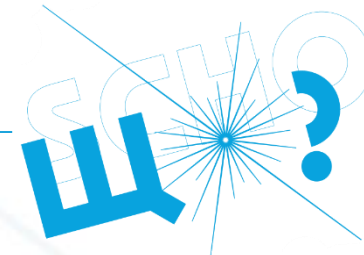
Get the enterprise-level security and compliance features you expect from Office 365.



Customizable for each team

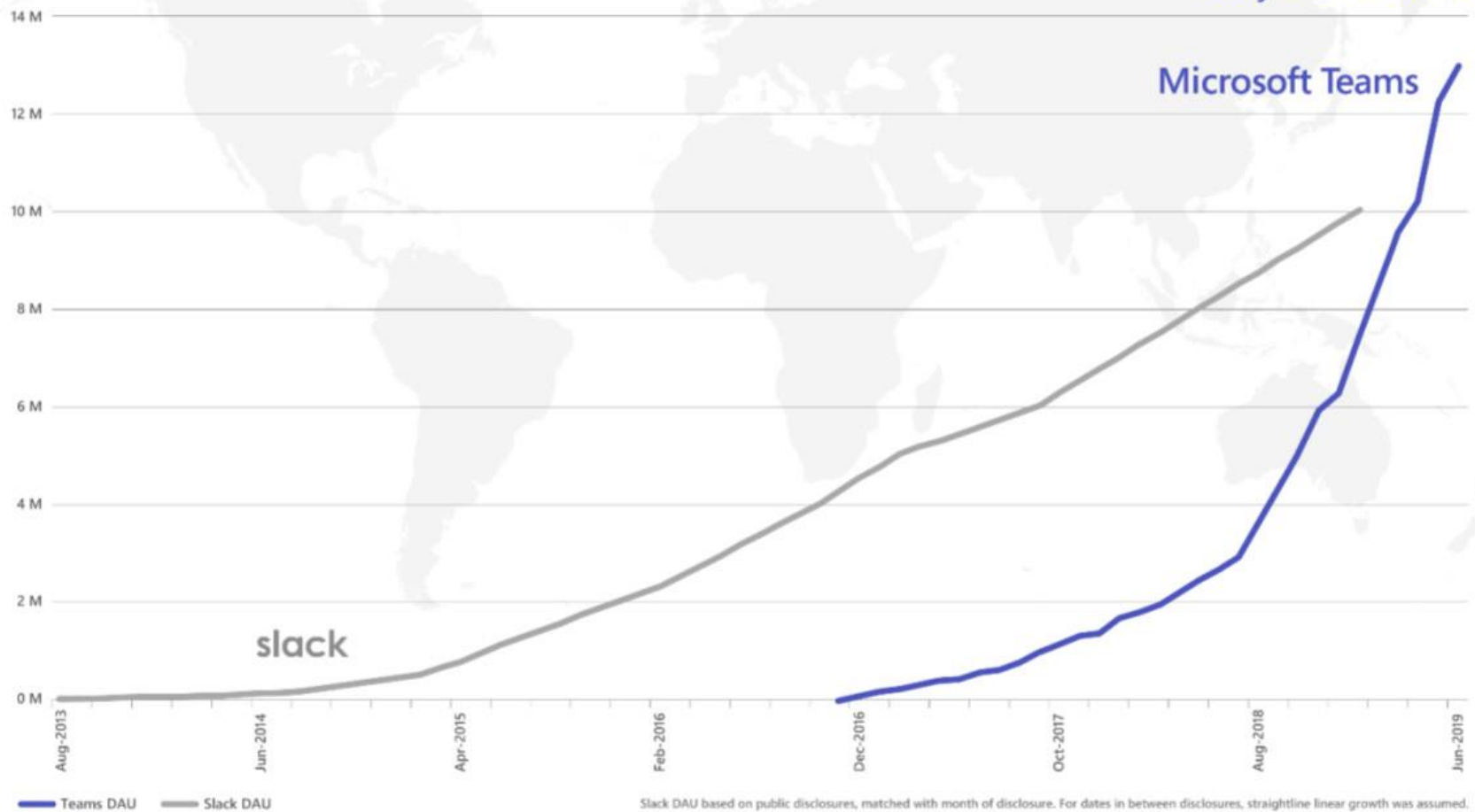
Tailor your workspace to include content and capabilities your team needs every day.

Microsoft Teams



13+ million

daily active users



Microsoft Teams

Activity
Chat
Teams
Calendar
Apps
Help

Teams

Your teams

- Sales and Marketing
- General
1 hidden channel
- Renewal
- HR Leadership Team
- Contoso IT
- HR - Onboarding Exp VT...
- Digital Initiative Public...
- Contoso Finance

Join or create a team

Add a ta

Dynam
Customer

Add

About
More from Microsoft Corp
Privacy and Permissions

Dynamics 365

About X

Environment (org)
Choose your Dynamics 365 environment (org)

M365x444518

Dynamics 365 app
Choose the Dynamics 365 app that you want to access

- Sales Hub
- Project Service
- Resource Scheduling
- Sales Hub
- Solution Health Hub

Post to the channel about this tab

Back Save

Manage apps

JB

Org



Microsoft Teams

Search or type a command

JB

Activity

Chat

Teams

Calendar

Apps

Help

Join or create a team

Teams

Your teams

- Sales and Marketing
- General**
- 1 hidden channel
- Renewal
- HR Leadership Team
- Contoso IT
- HR - Onboarding Exp VT...
- Digital Initiative Public...
- Contoso Finance

Sales and Marketing > General

Conversations Files Wiki Open Leads +

Show Chart + New Refresh Delete Email a Link Flow

Open Leads

Search for records

Name	Topic	Status Reas...	Created On
Alex Wu	Expressed interest in A. Dat...	New	20-1-2017 22:52
Allison Brown	Wants to expand	New	20-1-2017 22:52
Brian LaMee	Interested in online only sto...	New	23-11-2019 09:55
Cat Francis	Interested in our newer offe...	New	20-1-2017 22:52
Cathan Cook	New store opened this year ...	New	20-1-2017 22:52
Darren Parker	Likes our products	New	20-1-2017 22:52

ABC 1 - 14 of 14 (0 selected)



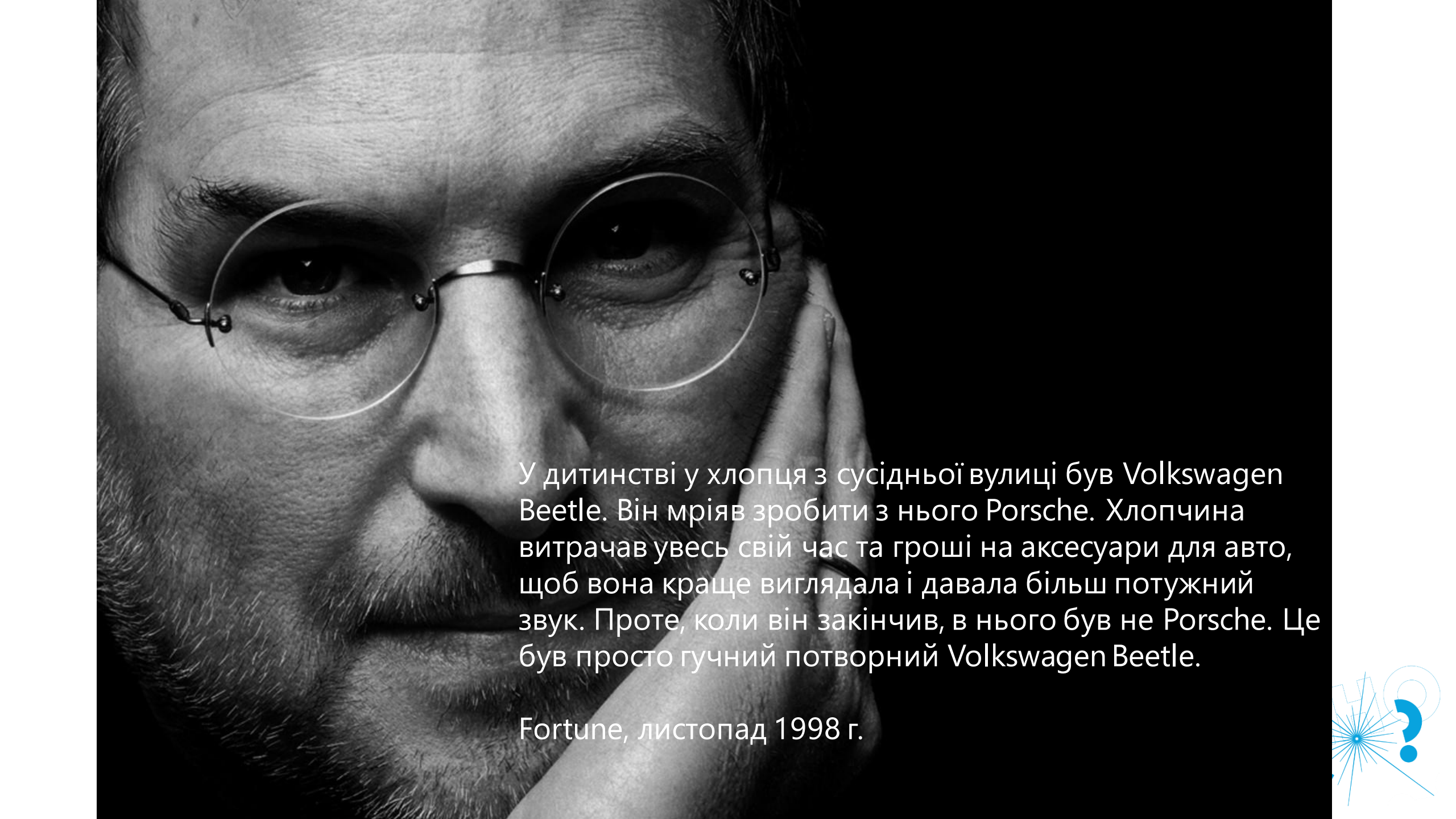
Які ще інтеграції?



Які ще інтеграції?

- Dynamics 365 for Sales (та інші додатки CRM) та Office 365
- Dynamics 365 for Sales (та інші додатки CRM) та LinkedIn
- Dynamics 365 for Talent та LinkedIn
- Azure Cognitive Services та всі додатки Dynamics 365
- PowerApps та всі додатки Dynamics 365
- POWER BI і все що завгодно 😊





У дитинстві у хлопця з сусідньої вулиці був Volkswagen Beetle. Він мріяв зробити з нього Porsche. Хлопчина витрачав увесь свій час та гроші на аксесуари для авто, щоб вона краще виглядала і давала більш потужний звук. Проте, коли він закінчив, в нього був не Porsche. Це був просто гучний потворний Volkswagen Beetle.

Fortune, листопад 1998 г.





Innoware

Питання / Відповіді

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