July 24-25, 2025 | Nairobi, Kenya

EAST AFRICA

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Amos Wachanga
Maureen Wachira

Power BI & Dynamics 365 Business Central

DYNAMICSCON REGIONAL

AGENDA

What We'll Cover

1. Overview of BC/Power BI & the Business Needs
2. Integration: Why They Work Better Together
3. Live Demo: Key Business Scenarios
4. Q&A
5. *Bonus: Security, Sharing and Collaboration*

Familiar with.....

- Business Central
- Power BI

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Q1

Your customer calls asking for the status of their order placed last week.

How quickly can Business Central help you answer that?

Sales Management

Q2

You're trying to decide which product line to invest more in next year.

What kind of data from Business Central, analyzed in Power BI, would be most helpful?

Dynamics 365 Business Central

Connects finance, sales, service, and operations teams with a comprehensive business management solution trusted by **over 45,000 small and medium-sized businesses.**

Navigate the rapid needs with Data Analytics

Demand for real-time analytics

New technologies and AI

Need for cross-functional and strategic data integration

Data quality and compliance

Unlock business growth with powerful analytics and reporting tools in Business Central

Decision-making

Enhanced decision-making with real-time data insights and less risk

Financial visibility

Gain clear insights into cash flow, profitability and budgeting

Operational efficiency

Identify bottlenecks, inefficiencies, and underperforming areas of your business

Customer insights

Tailor sales strategies to improve customer retention with segmentation and personalization

Scalability

Seamlessly adapt to new markets and data sources with flexible analytics and AI-infused reporting tools

Analytics and reporting capabilities

Financial reporting

No-code solution for the finance team to produce financial reports and statements

Excel
Pdf

Power BI

Interactive dashboards with KPIs and data insights

Interactive
Dashboards
Embedded Reports

Data analysis

Group, sort, filter, and pivot your data without leaving the Business Central app

Excel
On-screen lists

Built-in reports

Pick between 300+ pre-built reports

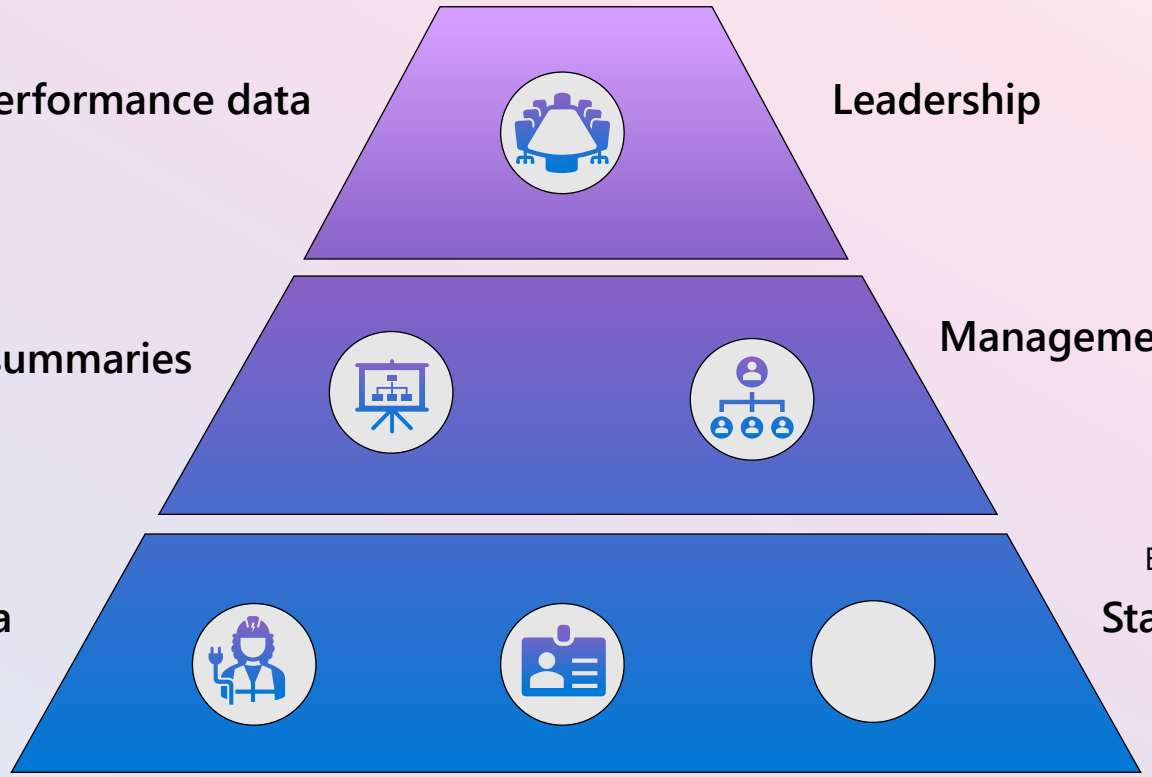
Excel
Pdf

Excel

Analyze your data further with the rich Excel integration

Excel

Typical analytics needs in organizations



Typical ways to consume data

Power BI

Business Central

Excel

KPIs
Dashboards
Financial reports

Managerial reports
Ad-hoc analysis

Operational reports
On-screen task data

Organizational hierarchy

Showcase

Business Central Reporting Capabilities

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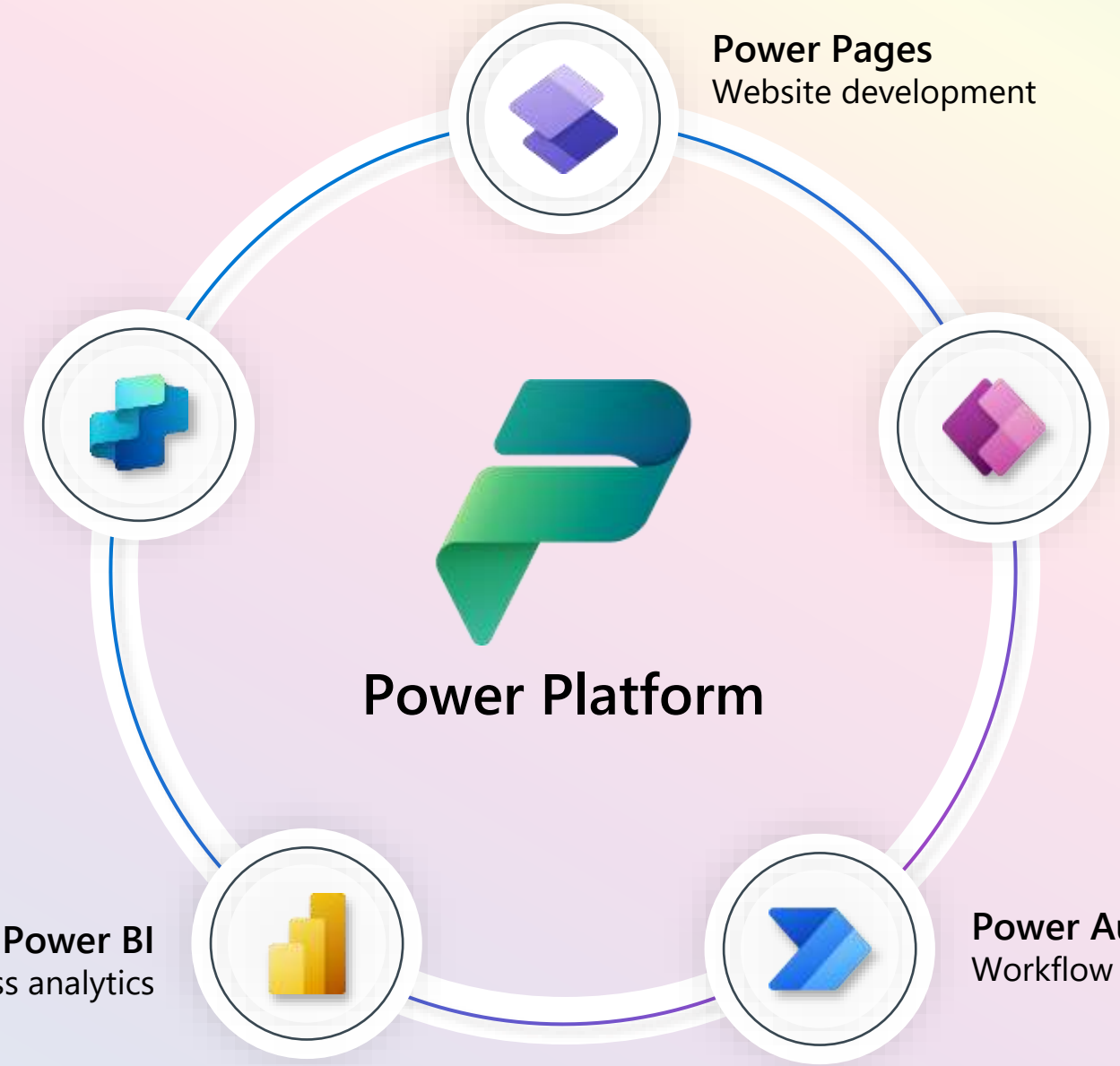
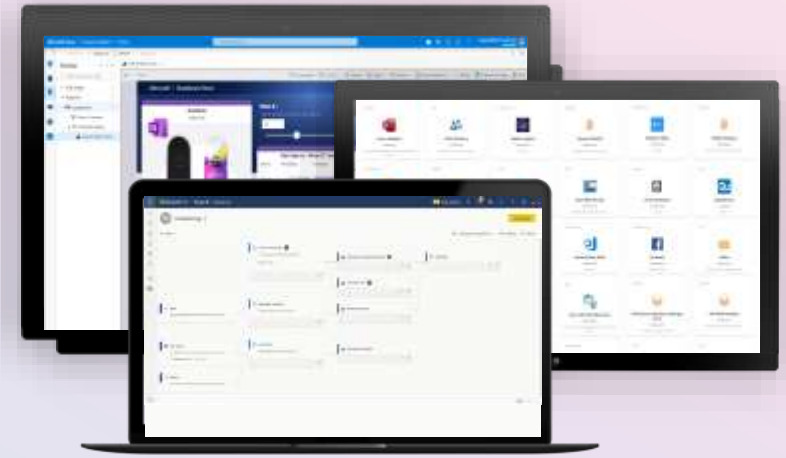
Power BI


Power Pages
Website development
Copilot Studio
Conversational AI
Power Platform
Power BI
Business analytics
Power Automate
Workflow automation

Power BI



All Data

Power BI helps in bringing in data from multiple sources

For Everyone

Create rich-interactive reports and dashboards with AI infused insights

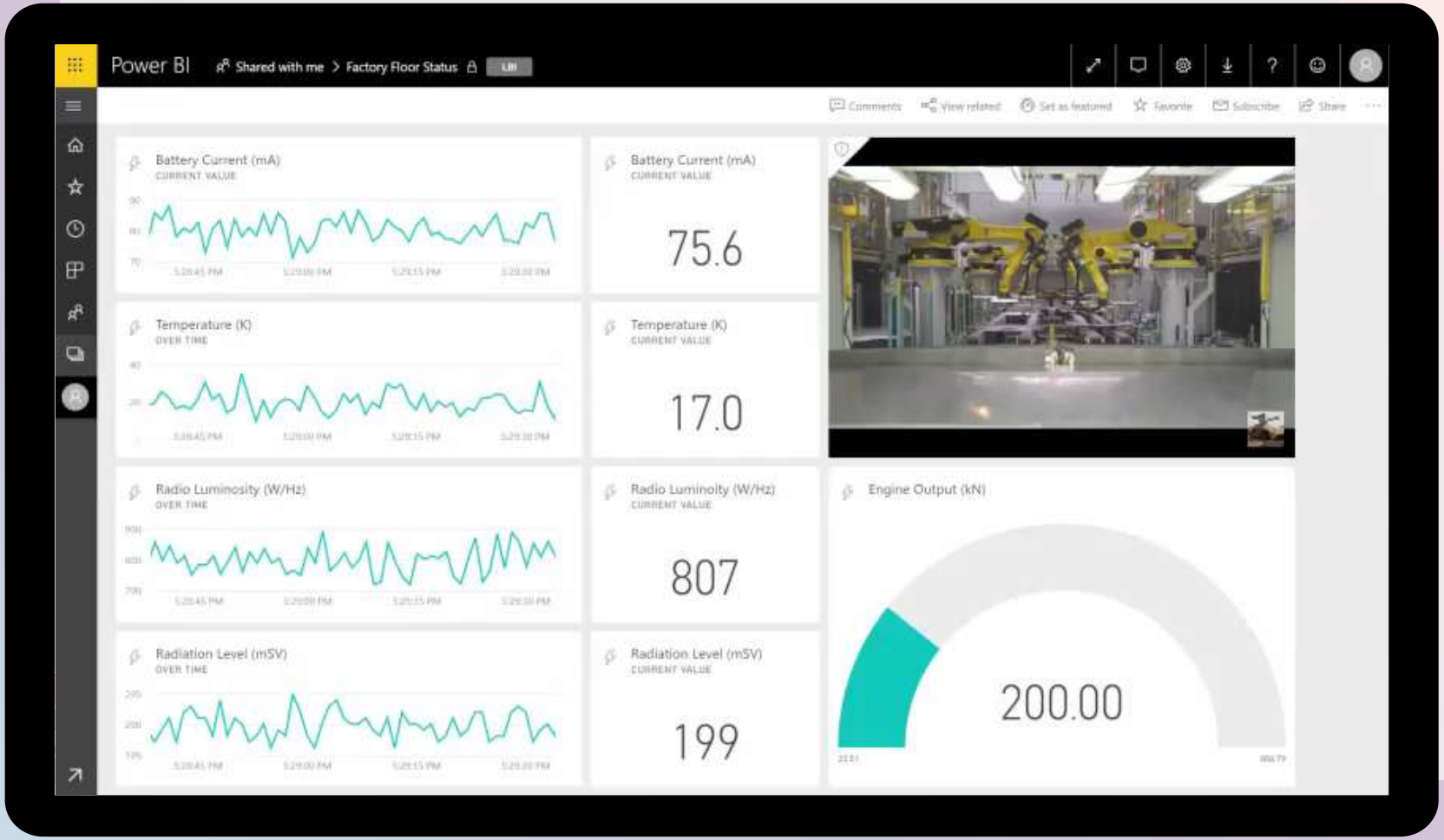
For Every Decision

The reports & dashboards can be viewed on a variety of platforms

Power BI drives a data culture for everyone and every decision

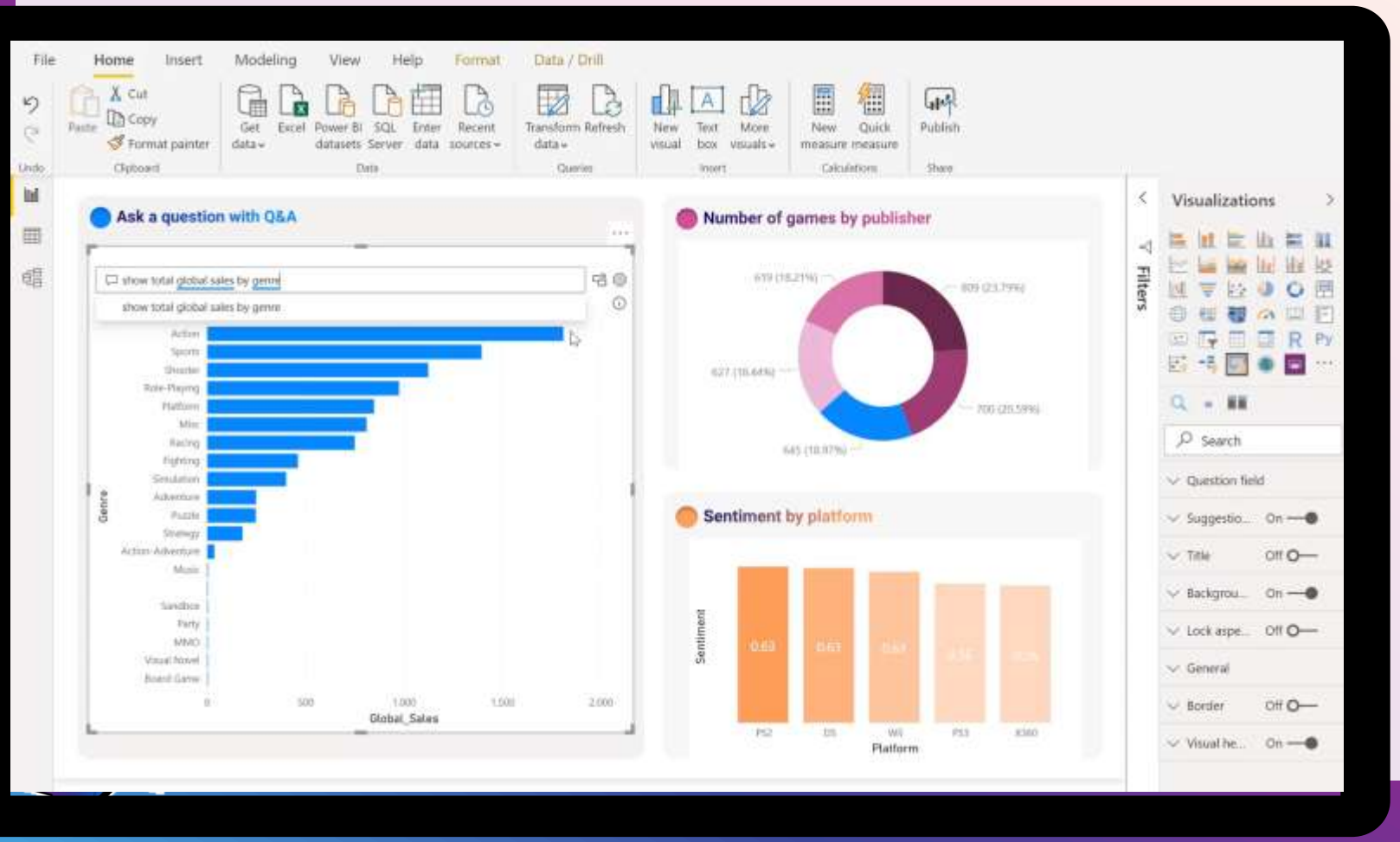
It’s a Birthday TODAY!!

Key Integration Benefits



Real time dashboards and interactive reports

Key Integration Benefits



Natural Language query & AI insights

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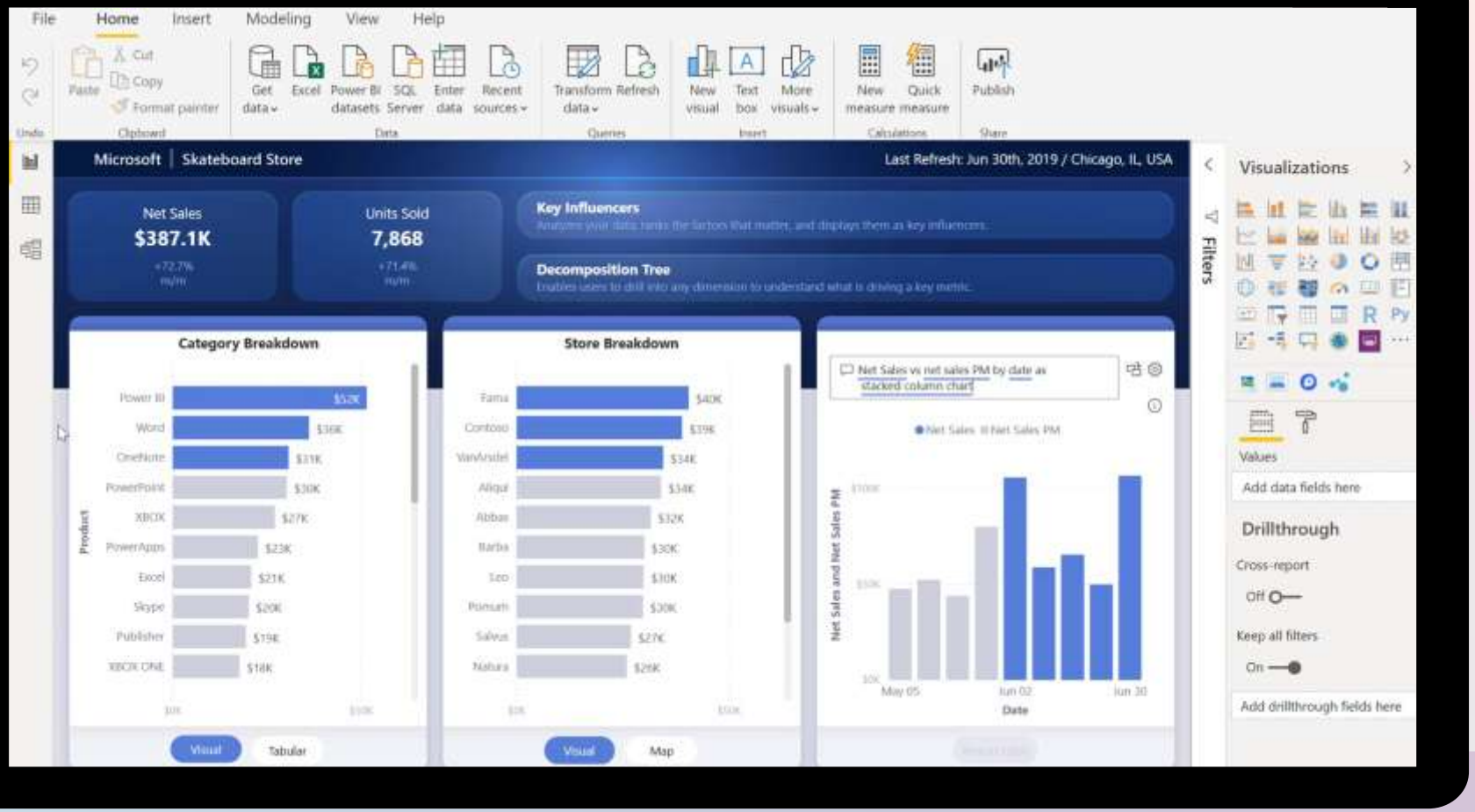
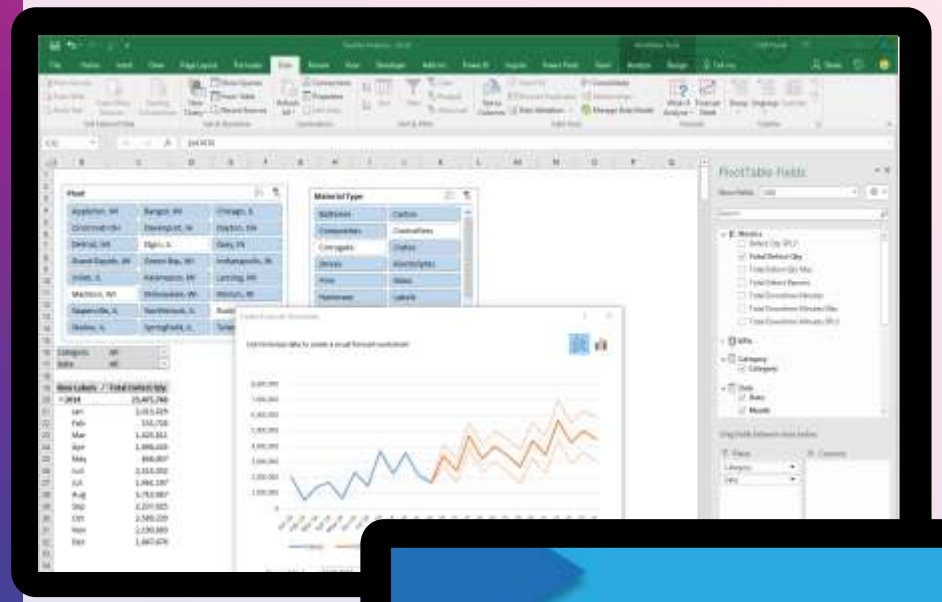
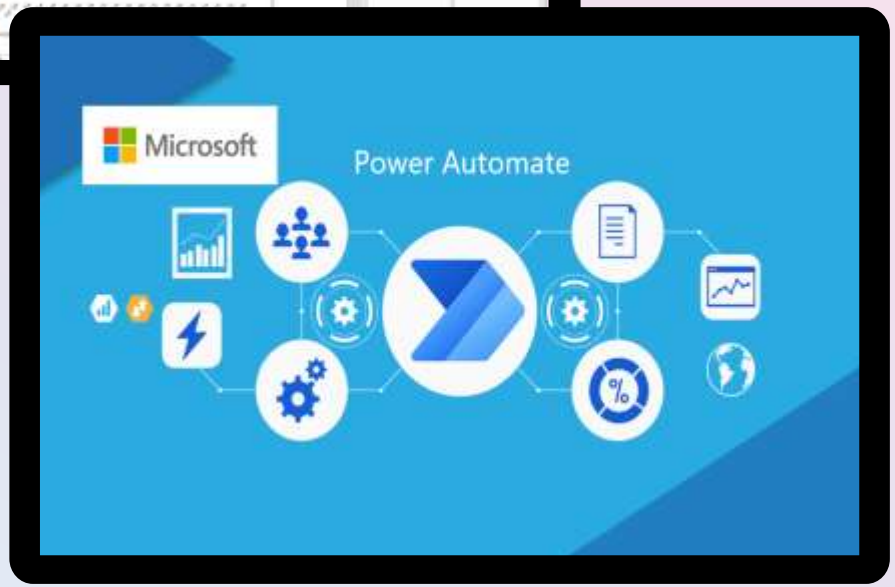


Customizable Reports and Dashboards

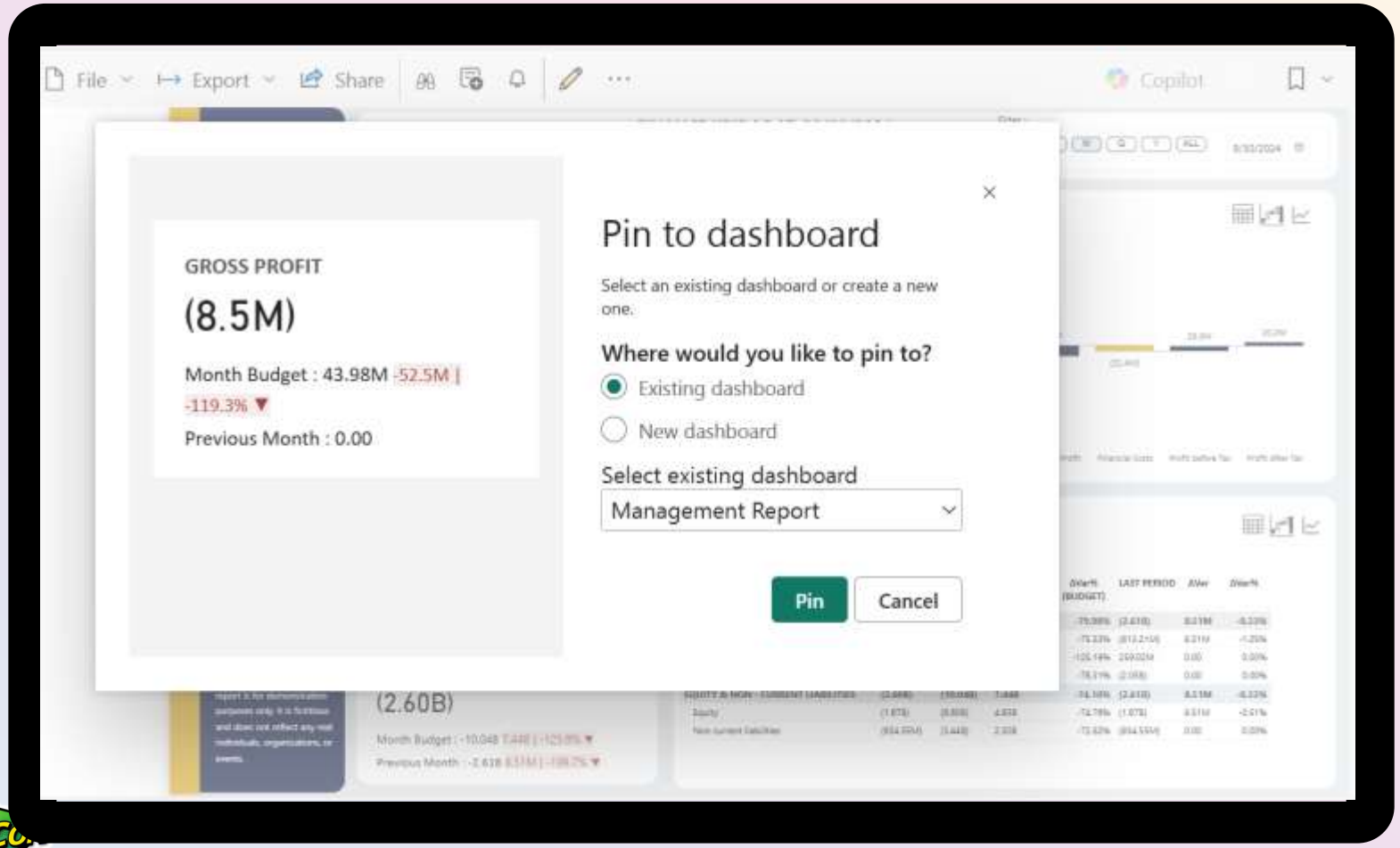
Key Integration Benefits





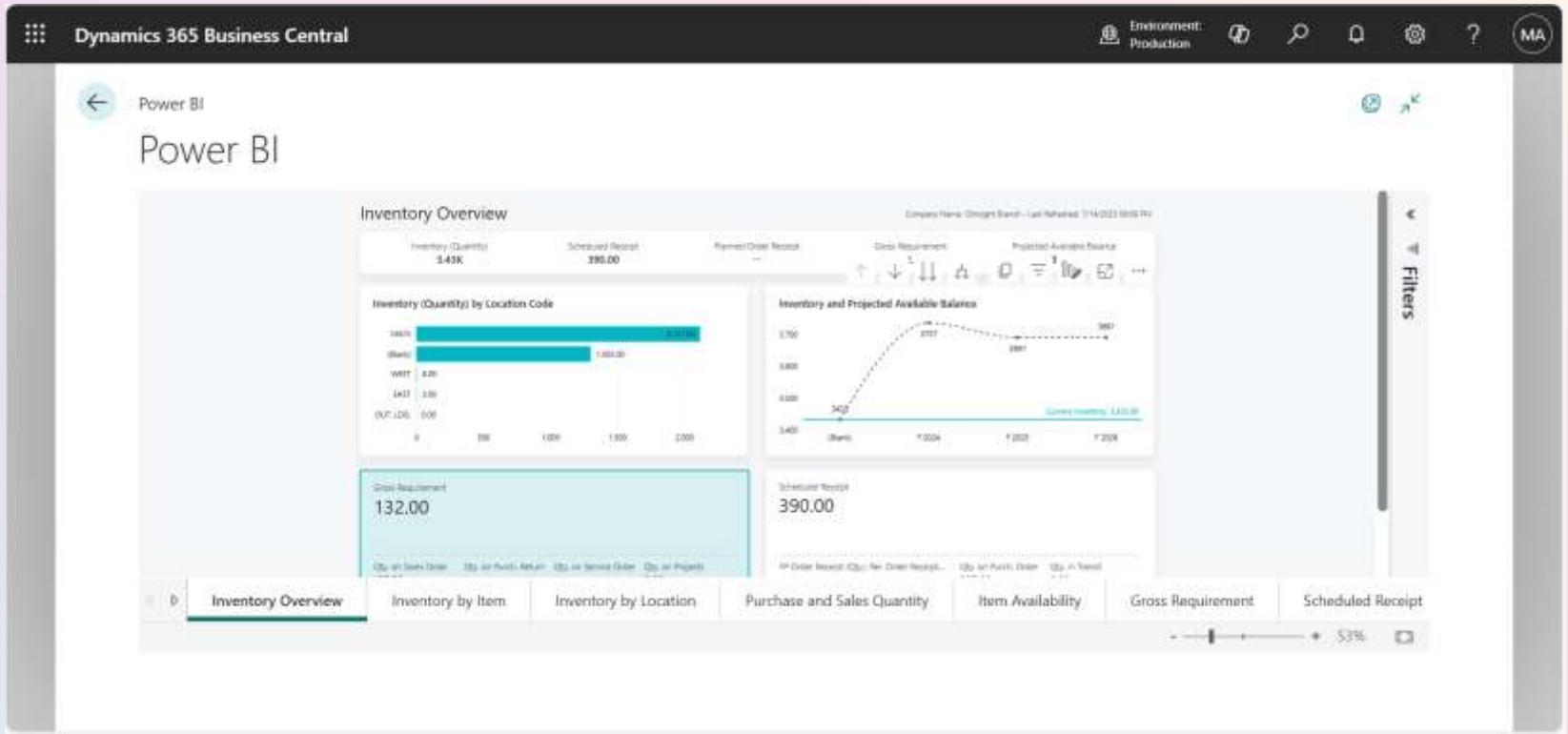
Seamless Integration with Microsoft Ecosystem

Key Integration Benefits



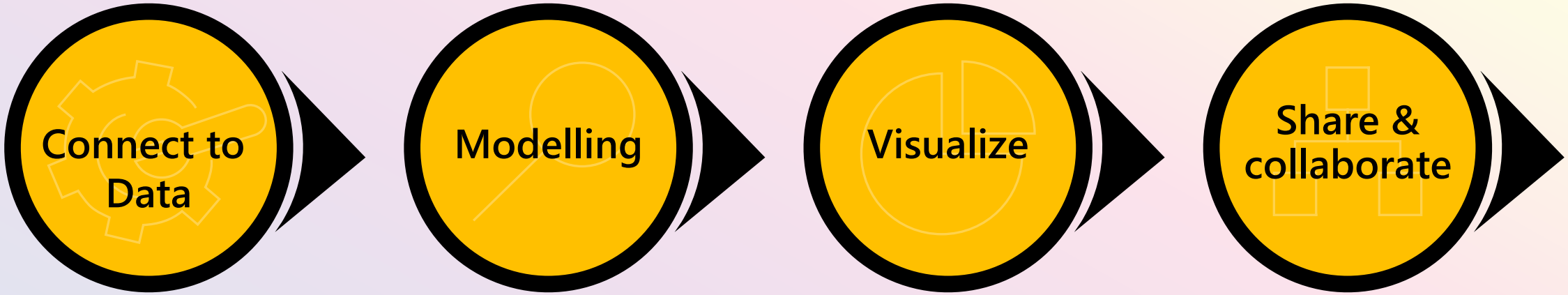
A 360-Degree View Through Unified Dashboards and Reports

Key Integration Benefits



View dashboards and reports directly inside Business Central interface

Workflow



Web Services (ODATA/SOAP)
BC Connectors
Microsoft AppSource Applications

Live Demo

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Q&A

We'd love to hear from you!

siba.si/con

1. Receive the Presentation & Learning Materials
2. Special invite for Power BI Masterclass

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Get Started Quickly…

- https://siba.si/appsource
- https://siba.si/powerbi-samples
- www.sibasi.com

Additional Notes

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Power BI Connection to Business Central

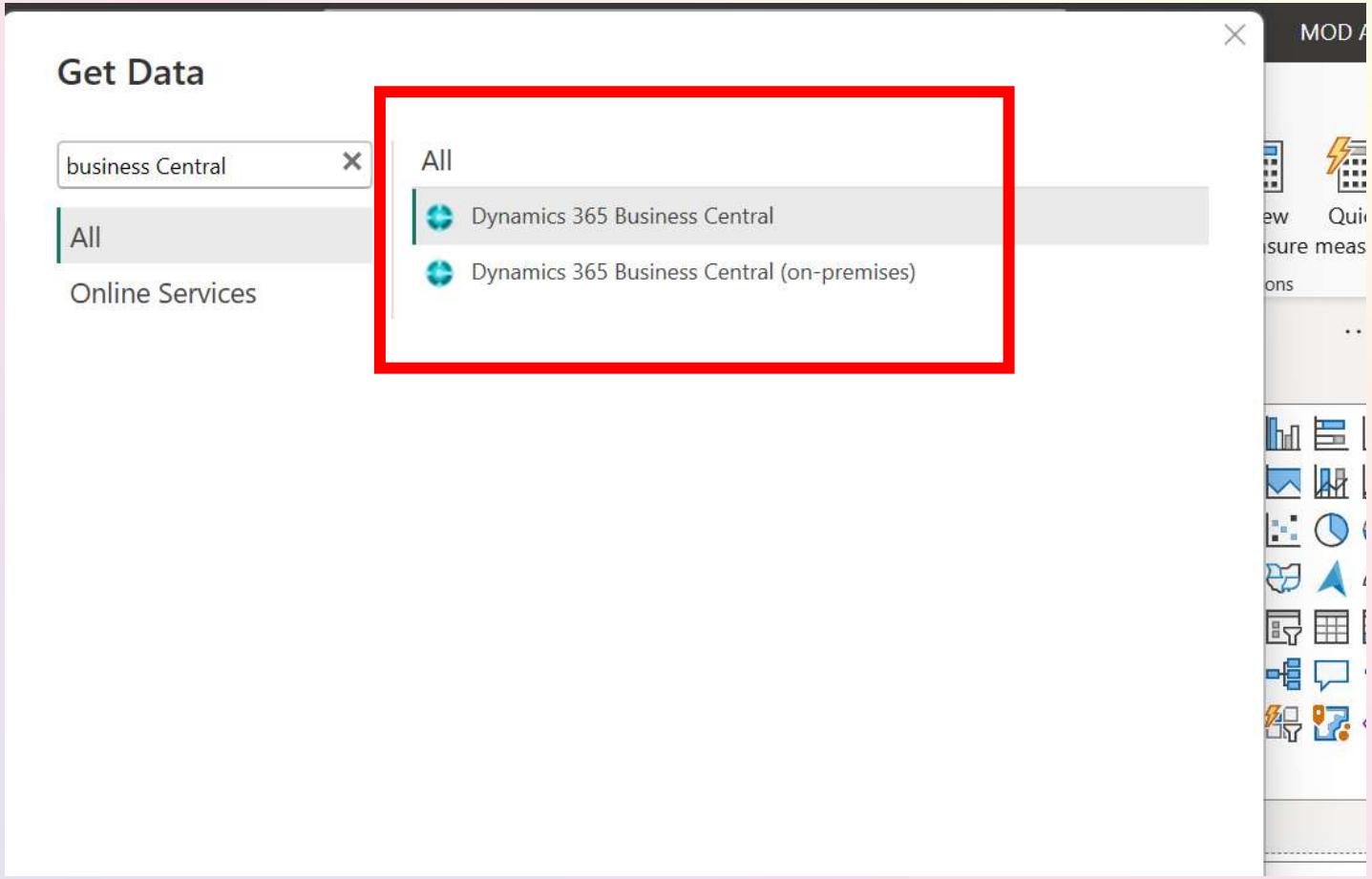
Built in Power BI Connector

OData v4 feeds that Power BI can consume

Microsoft AppSource Power BI Apps

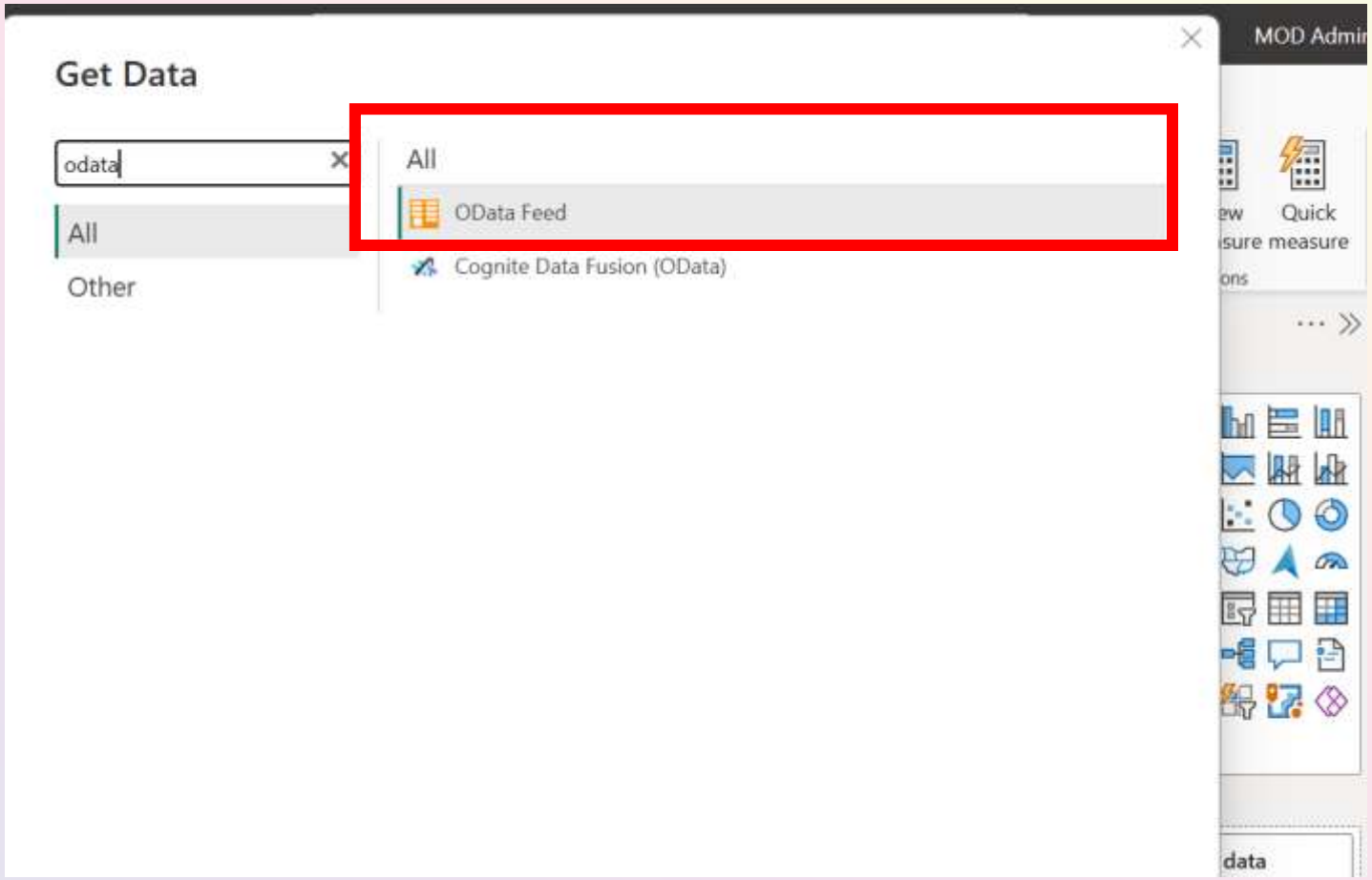
Built in Power BI Connectors

Power BI includes **ready-made connectors** that make it easy to connect to D365 BC



ODATA Feed Connector

Business Central exposes data through OData v4 feeds that Power BI can consume.



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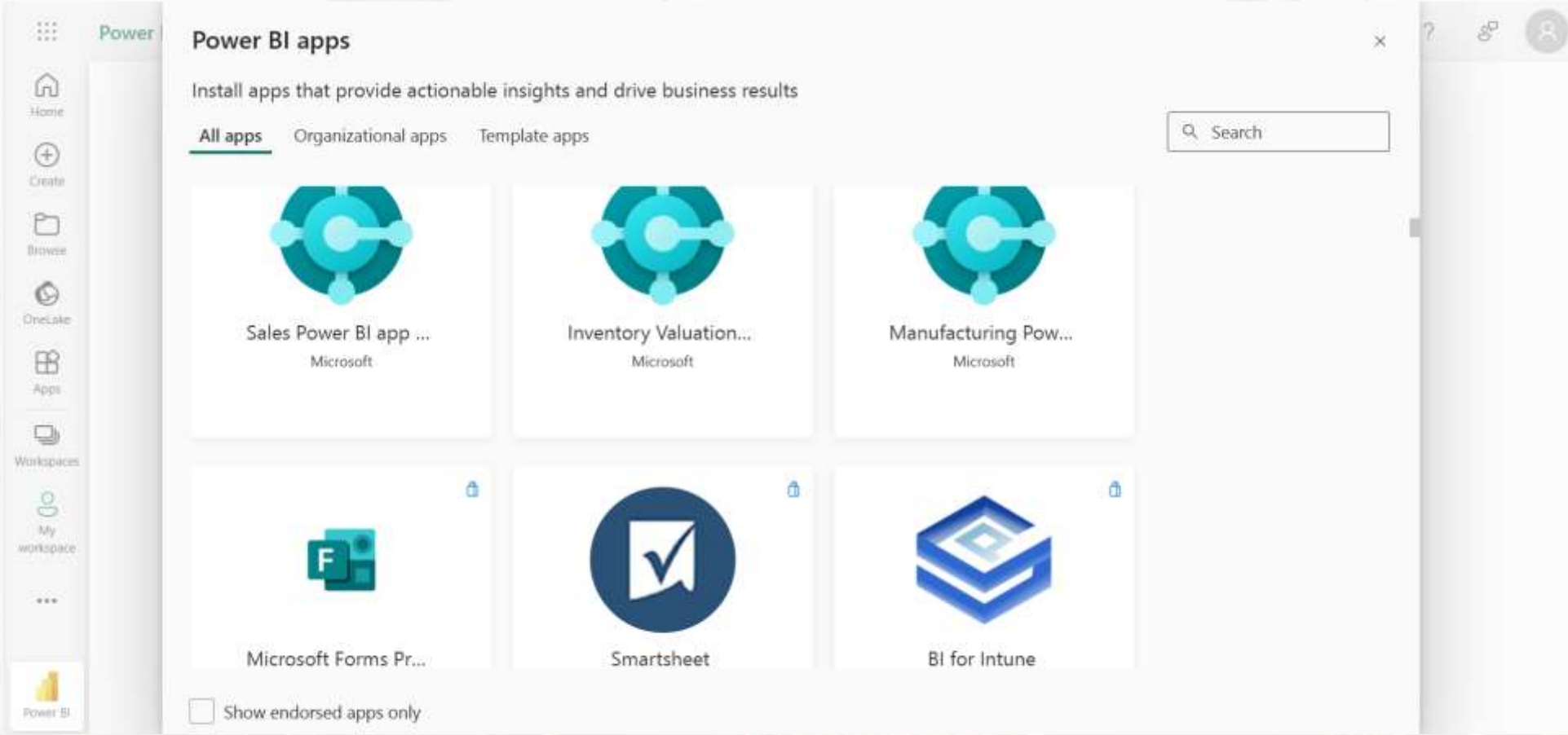
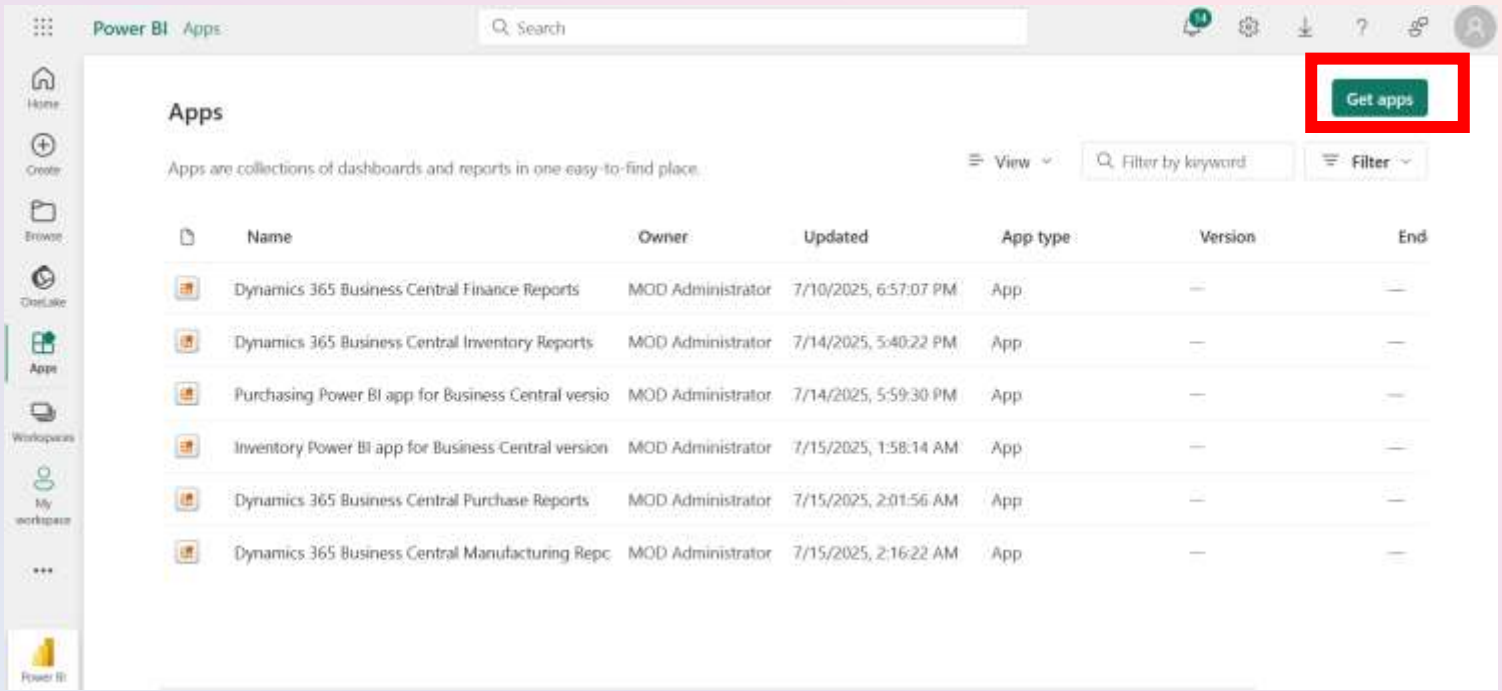
Microsoft AppSource Power BI Apps



Microsoft AppSource Power BI Apps



Microsoft AppSource is an online marketplace where you can discover and install prebuilt Power BI apps developed by Microsoft and its partners.

Why use Power BI Apps for Business Central

- Connect directly to your Business Central environment
- Prebuilt dashboards and reports to jump-start analysis that can be customized and extended to fit your needs

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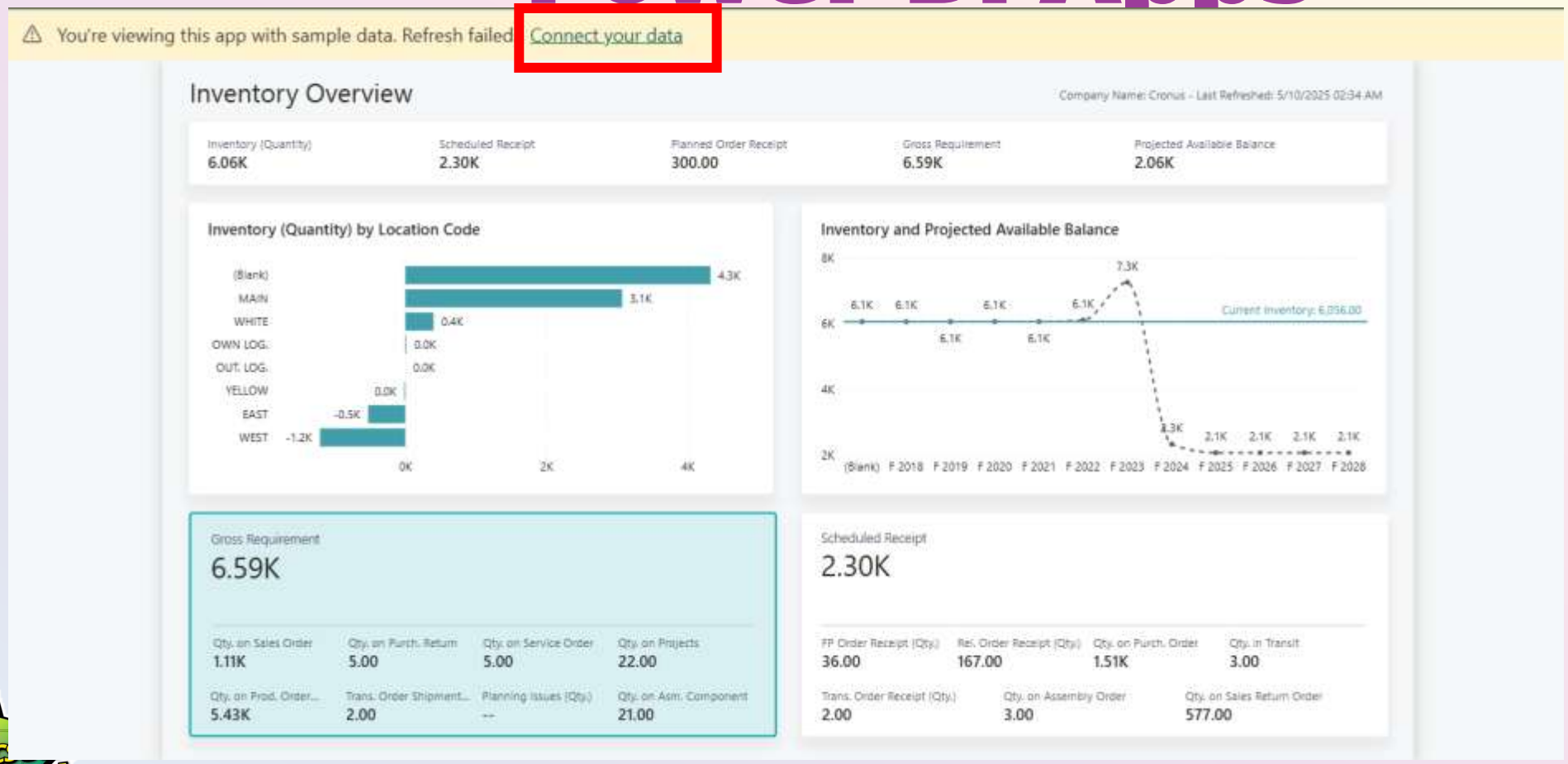
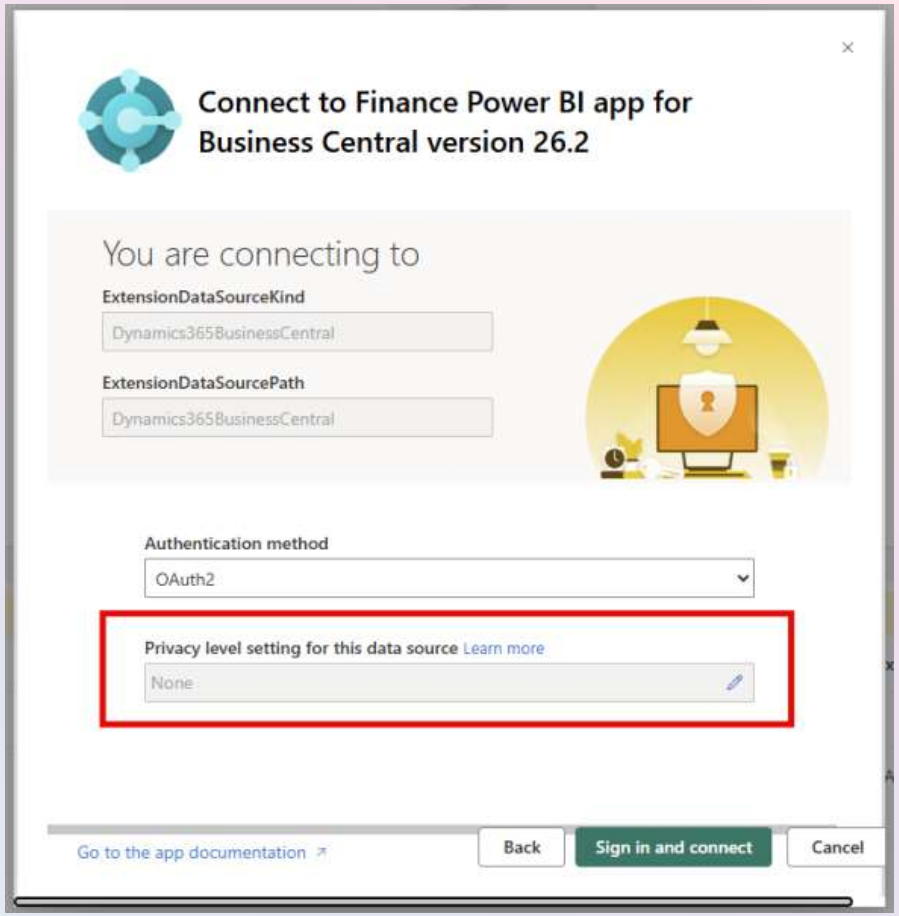
Microsoft AppSource Power BI Apps



Microsoft AppSource Power BI Apps



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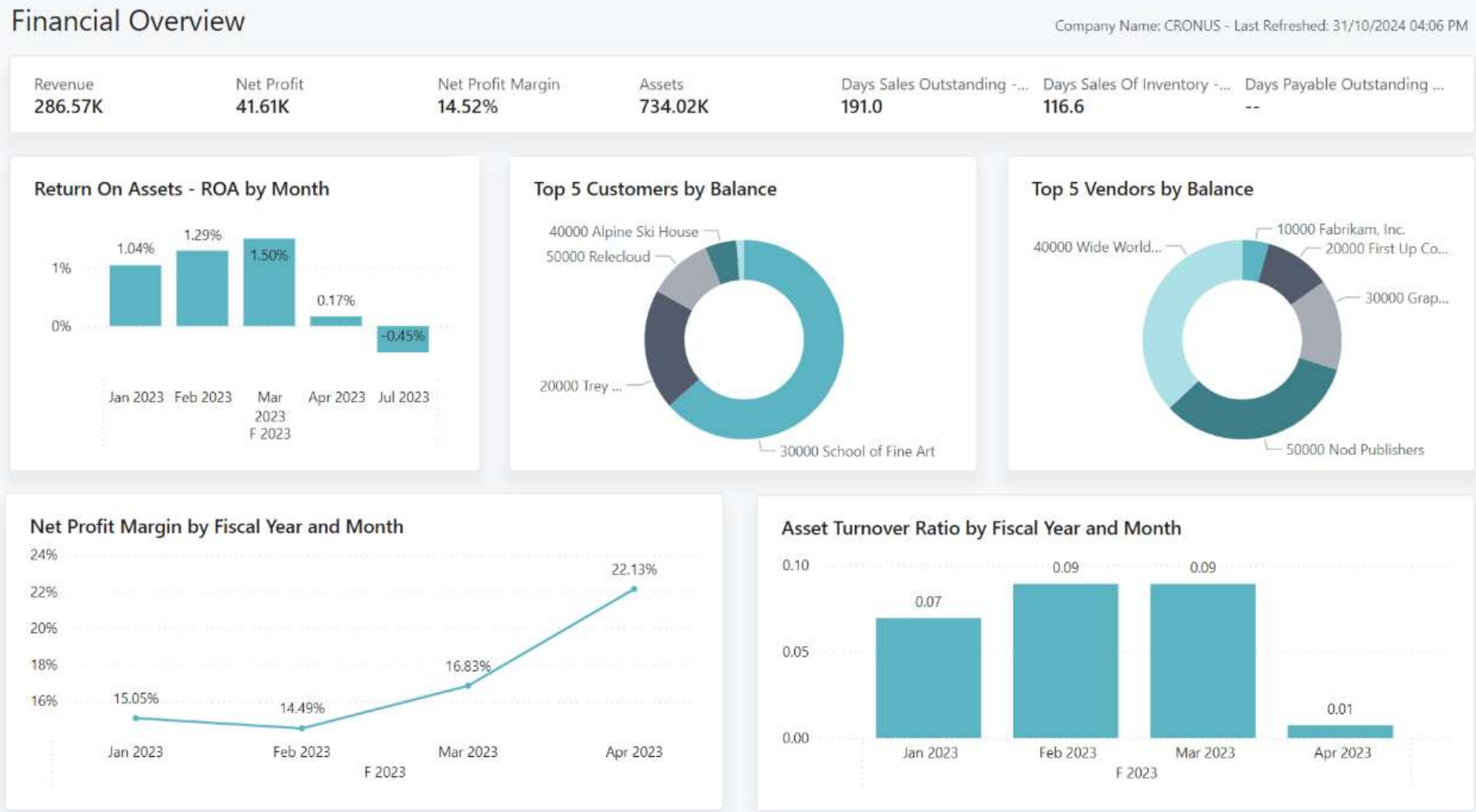
Example


Financial Overview
Company Name: CRONUS - Last Refreshed: 31/10/2024 04:06 PM
Revenue 286.57K
Net Profit 41.61K
Net Profit Margin 14.52%
Assets 734.02K
Days Sales Outstanding -... 191.0
Days Sales Of Inventory -... 116.6
Days Payable Outstanding ... --
Return On Assets - ROA by Month
1.04%
1.29%
1.50%
0.17%
-0.45%
1%
0%
Jan 2023
Feb 2023
Mar 2023
Apr 2023
Jul 2023
F 2023
Top 5 Customers by Balance
40000 Alpine Ski House
50000 Relecloud
20000 Trey ...
30000 School of Fine Art
Top 5 Vendors by Balance
10000 Fabrikam, Inc.
40000 Wide World...
20000 First Up Co...
30000 Grap...
50000 Nod Publishers
Net Profit Margin by Fiscal Year and Month
24%
22%
20%
18%
16%
15.05%
14.49%
16.83%
22.13%
Jan 2023
Feb 2023
Mar 2023
Apr 2023
F 2023
Asset Turnover Ratio by Fiscal Year and Month
0.10
0.05
0.00
0.07
0.09
0.09
0.01
Jan 2023
Feb 2023
Mar 2023
Apr 2023
F 2023

Example

Liquidity KPIs

Company Name: CRONUS - Last Refreshed: 10/31/2024 04:06 PM

Current Ratio
1.21

Current Assets	Current Liabilities
964.23K	797.07K

Quick Ratio
1.13

Current Assets	Inventory
964.23K	66.60K
Purchase Prepayments	Current Liabilities
--	797.07K

Cash Ratio
1.10

Liquid Assets	Current Liabilities
873.63K	797.07K

Liquidity Line Chart

Example

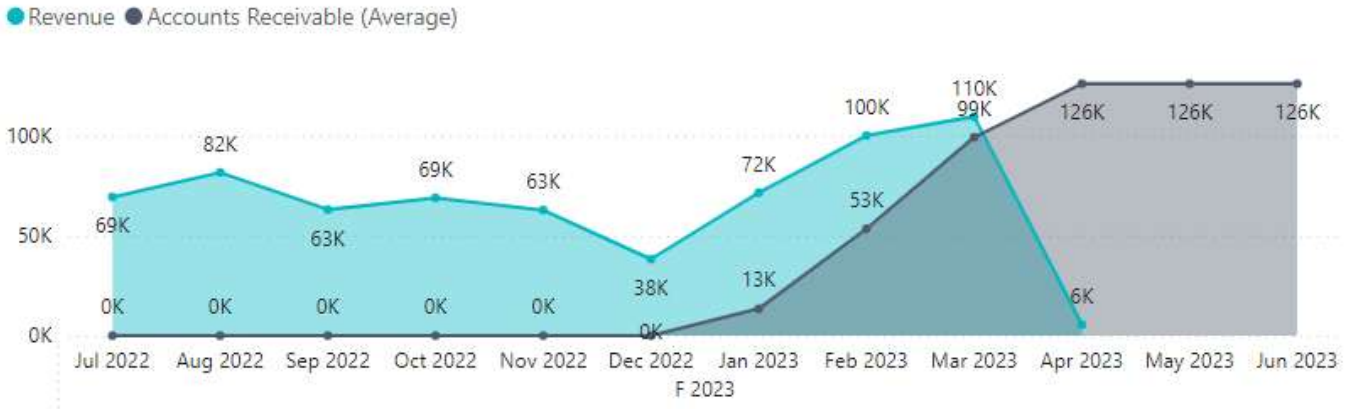
Average Collection Period

Company Name: CRONUS - Last Refreshed: 10/31/2024 09:52 AM

Average Collection Period (Days)
34.29

No. of Days
365

Revenue, Accounts Receivable (Average), No. of Days and Average Collection Period (Days) by Month



Average Collection Period (Days) by Month

Example

Aged Receivables (Back Dating)

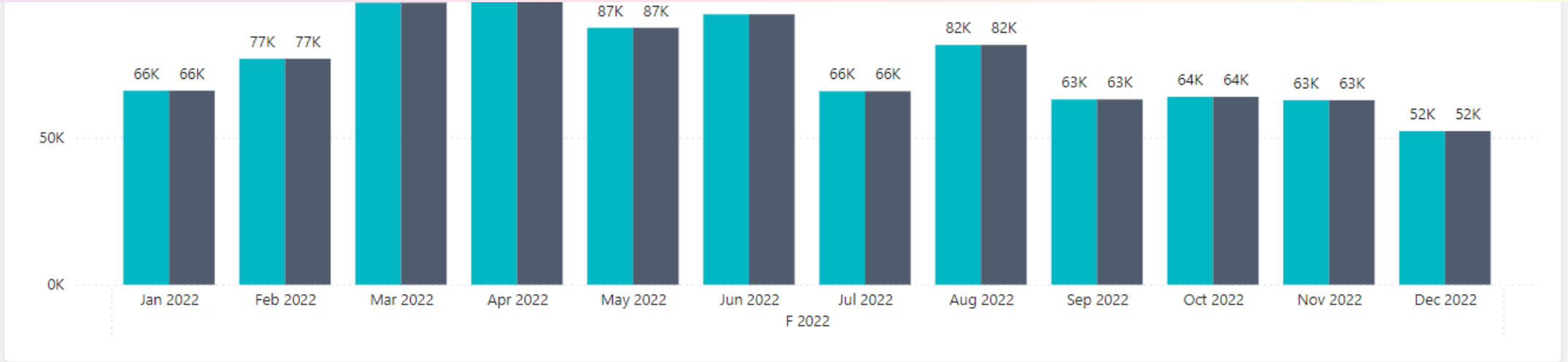
Company Name: CRONUS - Last Refreshed: 31/10/2024 04:06 PM

Balance (Accounts Receivable)	Bucket 1 (Receivables)	Bucket 2 (Receivables)	Bucket 3 (Receivables)	Bucket 4 (Receivables)
144.46K	37.09K	56.19K	21.69K	24.00K
	Bucket 1 Range: 1 - 30D	Bucket 2 Range: 31 - 60D	Bucket 3 Range: 61 - 90D	Bucket 4 Range: 90D+
	Bucket 1 Date Range: 3/30/2023 .. 3/1/2023	Budget 2 Date Range: 2/28/2023 .. 1/30/2023	Bucket 3 Date Range: 1/29/2023 .. 12/31/2022	Bucket 4 Date Range: 12/31/2022 ..

Aged Receivables (Back Dating)

Payment Terms Code	Balance (Accounts Receivable)	Current (Receivables)	Bucket 1 (Receivables)	Bucket 2 (Receivables)	Bucket 3 (Receivables)	Bucket 4 (Receivables)
30 DAYS	**144,463.00**	**5,500.00**	**37,089.00**	**56,188.00**	**21,686.00**	**24,000.00**
School of Fine Art	91,583.00		35,264.00	36,093.00	20,226.00	
Trey Research	29,475.00		1,825.00	2,190.00	1,460.00	24,000.00
Alpine Ski House	7,635.00			7,635.00		
Relecloud	15,770.00	5,500.00		10,270.00		
COD	**0.00**		**0.00**	**0.00**	**0.00**	**0.00**
Total	**144,463.00**	**5,500.00**	**37,089.00**	**56,188.00**	**21,686.00**	**24,000.00**

Example



Operating Profit - EBIT
914.63K

Revenue	Interest Revenue	Expense	Interest Expense	FX Losses Expense
937.93K	--	23.30K	--	--
Extraordinary Revenue	FX Gains Revenue	Tax Expense	Extraordinary...	
--	--	--	--	

EBITDA
914.63K

Operating Profit - EBIT	Depreciation and...
914.63K	--

Example

Average Collection Period

Company Name: CRONUS - Last Refreshed: 10/31/2024 09:52 AM

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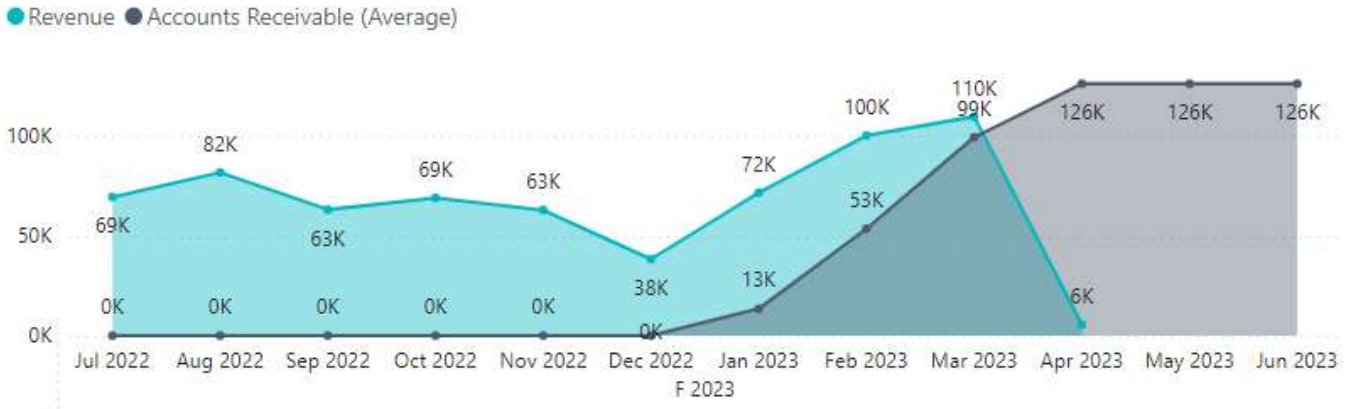
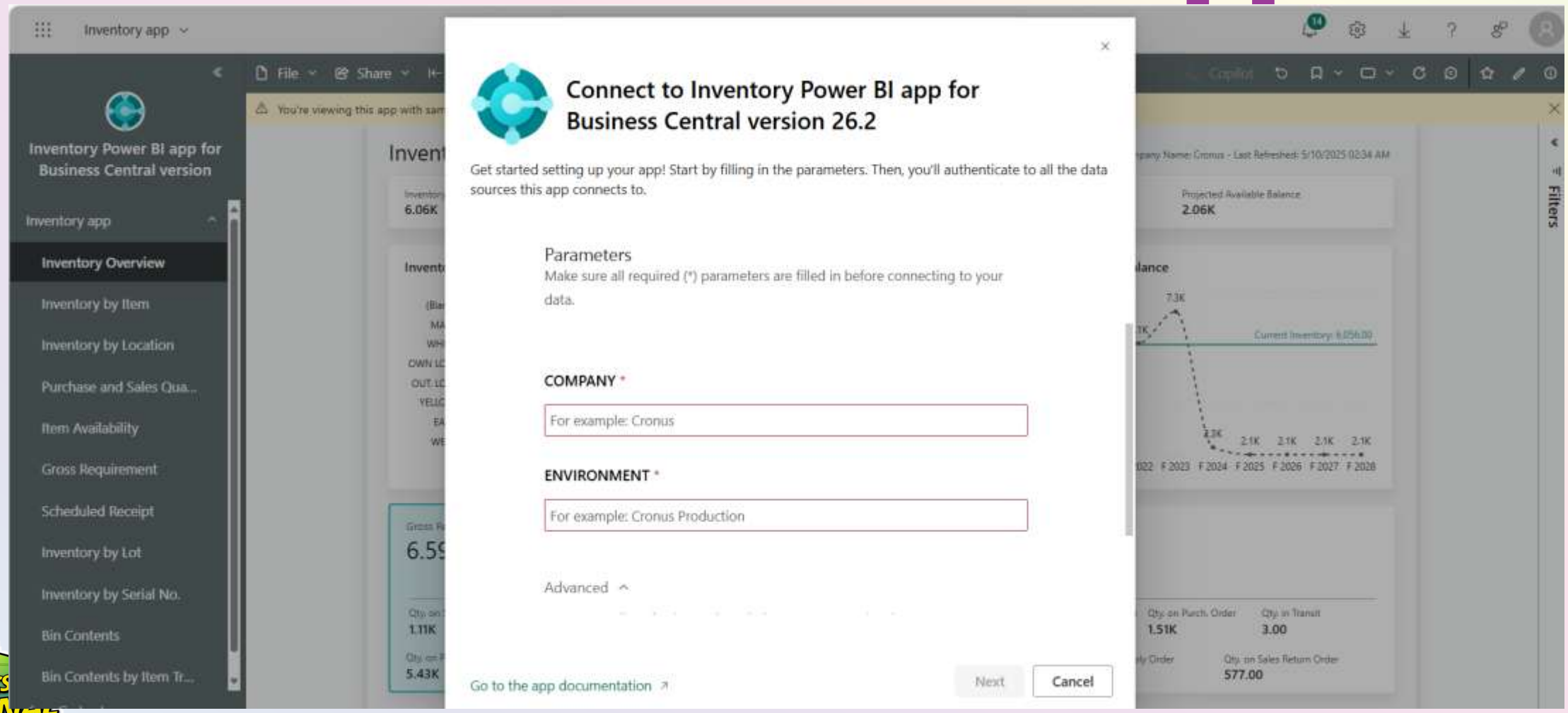
Revenue, Accounts Receivable (Average), No. of Days and Average Collection Period (Days) by Month



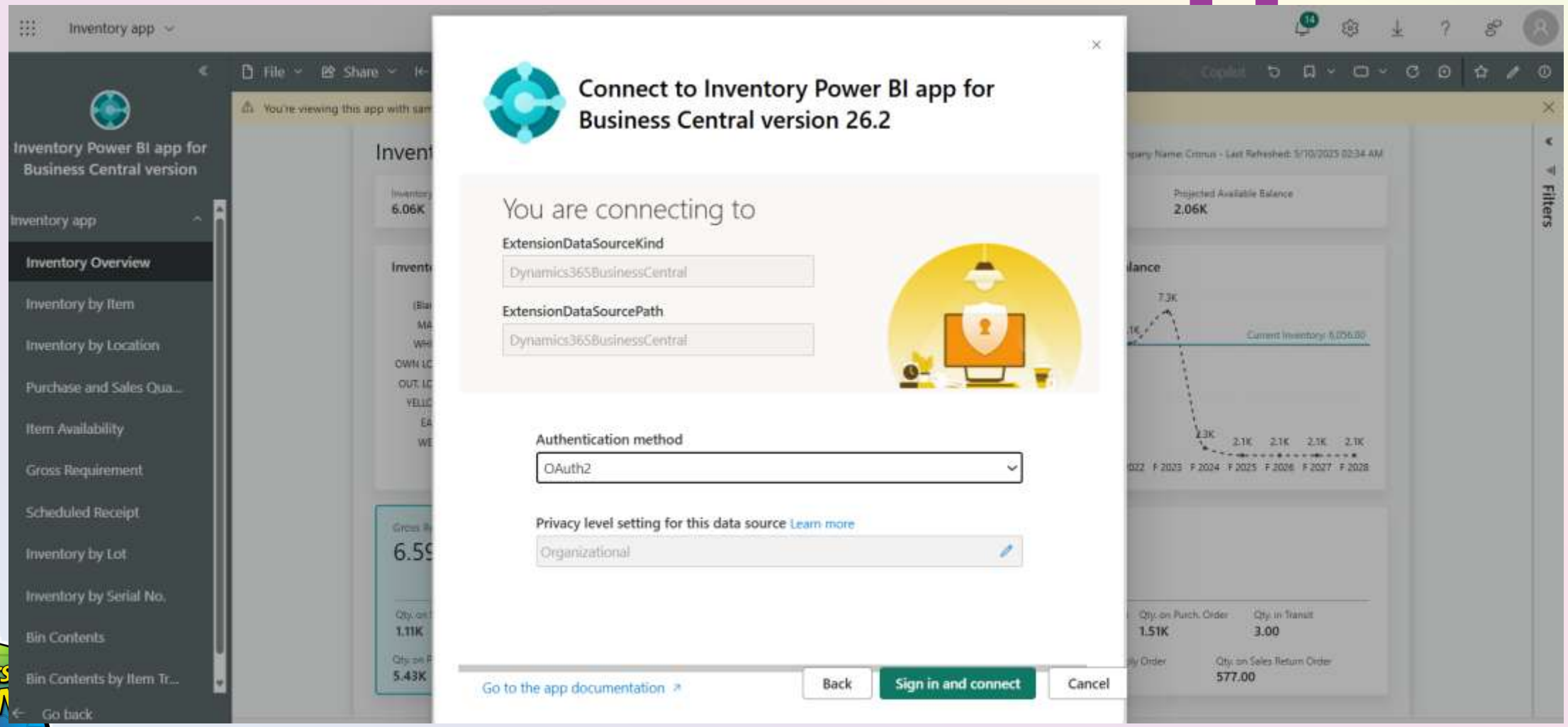
Average Collection Period (Days) by Month

Live Embedded Report

Connect To Power BI App



Connect To Power BI App



Clean & Transform Data

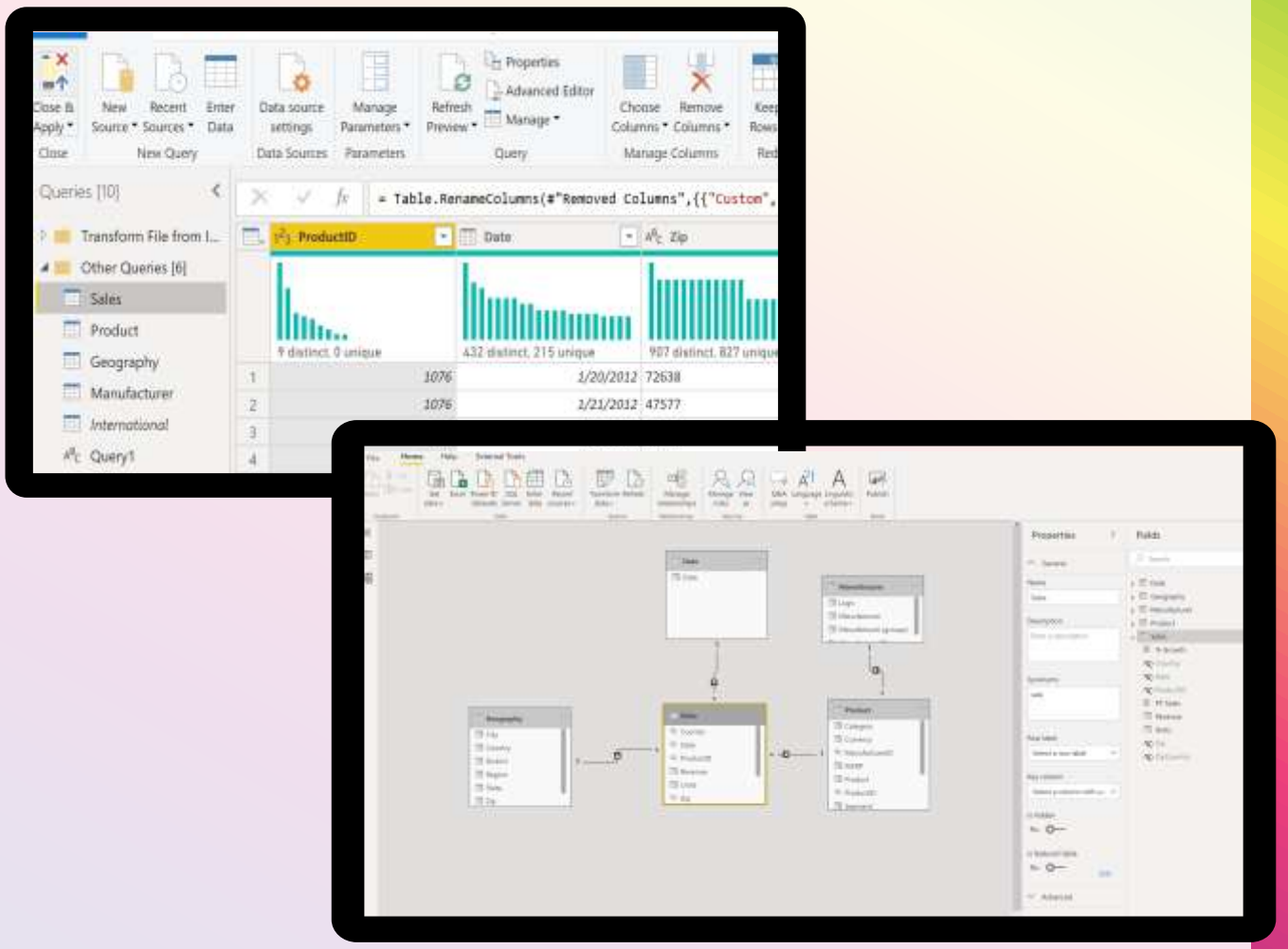
Prepare

Consolidate data from a broad range of sources

- Merge or append queries to combine data from multiple queries into a single query

Other common transformations

- Modifying columns (remove, split, create, rename, fill values down)
- Modifying rows (promote headers, remove rows, remove duplicates)
- String manipulation (uppercase, replace values, trim)
- Other e.g., pivot and unpivot etc.



Explore your Data

Explore

Explore data in a variety of ways and across multiple visualizations using drag and drop canvas

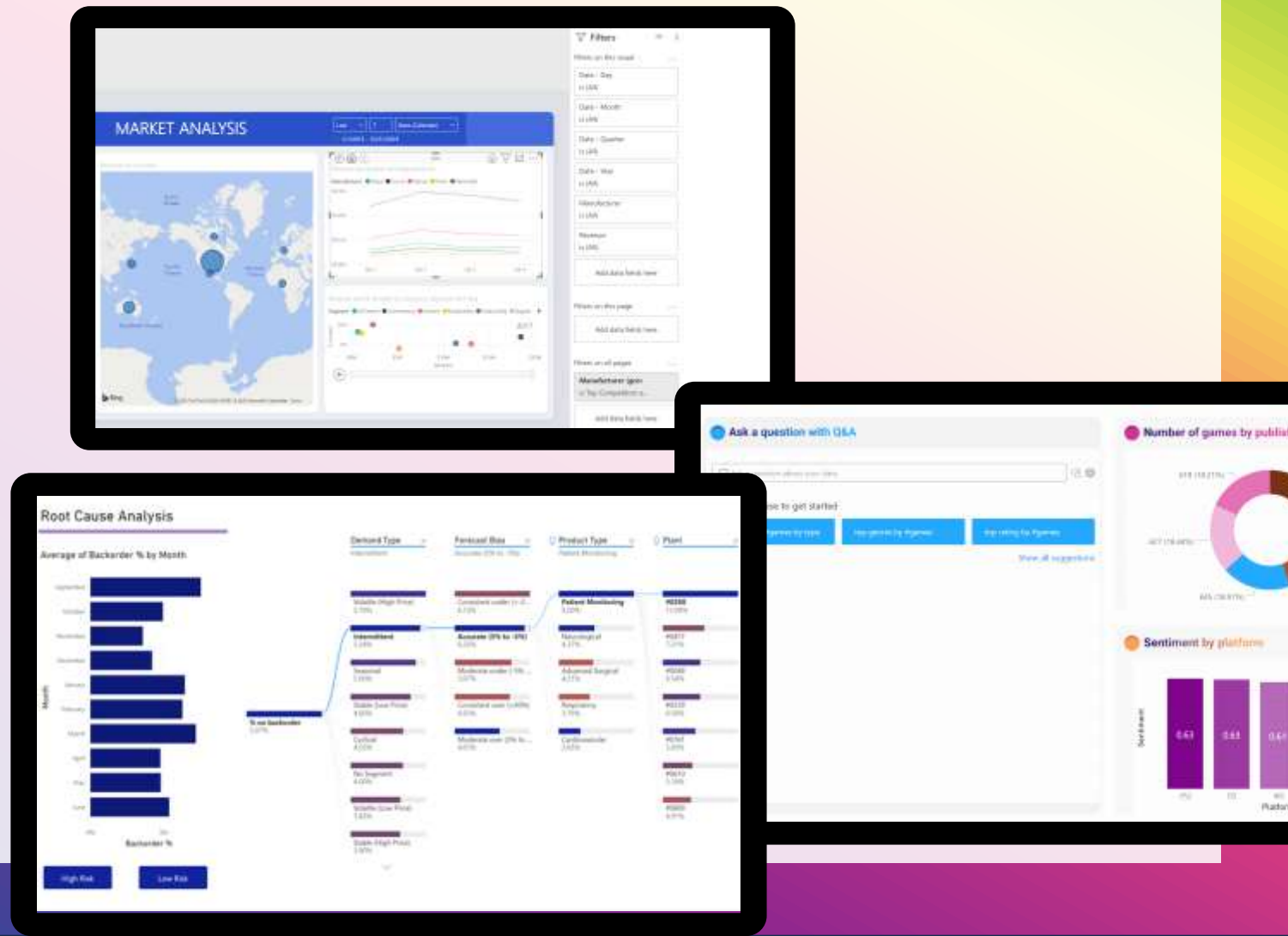
Dig deeper into your reports

- Drill-down in your hierarchical data
- Filter, sort, hover over and highlight data

Leverage Quick Insights to find insights in your data

Ask questions of your data in natural language with Q&A

- Type questions in plain language
- Q&A intelligently filters, sorts, aggregates, groups and displays data based on the question



Visualize your Data

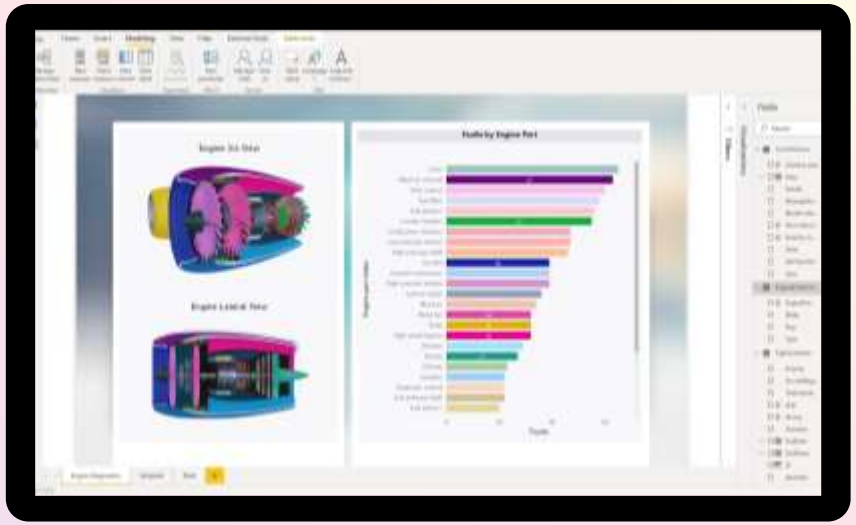
Visualize data in a variety of ways

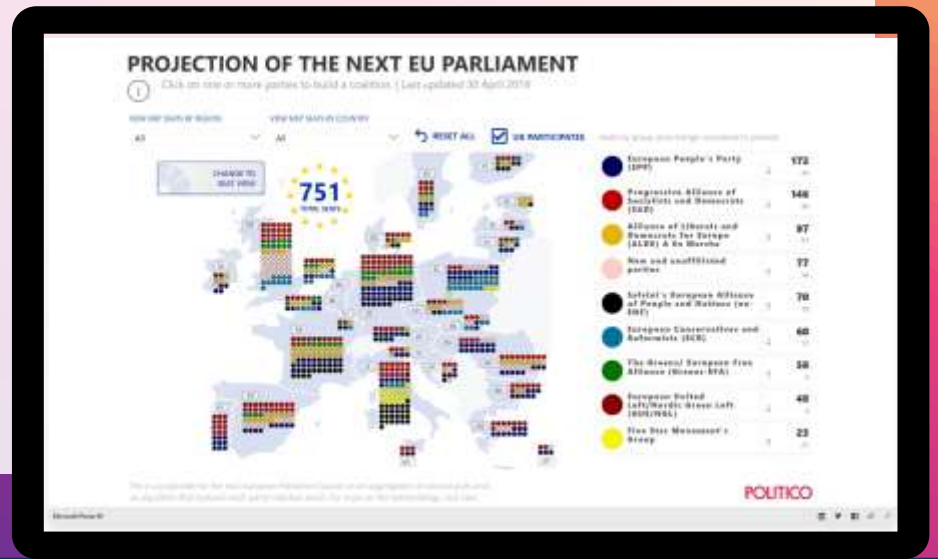
Growing number of visualization types

- Donuts, basic area, waterfall, filled maps, tree maps, funnel, gauges combo charts and more
- Custom visuals available from Power BI Visuals Marketplace
- Tools to develop, test, package new custom visuals

Visualizations on report page are connected – select value in one visualization to change other visualizations

Full screen pop out mode for report visuals to show additional details





Bring your story to life

Share & Collaborate

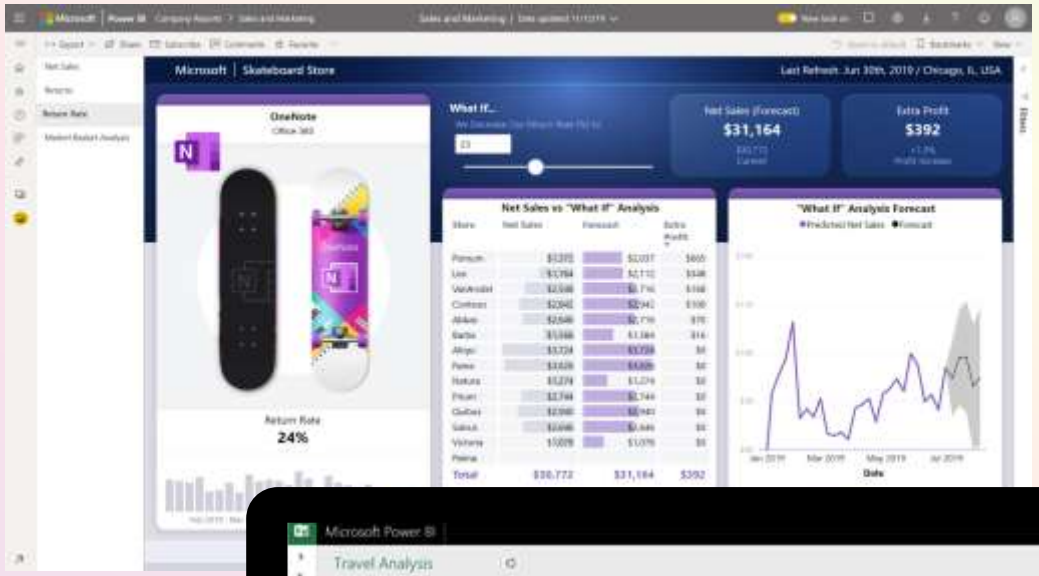
Save Power BI Desktop report files and easily publish them to powerbi.com

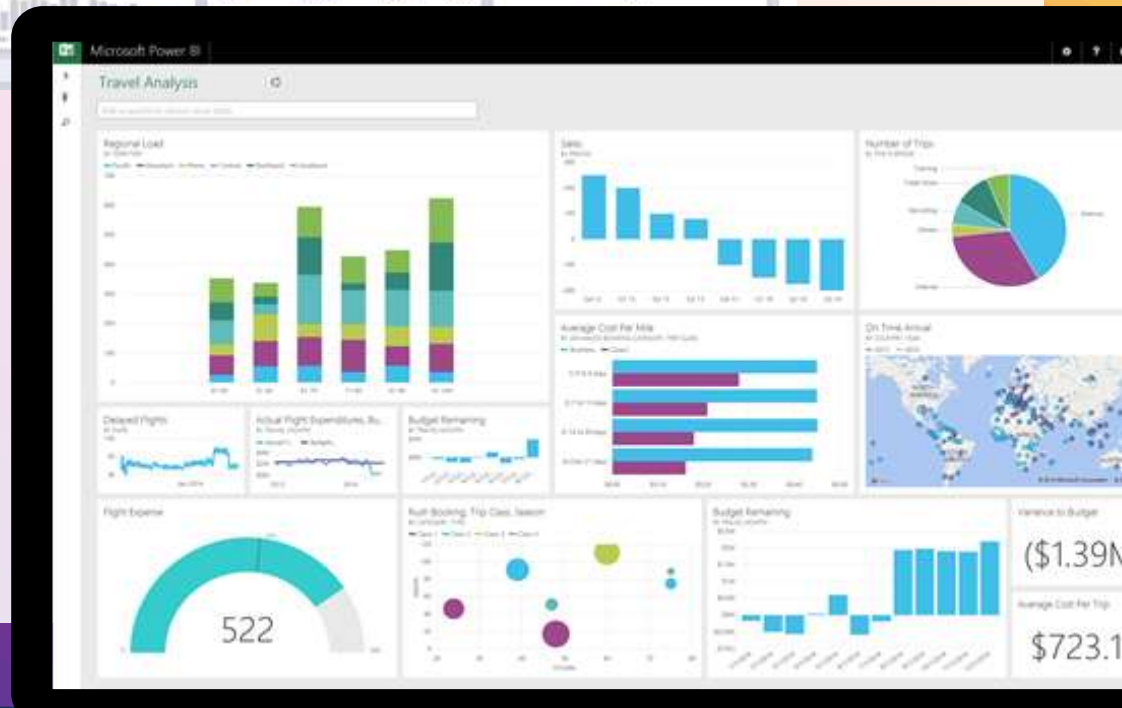
Access dashboards using native mobile apps for Windows, iOS and Android

Share as appropriate with other Power BI users in your organization

Package your reports in apps for easy consumption and control

Easily embed interactive Power BI visualizations in blog posts, websites, through emails or social media With Power BI Publish to web





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Security in Power BI + Business Central

- **Role-Based Access in Business Central**

When Power BI connects to Business Central, several security layers interact. The connection typically uses OAuth authentication, and data access follows BC's permission model. Users need appropriate BC permissions to access data through Power BI reports.

- **Secure Data Connections**

Uses OAuth 2.0 authentication with Microsoft Entra ID

Sharing and Collaboration

Power BI offers flexible options to **distribute and present insights** across your organization and beyond:

- **Embed in Microsoft Teams**: Add reports as tabs in Teams channels or chats for seamless, in-context collaboration.
- **Embed in Websites & Web Apps**:
  - *Secure Embed*: For authenticated users inside apps or portals.
  - *Publish to Web*: Public link for non-sensitive data.
- **Embed in PowerPoint**: Insert live, interactive reports into slides using the Power BI add-in — perfect for executive presentations.
- **Export to Excel**: Export summarized or detailed data for further analysis and offline use.
- **Export to PDF or PowerPoint**: Generate static versions of reports for printing, sharing, or archiving.

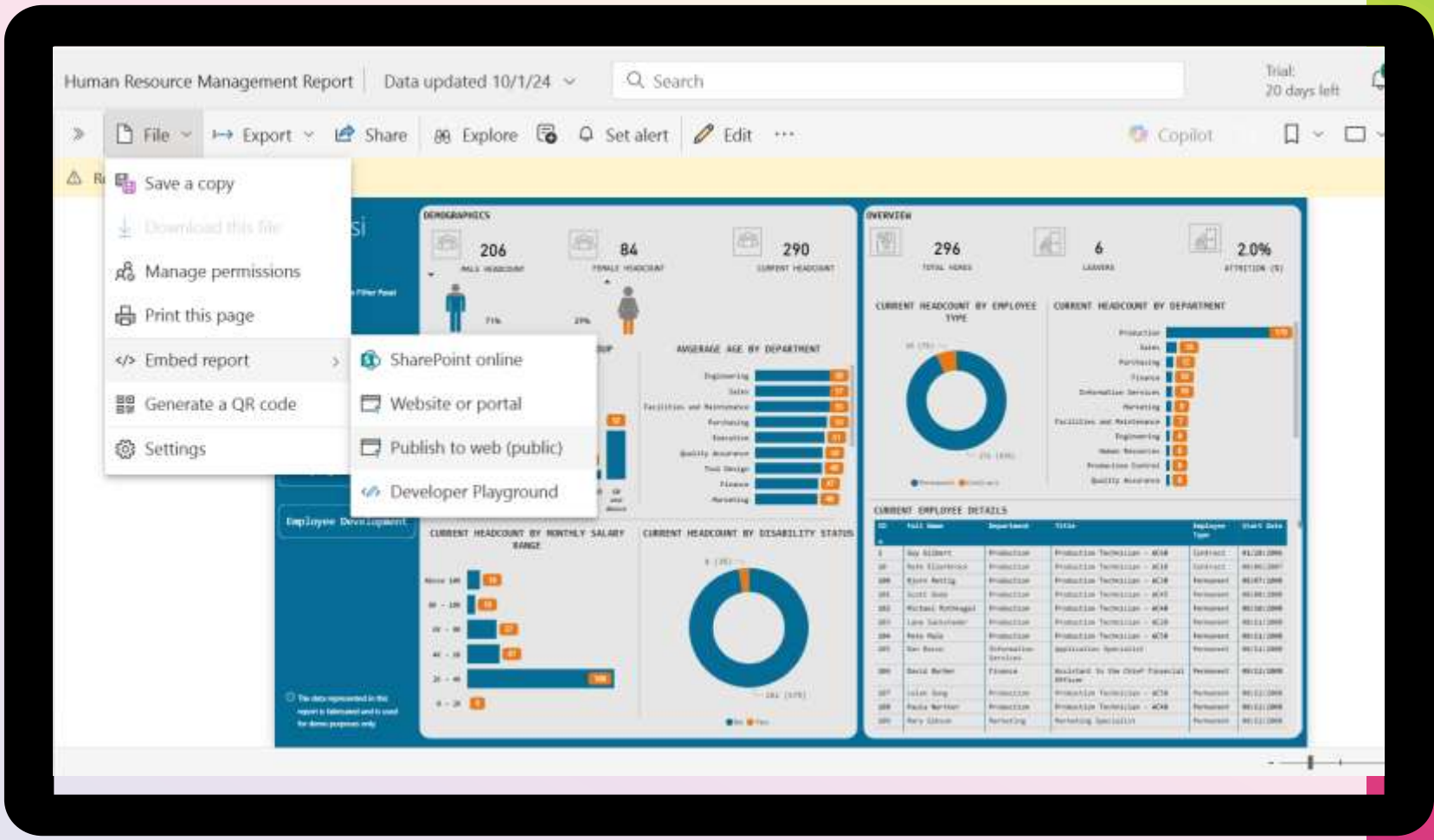
Embed in Websites & Web Apps

Share & Collaborate

Embed in Websites & Web Apps:

Secure Embed: For authenticated users inside apps or portals.

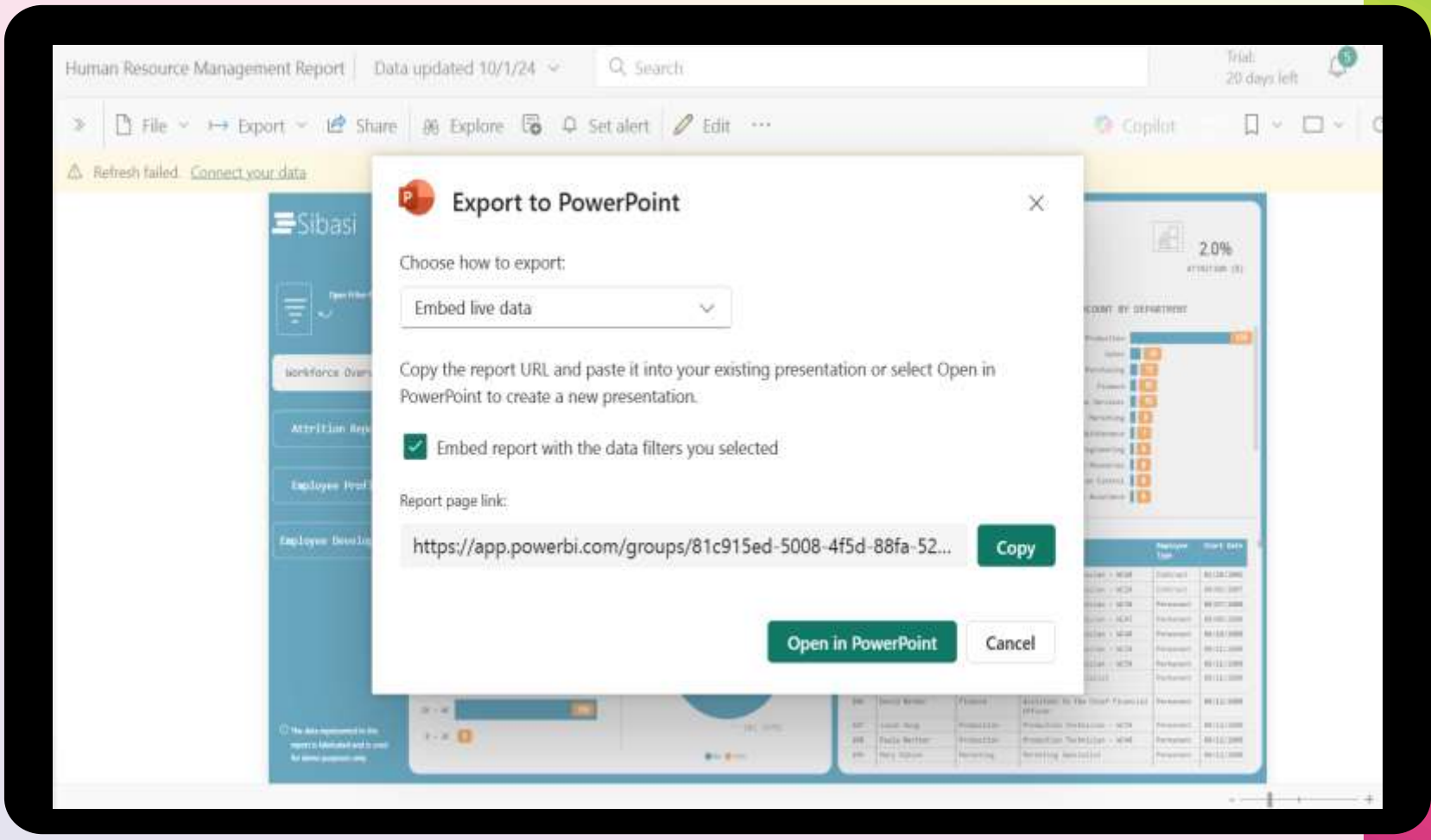
Publish to Web: Public link for non-sensitive data.



Embed in PowerPoint

Share & Collaborate

Power BI now integrates seamlessly with PowerPoint, allowing you to **present live, interactive reports** directly within your slides



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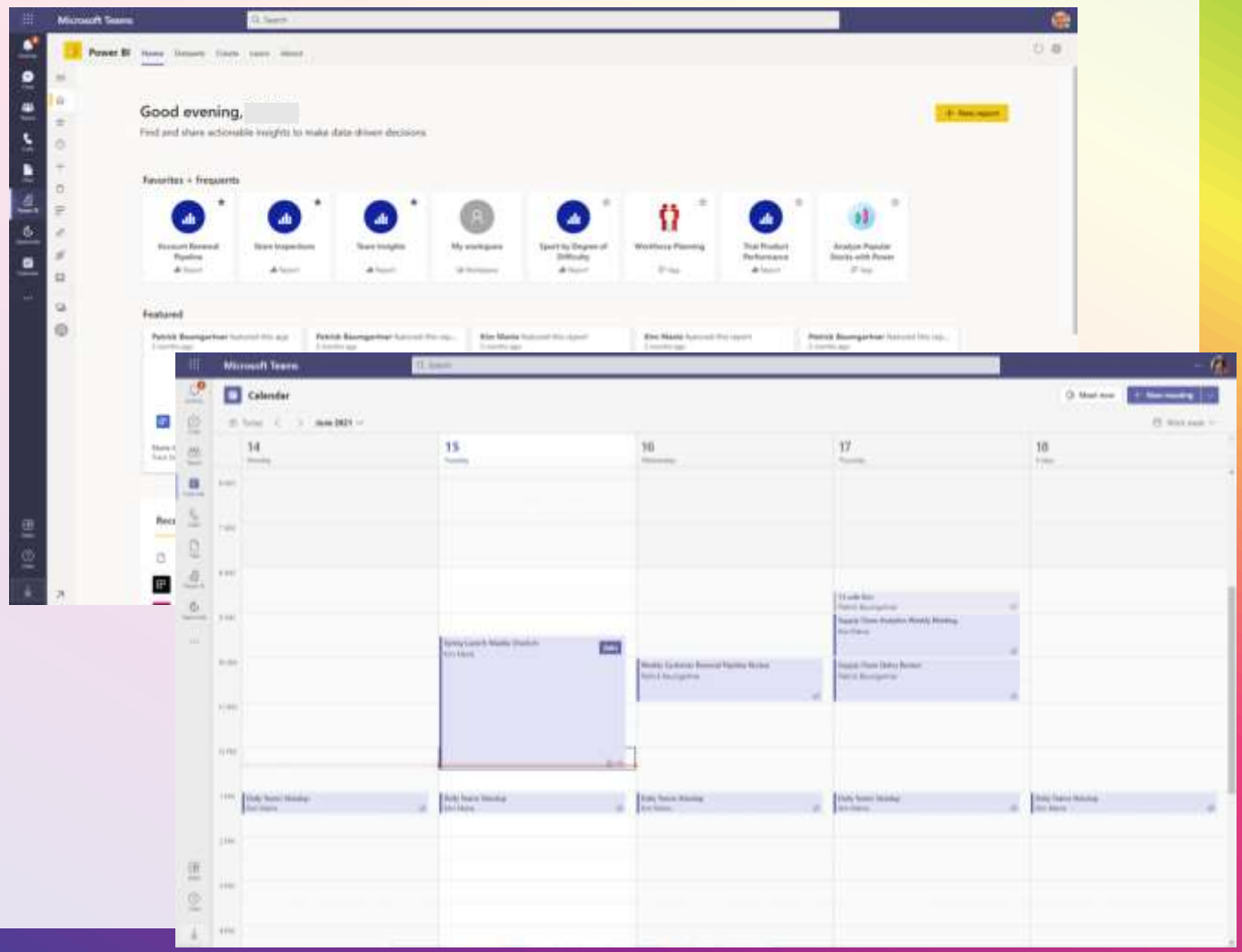
Take collaboration to the next level in Teams

Share & Collaborate

- Meet users where they are with the Power BI app in Teams.
- Keep everyone aligned with data-driven meetings.
- Use data to inform discussions in teams, chats, and meetings.
- Find data and insights to drive better decision-making with the Power BI search extension



Access your reports & dashboards everywhere with Mobile

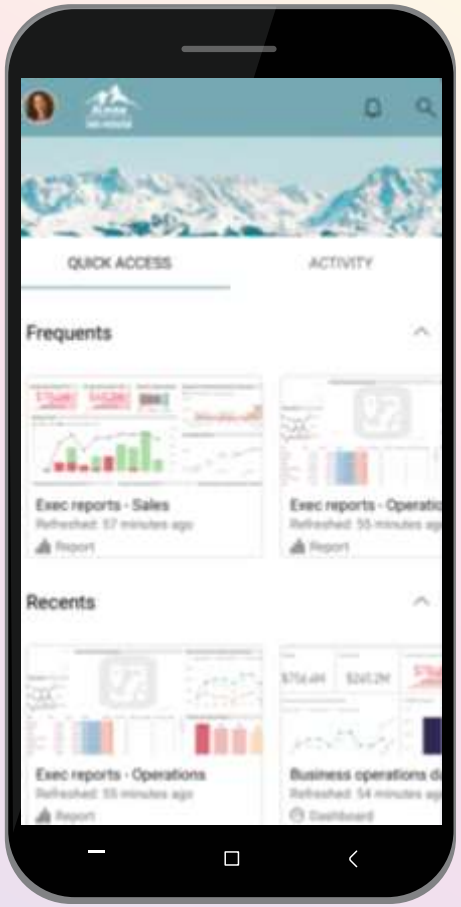
Share & Collaborate

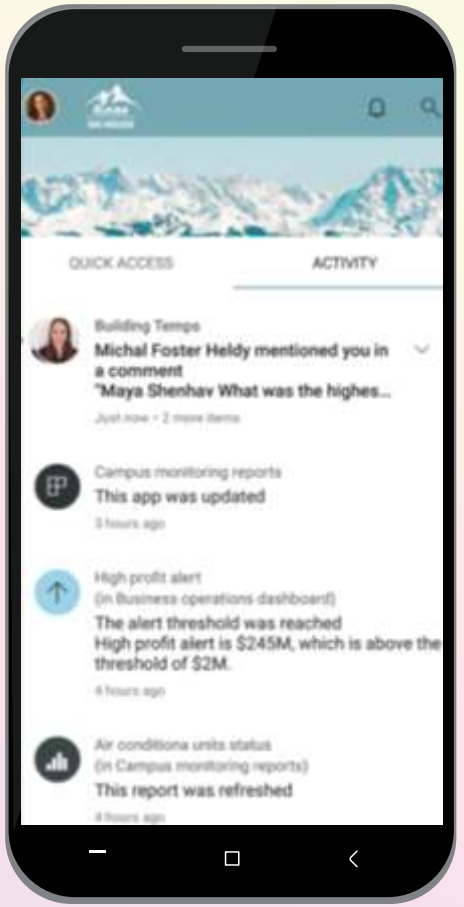
Access dashboards using native mobile apps for Windows, iOS and Android

Easy sign in page

Quick Access reports

Your personal Recent Activity feed





Sibasi

Thank you!

We'd love to hear from you!

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