

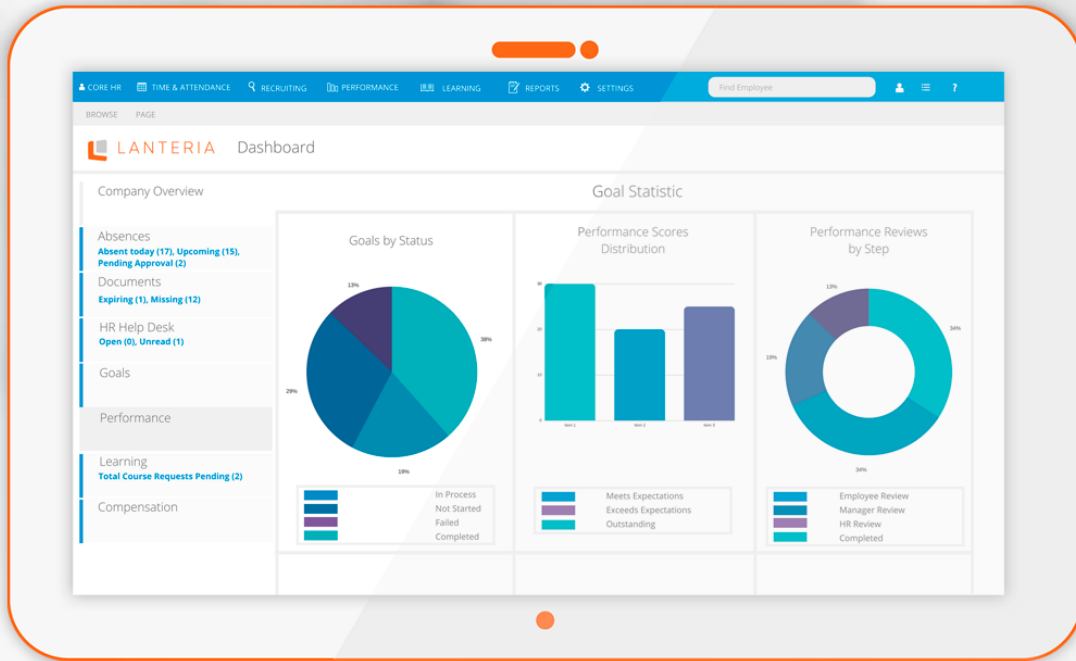
Цифрова трансформація з MS Dynamics 365

Олександр Головій
LANTERIA

 LANTERIA



Lanteria HR Solutions



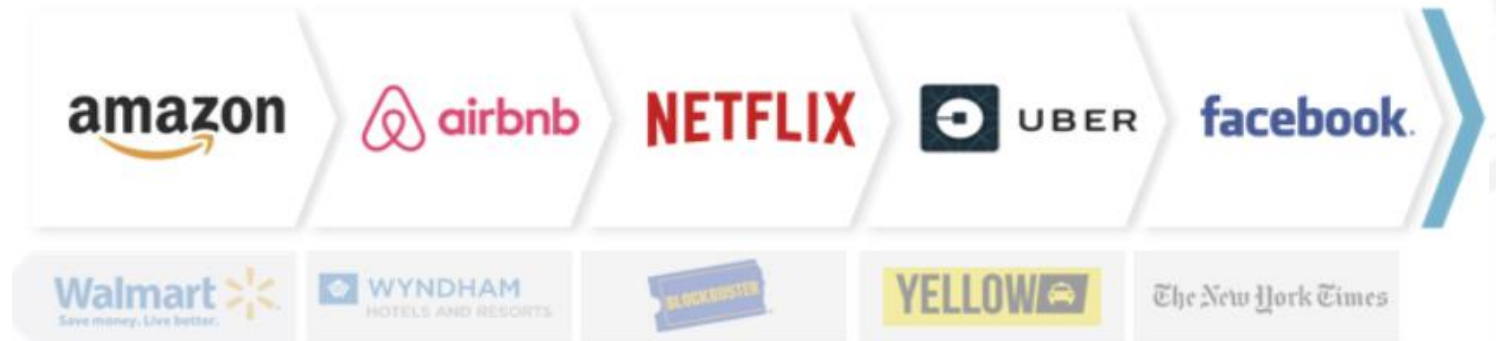
Lanteria MS Dynamics Services



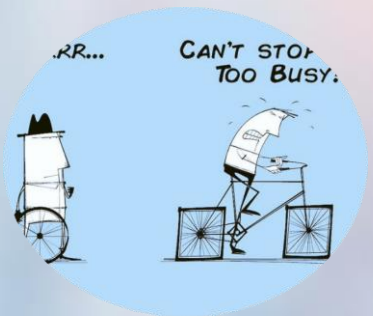
Цифрова трансформація



“..трансформація бізнесу шляхом перегляду бізнес-стратегії або цифрової стратегії, моделей, операцій, продуктів, маркетингового підходу, цілей тощо, шляхом прийняття цифрових технологій.” (с) Wiki



- Розширення можливостей співробітників
- Нові способи залучення клієнтів
- Оптимізація процесів
- Трансформація продукту чи послуги



Microsoft 365 + LinkedIn + Dynamics 365



Common Data Service



Bots & Connectors



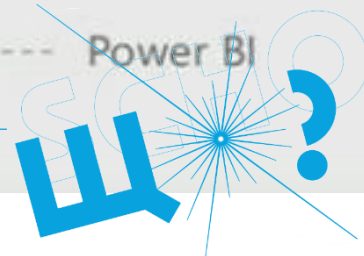
PowerApps



Flow



Power BI



Залучення клієнтів

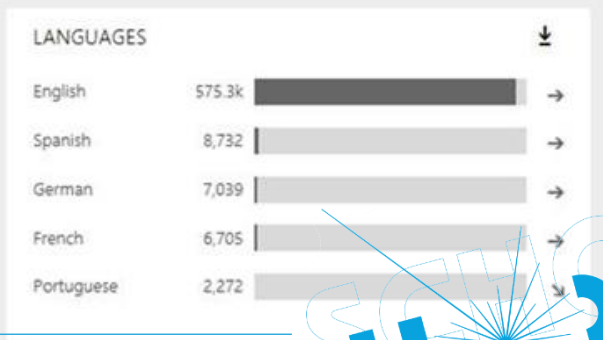
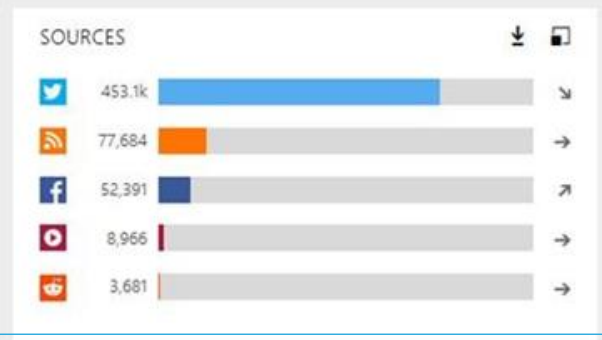
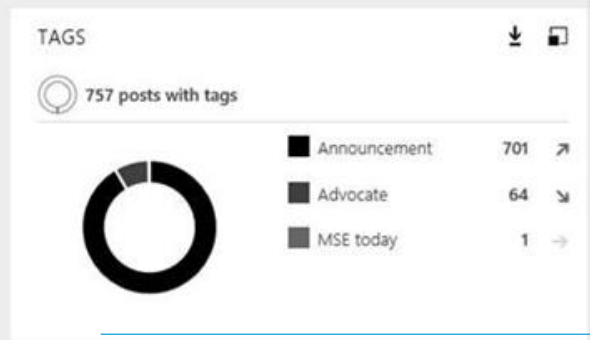
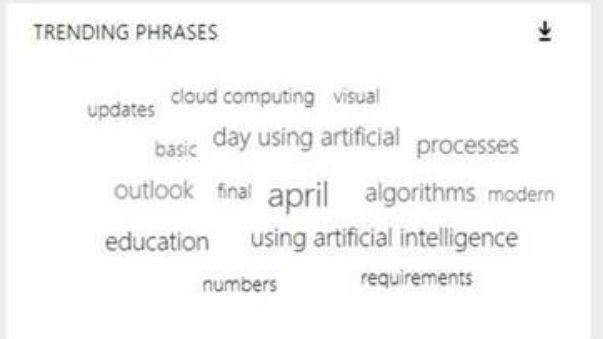
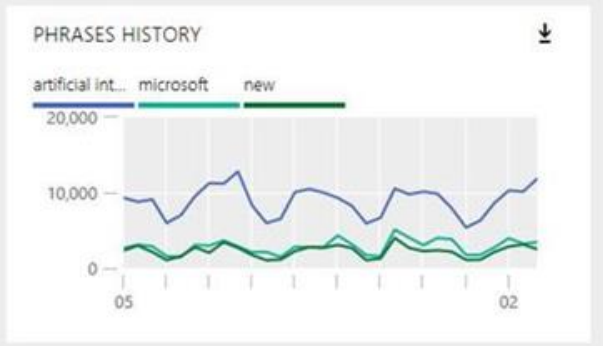
- Чат боти
- Віртуальні магазини
- Microsoft Social Engagement
- Dynamics 365 AI for Sales

All Search Topics

Add filters

Month 04/05 - 05/04/17 603.5k posts +1%

Overview Conversations Sentiment Location Sources



TRADE AGREEMENT View trade agreements (sales) View sales prices View line discount	ACTIVITIES View multiline discount View total discount Maintain trade agreements	ACTIVITIES View activities New action Schedule appointment	RECORDED INFORMATION Record event New task	RELATED INFORMATION Sales orders Alternative quotations	DOCUMENTS Documents Order events	SET UP Print management
--	--	--	---	--	---	-----------------------------------

SALES QUOTATION
000008 : Cave Wholesales

Lines Header | Created

Sales quotation header

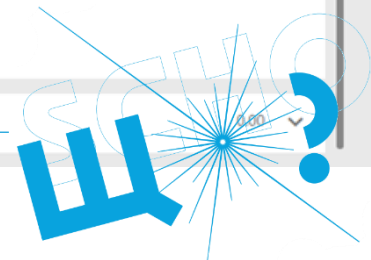
DELIVERY ADDRESS Name Cave Wholesales	Delivery address Cave Wholesales	Requested receipt date 11/29/2018	Simulate delivery dates	DISCOUNTS Total discount % 0.00
	Address 456 White Road Abbeville,GA31001 USA	Requested ship date 11/29/2018	REFERENCES Customer requisition	
			Customer reference	

Lines

+ Add line + Add lines Remove Sales quotation line Inventory Product and supply Update line

ant number	Item	Product name	Sales category	CW quantity	CW unit	Quantity	Delivery name	Unit	Site	Warehouse	Unit price
▼	D0005	Car Audio System / Car Audio S...	Auto audio systems			1.00	Cave Wholesales	ea	1	11	525.00

Line details



Sales order processing and inquiry

Summary

1 Unconfirmed	0 Delivery date changes
0 Delayed order lines	0 Orders on hold
1 Confirmed	0 Partially shipped
All sales orders	All customers

Orders and favorites

With delivery date changes

Filter Confirm

Unconfirmed	Sales order	Customer account	Name ↑	Created date ↓	H...
	000777	US-021	Otter Wholesales	11/29/2018	
	000776	US-013	Pelican Wholesales	11/29/2018	

Delayed order lines

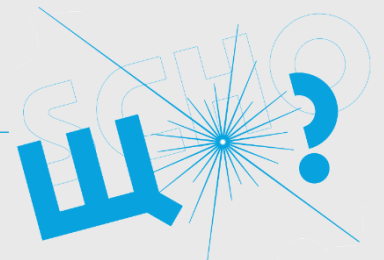
Favorite contacts

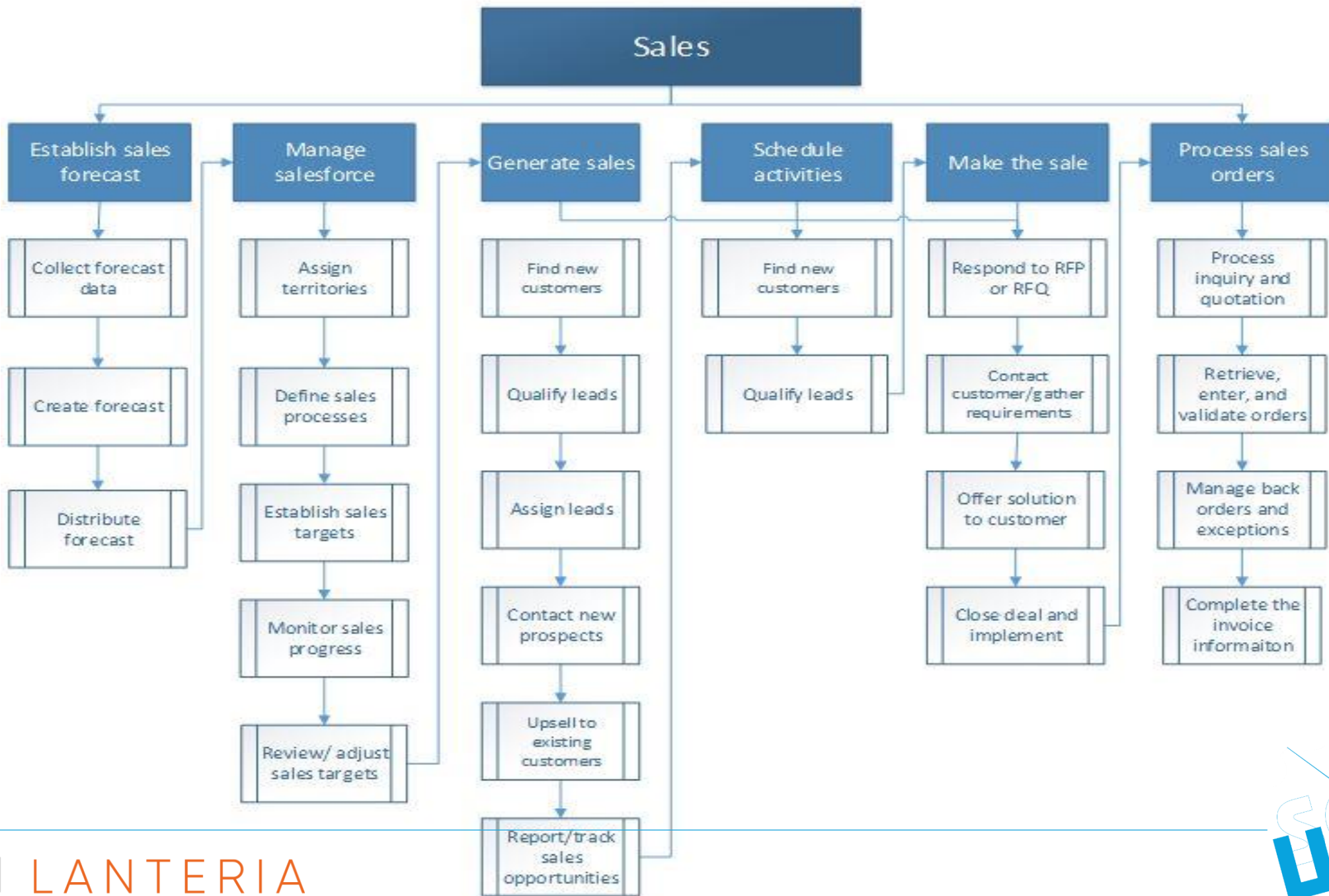
Find sales order

Find customer

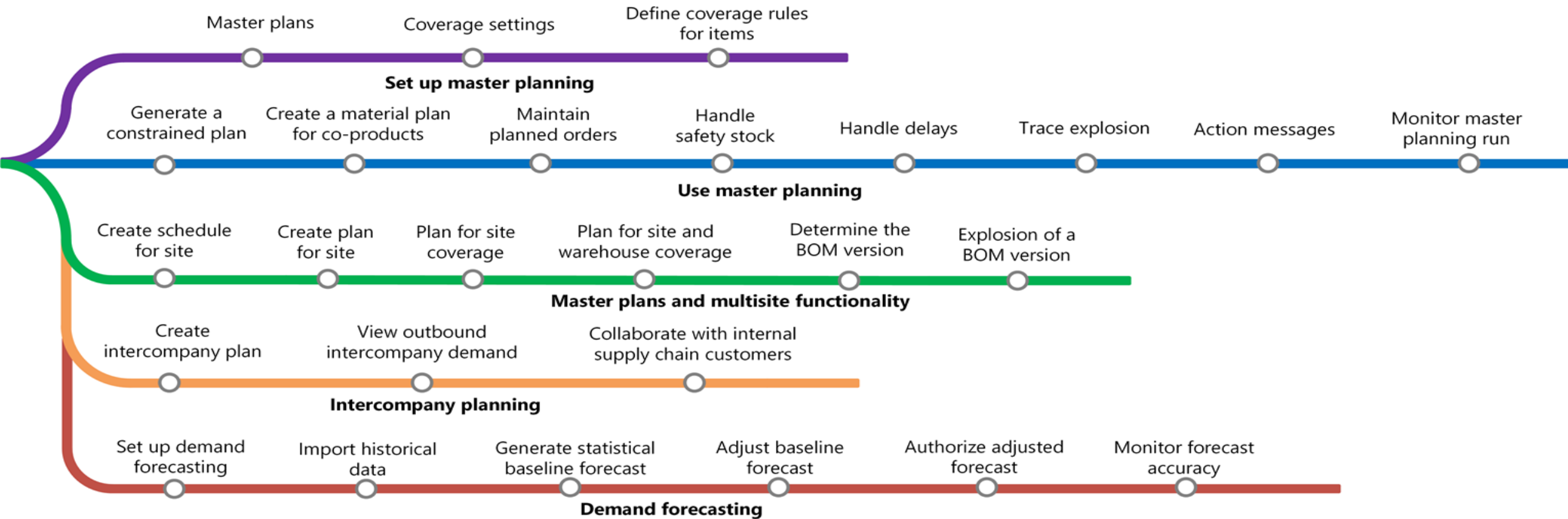
Links

- Orders
 - All return orders
- Customers and products
 - Customers on hold
 - Released products
- Order status
 - Deleted orders
 - Order events





Мапа процесів планування в Dynamics 365



Прогнозування попиту за допомогою ШІ

Dynamics 365 for Operation

Збір транзакційних історичних даних з бази

Microsoft Machine learning

Прогнозування попиту на основі історичних даних за допомогою машинного навчання

Dynamics 365 for Operation

Оцінка та внесення змін до прогнозу

Dynamics 365 for Operation

Затвердження прогнозу і генерація відповідних документів

Demand forecast

Overview General Item Project Financial dimensions Inventory dimensions

Allocate forecast Bulk update Inventory forecast Create item requirement

✓	Task name	Model	Date ↓	Customer account	Customer group	Item group	Item number	Product name	Site
		CurrentF	11/29/2018	US-003	10	TV&Video	A0001	HDMI 6' Cables	4

Allocation

✓	Date ↑	Sales quantity	Unit	CW quantity	CW unit	Amount	Currency
	11/29/2018	5,000.00	pcs			132,500.00	USD
	12/9/2018	5,000.00	pcs			132,500.00	USD
	12/19/2018	5,000.00	pcs			132,500.00	USD
	12/29/2018	5,000.00	pcs			132,500.00	USD



Master planning

Plan
 Master

Summary of the current plan

Planned orders

Calculated delays

Actions

COMPLETED

Master planning
 Last run on
 11/29/2018 02:02:22 AM
 Run

Intercompany master planning

Planned orders

Urgent

Filter

Firm Modify View

Number	Reference	Item number	Requirement qu...	Site	Warehouse	Delay (days)	Order date ↑	Delivery date
004103	Planned transfer	L0101	60.00	6	61		11/29/2018	12/3/2018
004104	Planned production orders	L0101	60.00	5	51		11/29/2018	11/29/2018
004105	Planned purchase orders	M0007	330.00	1	11		11/29/2018	11/29/2018
004106	Planned transfer	L0100	60.00	6	61		11/29/2018	12/3/2018
004107	Planned kanban	L0100	60.00	5	51		11/29/2018	11/29/2018
004108	Planned kanban	L0100	60.00	5	51		11/29/2018	11/29/2018
004109	Planned purchase orders	M0001	1,480.00	1	11		11/29/2018	11/29/2018
004110	Planned purchase orders	M0002	1,480.00	1	11		11/29/2018	11/29/2018
004111	Planned purchase orders	M0003	1,480.00	1	11		11/29/2018	11/29/2018
004112	Planned purchase orders	M0004	1,480.00	1	11		11/29/2018	11/29/2018
004113	Planned purchase orders	M0005	1,480.00	1	11		11/29/2018	11/29/2018
004114	Planned purchase orders	M0006	1,480.00	1	11		11/29/2018	11/29/2018
004101	Planned production orders	D0002	360.00	1	11		11/29/2018	11/29/2018
004102	Planned production orders	D0009	20.00	1	11		12/31/2018	12/31/2018
004118	Planned purchase orders	M0019	30.00	2	23		12/31/2018	12/31/2018

See more

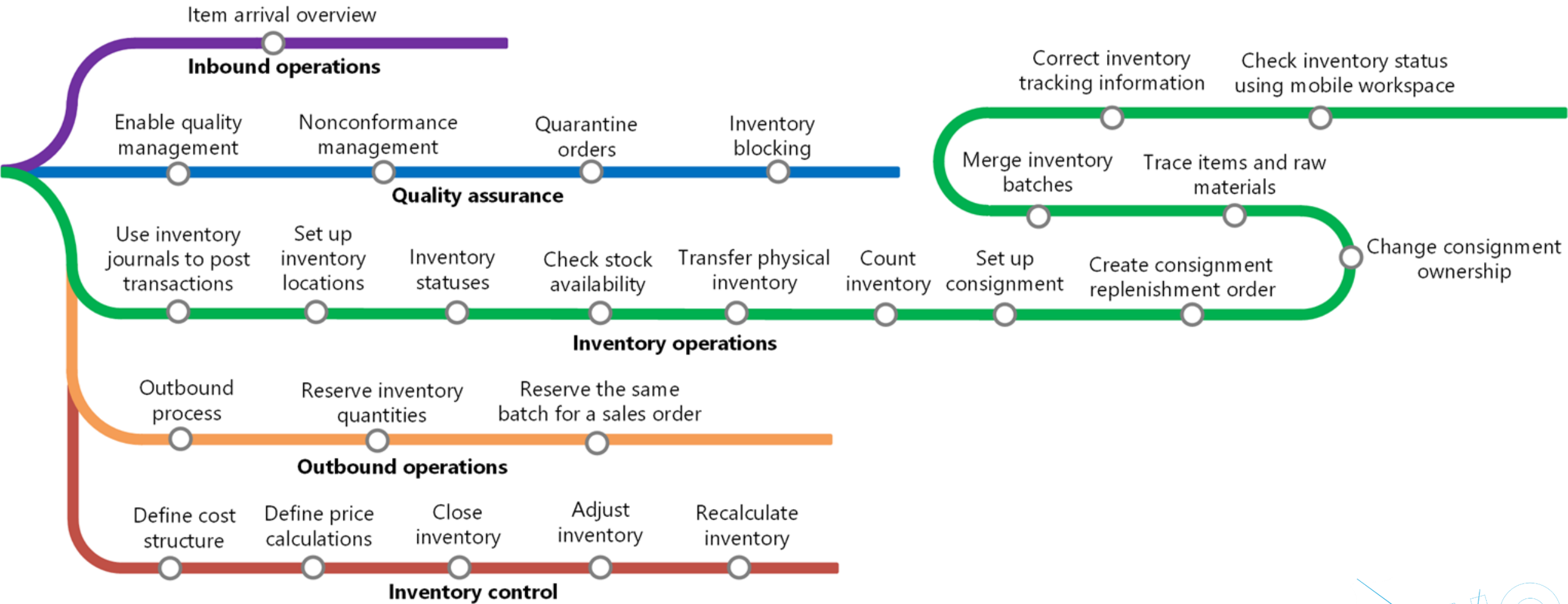


Оптимізація процесів

- Інтернет речей
- Аналітика через Power BI
- Connected Field Service

OTTO

Мапа процесів роботи з товарами



Save

+ New

Delete

Change quality test type

OPTIONS



Tests

Filter

Test ↑	Description	Type	Test instrument	Unit	
Temperature	Out temperature	Integer	Thermometer	C	
Thickness	Thickness	Integer			
Coil impedance	Coil impedance	Option	Test instrument ↑	Unit	Precision
Concentration	Measure Percent Concentration	Integer	Cone weight	g	0.01000
Cone weight	Cone weight	Fraction	Digital multimeter	Ohm	0.00000
Enclosure measuring	Measuring the enclosure dimen...	Option	Divi	mm	0.00000
impedance measure	Measuring impedance of speaker	Option	Measuring tape	Option	0.00000
			Oscilloscope	Option	0.00000
			TCWIN-U-C003	cl	0.10000



Голосове управління підвищує
продуктивність працівника на
25%





Route jobs report

Go to ▼ |< < ▶ >| Find ▼ Zoom ▼ ⌂ Export ▼ 🖨

Route jobs

Contoso Entertainment System USA

Page 1 of 2
10/24/2016
2:22 PM

Reference type

Production or batch order P000189 StandardSpeaker

Item number D0003 StandardSpeaker

Started	Oper. No.	Priority	Operation	Quantity	Setup	Process	Start date	End date
	10	Primary	Assembly	1		0.25	10/24/2016	10/24/2016

Task type	Job	Resource	Start date	Start time	End date	End time
Process	005601	1211	10/24/2016	07:00 AM	10/24/2016	07:15 AM

Oper. No.	Priority	Operation	Quantity	Setup	Process	Start date	End date
20	Primary	Testing	1		0.20	10/24/2016	10/24/2016

Task type	Job	Resource	Start date	Start time	End date	End time
Process	005602	1225	10/24/2016	07:15 AM	10/24/2016	07:27 AM

Oper. No.	Priority	Operation	Quantity	Setup	Process	Start date	End date
30	Primary	Packing	1		0.07	10/24/2016	10/24/2016

Task type	Job	Resource	Start date	Start time	End date	End time
Process	005604	1222	10/24/2016	07:27 AM	10/24/2016	07:31 AM



Розширення можливостей співробітників



Heather Palmarez
Senior Tech - Seattle



- Dynamics 365 Remote Assist
- Персоніфіковане навчання та індивідуальні KPI



Welcome Alfons



Alfons Staerk

Account Manager

Client Services

206 555-5704

415 5th St
Redmond, WA 98007
USA

[Edit personal information](#)

My information

0 Work items assigned to me

Expenses

0

Unreconciled expenses

1

Unattached receipts

[+ New report](#) [View reports](#)

Timesheets

No timesheets found for the current period

[+ New timesheet](#)

Next Registered Course

Standards of Business Conduct

4

Sunday 04:00 PM

[View open courses](#)

Certificates

User centered design

Expiring in 1273 days

[View all certificates](#)

Next Scheduled Discussion

Salary

30

Friday 12:00 PM

HQ Office

Description

Annual Salary Review

[+ Schedule more](#)

Performance Goals

0 Not started

1 On track

1 Needs improvement

[Update performance](#)

Total Skills

6

Most recent update to skills

3/22/2016

[+ Add more skills](#)

Compensation

[Show compensation information](#)

Company information

[Company directory](#)

10 Open jobs

2

My purchase requisitions

PTO Request

3

Open quality questionnaires

Additional information

Benefits

Benefits

Expenses

Cash advances

Expense entry delegates

Time Management

Timesheets

Timesheets for my review

Delegates

Favorites

Competencies

Courses

Education

Positions of trust

Professional experience

Project experience

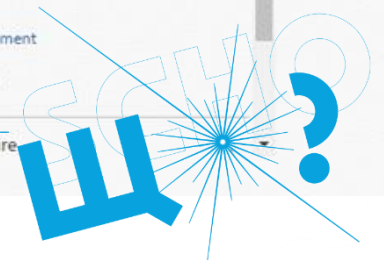
Organization

Job details

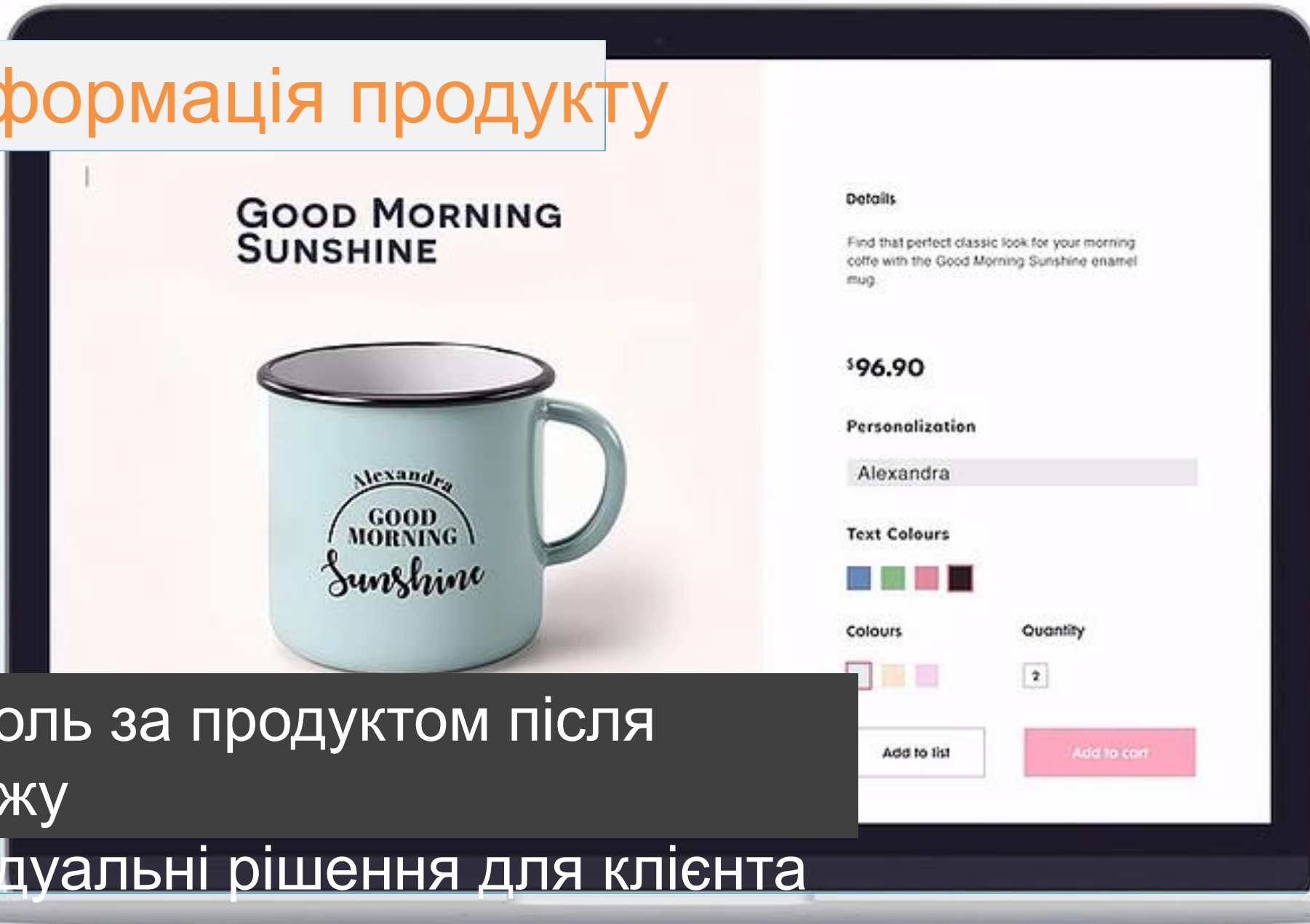
Loaned equipment

Signing limits

Questionnaire



Трансформація продукту



- Контроль за продуктом після продажу
- Індивідуальні рішення для клієнта

- BOM number: 000116
- M9200 / Steel pressed frame
- M9201 / Cone and coil assembly
- M9202 / Dust cap

000116 : L0100
BOM designer / 5 / Active / 11/29/2018 / 1

Item number / Name

BOM line details

IDENTIFICATION

Configuration group
Position
Line type
Item
Oper. No.

PRODUCT

Item number
M9200
Configuration
Size

Color

Style
Resource consumption
Yes
Site
5

CONSUMPTION

Warehouse

Quantity
1.0000
Unit
ea
Per series
1

VALID

From
To
SUBCONTRACTOR
Vendor account

Item data

M9200 | Steel pressed frame

Vendor: US-104
Search name: Steel pressed frame
Item type: Item
Unit: ea
Item number: M9200
Planned order type: Purchase order
Production type: BOM
Phantom: No

BOM

No active bill of materials version exists

Route

No active route version exists



Запитання?