



INTEGRATED BUSINESS SOFTWARE

Microsoft Dynamics® 365 Business Central ERP from the Manufacturing experts. Modernise your business and gain the tools you need to get ahead of the competition.



**MANAGE YOUR WHOLE COMPANY WITH INTEGRATED ERP
MODERN TOOLS SUCH AS AI AND AUTOMATION
INTEGRATED MRP AND WMS SUITE**

 **Microsoft**
Solutions Partner
Business Applications

Specialist
Small and Midsize Business
Management

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MANUFACTURING BUSINESS

INDUSTRY REPORT

THE 2020'S HAVE BEEN "MAKE OR BREAK" FOR UK MANUFACTURING FIRMS. HAVING BEEN EXPERTS IN SMALL TO MEDIUM QUANTITIES, BUT IN PARTICULAR MORE SPECIALIST MANUFACTURING, IT IS VERY OFTEN INNOVATION THAT IS THE DIFFERENCE BETWEEN THRIVING OR NOT SURVIVING FOR BRITISH BUSINESSES.

However, despite this, the manufacturing industry has been slow to adopt new technology for a variety of reasons:

- Reliability of Internet
- Cost and risk of investment
- Heavily customised processes
- A lack of usable solutions

But things are beginning to change.



A NEW ERA OF MANUFACTURING

Advances in internet connectivity, such as high-speed broadband and 5G, have addressed reliability issues, enabling seamless communication between systems and devices. This has allowed manufacturers to confidently adopt technologies like IoT and cloud computing.

Financial barriers have been mitigated by scalable solutions through SaaS making digital transformation more accessible. Additionally, modern tools such as modular ERP systems and AI-powered platforms support customization, enabling manufacturers to maintain

their unique processes while integrating new technologies.

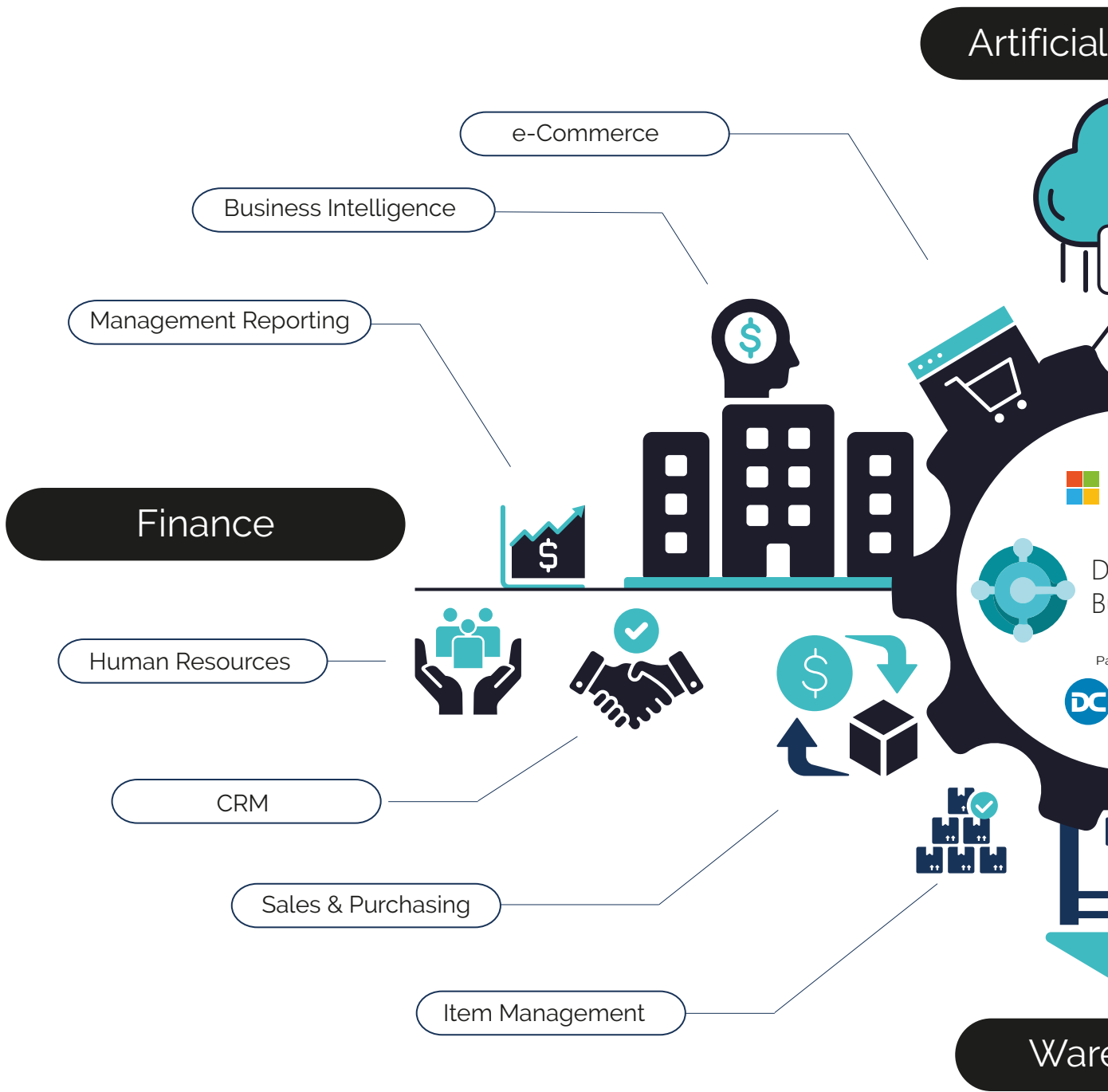
User-friendly and practical solutions, designed with manufacturing needs in mind, have further eased the transition. Platforms like Microsoft Dynamics 365 and Industry 4.0 technologies offer specialized features, real-time analytics, and automation, simplifying operations and empowering teams. With these advancements, manufacturers have overcome their initial reluctance, embracing digital transformation to enhance productivity, resilience, and competitiveness.





Integrated Enterprise Resource Planning

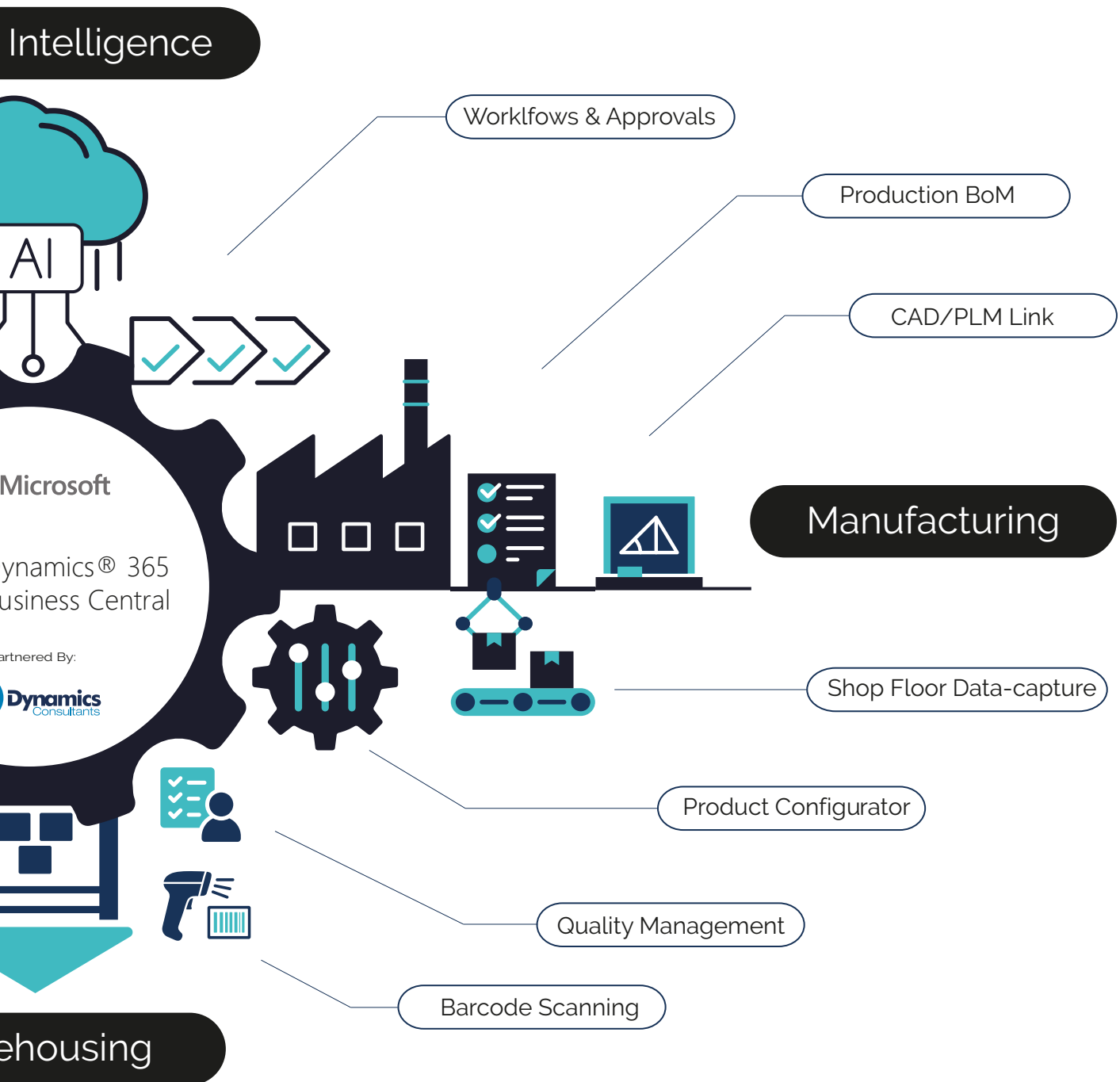
Microsoft Dynamics® 365 Business Central based solutions with custom implementations that help you control every area of your business. Dynamics Consultants, with an expertise in Finance, Manufacturing (MRP, etc) and Distribution (WMS,etc), will provide you with a bespoke Enterprise Resource Planning (ERP) business software solution that will help your business stand out and grow, by integrating every area of your business.



Through bespoke solutions based on Microsoft Dynamics® 365 Business Central, Microsoft 365 and Web technologies, Dynamics Consultants help you to sell more, improve efficiency, increase productivity, make better informed decisions and grow your bottom line.

Dynamics Consultants leverages Microsoft Dynamics 365 Business Central to provide a single, cloud-based solution that integrates all aspects of business management—financials, operations (manufacturing and warehousing), sales, and customer service—into one streamlined platform.

This comprehensive solution is not just an ERP system; it's a transformative tool designed to modernise and simplify complex business processes, giving companies the agility to respond to market demands in real-time.



Business Central ERP

Microsoft Dynamics® 365 Business Central is an all-in-one business management solution tailored to meet the complex needs of manufacturing companies. Designed to streamline operations, it provides robust tools for production planning, inventory management, and supply chain optimization.

Financial Management

Enhance financial management by unifying accounting, budgeting, cash flow, and reporting in one platform, providing real-time visibility and precision. With advanced analytics and seamless integration across business functions, it helps manufacturers maintain strong financial control, ensure compliance, and make informed decisions to support growth.



Supply Chain Management

Streamline supply chain management by integrating procurement, inventory, demand forecasting, and vendor relationships into a single platform, providing real-time visibility and control. With intelligent insights and automation, manufacturers can optimize stock levels, improve order accuracy, and align supply chain decisions with overall business strategies to enhance efficiency and reduce risks.



Project Management

Streamline project management by enabling real-time tracking of progress, budgets, and resource utilization, ensuring projects stay on schedule and within budget. With integrated tools for task scheduling, job costing, and resource planning, it enhances visibility and optimizes efficiency, allowing manufacturers to deliver complex projects with confidence.



As Microsoft's market leading ERP for SMB, Business Central enables manufacturers to deliver on time, reduce waste, and control costs. By centralizing data across departments, Business Central ensures seamless integration between production, sales, finance, and customer service, fostering real-time collaboration and decision-making.

With built-in capabilities for automation, AI and reporting, it empowers manufacturers to adapt to market changes and scale their operations efficiently.



Operations Management

Improve operations management by combining production schedules, inventory management, and workflows into a unified platform, enabling greater efficiency and optimal resource use. By leveraging real-time data and automation, manufacturers can minimize downtime, resolve bottlenecks, and respond swiftly to changing demands, ensuring high performance and customer satisfaction.



Service Management

Enhance service management by unifying service contracts, scheduling, and orders to ensure efficient and timely delivery. With real-time insights, analytics, and seamless communication, it enables businesses to optimize resources, improve customer satisfaction, and achieve long-term growth.



Sales Management

Streamline sales management by unifying lead tracking, opportunity management, and customer data into a single platform, enabling faster deal closures and improved efficiency. With real-time insights, analytics, and integration across operations, it helps businesses enhance customer relationships, align sales with other functions, and drive revenue growth.

**Microsoft Dynamics 365
Business Central**



Artificial Intelligence

Since the boom in 2002 of AI into the mainstream world, a great deal of discussion has taken place over AI tools and whether AI is going to take over all of our jobs. This worry of the "rise of the machines" is met, however, by the manufacturing industry who are left with a strange feeling that none of this applies yet! Yes, the marketing teams are discussing creating content using the likes of Chat GPT, meanwhile every other department is wondering how we go from nothing to losing our jobs.

However, the reality is now here – and it is not a dystopian landscape. AI is arriving in the form of some of the best tools that you hadn't even dreamed of, helping people to do a better job, not replacing them. Here, we will look at some of these tools through the eyes of integrated ERP systems, and why the British Engineering and Manufacturing industries are a perfect partnership for this new technology.

What used to take hours of manual work and guesswork can now happen almost instantly. AI systems can analyse historical sales data, seasonal trends, and even wider market signals to predict exactly what stock you'll need and when. That means fewer costly overstocks gathering dust on the shelves, and far less risk of grinding production to a halt because a key component didn't arrive on time.

In the finance department, AI is taking on the heavy lifting too. Bank transactions that once had to be painstakingly matched and reconciled by hand can now be processed automatically and with pinpoint accuracy. It's not just faster — it's more reliable, freeing up valuable time for your team to focus on decisions that really move the business forward.

And it doesn't stop there. AI is learning to speak our language — literally. Instead of wrestling with spreadsheets and reports, you can simply ask a question in plain English and instantly get the data, insights, or visualisations you need. Imagine asking, "Which product line was most profitable last quarter?" and having a clear, tailored answer appear in seconds.

Its Either the Future or the Past

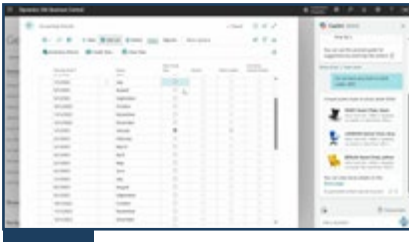
Companies with the mindset for adopting new technologies and using those tools to achieve more and provide better service are already accelerating past the competition. However, it is becoming clear that those businesses that are not modernising are falling behind and really struggling. Artificial intelligence, therefore, is not the rise of the machines over people, but the rise of digitally transformed businesses over technology dinosaurs.



Copilot AI is Microsoft's market leading AI brand - Copilot is in fact multiple AI solutions that fit around the Microsoft product ecosystem. It appears in all of your office apps, in your browser and even in your business tools.

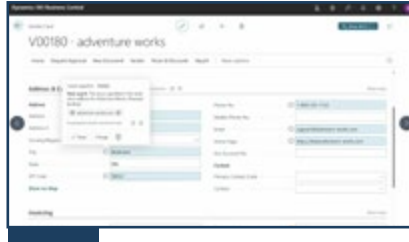
What is Copilot for Business Central?

Built directly into your Dynamics® 365 Business Central app, Copilot acts as your virtual assistant, helping you work smarter, not harder. It takes the weight of repetitive, time-consuming admin off your team's shoulders, allowing focus on the most important tasks. Here are some examples:



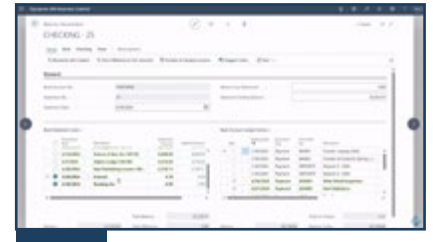
Natural Language Chat with Copilot

Ask questions in plain English (or any supported language) about your data, workflows, or tasks. If you don't know what something is called or where to find it, use Copilot to get to the areas of the system that you really need.



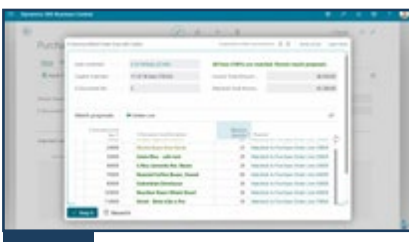
Autofill and data-entry suggestions

When entering sales, purchase or inventory data, Copilot can suggest fields or values, saving keystrokes and reducing errors. With limited information, Copilot will search the web for data to complete fields, saving huge amounts of time with data entry.



Bank-reconciliation assistance

Copilot suggests quality matches for bank statement lines, proposes GL accounts for differences, and streamlines the reconciliation process. Save huge amounts of time, especially where multiple payments might apply to a single transaction.



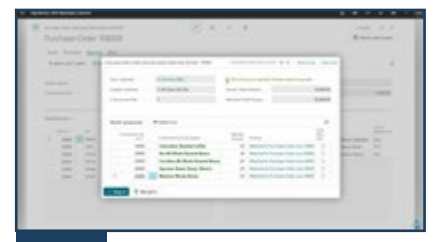
e-Invoice Automatic Matching

Analyse e-invoices and compare the line items with your purchase order using Copilot in Business Central, helping you map invoices to purchase orders quickly and easily. Keep up with payables and reclaim time.



AI Generated Product Descriptions

Product managers can save time and drive sales with compelling AI-generated marketing text suggestions. Using key attributes like color and material, Copilot creates product descriptions in seconds tailored to your preferred tone, format, & length.



Intelligent Purchase Order Matching

In addition to matching lines, users can now add missing lines from E-Documents to purchase orders. Plus, users can configure matched items to be recorded as item references for improved efficiency in future tasks.

MANUFACTURING INDUSTRIES

At Dynamics Consultants, we help UK manufacturers transform their operations with ERP solutions built on Microsoft Dynamics 365 Business Central. Manage complex assemblies, coordinate supply chains, or track materials from order to dispatch. We design and deliver systems that give you clarity, control, and confidence. All of this comes from a practical approach to ERP from expertise of real-world manufacturing industries.



MACHINE BUILDERS

The UK is founded on an industry of small run bespoke made products. With tools such as product configurators, Creating products with customised options is easier than ever.



MARINE COMPONENTS

Manage traceability, compliance, and quality assurance. From raw materials to shipping goods, complete your service with full after-sale support, all on one system.



BOAT BUILDERS

Integrate project management with materials and time costing. Understand standard and bespoke areas of your product, with BoMs and intelligent ordering.



MEDICAL EQUIPMENT

Maintain precision, regulatory compliance and documentation across every stage of production. Materials planning, serial numbers and batch tracking all help as part of an intergrated process.



PHARMACEUTICAL MANUFACTURING

Ensure full batch traceability, quality control, and secure compliance with industry standards. Handle legislation and quality control, making sure that you are covered at every stage.



FOOD & BEVERAGE

Optimise production scheduling, batch control, and supply chain efficiency. With an integrated system, follow a customised "farm to fork" process that is fully traceable.

MANUFACTURING PROCESSES

Being able to provide a successful implementation of an ERP solution requires an understanding of your business processes. As well as understanding your industry, we have both the knowledge and the experience of applying your manufacturing processes onto a customised system that not only helps you to run your business, but helps you to stand out from your competitors.



DISCRETE MANUFACTURING

Discrete manufacturing focuses on producing distinct items like machinery, vehicles, or electronics, typically assembled from individual components.



PROCESS MANUFACTURING

Producing goods through formulas or recipes, such as chemicals, food, or beverages, where products are created in bulk and cannot be disassembled.



PROJECT MANUFACTURING

Project manufacturing involves producing unique, custom-made products or solutions and managed as individual projects with defined timelines and budgets.



ADDITIVE MANUFACTURING

Specify a list of sellable items, raw materials, sub-assemblies, and resources as an assembly bill of materials that make up a finished item or a kit. Use assembly orders to replenish assembly items.



SIMPLE ASSEMBLY

Create production orders and post consumption and output. Get visibility and tools to plan for demand from sales lines and to create supply orders.

MANUFACTURING CAPABILITIES

Business Central has a wide range of capabilities for functions around the business. However, for UK manufacturers the shop floor and warehouse are not only the heart of the business, but often the areas with the highest level of complexity. Here we will look at some of the key areas of functionality that we are able to provide with your solution.



PRODUCT CONFIGURATION

Enables fast and error-free product configuration from quote to order. Shorter sales cycles and higher quote accuracy.



DEMAND PLANNING

With accurate demand forecasting and real-time visibility, ensure timely deliveries and maintain optimal stock levels.



PROJECT MANAGEMENT

Manage projects, including resource and capacity management, project invoicing and project based replenishment.



BILL OF MATERIALS (BoM)

Create bills of materials and calculate their standard costs. Keep track of different versions and know which components were valid at a specific moment in time and for a specific production batch.



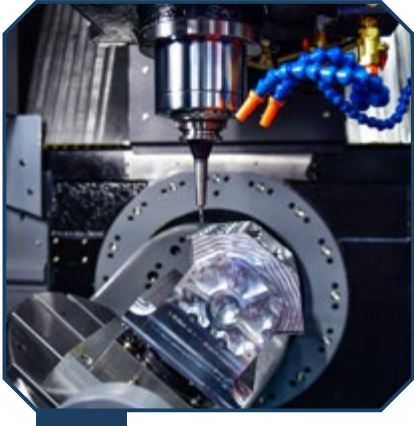
ASSEMBLY MANAGEMENT

Specify a list of sellable items, raw materials, subassemblies, and resources as an assembly bill of materials that make up a finished item or a kit.



PRODUCTION ORDERS

Create production orders and post consumption and output. Get visibility and tools to plan for demand from sales lines and to create supply orders.



MACHINE CENTERS

Use machine centers to store default information about manufacturing processes, such as setup, wait, and move times and default scrap percentages.



CAPACITY PLANNING

Add capacities (work centers) to the manufacturing process. View loads and the task list for the capacities



WAREHOUSE MANAGEMENT

Reduce operations costs with efficient warehouse operations that help you ship orders on time and deliver on promised customer outcomes.



QUALITY MANAGEMENT

A consistent, efficient way to assess and record quality metrics in operations and drive process and quality improvements.



SHIPMENT MANAGEMENT

Manage Warehouse picks and put-aways, as well as integrating with couriers to manage shipments with increased accuracy and efficiency.



REPORTING

A wide range of pre-built and custom reports, as well as in-built Power BI reporting. Use Copilot AI to analyse your data using natural language.

A Layer of Experience

Business Central is a product of pedigree - having started as Navision many decades ago. The product has always been designed for its flexibility and the ability to customise and integrate to get bespoke solutions for the needs of the customers. This can come in the form of custom development, or in the guise of a add-on tool. These tools can transform your experience, allowing your workers to be highly productive with an excellent level of customer service.



GRAPHICAL SCHEDULING

Visualize, manage, and optimize your production schedules to stay in control of your production, make informed decisions, and maximize productivity



BARCODE SCANNING

Real-time tracking and management of materials, inventory, and products, improving accuracy and efficiency across production and supply chain processes.



EXPENSE MANAGEMENT

Expense Management for Microsoft Dynamics 365 Business Central allows you to get control of your expenses remotely via web and mobile.



JOB MANAGER

Project manufacturing tools for Business Central, including time recording, job reporting, registration of absence Timesheets, post calculation and payroll preparation.



DOCUMENT CAPTURE

Automatic scanning and OCR for importing large numbers of documents such as invoices.



Our Own Expertise

Dynamics Consultants has long been regarded for the high level of development skills that we have. As part of this, we have developed our own range of apps, approved by Microsoft, available on the app store. These extensions enhance Microsoft Dynamics® 365 Business Central. Designed to streamline processes, boost productivity, and add valuable functionality, these apps integrate seamlessly into your system. With Dynamics Apps, Business Central becomes easier to use, more efficient, and better aligned with your business needs. As a customer of Dynamics Consultants you would have access to these at reduced rates, and in some cases free of charge.



DYNAMICS CENTER

Visualize, manage, and optimize your production schedules to stay in control of your production, make informed decisions, and maximize productivity



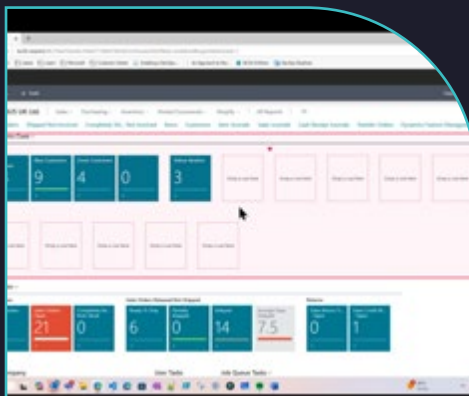
DYNAMICS CUES

Create custom cues for Microsoft Dynamics® 365 Business Central without the need for development.



DYNAMICS DOCUMENTS

Real-time tracking and management of materials, inventory, and products, improving accuracy and efficiency across production and supply chain processes.



DYNAMICS CONSULTANTS

Dynamics Consultants is a UK-based business consultancy specializing in delivering Microsoft Dynamics 365 Business Central solutions to help organizations achieve digital transformation. With expertise in ERP implementation, AI integration, and tailored business process optimization, they empower clients to enhance efficiency, drive growth, and adapt to evolving market demands.

- 1.** Specialists in Microsoft Dynamics 365 Business Central: Expertise in implementing and optimizing ERP systems to streamline business operations and drive efficiency.
- 2.** Tailored Solutions: Offers customized solutions designed to meet the unique needs of businesses across various industries, particularly manufacturing.
- 3.** Digital Transformation Leaders: Helps businesses modernize with cutting-edge technologies such as AI, automation, and cloud-based tools.
- 4.** Comprehensive Support Services: Provides end-to-end support, from initial consultation and implementation to ongoing training and system maintenance.
- 5.** Cyber Essentials accredited, with a wide range of systems in place to ensure that we and our customers are kept secure.
- 6.** Microsoft Certified as a Business Applications solutions partner, with a specialisation in Small and Midsize Business Management.



UK Based Support Team

- We record satisfaction and seek feedback for improvement
- Easy to contact - a UK support desk, dedicated lines and support portal
- High level of technical capability
- Industry expertise
- Excellent resources including training portal and FAQs
- Optional upgrade subscription service
- Highly secure

PROVEN PROCESSES

Business Central is an ERP system designed to be flexible to the needs of individual companies and their requirements. This means that there is a level of analysis, design, and setup for a project like this.

At Dynamics Consultants we ensure successful implementation through having the best staff in the industry, as well as robust and proven processes, ensuring that you can have a custom ERP solution without any of the traditional custom ERP problems.



Manufacturing and Warehousing Expertise

Dynamics Consultants specializes in delivering tailored Microsoft Dynamics 365 Business Central solutions for manufacturing and warehousing businesses. They optimize production processes, including capacity planning and BOM management, while enhancing warehousing with advanced inventory tracking and automation.

With a number of highly experience experts in operations management, we have provided years of expertise to a wide range of manufacturing and distribution companies.

OUR PROJECTS

Dynamics Consultants has a long history of working with companies that have specialist requirements for their operations. From Manufacturing, to Warehousing, integration to e-Commerce and many more applications, we have a history of solutions that help businesses become market leaders.

Source Civil

Source Civil are a specialist construction company, focussing on infrastructure projects such as wastewater, power and data centres.

Having grown into an international business, the basic finance software that they had been using was no longer fit for purpose. Unable to handle the complex multi-jurisdictional VAT requirements was causing huge workloads and the team were struggling with manually making calculations and reports.

The partnership between Source Civil and Dynamics Consultants meant that we could implement a modern ERP solution that helps save time and the team have gone from trying to keep up with paperwork to spending time making strategic decisions.

"They listened. They wanted to learn about our business and develop a package that would suit us.... At the click of a button, now we have our creditors per Germany, our creditors per Netherlands It might sound small, but they were things that were costing us hours upon hours to do."

Financial Controller



CONTRACT CANDLES

Contract Candles & Diffusers Ltd (part of the THF group) are an award-winning, British, family-owned business specialising in the manufacture of scented candles and diffusers. As is often the case for successful and growing businesses, Contract Candles had outgrown their existing systems, which were unconnected and often heavily reliant on manual spreadsheets.

Contract Candles and Dynamics Consultants partnered to implement a system that was fully integrated, modern and reliable. Through better reporting and a better understanding of their business, they are now providing better customer service and are able to build trust with suppliers and banks.

"Working with Dynamics Consultants has been a gamechanger and we're delighted with the results, making this partnership a true success."

Software Manager



Colorlites

One of the challenges that a manufacturing and distribution company such as Colorlites faces is managing their inventory, production, sales and distribution processes efficiently and effectively. An ERP system is a software solution that integrates different functions of a business into a single system, allowing for better planning, coordination and control. Colorlites, who have a history of good quality products and service, were looking to invest in their future with an ERP system that would help their business operations.

Colorlites engaged with Dynamics Consultants to implement an ERP system, helping them to streamline their workflows, reduce errors and costs, improve customer service and satisfaction, and gain insights into their performance and opportunities.

"The team at Dynamics Consultants were a joy to work with. Their knowledge of the system is of course exceptional, but their relatable experience is what really made the project run smoothly."

Managing Director



Contact
Dynamics
Consultants