



Microsoft Dynamics 365

Career Orientation & Job Opportunity

April 2024



Nguyễn Đức Duy Vũ - VuNDD

Business Unit Lead



Head of Microsoft Dynamics Solution Center

- 2010 join FPT Software as Technical
- 2016 Technical Leader
- 2018 Solution Architect
- 2020 Technical Manager
- 2022 Vice Business Unit Leader
- 2023 Business Unit Leader

FPT Award

- 2023 EBS's Manager of The Year
- 2020 FPT Tech Experts
- 2020 FSOFTE Platinum Awards
- 2018 Best Performance
- 2015 Best Performance
- 2013 Best Performance



What is ERP?



Functionality of ERP



- Acquire to Dispose
- Administer to Operate
- Case to Resolution
- Concept to Market
- Design to Retire
- Forecast to Plan
- Hire to Retire
- Inventory to Deliver
- Order to Cash
- Plan to Produce
- Procure to Pay
- Project to Profit
- Prospect to Quote
- Record to Report
- Service to Cash



Order to cash end-to-end business process



Microsoft Dynamics 365





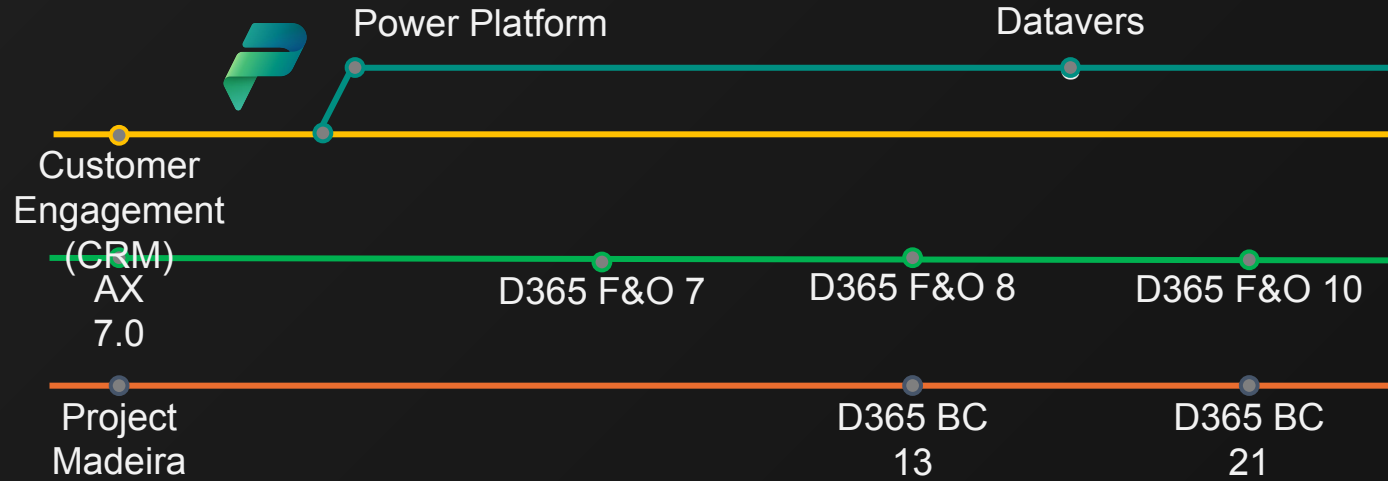
The first look

Microsoft Dynamics 365

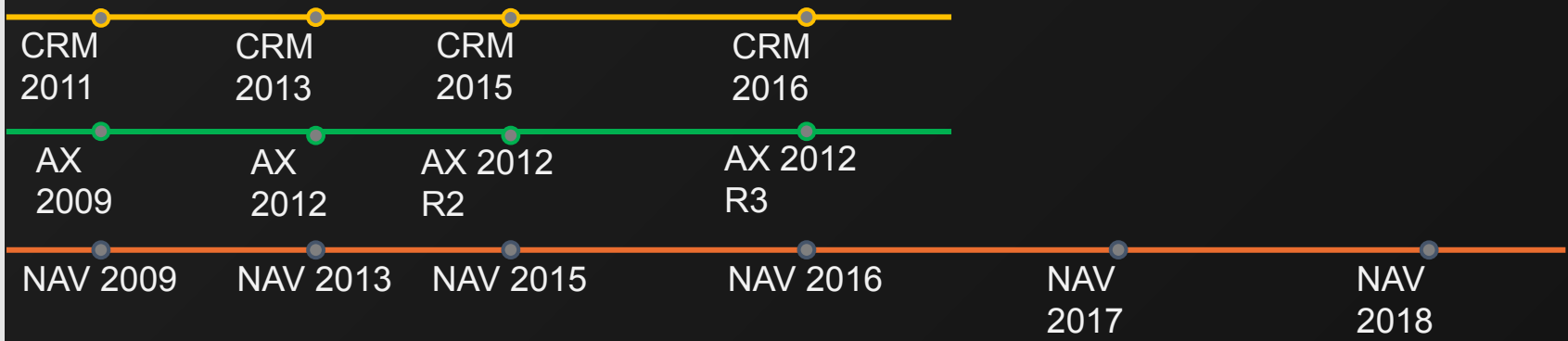
- The set of intelligence business applications that help to run your operation processes as well or do prediction, view the insights with AI-driven.
- Dynamics 365 applications are made inside the Microsoft Eco systems so that can work with all other services together.
- It can be expanded more with comprehensive solutions that fit to your entire business.



Portfolio




BU DNM was established






IaaS




Infrastructure as a Service - virtual machines, storage, and networks from a cloud provider.

PaaS



Platform as a Service - provides users with a platform on which they can develop, run, and manage applications.

SaaS



Software as a Service - the complete applications over the internet, accessed through a web browser or a dedicated application.





Ready to go

Microsoft Business Application



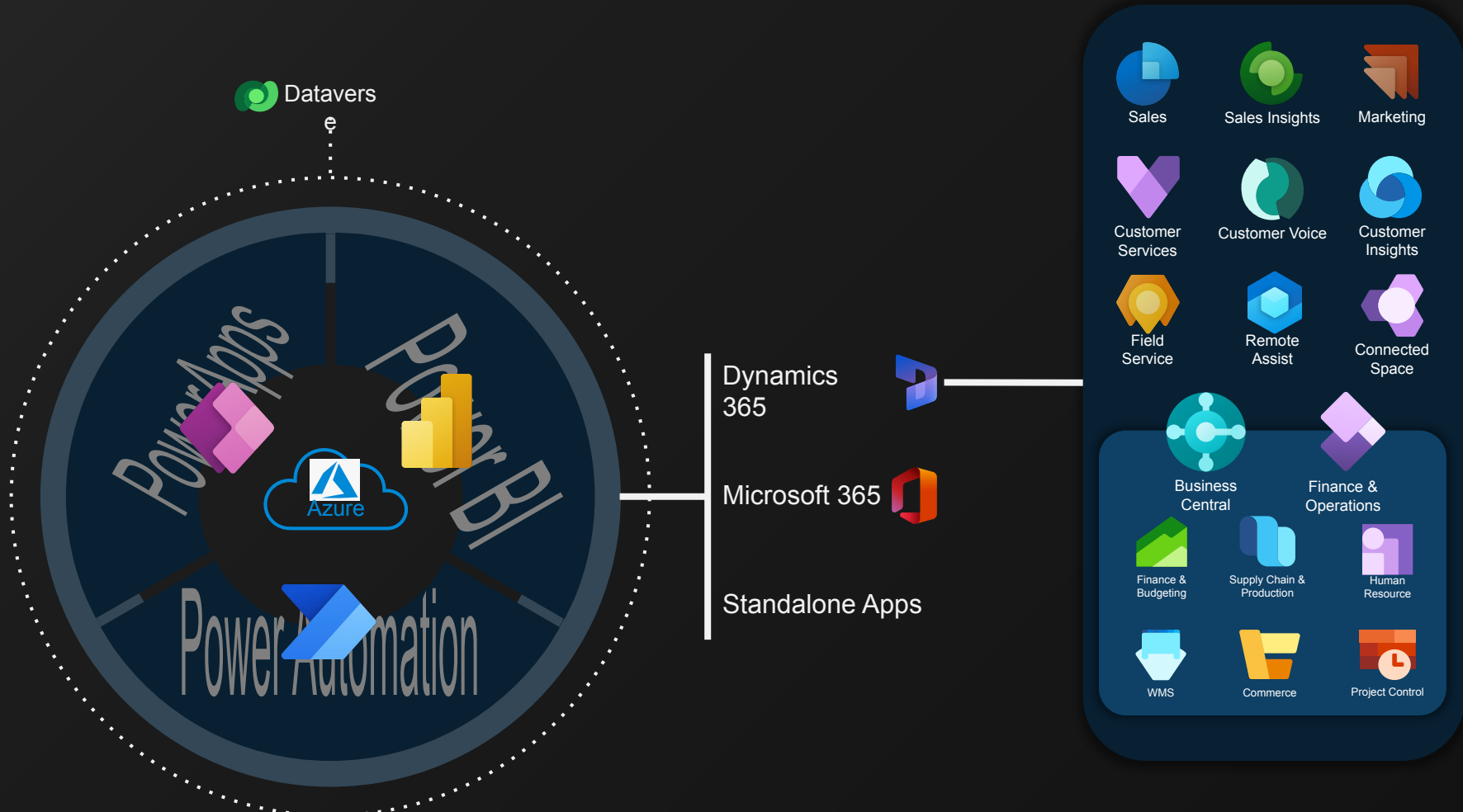
**Dynamics
365**



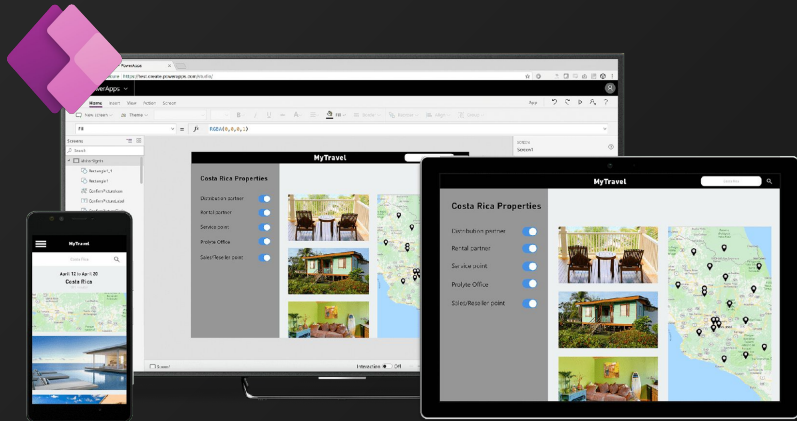
**Power
Platform**



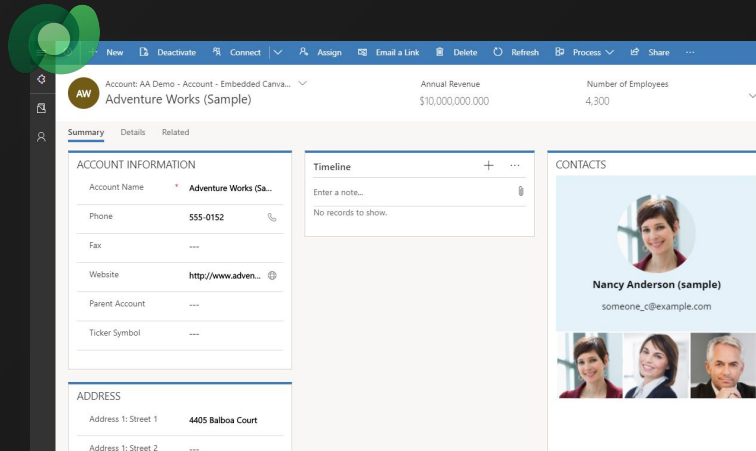
Microsoft Power Platform



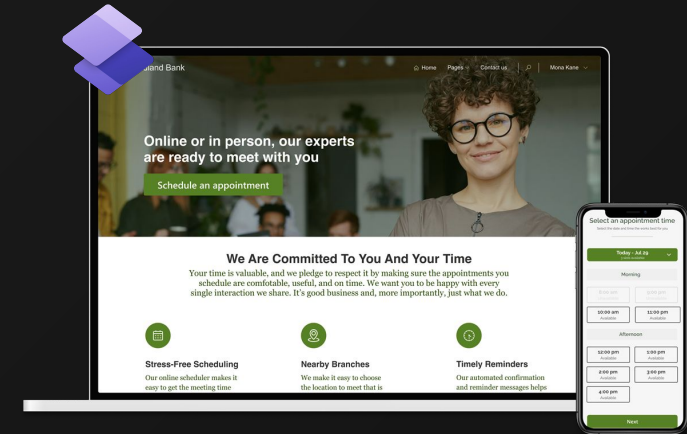
Microsoft Power Platform



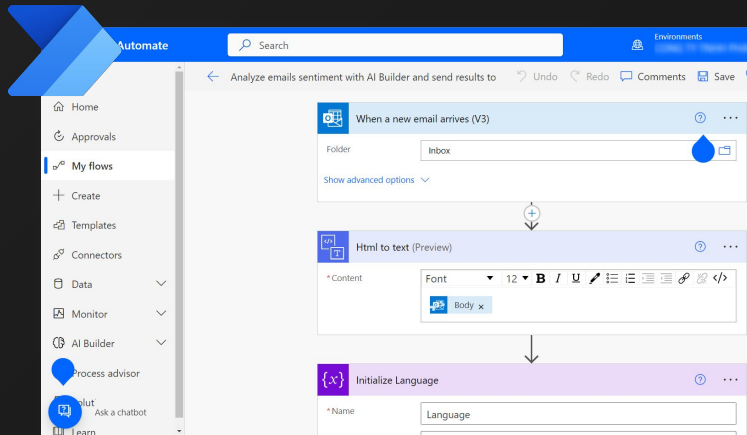
Canvas App



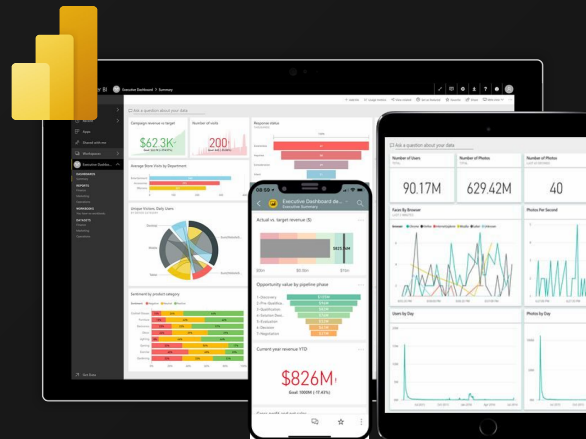
Model-driven App



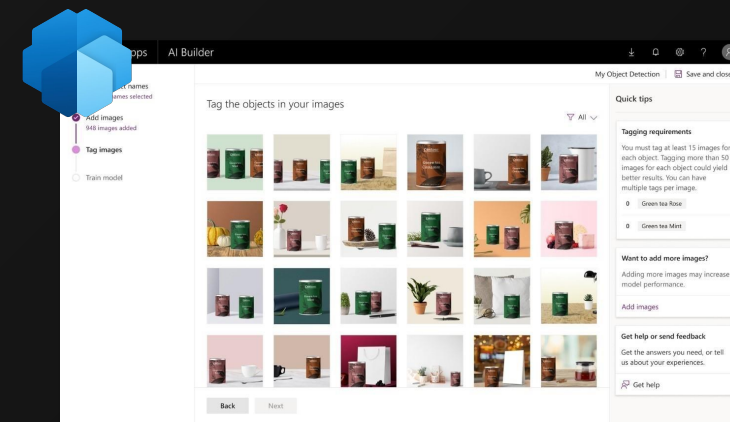
Power Pages



Power Automate



Power BI



AI Builder



Dynamics 365 Finance & Operations (F&O)



Finance and Operations | Sales order processing and inquiry

USSI | Search | Help | Settings | ? | NL

Find product price | New | Options

Sales order processing and inquiry

Summary

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

Orders and favorites

With delivery date changes | Filter | Mark as resolved

- Unconfirmed
- Delayed order lines
- Favorite contacts
- Find sales order
- Find customer
- Rejected order lines

We didn't find anything to show here.

Links

ORDERS	CUSTOMERS AND PRODUCTS	ORDER STATUS
All return orders	Customers on hold	Deleted orders
	Released products	Order events



Dynamics 365 Business Central



Consolidated Company | Finance | Cash Management | Sales | Purchasing | NETRONIC VPS | Shopify

Customers: All | Search | New | Delete | Process | New Document | Customer | Prices & Discounts | Report | More options

 01121212 Spotsmeyer's Furnishing... Mr. Mike Nash	 01445544 Progressive Home Furni... Mr. Scott Mitchell	 01454545 New Concepts Furniture Ms. Tammy L. McDonald	 01905893 Candoxy Canada Inc. Mr. Rob Young	 01905899 Elkhorn Airport Mr. Ryan Danner	 01905902 London Candoxy Storang... Mr. John Kane
 10000 The Cannon Group... Mr. Andy Teal	 20000 Selangorian Ltd. Mr. Mark McArthur	 20309920 Metatorad Malaysia Sdn... Mrs. Azleen Samat	 20312912 Highlights Electronics S... Mr. Mark Darrell Boland	 20339921 TraxTonic Sdn Bhd Mrs. Rubina Usman	 21233572 Somadis M. Syed ABBAS
 21245278 Maronegoce Mme. Fadoua AIT MOUSSA	 21252947 ElectroMAROC	 27909917 Zanlan Corp. Mr. Derik Stenerson	 27321782 Karoo Supermarkets Mr. Pieter Wycoff	 27489991 Durbandit Fruit Exporters Mr. Eric Lang	 30000 John Haddock Insu... Miss Patricia Doyle

Details | Attachments (0)

Sell-to Customer Sales History

Customer No. 01121212

0	0	1	0
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders	Ongoing Sales Invoices
0	0	0	0
Ongoing Sales Return Orders	Ongoing Sales Credit Memos	Posted Sales Shipments	Posted Sales Invoices
0	0		
Posted Sales Return Receipts	Posted Sales Credit Memos		

Customer Statistics

Customer No. 01121212

Balance (LCY) 0.00

Balance (LCY) As Vendor 13,921.13

Sales

Outstanding Orders (LCY) 0.00

Shipped Not Invd. (LCY) 0.00

Outstanding Invoices (LCY) 0.00

Service

Outstanding Serv. Orders (LCY) 0.00

Serv Shipped Not Invoiced(LCY) 0.00

Outstanding Serv.Invoices(LCY) 0.00

Payments

Payments (LCY) 0.00

Refunds (LCY) 0.00

Last Payment Receipt Date -

Total (LCY) **0.00**

Credit Limit (LCY) 0.00

Overdue Amounts (LCY) 0.00

Total Sales (LCY) 0.00

Invoiced Prepayment Amount (LCY) 0.00



Project Implementation Methodology

Waterfall Model

A linear and sequential approach that follows a series of phases from conception to maintenance. Each phase must be completed before moving to the next one.



Project Implementation Methodology

Agile Model

An iterative and incremental approach that uses short cycles of work, called sprints, to deliver features and feedback. Each sprint involves analysis, design, development, testing, and review. Sprints are usually fixed in duration (for example, 30 days). Agile development isn't a methodology in itself, but an umbrella term that describes several methodologies. Some of the most popular agile methodologies are Scrum, XP, DSDM, and Sure Step for Agile.



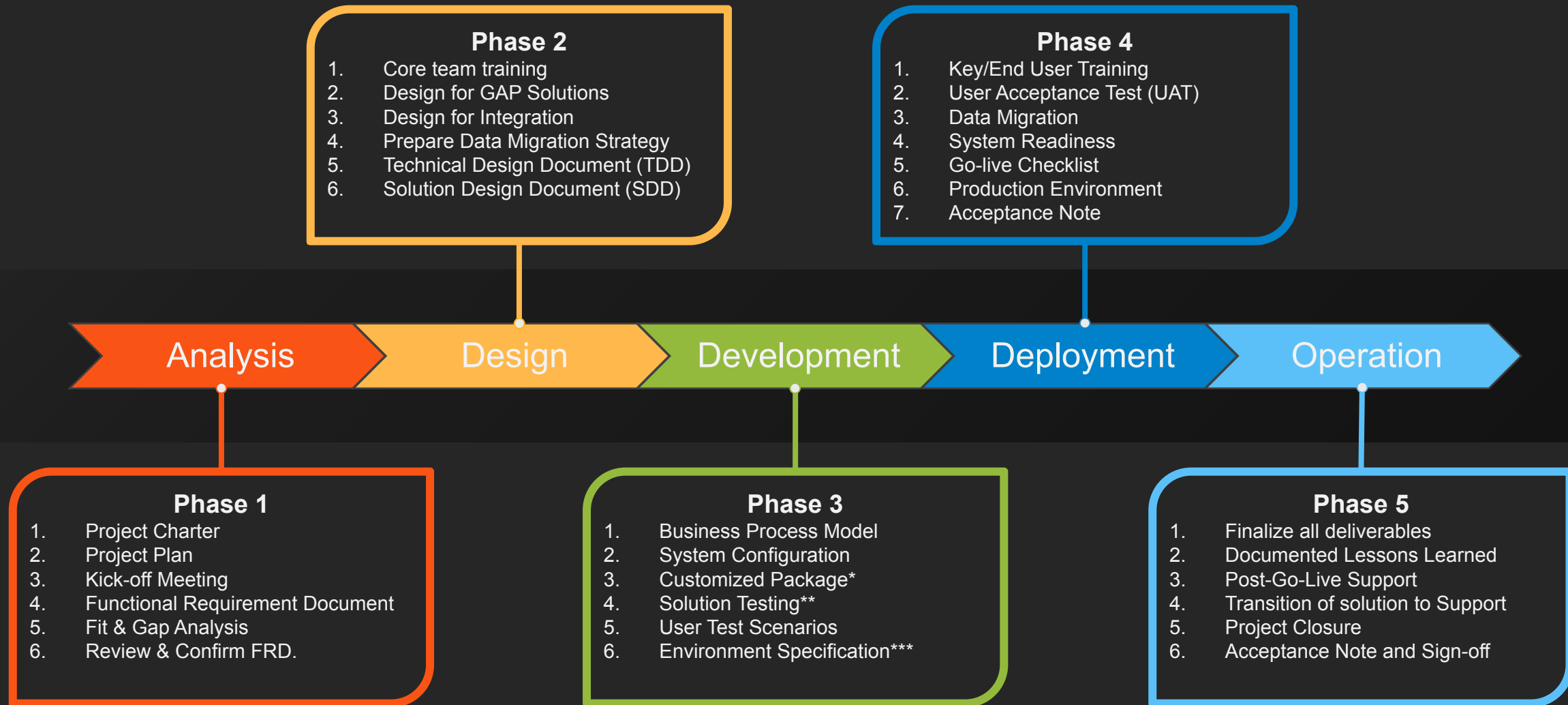
Project Implementation Methodology

Hybrid Model

A combination of waterfall and agile practices that adapts to the project needs. It defines and designs the solution before starting the sprints, and uses sprints for refining, building, testing, and reviewing the solution.



Waterfall Methodology



* Including Custom Code, Integration, Data Migration






** Including Process, Integration, Data

*** Only for on-premise system



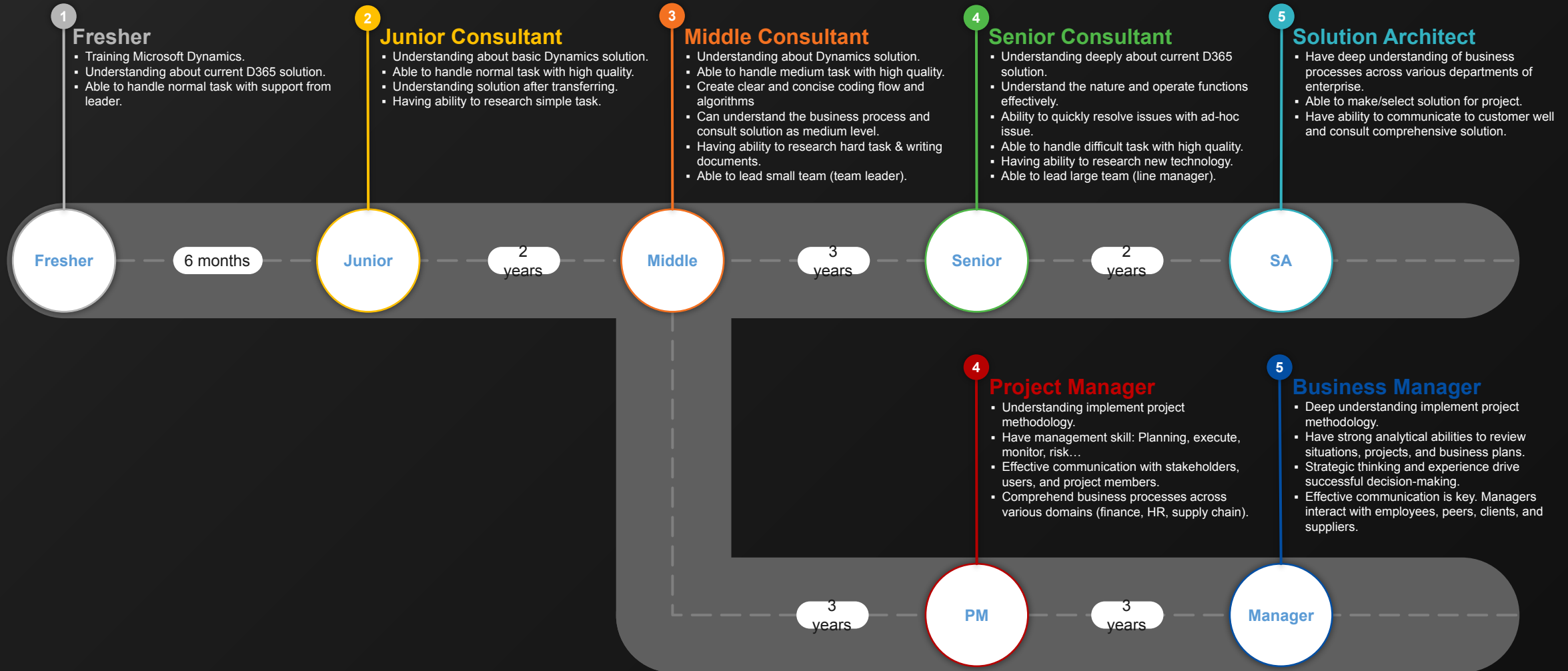


ERP Consultant Responsibilities

-  Capture functional, technical, security and quality requirements and constraints.
-  Document detail description of the processes and forms.
-  Transfer requirement to Development team.
-  Review and analyze the requirements collected.
-  Implement solutions to customer



ERP Consultant Journey



About EBS.ERP.DNM



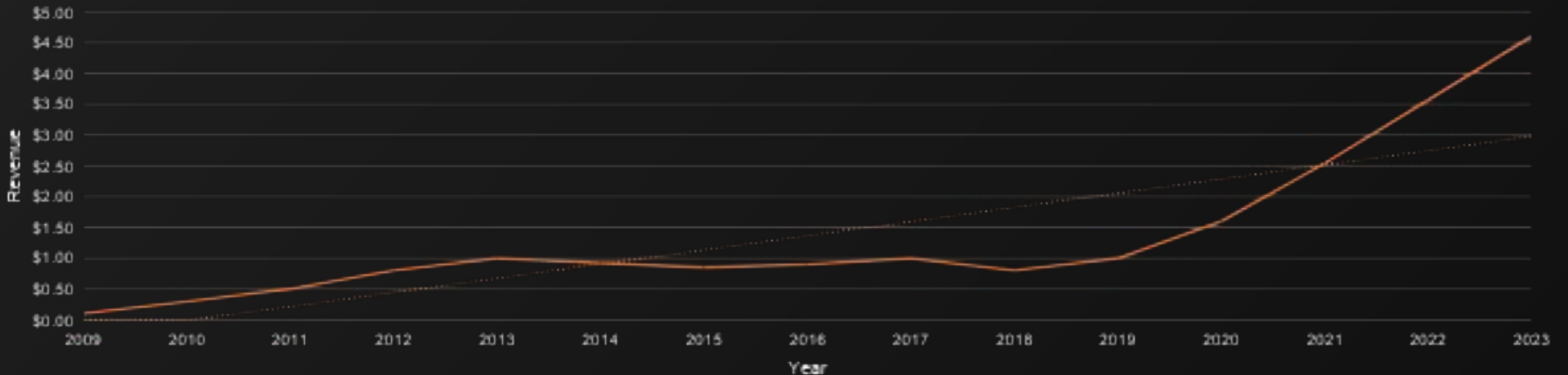
About EBS.ERP.DNM

2024
Dynamics 365
Program as Company Level

2021
EU & JP
Open Market Share


Foresee the global
ERP market reaching
\$117.09 billion by
2030

Revenue increases every year.




Microsoft Dynamics 365 Service Offerings

Dynamics 365

Customer Services	Field Service	Remote Assist
Sales	Sales Insights	
Marketing	Customer Insights	
Power Apps	Power Pages	Power Automate
Power BI	Dataverse	Power Agent



Finance & Budgeting	Supply Chain & Production	
WMS	Project Control	
WMS App	Retail	
Human Resource	Talent	Jet Analytics
Localized Solutions	Integration	AI Readiness



Finance & Budgeting	Supply Chain & Production	
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Development Service

Aligned with Microsoft Eco-system, we can support extension services like surrounding apps & data analysis solution.

Implementation Services

Get Industry wide experience & guidance required to best path for your journey to intelligent enterprise, innovations & cloud adoption.

System Configuration

Get Industry wide experience & guidance required to best path for your journey to intelligent enterprise, innovations & cloud adoption.

Data Migration

Assessment and provide solutions for application migration and historical data migration for smooth business continuity.

Performance Tuning

We provide the solution base on our experience for infrastructure acceleration, source code refactoring & business solution consulting.

Application Maintenance

Support and Manage your Business with enhanced service delivery & innovative solutions.



Our Customers



Our Customers



Our Customers



Chin



Our Customers



Kore



Our Customers

Menicon

TOSHIBA

HitachiCable
Empowering Energy & Communication

SHOWA DENKO

OKAYA

ITOCHU

SONY

SUMITOMO

IDEC

SEPTENI

Menicon

MCC

DNP



Japa



Our Customers



Our Customers

Dräger



Australi



Our Customers



German



Our Customers



Showdown
DISPLAYS


Hewlett Packard
Enterprise

DECOPAC



US



Our Customers

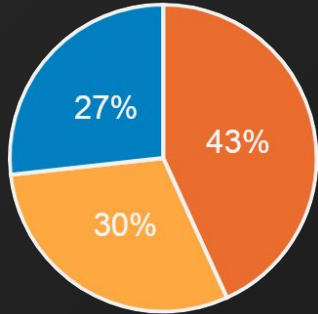


Canad



Our Workforce

English Level



Advanced Upper-Intermediate Intermediate

Role Hanoi Ho Chi Minh Tokyo Singapore

Role	Hanoi	Ho Chi Minh	Tokyo	Singapore
Consultant				
Technical Consultant				
Project Manager				
Business Analyst				
Quality Assurance				
Business Development				
Marketing				
HR				
Finance				
Operations				
Legal				
IT Support				
Other				

→ 325

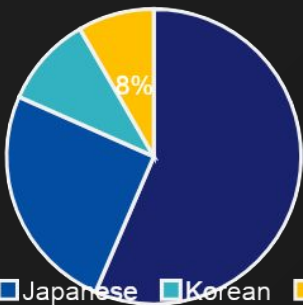
Solution Capability

- MS Dynamics 365 F&O
- MS Dynamics 365 Business Central
- MS Dynamics 365 Customer Engagement
- Power Apps
- Power BI
- Technical Development (C/AL, X++, C#, .NET, JS)
- Integration Platform (SSIS, LogicApps, Mulesoft, BizTalk)
- SQL Server Database Management
- Mobile Solutions
- Legacy Platform (Navision/NAV, Axapta/AX, CRM)

Module Capability

Modules	#
Accounting & Operations	45
Business Central	23
MS Dynamics Customer Engagement	20
Power Apps / MS Flow	18
Power BI	17
Technical Consultant (C/AL, X++)	15
Integration (SSIS, LogicApps, BizTalk)	15
Legacy Platform (may overlap with other categories)	27
Total	325

Foreign Language Resources Distribution



English Japanese Korean Other Languages



No. of Microsoft Dynamics certificates:

170+

Partnership: Gold Enterprise Resource Planning



Life at EBS.ERP.DNM



Our Social Network Channel

EBS.ERP.DNM

SCAN HERE TO
FACEBOOK



EBS.ERP.DNM

SCAN HERE TO
TIKTOK



EBS.ERP.DNM

SCAN HERE TO
YOUTUBE





FPT Software

THANK YOU