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Is this the Right Report

Brad Hearn

Senior Analyst

Liberty Grove Software



Business Central Report

- Business Central has improved its Reporting
- Many different types of reports and capabilities available

• Which report is best depends

Business Central Report

Make sure your report has:

- 1. The right information
- 2. At the right time
- **3**. In the right format
 - 4. Using the right delivery method

Business Central Report

Strategies to get to the right report:

1. Understand the Business Drivers

2. Know your User

Understand the Business Drivers





Say 'Why'

What is the true business question that is trying to be answered?

Root Cause Analysis
 5 Why's

- We want a sales order report
- ► Why?
- We want to know the Customer Order details
- > Why?
- We want to check for particular items
- > Why?
- To know if certain items sales are going up or down over the last 6 months

- ≻ Why?
- To see the results of our targeted marketing campaigns
- > Why
- We want to see which marketing campaign is working
- ✓ So perhaps a better solution is an on demand report that allows you to select a marketing Campaign and track certain items with graphical line graph based on 6 month sales trend.

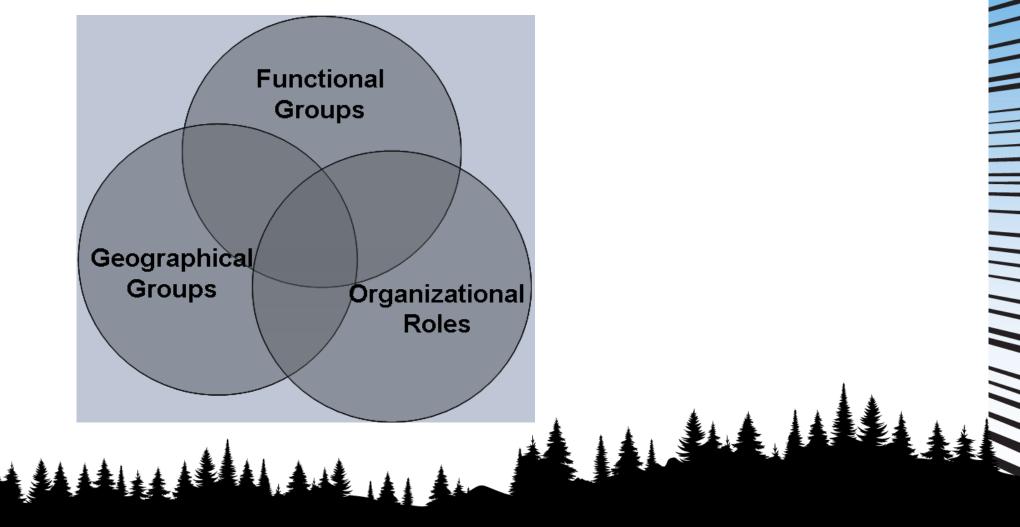
Know your User





One Shoe Does Not Fit All

Different Business Users Require Different Reporting Capabilities

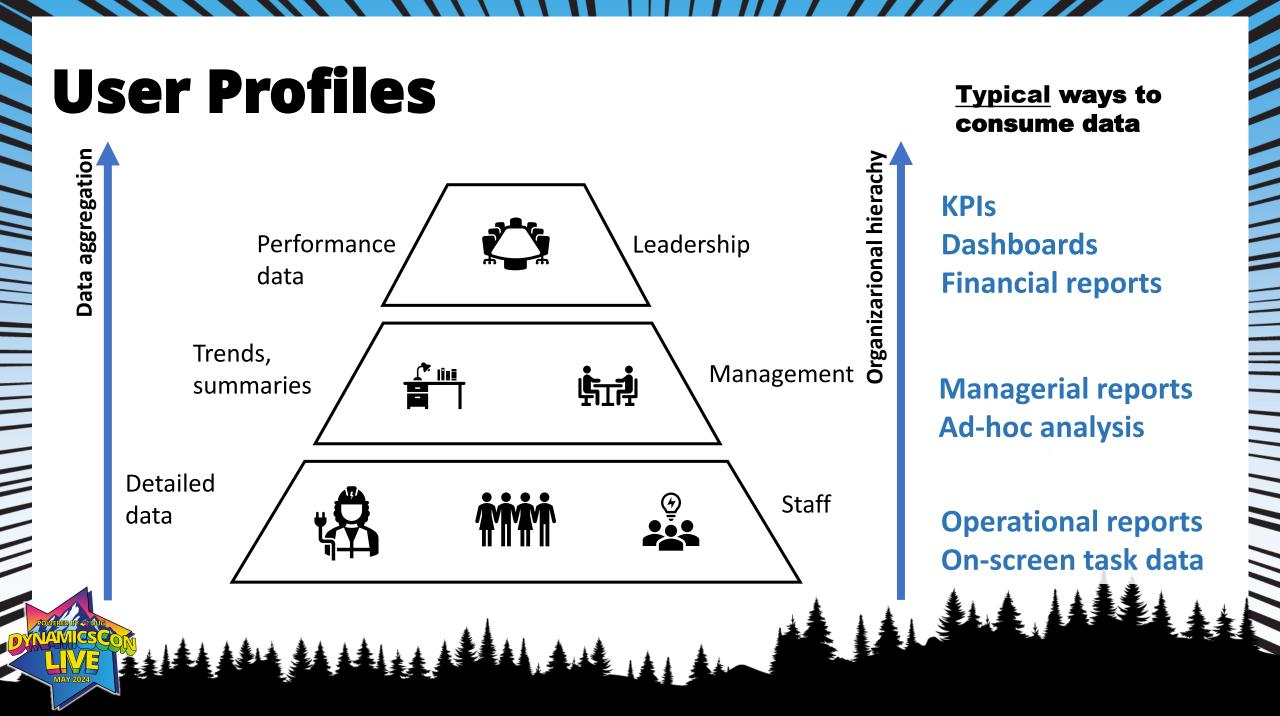


User Profiles

Information Producers and Consumers

- Operations
- Analysts

- Managers
 - Executives

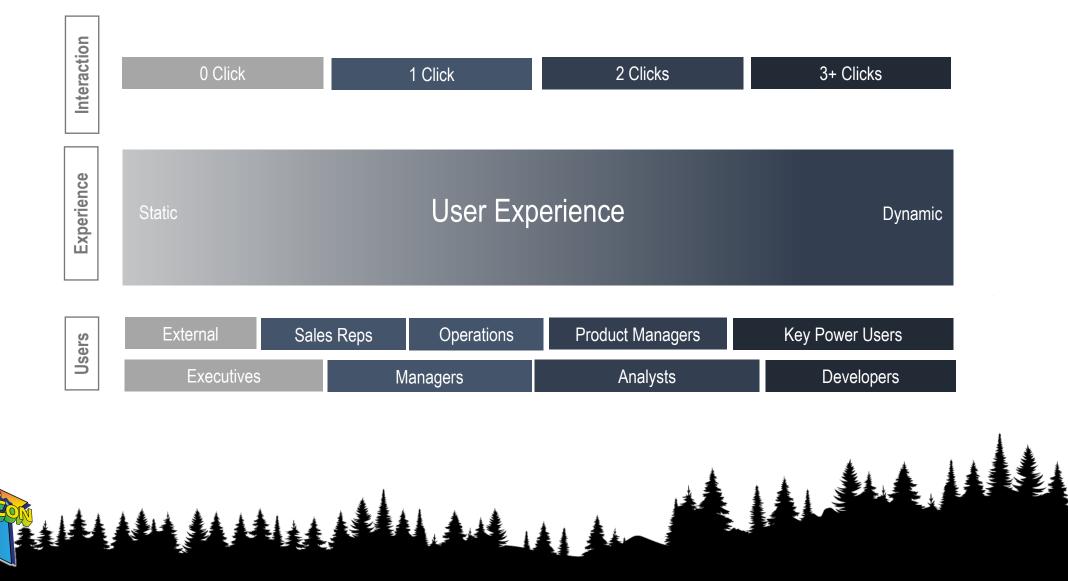


User Tiers

Tiered approach to Business Intelligence

- Each tier addresses a level of user ability and need
- Each tier has an interface tied to the user's ability
- Differing levels of function and data access
- > Supports all levels of technical ability, frequency of access, and complexity

User Click Continuum



Reporting Attributes Request User Report **Flexibility** Interface Types Output Interaction Delivery Channel Output **Formats**



Reporting Attribute Matrix

	Request Flexibility	Report Types	Data Attributes	User Access	Output Formats	Delivery Channel	Output Interaction
÷	Fixed Standard						
E-Mail	Reports	Comparison	Summary Level	Online/Immediate	HTML	Web Browser	Static Report
	Parameterized						Automatic Drill
Business Central	Standard Reports	Trend	Detail Level	Scheduled	PDF	E-Mail	Down
	System Default						
CRM	Parameters	Segmentation	Real Time	Subscription	Excel	FTP Site	Flexible Drill Dowr
Power BI Web	Report Default						
Portal /Dashboard	Paramters	Matrix Reports	Staged	Alerts	Word	Арр	Drill Across
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	Data Driven						
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	Interactive						
Multilingual User	Parameter						
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		Financial					
	Text Editor	Statements	Time Periods		Charts		Refresh
					Multilingual		
		KPIS	Sort Order		Output		OALP Analysis
		Geographic					
		Analysis	Multilingual data		Conditional Styling		Search
		Heat Map	Data Source				Print
			Business Rules				Annotate

Identify the Report they need





Operational Reports

Operations

Data Producers
Information consumers
Operational focused
Low level view
Detail data required
Not necessarily technically skilled
Data available off site

Operational Reports – RDLC, Word

Operation Reports

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Partly sunny

Q Search

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Operational Reports 🚯 Liberty Grove Software - Home 🗙 🤤 Dynamics 365 Business Central 🗙 🕂 n https://businesscentral.dynamics.com/f0b7a321-2571-4d59-9148-1d3484d2a8be/Sandbox?company=Cronus ⊞ AN Ô CD 53 ર≦ F Dynamics 365 Business Central Cronus Reports & Analysis Administration Find Purchasing (13) Manufacturing **Commissions** (14) > Explore WMS Express (2) Human Resources Product Design (6) Shopify (9) > Explore Capacities (6) \wedge Employees (3) Planning (8) Setup (11) **Operations** (10) \wedge Costing (6) DocXtender Setup (11) > Explore Setup (1) Purchasing ~ > Explore Purchasing (15) **Purchasing Agent** Planning (16) > Explore Finance Inventory & Costing (8) Home (18) > Explore Setup (17) Posted Documents (5) General Ledger (11) \wedge \wedge Cash Management (11) Cost Accounting (9) Receivables (14) **Sales And Marketing** Payables (10) Service > Explore Fixed Assets (9) > Explore Sales (8) Inventory (7) Contracts (12) - Customers <u>نې</u> Setup (11) Planning & Dispatching (4) Contacto Partly sunny 4:43 PM Q Search 5/7/2024

Operational Reports

iii Dynamics 365 Business Central

Cronus US Brad

Reports & Analysis Administration

Explore more roles

Sales And Marketing

Sales (2)

- Budgets & Analysis (5)
- Sales Budgets
- Sales Analysis Reports
- Sales Analysis by Dimensions
- Item Dimensions Detail
- Item Dimensions Total
- Reports (5)

- Sales Deferral Summary
- Salespeople/Teams (6)
- Salesperson Tasks
- Salesperson Commission
- Salesperson Opportunities
- Salesperson Statistics by Inv.
- Salesperson Statistics by Inv.
- Contacts (5)
- Customers (11)

Team Tasks

- Opportunities (3)

Order Processing (1)

- Reports (5)
- Customer Order Detail

Find

- Sales Reservation Avail.
- Customer Sales List
- Customer/Item Statistics
- Customer Order Summary

Marketing (1) - Campaign - Details

Inventory & Pricing (1)

- Reports (8) - Item Charges - Specification
- Nonstock Item Sales
- Inventory Order Details
- Inventory Sales Back Orders
- Item Substitutions
- Assemble to Order Sales

- Availability Projection
- Sales History

Setup (1) - Sales Analysis (1) - Sales Analysis by Dimensions

-

Operational Reports - Parameters

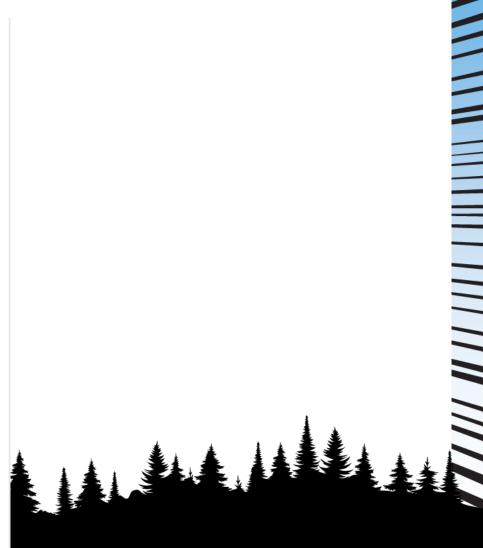
ΠZΧ Salesperson Opportunities (Handled by the browser) Printer/CRM/Reports/SalespersonOpportunities.... Report Layout Filter: Opportunity × Salesperson Code × No. × Campaign No. × Contact No. × Creation Date × Closed × Date Closed + Filter...

Advanced >

 Send to...
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Operational Reports – Black Dots on White Paper

Salesperso Cronus US Br	n - Opportunity ^{ad}								Janu	ary 23, 2024 Page 1 BHEARN
No.	Description	Creation Date	Contact No.	Campaign No.	Status	Priority		Chances of Success %	Completed %	Date Closed
BD OP100022	Bart Duncan Storage facilities	16-01-23	CT000011		In Progress	Normal	0.5	25	2	
OP100023	Swivel chair	15-11-06	CT000012		In Progress	Normal	48.5	95	2	
OP100040	30 chairs, blue	16-01-11	CT000014		Lost	High	0.0	0	100	16-01-26
DC OP100024	Debra L. Core Table lighting	15-12-09	CT000013		In Progress	Normal	16.0	30	2	
OP100025	Guest chairs for the receptio	16-01-26	CT000014		In Progress	Low	0.4	20	2	
OP100026	Storage system	15-11-21	CT000015		In Progress	High	0.2	10	2	
OP100039	Complete storage system	16-01-07	CT000013		Lost	Normal	0.0	0	100	16-01-18
JR OP100017	John Roberts Assembling fumiture	16-01-08	CT000013		Won	Normal	100.0	100	100	16-01-22
OP100037	Conference table	15-09-21	CT000014		Lost	Normal	0.0	0	100	15-10-11
OP100038	New office system	15-09-17	CT000012		Lost	High	0.0	0	100	15-09-28
PS OP100027	Peter Saddow Desks for the service dept.	15-11-01	CT000015		Not Started	Normal	0.0	0	0	
OP100015	Assembling furniture	16-01-06	CT000011		Wan	Low	100.0	100	100	16-01-28
OP100016	Assembling furniture	16-01-06	CT000012		Wan	Normal	100.0	100	100	16-01-23
OP100018	Furniture to sales departmen	16-01-08	CT000015		Wan	Low	100.0	100	100	16-01-22
OP100019	Furniture for the conference	16-01-01	CT000011		Won	Normal	100.0	100	100	16-01-13



Operational Reports – more format choices

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RDLC, Word - Report Layouts

Report Layouts

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1304	Sales - Quote	Standard Sales Quote - Blue (Word)	The Standard Sales Quote - Blue (Base Application by Microsoft	Word	
1304	Sales - Quote	Standard Sales Quote Email (Word)	The Standard Sales Quote Email (Base Application by Microsoft	Word	
1305	Sales - Confirmation	Standard Sales Order Confirmatio	Detailed layout with all fields.		Base Application by Microsoft	RDLC	
1305	Sales - Confirmation	Standard Sales Order Confirmatio	Layout intended for an email body.		Base Application by Microsoft	Word	
1305	Sales - Confirmation	Standard Sales Order Confirmatio	Simple layout with most necessary		Base Application by Microsoft	Word	
1306	Sales - Invoice	Standard Sales Invoice (RDLC)	The Standard Sales Invoice (RDLC)		Base Application by Microsoft	RDLC	
1306	Sales - Invoice	Standard Sales Invoice (Word)	The Standard Sales Invoice (Word)	~	Base Application by Microsoft	Word	
1306	Sales - Invoice	Standard Sales Invoice - Blue (Wor	The Standard Sales Invoice - Blue		Base Application by Microsoft	Word	
1306	Sales - Invoice	Standard Sales Invoice Email (Word)	The Standard Sales Invoice Email (Base Application by Microsoft	Word	
1306	Sales - Invoice	Standard Sales Invoice - Tax Spec (The Standard Sales Invoice - Tax S		Base Application by Microsoft	Word	
1307	Sales - Credit Memo	Standard Sales Credit Memo (RDLC)	The Standard Sales Credit Memo (Base Application by Microsoft	RDLC	
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1307	Sales - Credit Memo	Standard Sales Credit Memo Email	. The Standard Sales Credit Memo		Base Application by Microsoft	Word	
1308	Sales - Shipment	Standard Sales Shipment (RDLC)	The Standard Sales Shipment (RDL		Base Application by Microsoft	RDLC	
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1309	Return Receipt	Standard Sales Return Receipt (RD	The Standard Sales Return Receipt		Base Application by Microsoft	RDLC	

Yes - You can change

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How to Change Excel Layouts

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Hide Folders

How to Change Excel Layouts

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How to Change Excel Layouts

Choose Excel layout file

Report Layouts

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Report Layouts: All \sim

 \mathcal{P} Search (\bullet)

Analyse Manage 🎦 New 🖉 Edit Info 🗟 Run Report 🎹 Set Default 🗋 Export Layout 📑 Replace Layout \cdots

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	37		Balance Comp Prev. Year	./Finance/GeneralLedger/Reports/	./Finance/GeneralLedger/Reports/	~	Base Application by Microsoft	RDLC
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Operational Reports – Account Schedules / Financial Reports

Operational Reports – Account Schedules / Financial Reports

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	I_CASHFLOW	Data for Cash Flow Chart	I_CASHFLOW		PERIODS			
	I_INCEXP	Data for Income & Expense Chart	I_INCEXP		PERIODS			
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Operational Reports – Account Schedules / Financi Commercial Sector Financi Commercial Sector Financi Commercial Sector Financial Sector Financi Sector Financial Sector Financial Sector Finan

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Operational Reports – Account Schedules / Financial Reports



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List Pages - Filter

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Operational Reports – List Pages

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Analysis Reports

Analysts

- >Information providers
- ➢Influence decisions
- ➤Technically skilled
- ≻Report builders
- ➤Support all users
- Snapshot and real-time data required
 Summary and detail data required

Analysis Views

Enhanced List Pages – Analysis View

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2020-12-01	Purchase	Purchase Receipt	107011	Vendor	40000	1000	IIII Document No. IIII Source Type
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2020-10-08	Purchase	Purchase Receipt	107009	Vendor	40000	1000	iiii Item No.
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2020-12-01	Purchase	Purchase Receipt	107011	Vendor	40000	1000		IIII Document No. IIII Source Type
2020-12-01	Purchase	Purchase Receipt	107010	Vendor	30000	1000		Source No.
2020-10-08	Purchase	Purchase Receipt	107009	Vendor	40000	1000		Item No.
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	> 1936-S (11)	49.00	-36.00	6,940.80	-5,410.80		Search			
	> 2000-S (11)	33.00	-19.00	3,611.90	-2,813.90		- (Select All)			
	> 1906-S (7)	15.00	-16.00	6,937.60	-5,411.20		Customer			
	> 1996-S (4)	4.00	-4.00	5,589.20	-4,359.60		Item			
	> 1968-S (3)	0.00	-19.00	3,611.90	-2,813.90		Vendor			
	> 1960-S (8)	35.00	-41.00	7,904.80	-6,162.30			_		
	> 1988-S (12)	31.00	-57.00	10,989.60	-8,567.10		> Source No.			
	> 1964-S (17)	29.00	-34.00	6,555.20	-5,110.20		> Item No.			- 1
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> 1996-S (9)	28.00	10.00	5,589.20	10,899.00	C III Source	e No.
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> 1988-S (24)	120.00	0.00	10,989.60	0.00	III Item N	o. (
> 1964-S (32)	83.00	4.00	6,555.20	601.20		
> 1972-S (11)	51.00	0.00	3,231.70	-0.00	(E) Values	
> 1980-S (32)	166.00	0.00	13,497.10	0.00	iiii Sum(In	ventory) 🛞
The second second second			108,425.10	121,185.55	III. Sum(li	ventory b ⊗

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	Item No. / Document Type	Sum(Inventory)	Sum(Sum(Sales Amoun.	Sum(Cost Amount		Pivot Mode	
	> 1900-S (4)	3.00	-36.00	6,940.80	-5,410.80		Search	<u> </u>
	> 1000(1)	3.00	-1.00	0.00	0.00		IIII Posting Date	A sumu
	✓ 1896-S (7)	13.00	-18.00	18,014.40	-14,052.60		Posting Date Year	▽
	> Sales Shipment (1)	5.00	-1.00	1,000.80	-780.70		III Posting Date Quarter III Posting Date Month	Analysi
	> Sales Invoice (6)	8.00	-17.00	17,013.60	-13,271.90		Entry Type	sis Filt
	Sub Total 1896-S	13.00	-18.00	18,014.40	-14,052.60		Document Type	ers
	> 1928-S (16)	63.00	-76.00	4,172.40	-3,252.80		IIII Document No. IIII Source Type	
	> 1920-S (2)	2.00	-7.00	4,534.60	-3,537.80		Source No.	
	> 1908-S (12)	6.00	-31.00	5,893.10	-4,591.10		III Item No. III Description	•
	> 1936-S (11)	49.00	-36.00	6,940.80	-5,410.80		Row Groups	7
	> 2000-S (11)	33.00	-19.00	3,611.90	-2,813.90		IIII Item No. 🛛 🛇	2
	> 1906-S (7)	15.00	-16.00	6,937.60	-5,411.20		IIII Document Type 🛛 🛞	2
	> 1996-S (4)	4.00	-4.00	5,589.20	-4,359.60		Σ) Values	-
	> 1968-S (3)	0.00	-19.00	3,611.90	-2,813.90		iiii Sum(Inventory)	
	> 1960-S (8)	35.00	-41.00	7,904.80	-6,162.30		IIII Sum(Inventory b 🛞	•
	> 1988-5 (12)	31.00	-57.00	10.989.60	-8.567.10		▼ IIII Sum(Quantity) ⊗	-

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	> 1928-S (31)	186.00	6.00	4,172.40	256.80		Search		
	> 1003 (2)	23.00	13.00	0.00	975.00		IIII Posting Date	Columns	
	> 1920-S (10)	53.00	12 <mark>.</mark> 00	4,534.60	6,064.80		III Posting Date Year	V	
	> 1908-S (30)	57.00	3.00	5,893.10	444.30		Posting Date Quarter	Analysis	
	> 1936-S (28)	863.00	100.00	6,9 <mark>4</mark> 0.80	15,030.00		Entry Type	is Filters	
	> 2000-S (21)	210.00	38.00	3,611.90	5,627.80		Document Type		
	> 1906-S (14)	44.00	<mark>5.</mark> 00	6,937.60	1,691.00		Source Type		
	> 1996-S (9)	28.00	10.00	5,589.20	10,899.00		Source No.		
	> 1968-S (14)	44.00	0.00	3,611.90	-0.00		U III Item No.	*	
	> 1960-S (16)	94.00	2.00	7,904.80	300.60		🖼 Row Groups		
	> 1988-S (24)	120.00	0.00	10,989.60	0.00		iiii Item No. 🛞		
	> 1964-S (32)	83.00	4.00	6,555.20	601.20				
	> 1972-S (11)	51.00	0.00	3,231.70	-0.00		Σ Values		- 8
	> 1980-S (32)	166.00	0.00	13,497.10	0.00		iiii Sum(Inventory) 🛞		

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Microsoft Excel

Microsoft Excel

Large existing skillset

Loved by Finance people

From BC - List Views – Open in Excel

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			S-SHPT102004	1896-S					-1.	-1.	0.	1,000.80	-780.70	0.00
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		ales Shipment	S-SHPT102001	1928-S					-1.	-1.	0.	54.90	-42.80	0.00
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		urchase Invoice		2000-S					5.	5.	5.	0.00	740.50	0.00
		urchase Invoice		1908-S					2.	2.	0.	0.00	296.20	0.00
		urchase Invoice		1996-S					3.	3.	3.	0.00	3,269.70	0.00
		urchase Invoice		1968-S					2.	2.	0.	0.00	296.20	0.00
		urchase Invoice		1936-S					8.	8.	8.	0.00	1,202.40	0.00
		urchase Invoice		1936-S					9.	9.	9.	0.00	1,352.70	0.00
		urchase Invoice		1920-S					3.	3.	3.	0.00	1,516.20	0.00
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From Excel – BC Plugin

- Open Excel, then open any Excel workbook.
- On the Insert menu, choose Add-ins > Get add-ins
- Go to Admin managed and look for Microsoft Dynamics Office Add-In. If you see there, select it, then choose Add. If you don't see it, go to Store, then search for Microsoft Dynamics Office Add-In and follow the instruction on screen to add it.

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Excel – BC Plugin

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- For Business Central online, set Server
 URL to https://exceladdinprovider.smb.dynamics.com.
- For Business Central on-premises, set it the URL of the web client, like https://myBCserver/190.
- Choose **OK**, and then confirm that the app reloads

Excel - BC Plugin

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Excel - BC Plugin

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Executive/Management Reports

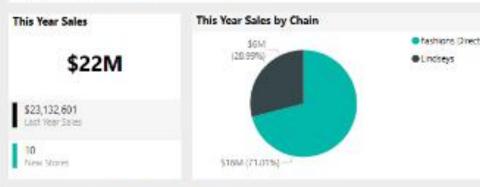
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- Decision makers
- ≻High-level view
- ➤Time restricted
- ➢Not necessarily technically skilled
- ➤Snapshot data usually sufficient

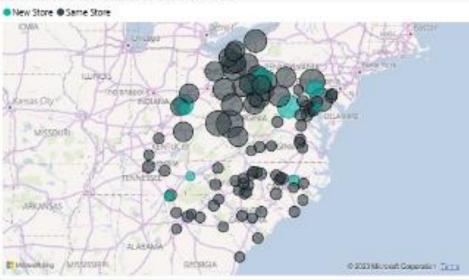
Power BI

Power BI Dashboards

STORE SALES REPORT Store Sales Overview

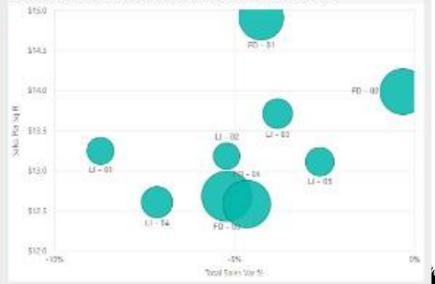


This Year Sales by PostalCode and Store Type



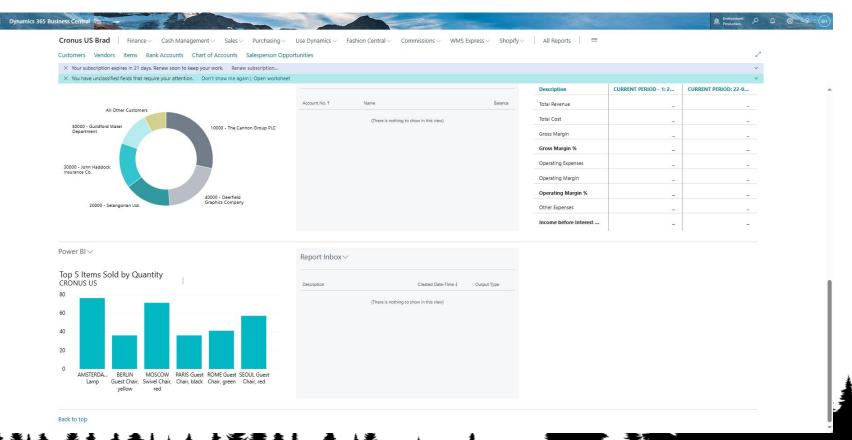


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Power BI Reports in BC

≻Can embed Power BI Reports in Business Central



Steps to Create a Power BI Report to Embed in BC

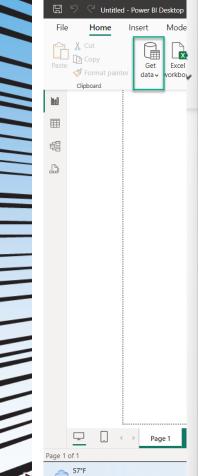
Example – Create a Geographical Power BI Report to show where an item is being sold

≻Steps

- Connect Power BI to Business Central
- ▶ Power BI Get Data Items and Sales Orders
- Power Bi Create Power BI Report with specific settings
- ➢ Power BI Publish report to the Power BI Service
- > Business Central Add report from Power BI Service to BC Factbox

https://learn.microsoft.com/en-ca/dynamics365/business-central/across-how-use-powerbi-reports-factbox

Power BI – Connect to BC



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Optimize

Help

Power BI – Select Data

≻Get Data

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Transform

➢ Select Items

Add Column

> Select Sales Orders, expand to include Sales Order Line and Customers

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	itemCategoryCode itemCategoryId itemCategoryId itemCategoryId itemCategoryId	∑ salesOrderLines.netAmount ∑ salesOrderLines.netAmount ∑ salesOrderLines.netAmountInclu ∑ salesOrderLines.netTaxAmount ∑ salesOrderLines.netTaxAmount	Many to one (*:1) Make this relationship active Assume referential integrity	Single Apply security filter in	• both directions

Power BI – Create Report

Create Power BI Geographic Graph with Item Number Customer City, and Sales Order Quantity

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Power BI – Set Report's Filter

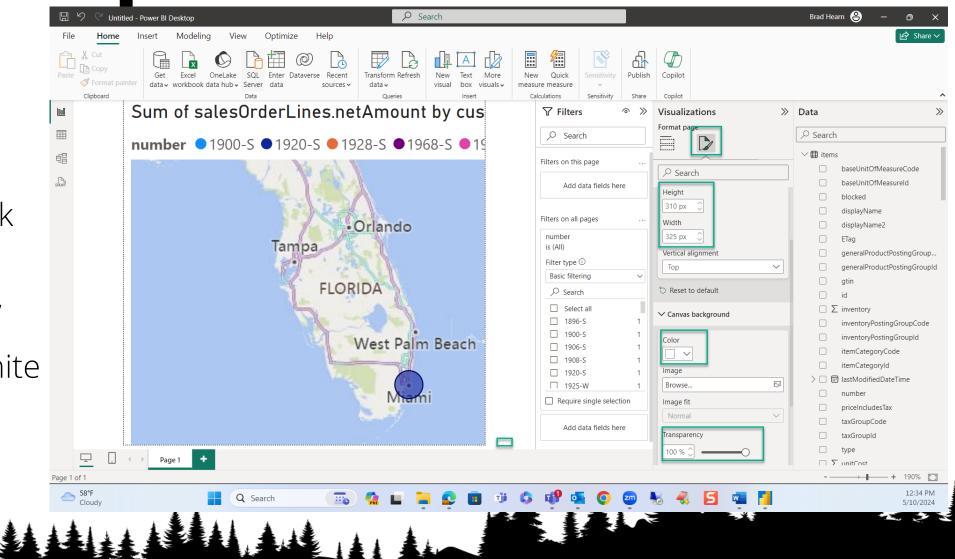
Set Entity's Primary Key (For Item then it is Item Number) as a filter on all pages in Power Bl

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Power BI Reports in BC

Set Report Format (by focusing on background canvas and click paintbrush

Set Height 310, Width 325, background white transparent



Power BI – Publish Report to BI Service Workspace Publish to Power BI

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Power BI – Power BI in BC Factbox

 \geq Go to page with Item as its primary entity (Items List page for example)

Power BI in Factbox (you may have to personalize page to expose the Power BI Factbox)

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		1928-S	AMSTERDAM Lamp	Inventory	8	No	Item No.	Only Fields and Columns	
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		1936-S	BERLIN Guest Chair, yellow	Inventory	100	No	Cost is Adjusted	Yes	5
		1953-W	Guest Section 1	Inventory	-49	No	Cost is Posted to G/L	Yes	\$
		1960-S	ROME Guest Chair, green	Inventory	2	No	Standard Cost	780.70	
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1920-S	ANTWERP Conference Table	Inventory	10	No	No	PCS				
1925-W	Conference Bundle 1-6	Inventory	0	No	Yes	PCS			Item Details - Invoicing	
1928-S	AMSTERDAM Lamp	Inventory	8	No	No	PCS			Item No.	189
1929-W	Conference Bundle 1-8	Inventory	0	No	Yes	PCS			Costing Method	FI
1936-S	BERLIN Guest Chair, yellow	Inventory	100	No	No	PCS			Cost is Adjusted	
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1953-W	ROME Guest Chair, green TOKYO Guest Chair, blue	Inventory		No	No	PCS			Unit Cost	780
1953-W 1960-S			4	No No	No Yes	PCS PCS			Unit Cost Overhead Rate Indirect Cost %	780 0

Power BI Reports in BC

➤The Power BI Service Workspaces will appear.

Select the report you just published to the Power BI Service .

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Power BI Report in BC Factbox

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	SP-BOM2004	Reservoir testing kit	Inventory	0	No	No	PCS		Power BI ~ Sum of salesOrderLines.netAmount by cus	
	SP-BOM3001	Paint, black	Inventory	0	No	No	CAN		number • WRB-1000	
	SP-BOM3002	Paint, red	Inventory	0	No	No	CAN		SOUTH	
	SP-BOM3003	Paint, white	Inventory	0	No	No	CAN		CAROLINA	
	SP-SCM1004	AutoDrip	Inventory	0	No	No	PCS		ALABAMA MISSISSIPPI GEORGIA	
	SP-SCM1006	AutoDripLite	Inventory	0	No	No	PCS		UNISSISTIC GLORIN	
	SP-SCM1008	Airpot lite	Inventory	0	No	No	PCS		Jacksonville	
	SP-SCM1009	Airpot	Inventory	0	No	No	PCS			
	SP-SCM1011	Airpot Duo	Inventory	0	No	No	PCS		FLORIDA	
	<u>WRB-1000</u> :	Whole Roasted Beans, Colombia	Inventory	0	No	No	PCS		Gulf of Mexico	
	WRB-1001	Whole Roasted Beans, Brazil	Inventory	0	No	No	PCS		Mevico	
	WRB-1002	Whole Roasted Beans, Indonesia	Inventory	0	No	No	PCS		Item Details - Invoicing	
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5/10/2024

Scheduled Reports

Scheduled Reports – Report Inbox

➢Pre-run Reports delivered to Report Inbox

\leftarrow	Report Inbox					0 0 2
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	Report Name		Report ID	Created Date-Time↓ U	Jser ID ↓	
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	Customer - Top 10 List		111	2020-02-19 12:00 AM	LADAMS	
	Customer - Top 10 List		111	2020-02-18 12:00 AM	LADAMS	
	Customer - Top 10 List		111	2020-02-17 12:00 AM	LADAMS	
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	Customer - Top 10 List		111	2020-02-13 10:03 AM	LADAMS	

In Summary

Business Central Report

Strategies to get to the right report:

1. Understand the Business Drivers

2. Know your User

3. Identify the Right Report

Business Central Report

Make sure your report has:

- 1. The right information
- 2. At the right time
- **3**. In the right format
 - 4. Using the right delivery method

Questions

Brad Hearn – bhearn@libertygrove.com

https://libertygrove.com

https://aka.ms/bcReporting

Thank You