

Microsoft Dynamics & Power

USER DAY **2023**

Keynote

WELCOME

USER DAY 2023

Hannah Birch Managing Director Digital



A man with short dark hair, wearing a blue and white checkered button-down shirt, stands with his arms crossed in front of a large window. The window looks out onto a modern, multi-story building with many windows and balconies. A white graphic of circuit lines with small square nodes is overlaid on the right side of the image. The text 'WALTER SUN' is centered over the man's chest.

WALTER SUN

**VICE PRESIDENT OF AI –
MICROSOFT CORPORATION**

KEYNOTE WELCOME

Ian Humphries



AGENDA FOR TODAY

Afternoon session 1

What's New in Business Central?

Mobile Solutions for NAV and Business Central

Managing your IT Infrastructure
– The Skills Challenge

Exploiting Microsoft's Modern Workplace Products

Business Central for Beverage Companies

Afternoon session 2

Integrating with NAV or Business Central (and anything else)

Jet Reports: THE Reporting Solution for NAV and BC

Ecommerce in a NAV and Business Central world

Invoice and Expense Automation for NAV and Business Central

Business Central for Retailers

Afternoon session 3

The Power of BI and Power BI in a NAV and Business Central world

Upgrading in a NAV and Business Central world

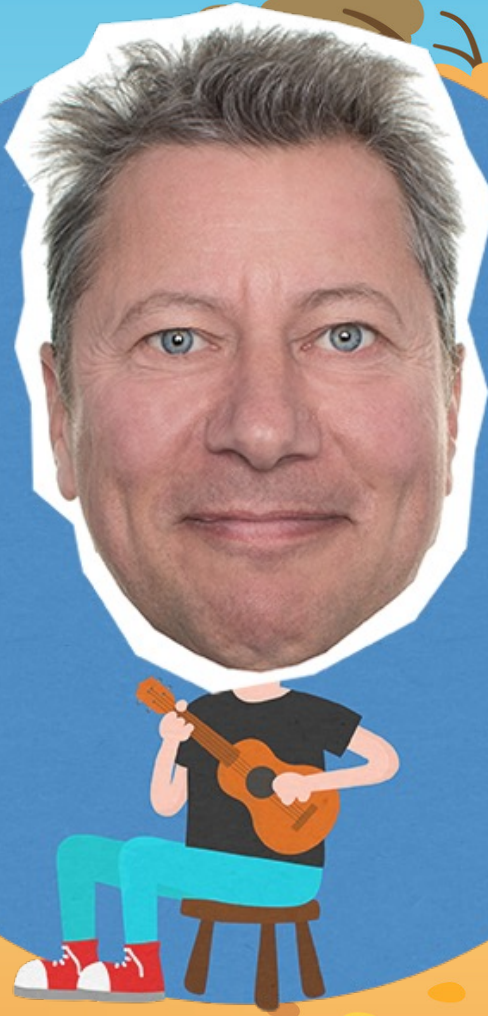
Secure your Business Systems

THE Business Central Enhancements

A Chat About ChatGPT and AI in our business world today



A SHORT IT STORY



1980

**THERE WAS NO
MICROSOFT
ONLY C/PM**



1981

**THEN CAME
MSDOS AND
WINDOWS**



1995



ENTER VERSION 1.0 OF
NAVISION

2001



**THEN MICROSOFT BOUGHT
GREAT PLAINS AND NAVISION**

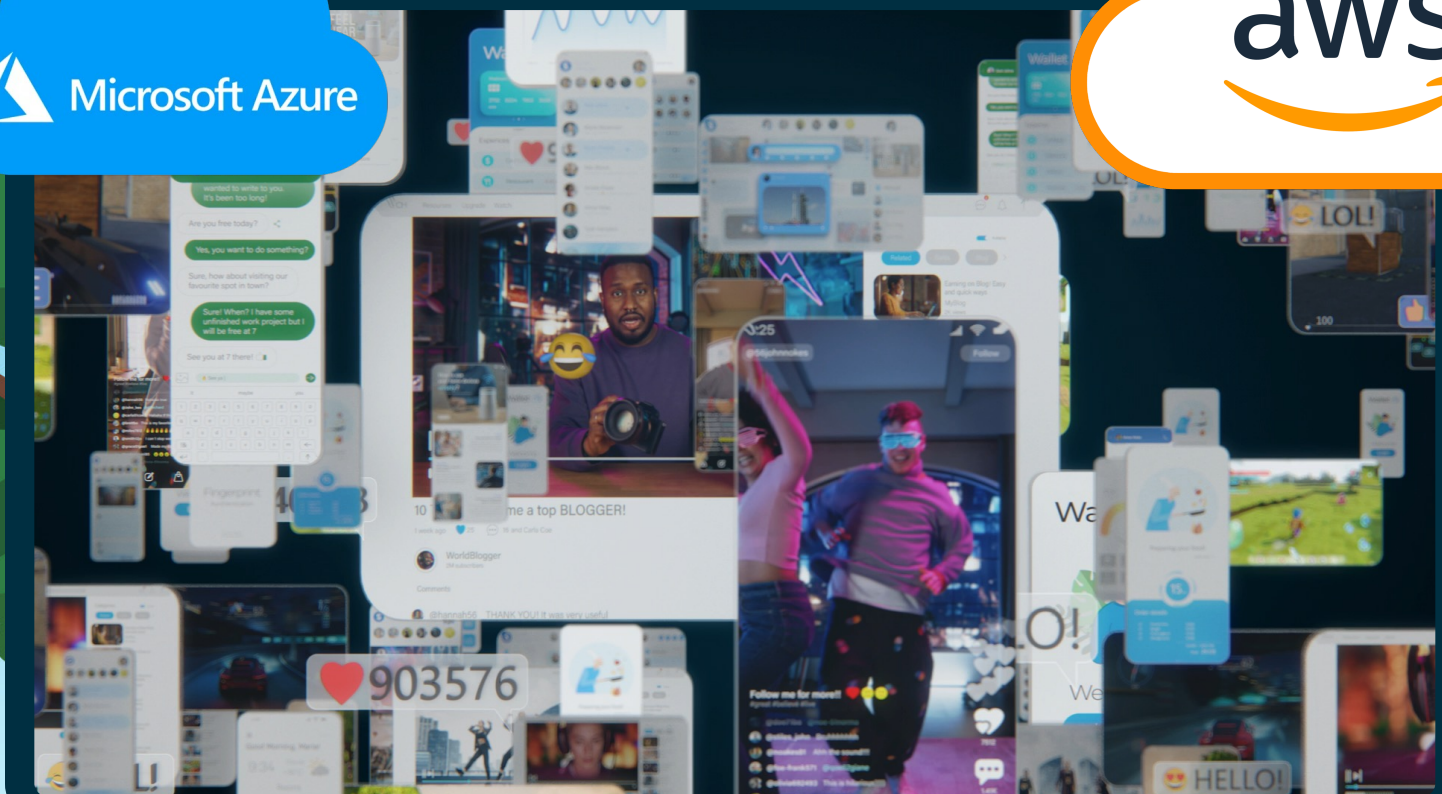


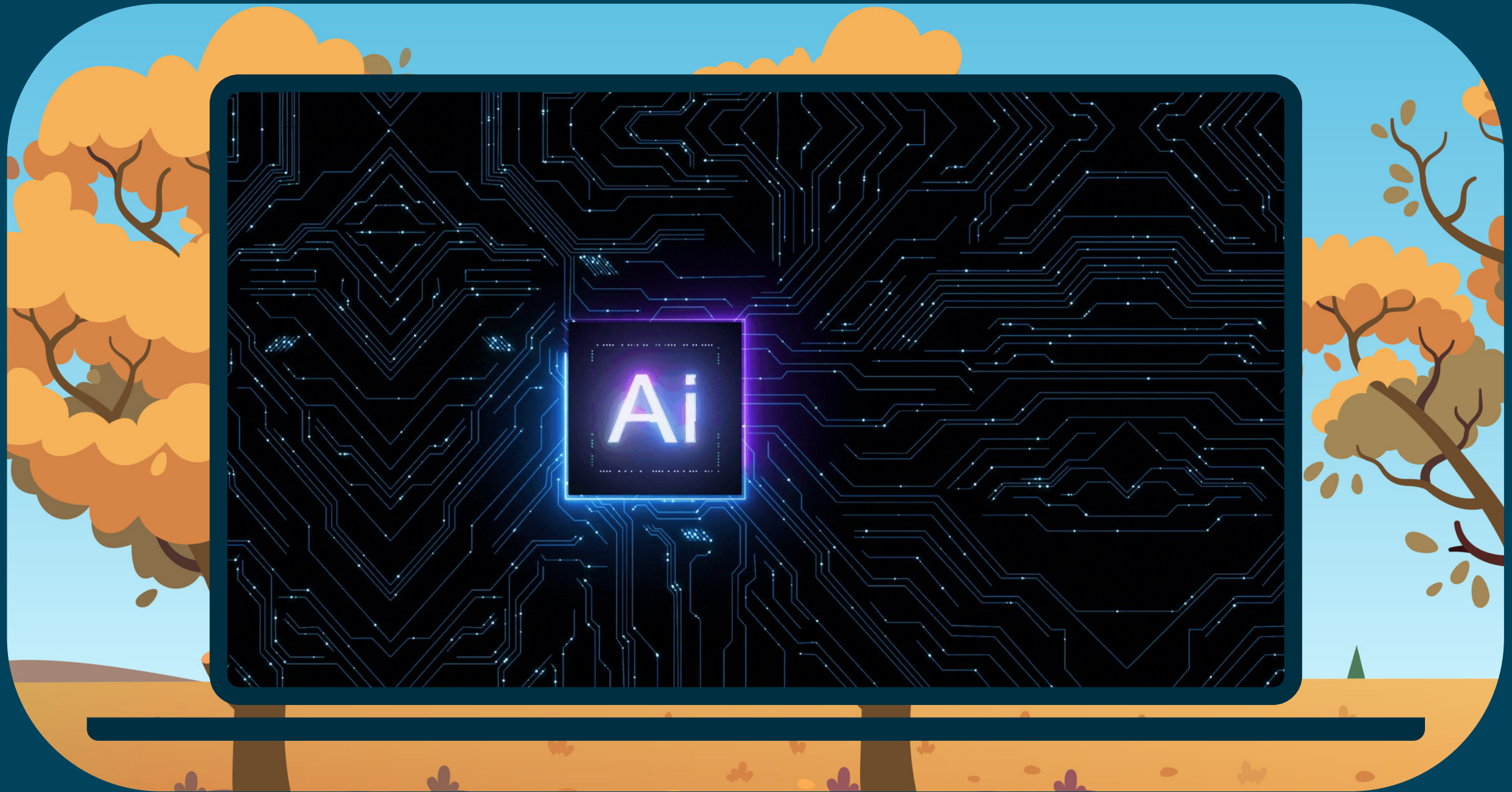
2006




Microsoft Azure

aws







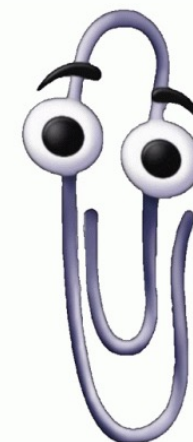
Any sufficiently advanced
technology is indistinguishable
from magic

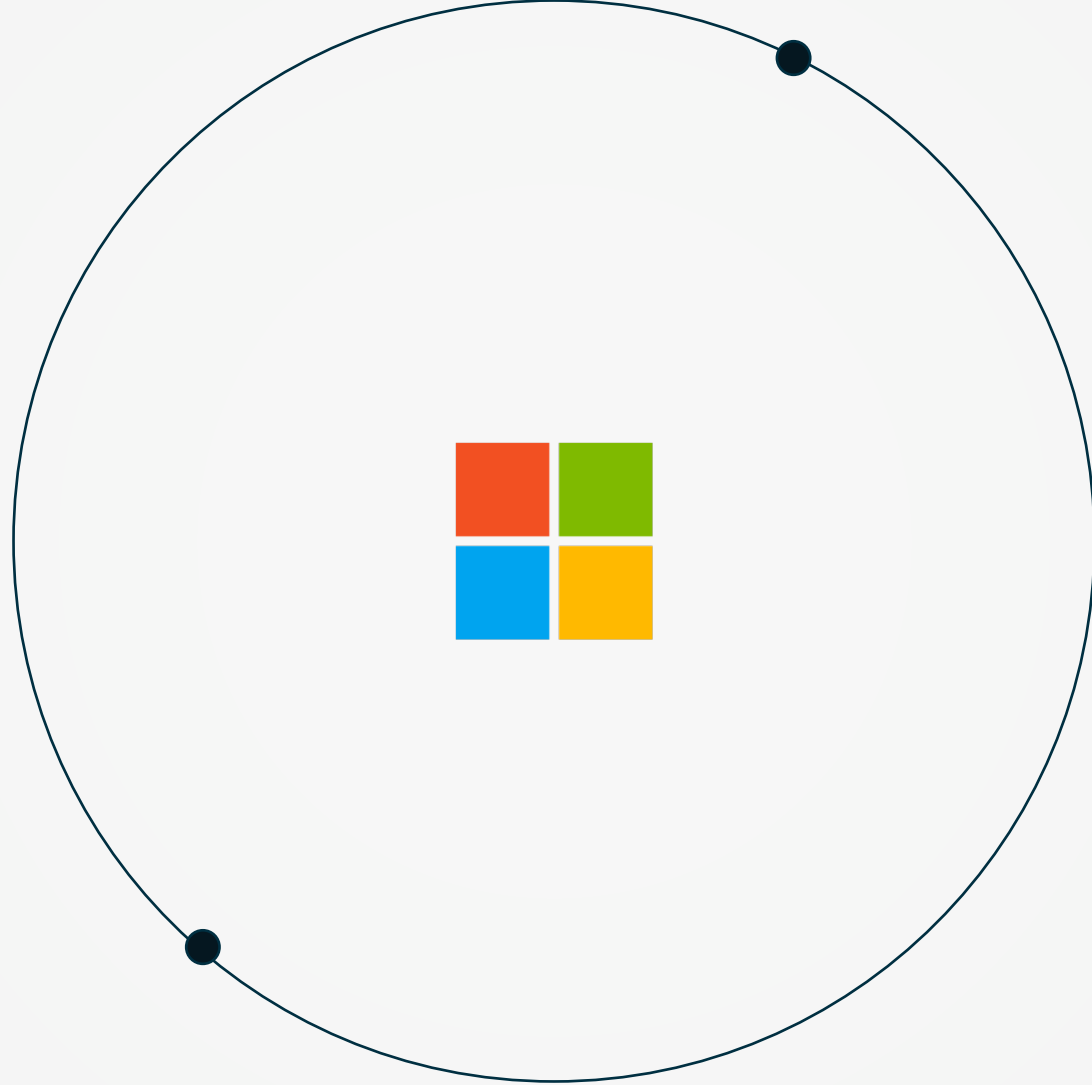
— Arthur C Clarke —

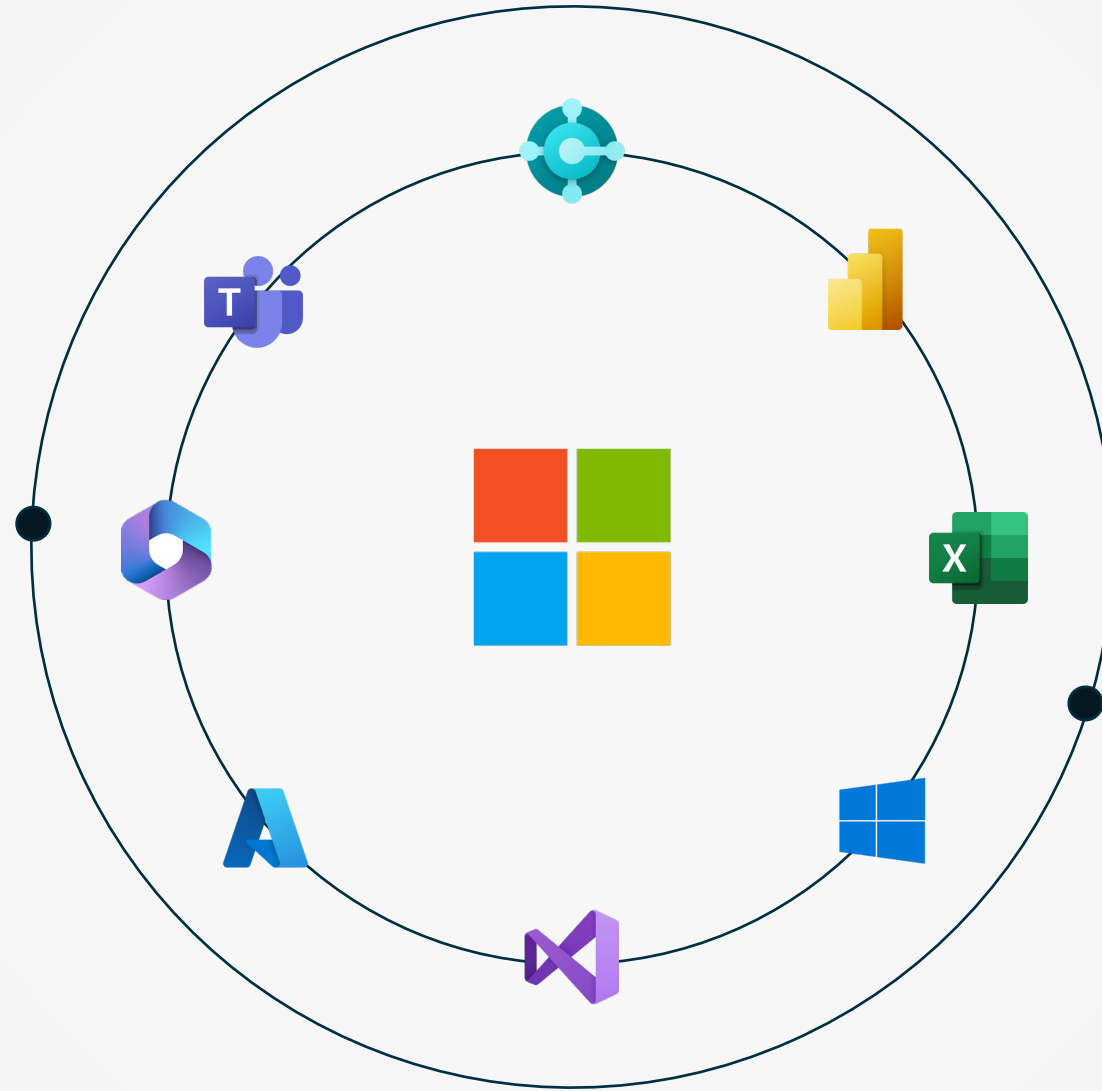


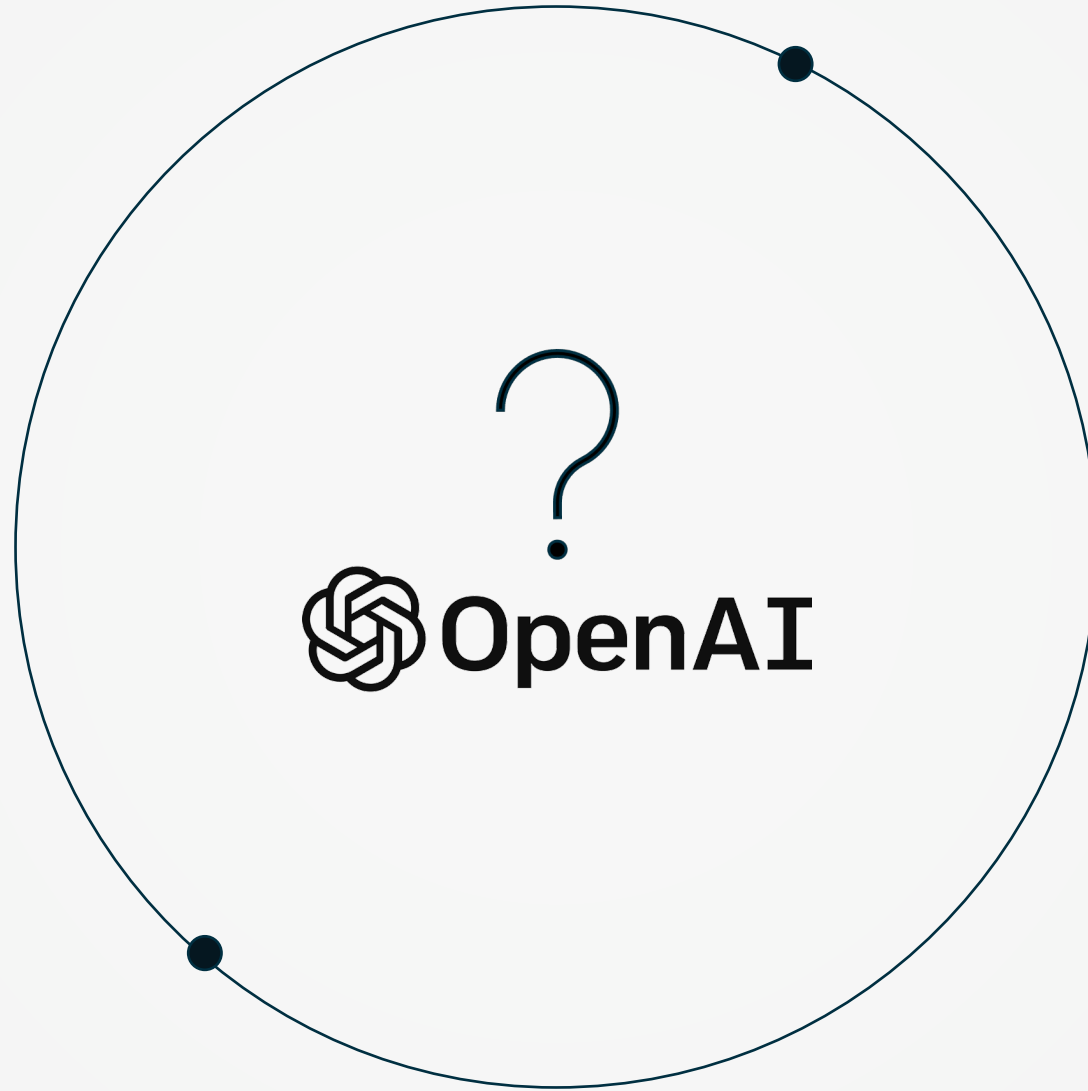


It looks like you're trying
to do a presentation.
Can I help?














“By 2050
AI will be 1Bn
times smarter
than humans”

Mo Gawdat





AI is the Go World champion



**"SOFTWARE IS EATING THE
WORLD BUT AI IS EATING
SOFTWARE"**

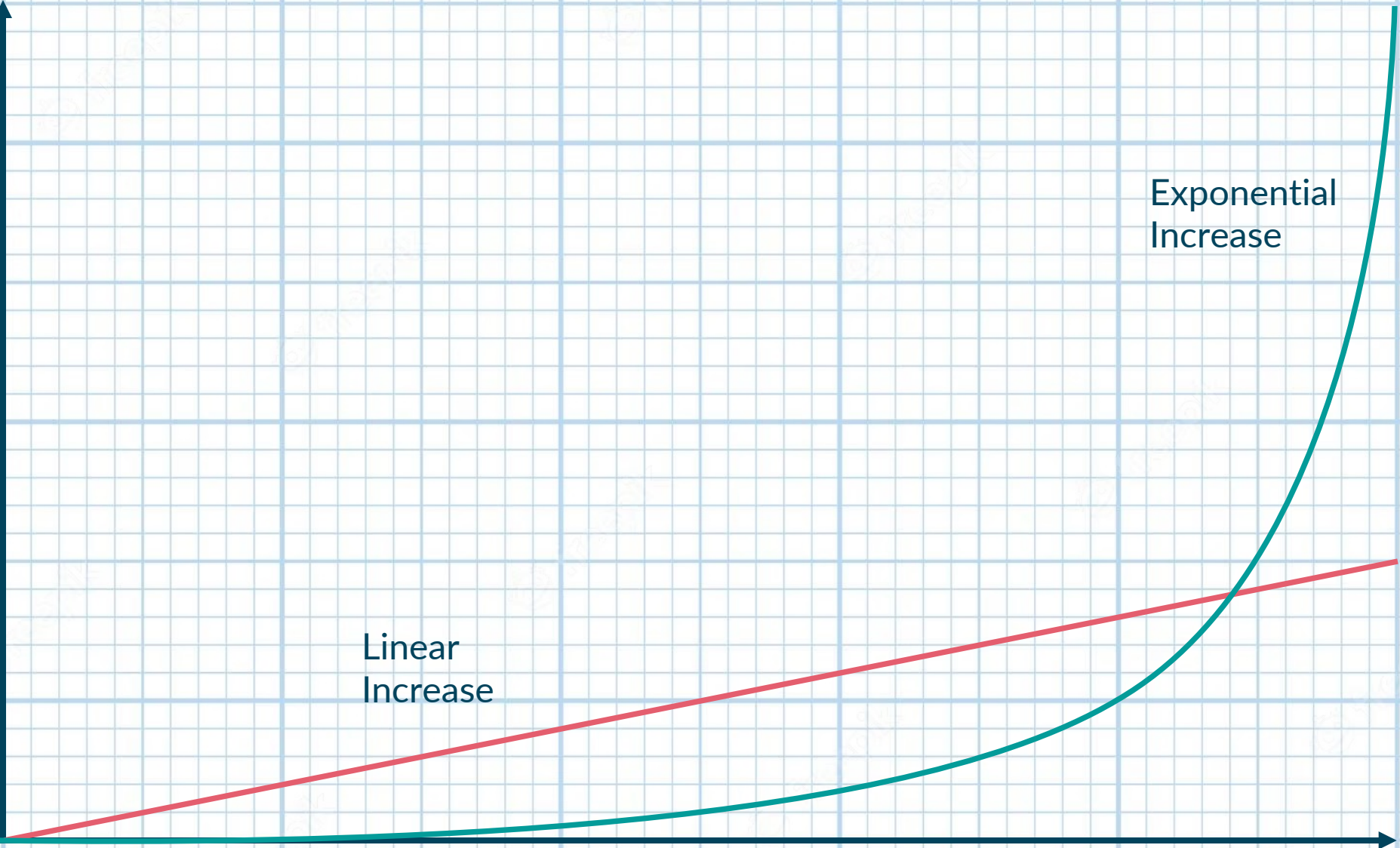
— *Jensen Huang* —

Progress

Exponential
Increase

Linear
Increase

Timeline



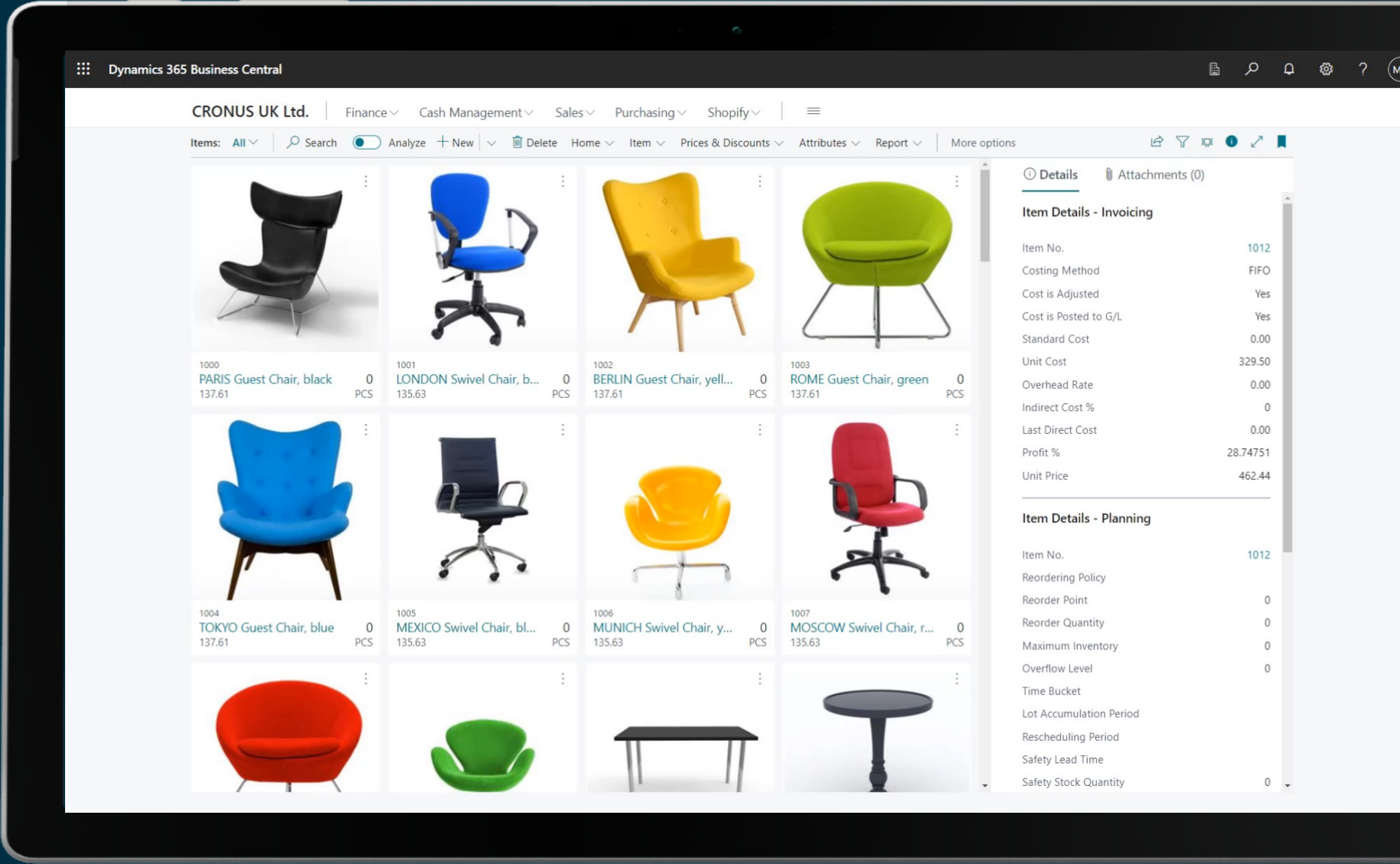
BUSINESS CENTRAL UPDATE

WHAT'S NEW

Tom Bevan

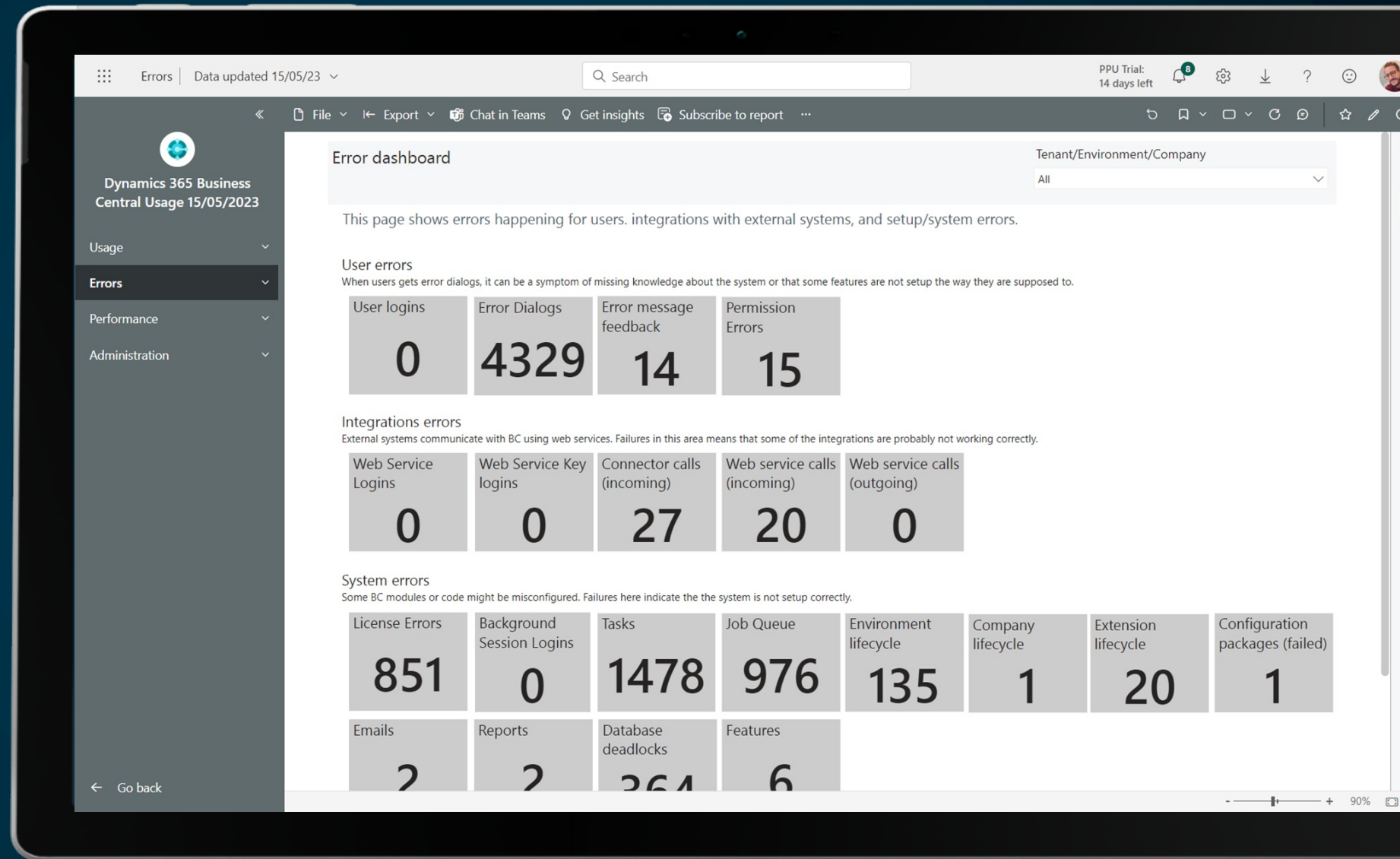
CO-PILOT

GENERATIVE TEXT & IMAGE ANALYSIS



TELEMETRY

BUSINESS CENTRAL USAGE, PERFORMANCE & ERROR REPORTING





Dynamics 365 Business
Central Usage 15/05/2023

Usage

Errors

Performance 

Recommendations

Performance events

Sessions

OnCompanyOpen

Pageviews

Reports

Long Running SQL Queries

Database lock timeouts

Long Running AL methods

Incoming webservice calls

Outgoing webservice calls

Job Queue

Use Read Scale-Out

Read Scale-Out is used to load-balance analytical workloads in the database that only read data.

For more information, see [About Read Scale-Out](#)

Reports not
using Read
Scale-Out

95

Reduce Database locking

Database locking occurs when multiple sessions want to update the same data.

For more information, see [How to reduce database locking](#).

SQL queries that hold locks for 10 seconds or more

O

Lock timeouts
caused by
number series

0

Reduce long running SQL queries

Many performance issues are related to how data is defined, accessed, and modified.

For more information, see [About Efficient data access](#)

Tables with 7 or more extensions

19

Long running SQL queries in CompanyOpen

535

Login performance

Slow
OpenCompany
operations

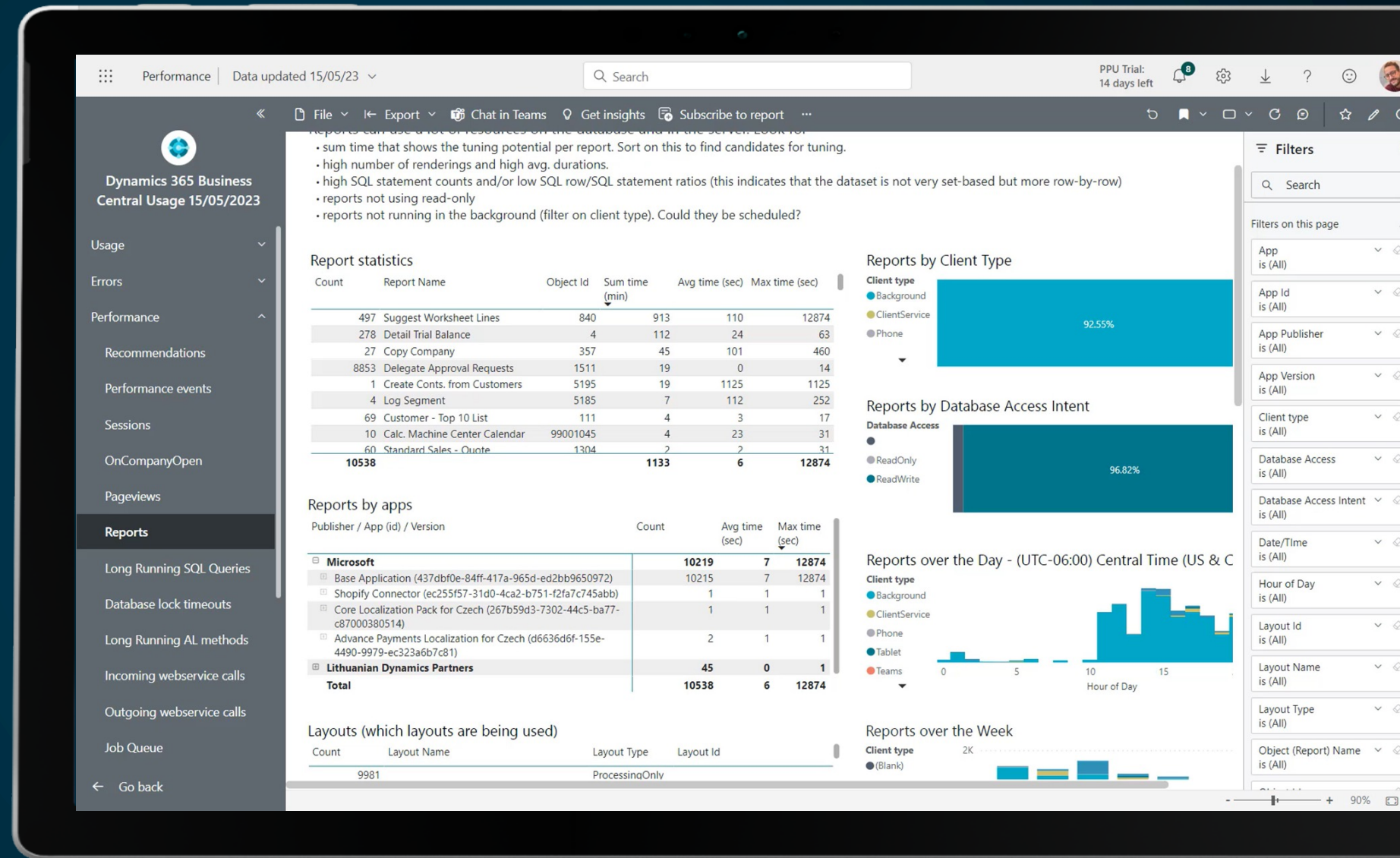
2071

Tenant/Environment/Company

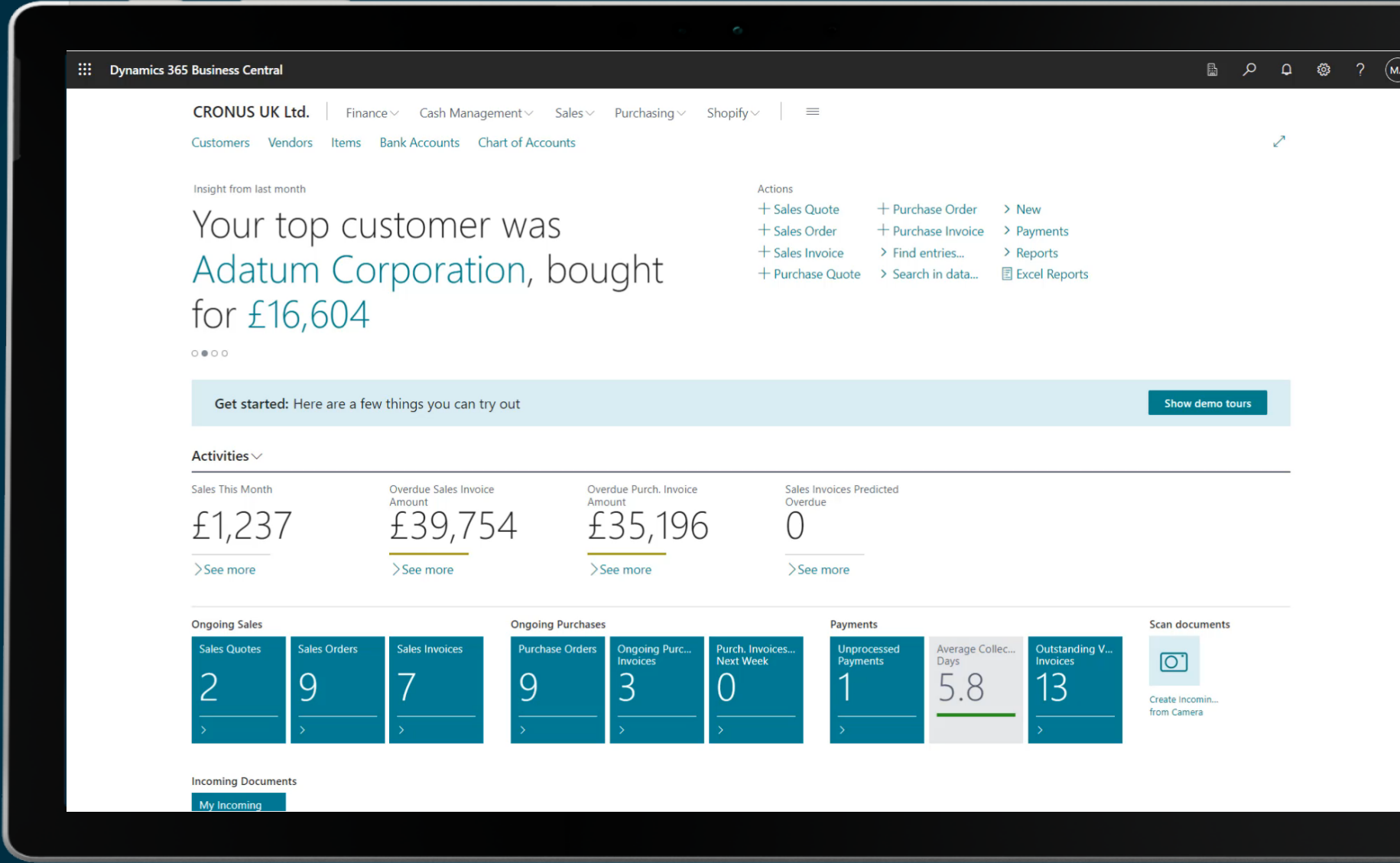
All

TELEMETRY

GO AND SEE PAV & ADAM IN THE TNP LOUNGE FOR MORE INFO.



REPORTING STATISTICAL ACCOUNTS



Insight from last month

Your top customer was
Adatum Corporation, bought
for £16,604

○●○○○

Actions

- + Sales Quote
- + Sales Order
- + Sales Invoice
- + Purchase Quote
- + Purchase Order
- + Purchase Invoice
- > Find entries...
- > Search in data...
- > New
- > Payments
- > Reports
- Excel Reports

Get started: Here are a few things you can try out

Show demo tours

Activities

Sales This Month

£1,237

> See more

Overdue Sales Invoice
Amount

£39,754

> See more

Overdue Purch. Invoice
Amount

£35,196

> See more

Sales Invoices Predicted
Overdue

0

> See more

Ongoing Sales

Sales Quotes
2
>

Sales Orders
9
>

Sales Invoices
7
>

Ongoing Purchases

Purchase Orders
9
>

Ongoing Purch. Invoices
3
>

Purch. Invoices Next Week
0
>

Payments

Unprocessed Payments
1
>

Average Collection Days
5.8

Outstanding V. Invoices
13
>

Scan documents

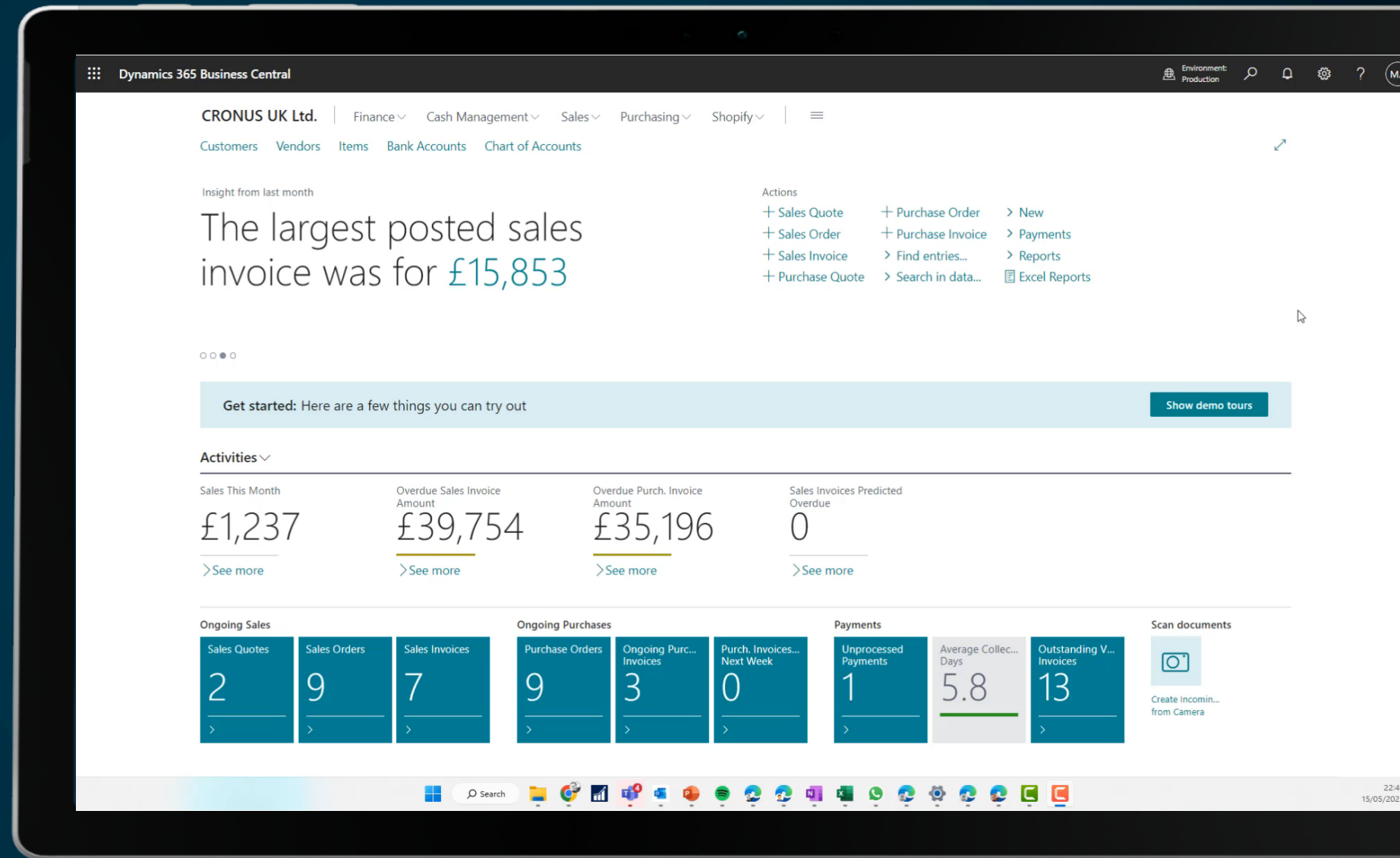


Create Incoming from Camera

Incoming Documents

My Incoming

DATA ANALYSIS



The largest posted sales invoice was for £15,853

- + Sales Quote
- + Sales Order
- + Sales Invoice
- + Purchase Quote
- + Purchase Order
- + Purchase Invoice
- > Find entries...
- > Search in data...
- > New
- > Payments
- > Reports
- Excel Reports

○ ○ ● ○

[Show demo tours](#)

£1,237

[See more](#)

£39,754

> See more

£35,196

> See more

0

[See more](#)

2

9

7

9

3

0

1

>

5.8

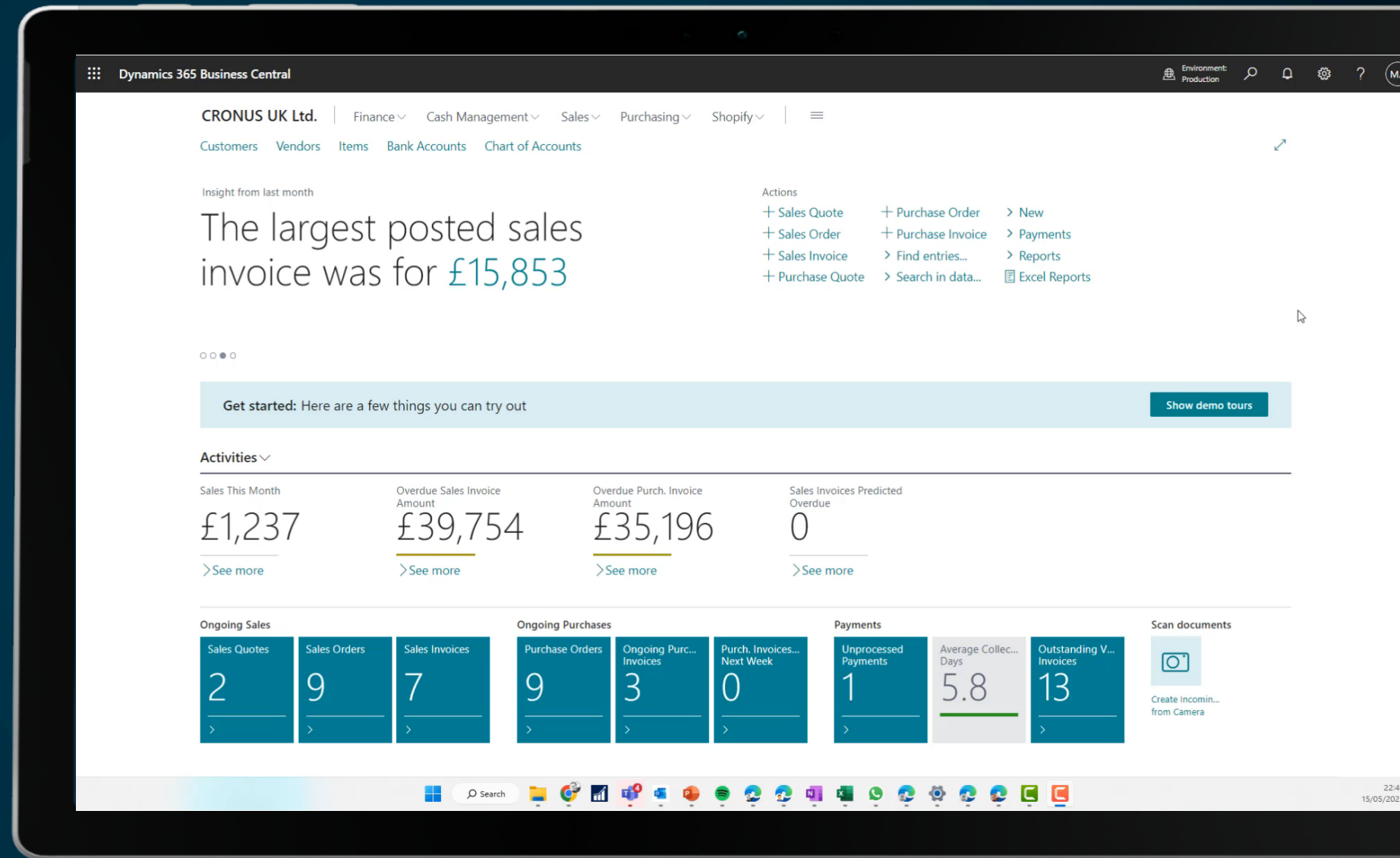
1.

1



Create Incoming...
from Camera

DATA ANALYSIS



ANDY BATES

Node4 | Practice Director - Security

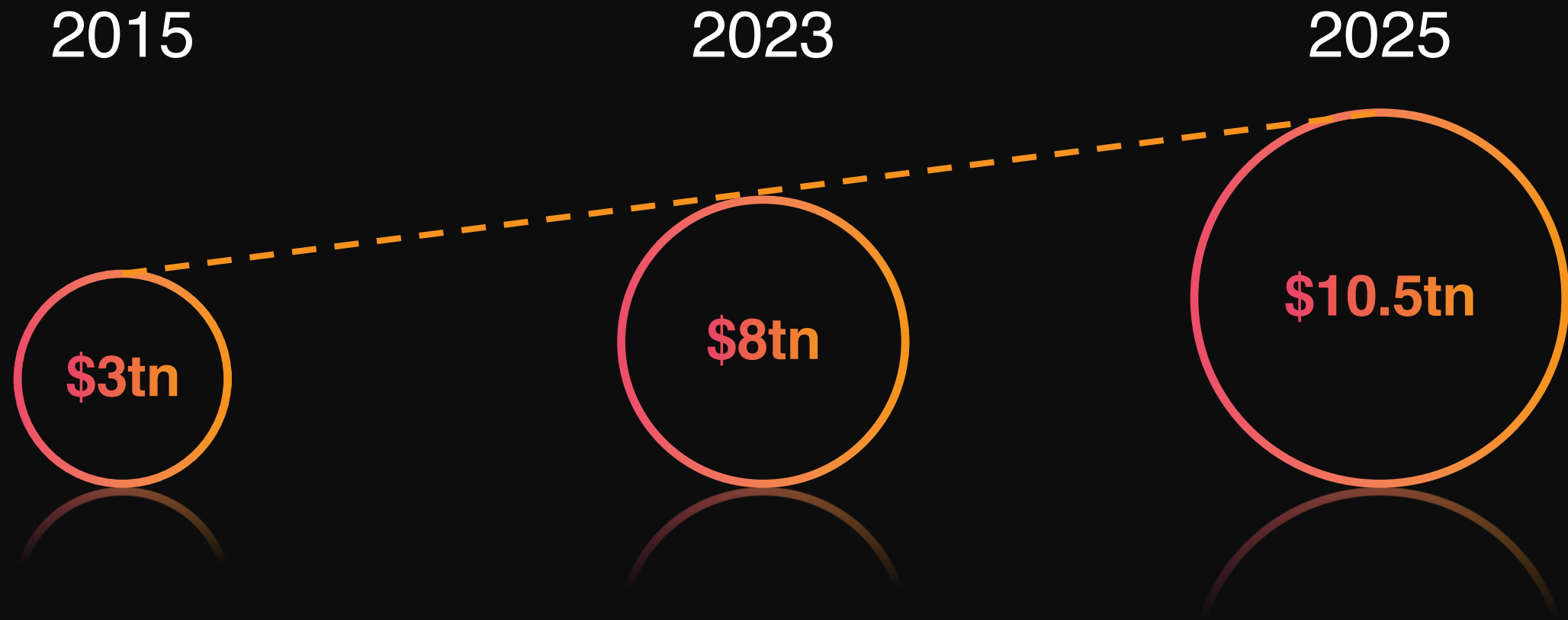


A 3D rendering of a warehouse conveyor belt system. Several cardboard boxes are moving along the belt. One box in the foreground has a 'FRAGILE' label. Red laser lines are projected onto the floor and the boxes, creating a grid pattern. The scene is brightly lit, with a blue and white color scheme.

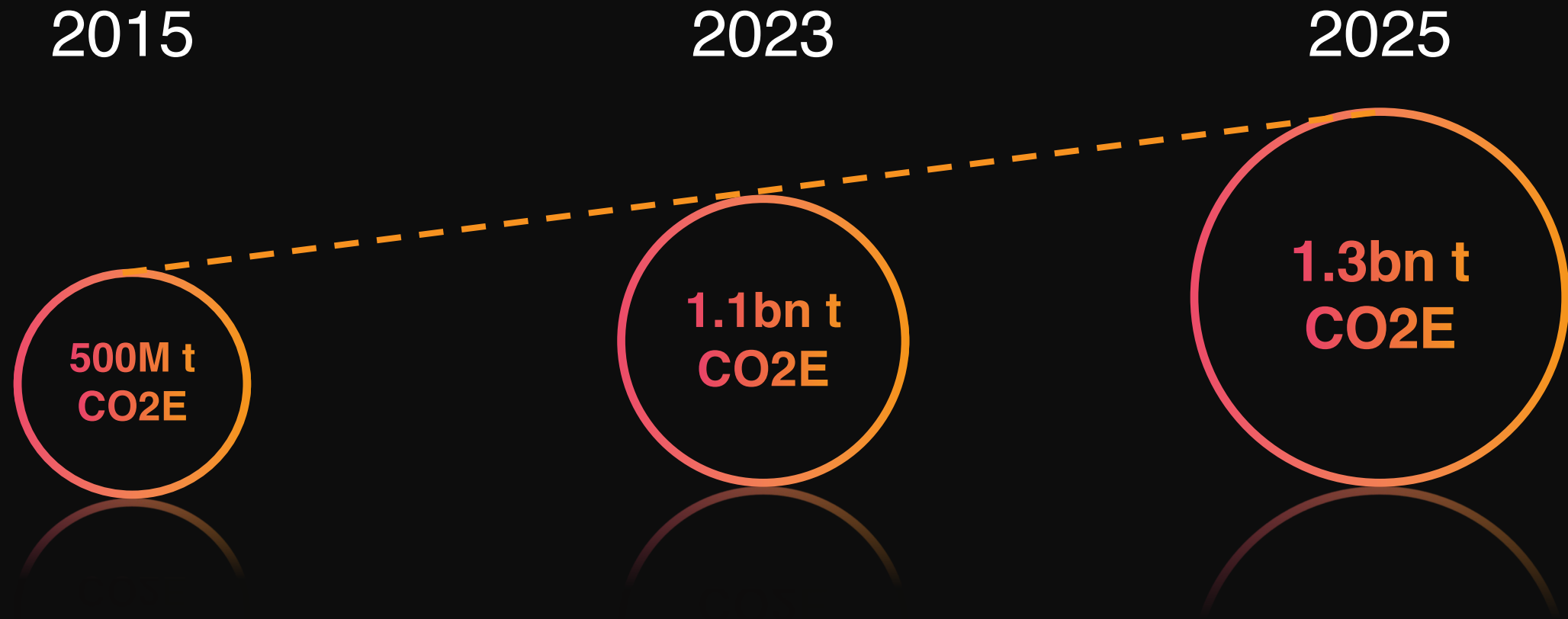
**THE INTERNET WAS DESIGNED IN 1969.
WHAT ELSE HAPPENED THAT YEAR?**



THE ANNUAL COST OF CYBERCRIME



THE ANNUAL CARBON COST OF CYBERCRIME



EVERYDAY NEWS

Business Email Compromise (BEC) Attacks Continue to Increase in Healthcare

Threat actors leverage business email compromise (BEC) attacks to take advantage of well-meaning employees and gain network access.

KP Snacks cyber attack could cause crisps and nuts shortage

The company has reportedly warned shops that deliveries could be delayed or cancelled because of the ransomware attack.

Medibank: Data stolen from Australia health insurance available online

Small Businesses Are More Frequent Targets Of Cyberattacks Than Larger Companies: New Report

Royal Mail cyber attackers threaten to publish stolen data

The postal service is asking customers to avoid sending items abroad

Tech

Staffordshire water company confirms cyber attack

The parent company of South Staffs Water and Cambridge Water said the incident had not affected water supply.

Guardian confirms it was hit by ransomware attack

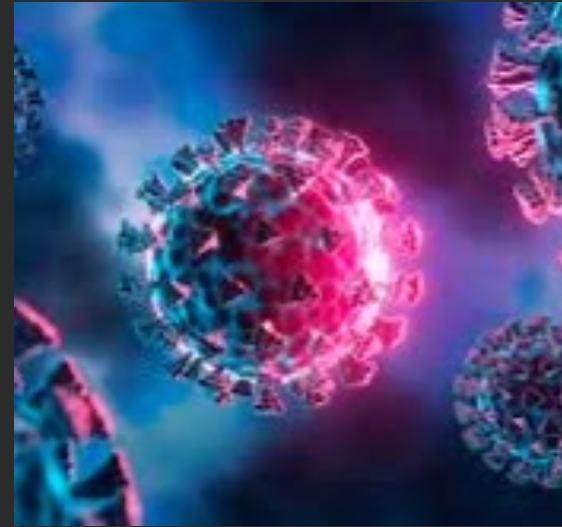
Media firm says personal data of UK staff members was accessed in 'highly sophisticated' cyber-attack last month

A close-up, high-contrast photograph of a man with light-colored eyes, wearing a dark tuxedo and a bow tie. He is looking directly at the camera with a serious, intense expression. In the foreground, a hand is partially visible, blurred, as if reaching towards the camera. The background is dark and out of focus, suggesting an indoor setting with some light sources.

**IT DIRECTORS FEEL LIKE THEY ARE
BEING TARGETED EVERY DAY.**



**IMAGINE IF THE WATER INDUSTRY WAS
LIKE THE INTERNET**



EVOLUTION OF THE INTERNET

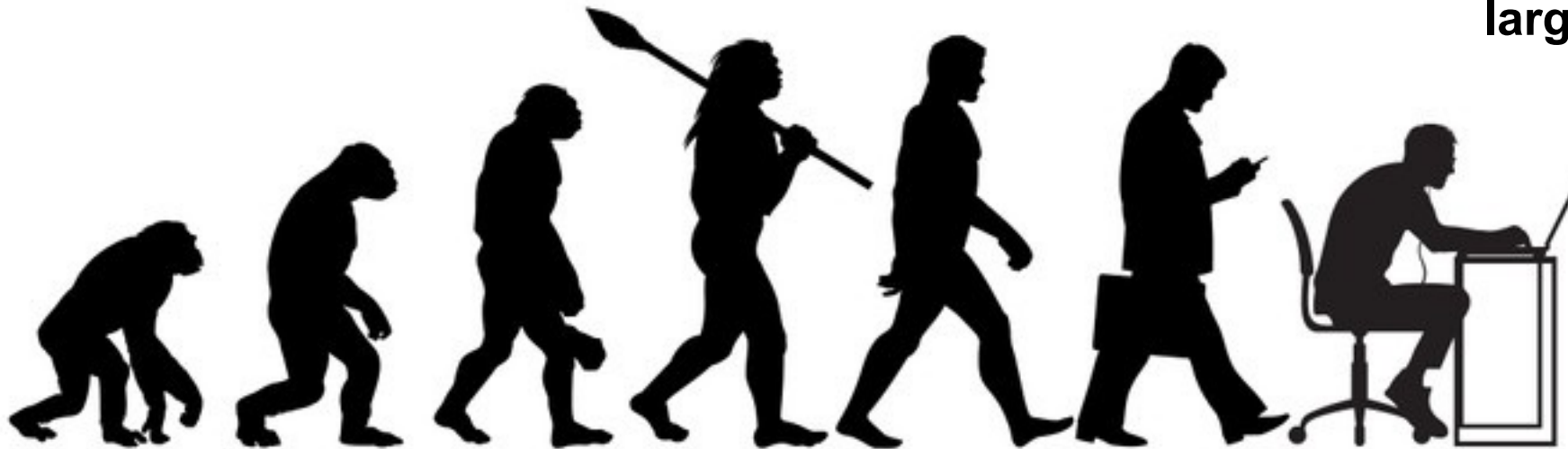
1990-2000s Business Internet “bubble”

1980s WWW is borne

2022 Online crime exceeds \$2tn pa

**2025 Cybercrime
expected to become 3rd
largest GDP**

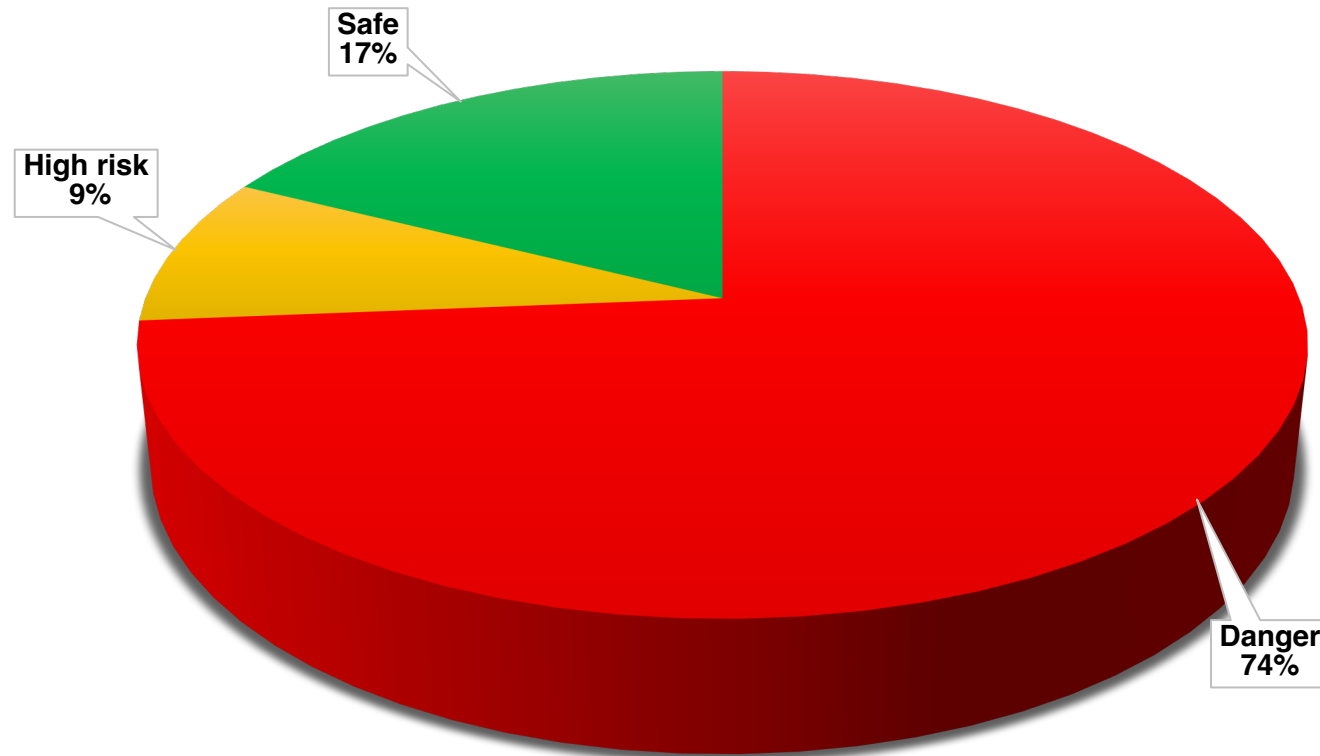
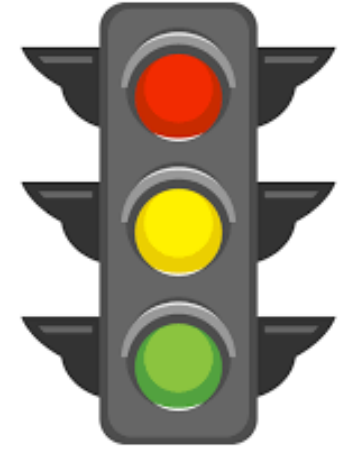
1970s Universities and DoD



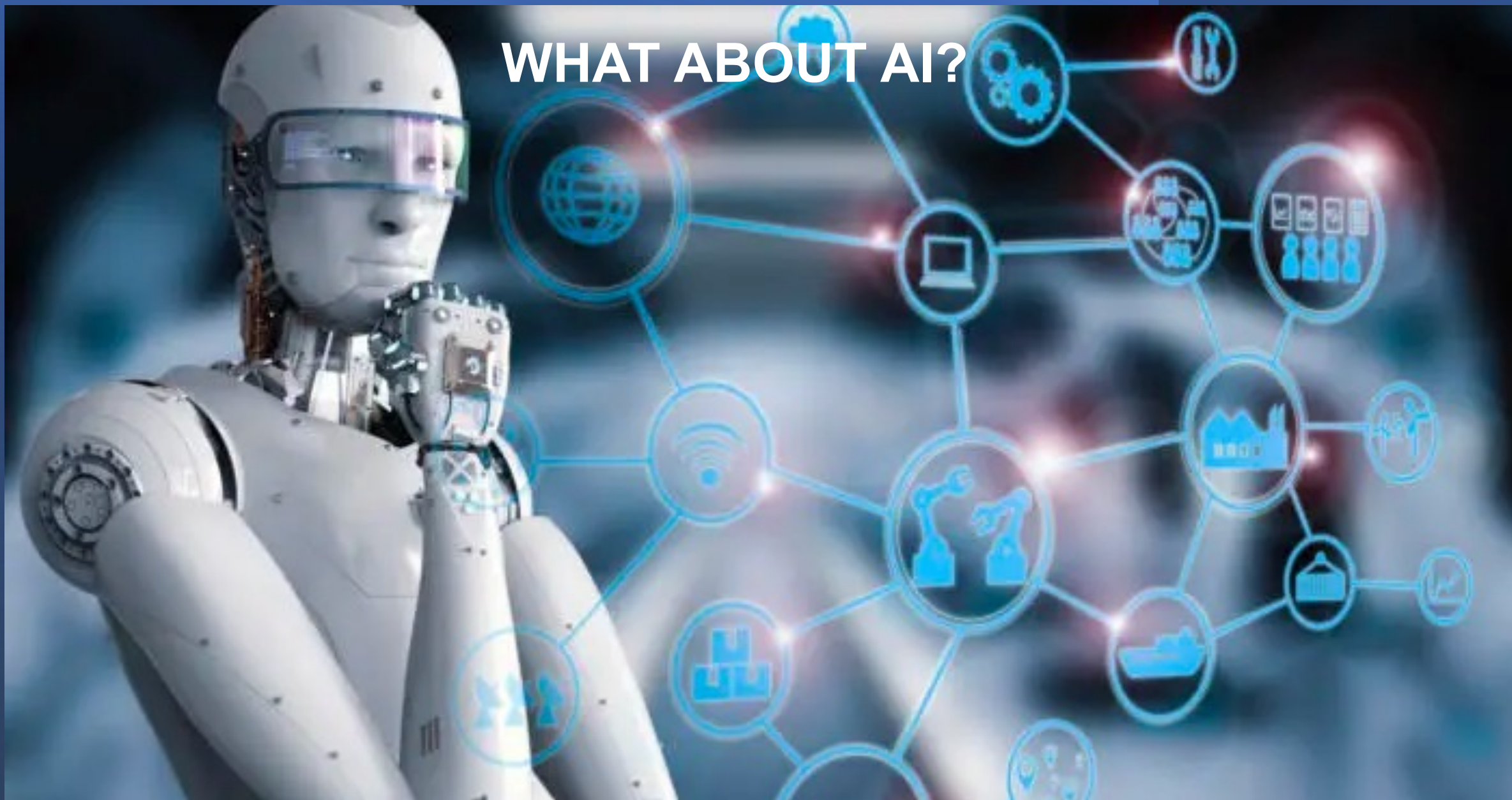
THE INTERNET HAS SOME DESIGN FLAWS



SAMPLE OF TNP CUSTOMERS



WHAT ABOUT AI?



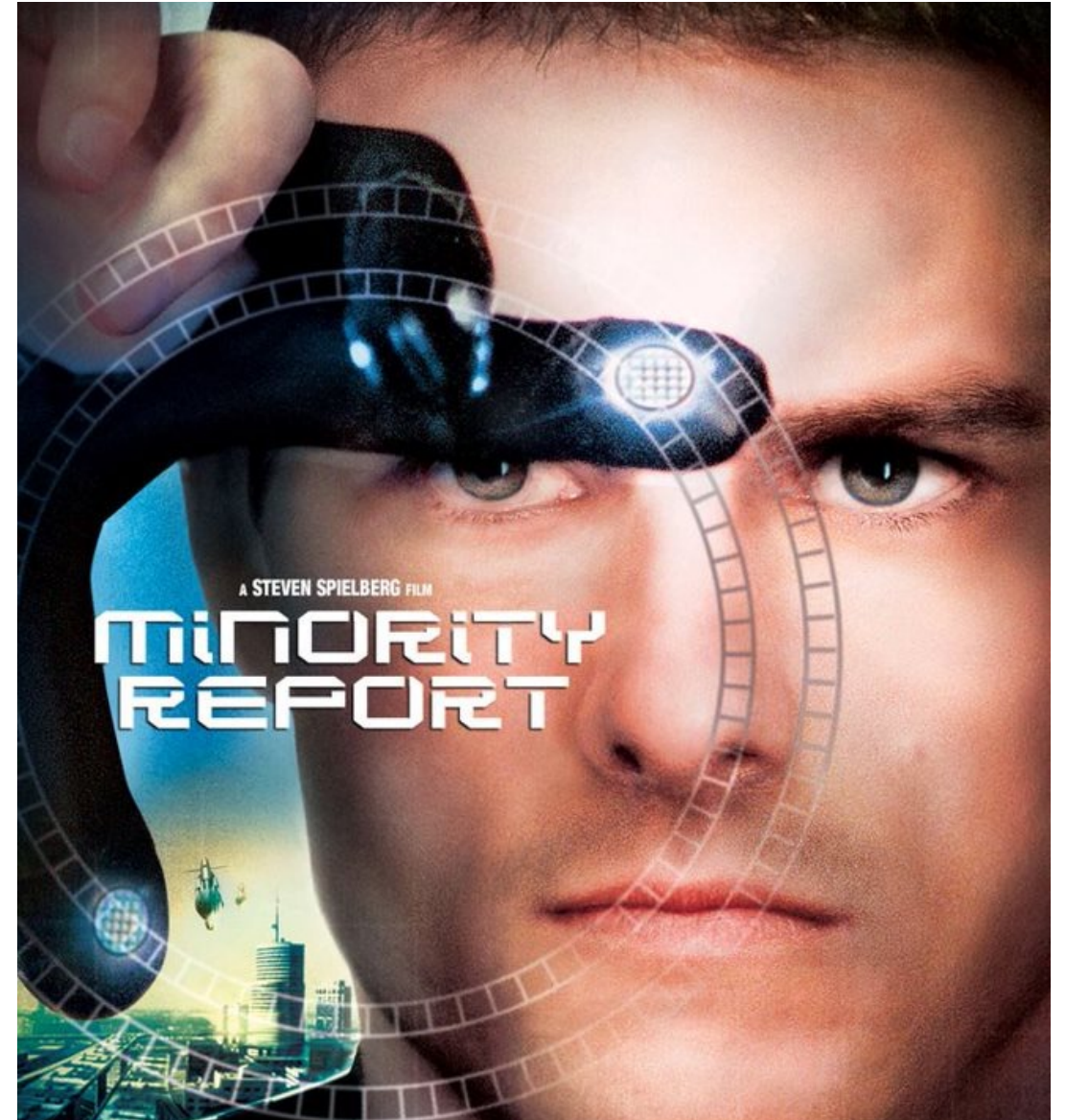
COLLATING INTELLIGENCE IS IMPORTANT



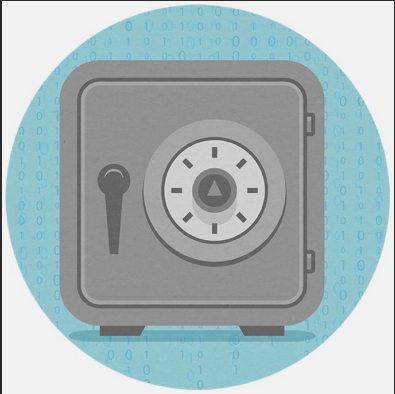
A chocolate Labrador puppy is lying down on a dark, reflective surface, looking intently at a hamburger placed to its right. The puppy's head is resting on the ground, and its eyes are focused on the food. The background is a plain, light-colored wall.

**"PRE-CRIME" FEEDS ARE
NOW AVAILABLE**





SO, HAVE YOU HAD A SECURITY CONVERSATION YET?



Cyware Social 17+
Cyber Security & Hacker News
[Cyware Labs Inc](#)
★★★★★ 4.6 • 38 Ratings
Free

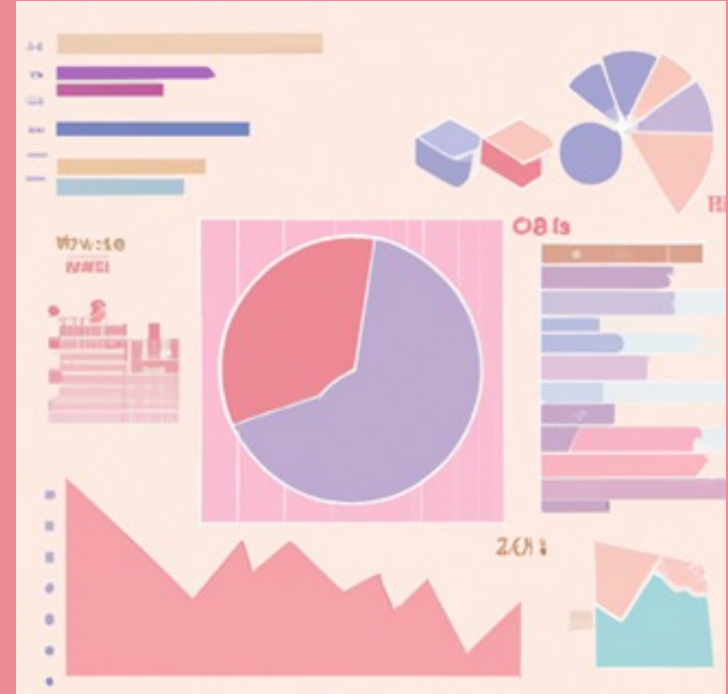
PAUL CARTWRIGHT

TNP | Group Innovation & Technology Director ERP (GIT)



PRODUCT

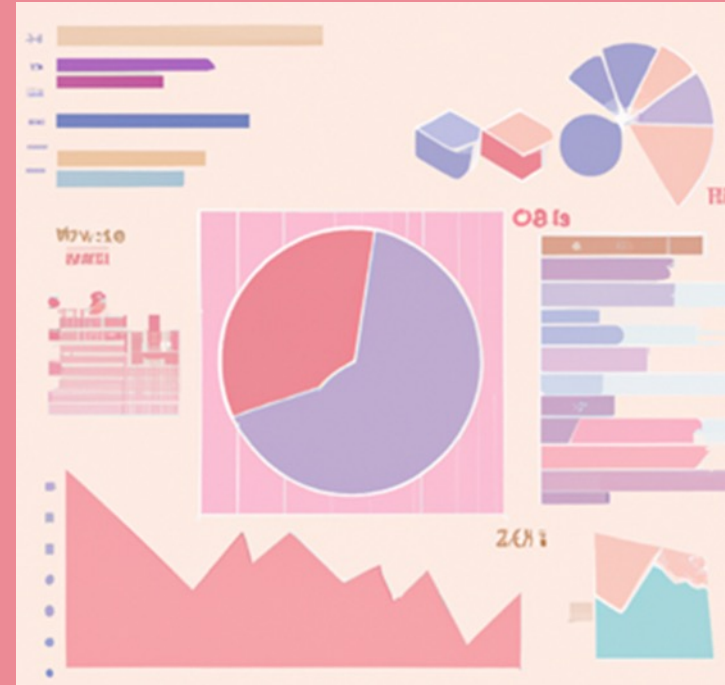
FEATURE UPDATES



ENHANCED CREDIT CONTROL

ENHANCED PROJECT COSTS

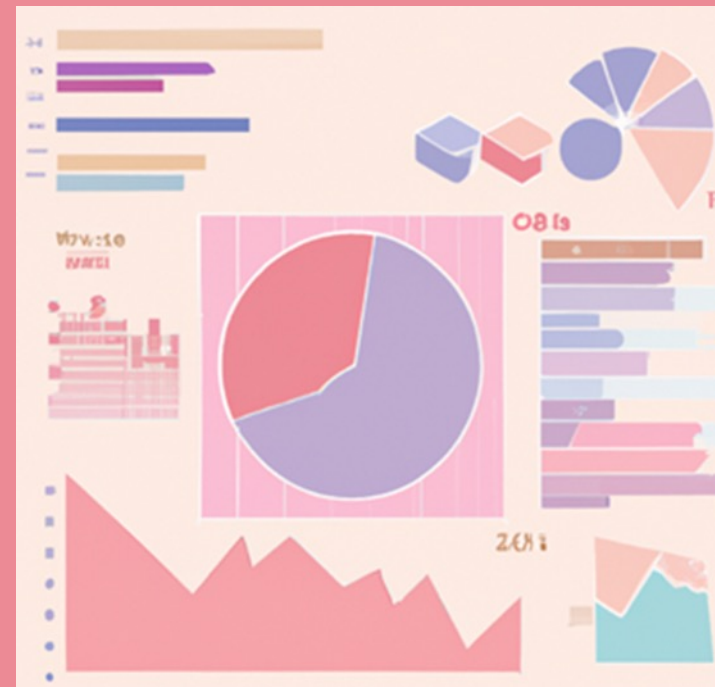
REDUCED FRICTION



ASSISTED SETUP

ENHANCED **WORKFLOW** **COMPANION**

SOMETHING NEW



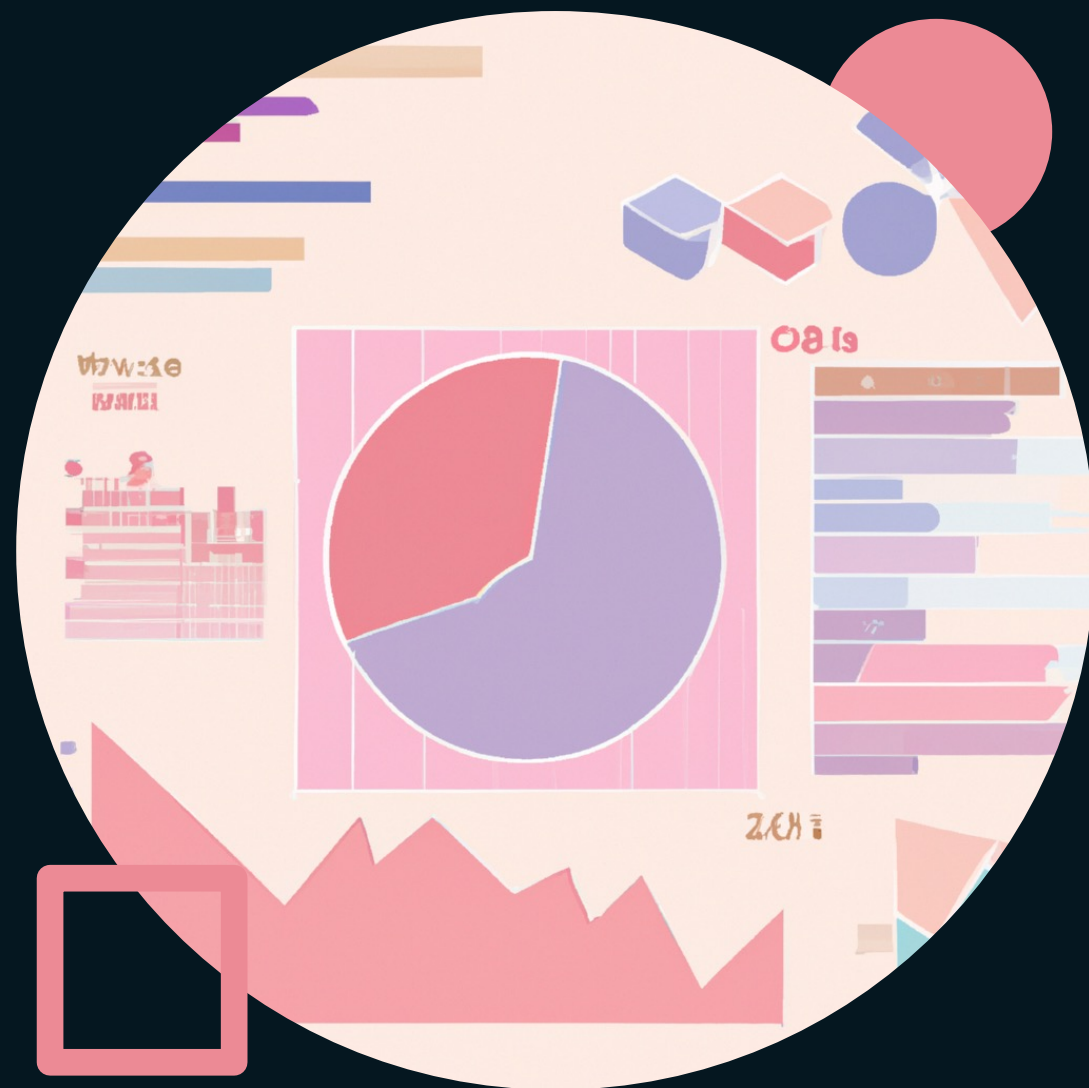
ENHANCED RECORD CHANGE

REUBEN BARRY

TNP | Practice Lead – Analytics, Data & AI



POWER BI



WHAT IS POWER BI?



- Automated, live, interactive visualisation tool
- Distributed via browser or mobile app
- Integrates with Teams, SharePoint, Power Platform

WHY POWER BI?

RE

Tell me three short reasons why I should use Power BI, as a pirate



1. Visualize yer treasure: Power BI be a powerful tool to chart yer data like a true pirate captain, creatin' eye-poppin' visualizations that reveal hidden patterns and trends.
2. Share yer spoils: Power BI be built fer collaboration, allowin' ye to share yer reports and dashboards with yer crewmates, keepin' 'em informed and workin' together to uncover new insights.
3. Plunder diverse data sources: Power BI can connect to a wide range o' data sources, helpin' ye bring all yer booty together in one place, whether it be spreadsheets, databases, or even cloud storage. Set sail with Power BI and conquer yer data like a legendary buccaneer!



GARTNER

Magic quadrant for analytics & bi platforms

Figure 1: Magic Quadrant for Analytics and Business Intelligence Platforms



Source: Gartner (March 2022)

GARTNER

LEADERS

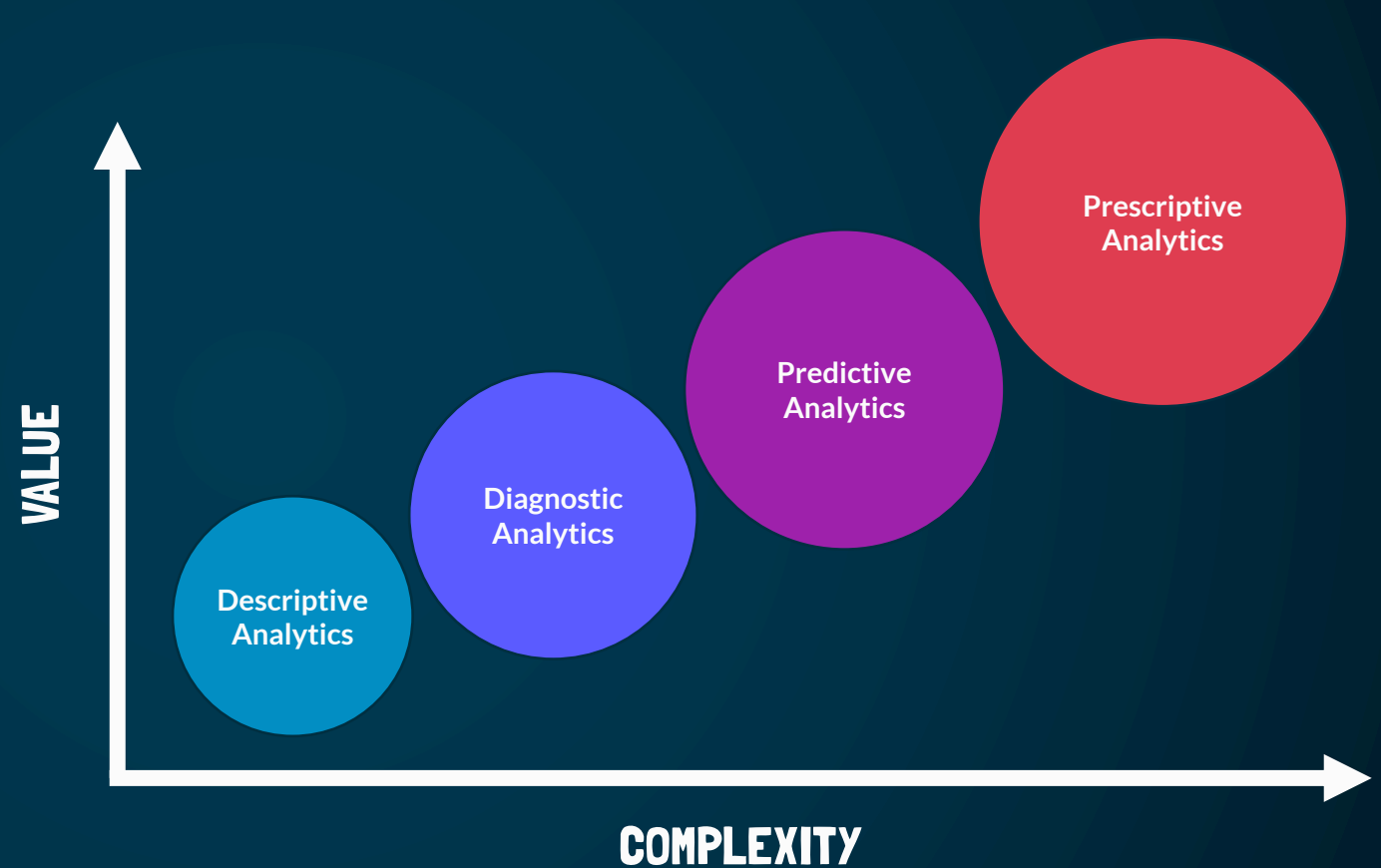
● Microsoft

● Salesforce (Tableau)

● Qlik

THE HOLY GRAIL

TYPES OF ADVANCED ANALYTICS



ADVANCED ANALYTICS

- Power BI and Azure provide various avenues for implementing predictive and prescriptive analytics
- These range from out of the box, to bespoke
- We'll explore:
 - Power BI Automated Machine Learning

TELL ME THE
FUTURE...

Power BI User Day 2023

Online Visitors DF

Search (Alt + Q)

Power Query

Home Transform Add column View Help

Get data Enter data Options Manage parameters Refresh Advanced editor Properties Manage

Choose columns Remove columns Keep rows Remove rows Filter rows Sort Split column Group by

Table.TransformColumns(#"Changed column type 1", {"Revenue", "PurchaseMade"}, {"PageValues", "PageDwellTime"})

1,2 ProductRelated_Duration	1,2 BounceRates	1,2 ExitRates	1,2 PageDwellTime	1,2 SpecialDay	Month	1,2 OperatingSystems	1,2 Browser	1,2 Region	1,2 TrafficType	VisitorType	Weekend	PurchaseMade
1 4627.489571	0.001360544	0.020664031	0	0 Nov	2	2	1	2	Returning_Visitor	FALSE	null	null
2 11431.00124	0.011148992	0.021904109	1.582473154	0 Nov	2	5	1	2	Returning_Visitor	TRUE	null	null
3 2773.5	0	0.03	78.81172527	0 Dec	2	2	1	2	Returning_Visitor	FALSE	null	null
4 705.8333333	0.028571429	0.085714286	0	0 Dec	5	11	4	1	Returning_Visitor	TRUE	null	null
5 212.5	0	0.033333333	0	0 Nov	3	2	1	11	Returning_Visitor	TRUE	null	null
6 615	0.013636364	0.036363636	0	0 Dec	4	1	3	1	Returning_Visitor	FALSE	null	null
7 1453.640882	0.002105263	0.012761333	0	0 Dec	2	2	3	2	New_Visitor	FALSE	null	null
8 279	0	0.033333333	0	0 Dec	1	2	3	10	Returning_Visitor	TRUE	null	null
9 1128.583333	0	0.013043478	3.685400817	0 Dec	2	2	1	2	Returning_Visitor	FALSE	null	null
10 143.5833333	0.014285714	0.05	0	0 Nov	2	2	3	1	Returning_Visitor	FALSE	null	null
11 1204.600433	0.000854701	0.013342491	11.92009615	0 Mar	2	2	7	2	Returning_Visitor	FALSE	null	null
12 1743.366667	0	0.016410256	78.93483561	0 Mar	3	3	2	1	Returning_Visitor	FALSE	null	null
13 236	0	0.026666667	0	0 Mar	2	2	1	1	Returning_Visitor	FALSE	null	null
14 159	0	0.008	0	0 Mar	4	2	1	7	New_Visitor	FALSE	null	null
15 24	0	0.1	0	0 Mar	2	6	1	2	Returning_Visitor	FALSE	null	null
16 1569.625	0	0.008108108	15.88906362	0 Mar	1	2	1	9	Returning_Visitor	TRUE	null	null
17 424.8333333	0	0.0125	0	0 Mar	2	2	6	6	Returning_Visitor	FALSE	null	null
18 62	0	0.025	0	0 Mar	3	2	1	10	Returning_Visitor	TRUE	null	null
19 656.25	0.028571429	0.028571429	0	0 Mar	1	1	8	2	Returning_Visitor	TRUE	null	null
20 617.5	0.006896552	0.01954023	0	0 Mar	2	2	3	10	Returning_Visitor	FALSE	null	null
21 245	0	0.0125	11.9955404	0 Mar	2	2	1	3	Returning_Visitor	TRUE	null	null
22 20	0	0.066666667	0	0 Mar	2	2	2	1	Returning_Visitor	TRUE	null	null
23 1372	0.005405405	0.018918919	0	0 Mar	2	2	1	2	Returning_Visitor	FALSE	null	null
24 139	0.022222222	0.055555556	0	0 Mar	2	5	6	2	Returning_Visitor	TRUE	null	null
25 5042.458039	0.003870968	0.007285123	18.36804916	0 Mar	2	2	1	2	Returning_Visitor	FALSE	null	null
26 1166.72619	0	0.025	4.599	0 Mar	1	1	1	3	Returning_Visitor	TRUE	null	null
27 4099.737392	0.004117063	0.005279668	16.88069613	0 Mar	3	2	1	2	Returning_Visitor	TRUE	null	null
28 31	0	0.05	0	0 Mar	2	2	2	10	Returning_Visitor	TRUE	null	null
29 2111.341667	0.004347826	0.014492754	11.43941195	0 Feb	2	6	1	2	Returning_Visitor	FALSE	null	null
30 0	0.2	0.2	0	0 Feb	1	1	1	1	Returning_Visitor	FALSE	FALSE	FALSE
31 64	0	0.1	0	0 Feb	2	2	1	2	Returning_Visitor	FALSE	FALSE	FALSE
32 0	0.2	0.2	0	0 Feb	4	1	9	3	Returning_Visitor	FALSE	FALSE	FALSE
33 2.666666667	0.05	0.14	0	0 Feb	3	2	2	4	Returning_Visitor	FALSE	FALSE	FALSE
34 627.5	0.02	0.05	0	0 Feb	3	3	1	4	Returning_Visitor	TRUE	FALSE	FALSE
35 154.7166667	0.015789474	0.024561404	0	0 Feb	2	2	1	1	Returning_Visitor	FALSE	FALSE	FALSE

Completed (0.65 s) Columns: 18 Rows: 99+

Query settings

Properties

Name

Online Visitors

Entity type

Custom

Applied steps

Source

Promoted h...

123 Changed co...

123 Changed co...

Renamed c...

Cancel Save & close

Home

Create

Browse

Data hub

Metrics

Apps

Deployment pipelines

Learn

Workspaces

User Day 2023

Power Query

HomeTransformAdd columnViewHelp

Get dataEnter dataOptions

Manage parametersRefreshAdvanced editorManage

Choose columnsRemove columnsKeep rowsRemove rowsFilter rows

Sort

Split columnGroup byReplace values

Data type: Whole numberUse first row as headers

Merge queriesAppend queriesCombine files

Map to entityAI insights

Export template

Queries [1]

Online Visitors

Table.RenameColumns(#"Changed column type 1", {"Revenue", "PurchaseMade"}, {"PageValues", "PageDwellTime"})

	1.2 ProductRelated_Duration	1.2 BounceRates	1.2 ExitRates	1.2 PageDwellTime	1.2 SpecialDay	1.2 Month	1.2.3 OperatingSystems	1.2.3 Browser	1.2.3 Region	1.2.3 TrafficType	1.2.3 VisitorType	1.2.3 Weekend	1.2.3 PurchaseMade
1	4627.489571	0.001360544	0.020664031	0	0	Nov	2	2	1	2	Returning_Visitor	FALSE	null
2	11431.00124	0.011148992	0.021904109	1.582473154	0	Nov	2	5	1	2	Returning_Visitor	TRUE	null
3	2773.5	0	0.03	78.81172527	0	Dec	2	2	1	2	Returning_Visitor	FALSE	null
4	705.8333333	0.028571429	0.085714286	0	0	Dec	5	11	4	1	Returning_Visitor	TRUE	null
5	212.5	0	0.033333333	0	0	Nov	3	2	1	11	Returning_Visitor	TRUE	null
6	615	0.013636364	0.036363636	0	0	Dec	4	1	3	1	Returning_Visitor	FALSE	null
7	1453.640882	0.002105263	0.012761333	0	0	Dec	2	2	3	2	New_Visitor	FALSE	null
8	279	0	0.033333333	0	0	Dec	1	2	3	10	Returning_Visitor	TRUE	null
9	1128.583333	0	0.013043478	3.685400817	0	Dec	2	2	1	2	Returning_Visitor	FALSE	null
10	143.5833333	0.014285714	0.05	0	0	Nov	2	2	3	1	Returning_Visitor	FALSE	null
11	1204.600433	0.000854701	0.013342491	11.92009615	0	Mar	2	2	7	2	Returning_Visitor	FALSE	null
12	1743.366667	0	0.016410256	78.93483561	0	Mar	3	3	2	1	Returning_Visitor	FALSE	null
13	236	0	0.026666667	0	0	Mar	2	2	1	1	Returning_Visitor	FALSE	null
14	159	0	0.008	0	0	Mar	4	2	1	7	New_Visitor	FALSE	null
15	24	0	0.1	0	0	Mar	2	6	1	2	Returning_Visitor	FALSE	null
16	1569.625	0	0.008108108	15.88906362	0	Mar	1	2	1	9	Returning_Visitor	TRUE	null
17	424.8333333	0	0.0125	0	0	Mar	2	2	6	6	Returning_Visitor	FALSE	null
18	62	0	0.025	0	0	Mar	3	2	1	10	Returning_Visitor	TRUE	null
19	656.25	0.028571429	0.028571429	0	0	Mar	1	1	8	2	Returning_Visitor	TRUE	null
20	617.5	0.006896552	0.01954023	0	0	Mar	2	2	3	10	Returning_Visitor	FALSE	null
21	245	0	0.0125	11.9955404	0	Mar	2	2	1	3	Returning_Visitor	TRUE	null
22	20	0	0.066666667	0	0	Mar	2	2	2	1	Returning_Visitor	TRUE	null
23	1372	0.005405405	0.018918919	0	0	Mar	2	2	1	2	Returning_Visitor	FALSE	null
24	139	0.022222222	0.055555556	0	0	Mar	2	5	6	2	Returning_Visitor	TRUE	null
25	5042.458059	0.003870968	0.007285123	18.36804916	0	Mar	2	2	1	2	Returning_Visitor	FALSE	null
26	1166.72619	0	0.025	4.599	0	Mar	1	1	1	3	Returning_Visitor	TRUE	null
27	4099.737392	0.004117063	0.005279668	16.88069613	0	Mar	3	2	1	2	Returning_Visitor	TRUE	null
28	31	0	0.05	0	0	Mar	2	2	2	10	Returning_Visitor	TRUE	null
29	2111.341667	0.004347826	0.014492754	11.43941195	0	Feb	2	6	1	2	Returning_Visitor	FALSE	null
30	0	0.2	0.2	0	0	Feb	1	1	1	1	Returning_Visitor	FALSE	FALSE
31	64	0	0.1	0	0	Feb	2	2	1	2	Returning_Visitor	FALSE	FALSE
32	0	0.2	0.2	0	0	Feb	4	1	9	3	Returning_Visitor	FALSE	FALSE
33	2.666666667	0.05	0.14	0	0	Feb	3	2	2	4	Returning_Visitor	FALSE	FALSE
34	627.5	0.02	0.05	0	0	Feb	3	3	1	4	Returning_Visitor	TRUE	FALSE
35	154.2166667	0.015789474	0.024561404	0	0	Feh	2	2	1	3	Returning_Visitor	FALSE	FALSE

Query settings

Properties

Name

Online Visitors

Entity type

Custom

Applied steps

Source

Promoted h...

Changed co...

Changed co...

Renamed c...

Select a column to predict

Choose a model

Select data to study

Name and train

Choose a model

Based on the column you selected, we recommend a **Prediction** model. This model learns from your data to predict whether or not an outcome will be achieved. Not what you're looking for? [Select a different model](#)



Binary Prediction

Predict whether or not an outcome will be achieved.

Choose a target outcome

Enter or select the **PurchaseMade** outcome that you're most interested in.

true



How should we label predictions in the model training report?

Match label

Enter the text you want to display when our prediction matches your target value.

true

Mismatch label

Enter the text you want to display when our prediction doesn't match your target value.

false





Back

Next

Cancel

Tables Machine learning models

+ Add ML model | X Close

NAME	TYPE	ACTIONS	LAST TRAINED	STATUS
 Purchase Intent Prediction	Prediction	   	05/05/2023, 18:45:33	Trained

←

Purchase Intent Prediction model training report

Apply model

Edit model

This report summarizes the model performance and training details and enables you find an optimal threshold for defining your business outcome.

MODEL PERFORMANCE

How the model was evaluated

The model predicted Revenue probabilities for a test set of 2466 records and compared the predicted outcomes (based on the selected threshold) to the historical outcomes.

Model performance

The Area under the curve (AUC) observed on the test set is :

94%

Different features have varying influence on the predicted outcome. Click below for details.

See top predictors

Predicted true

Predicted false

?

Actual true	365.00	10.00
Actual false	775.00	1.32K

32%

Precision

of records predicted as true are likely to actually be true

98%

Recall

of records that are actually true are likely to be predicted as true


Probability Threshold

0.000.26

Increase Recall

Increase Precision

Cost-Benefit Analysis ?



Purchase Intent Prediction model training report

This report summarizes the model performance and training details and enables you find an optimal threshold for defining your business outcome.

Apply model

Edit model

MODEL PERFORMANCE

How the model was evaluated

The model predicted Revenue probabilities for a test set of 2466 records and compared the predicted outcomes (based on the selected threshold) to the historical outcomes.

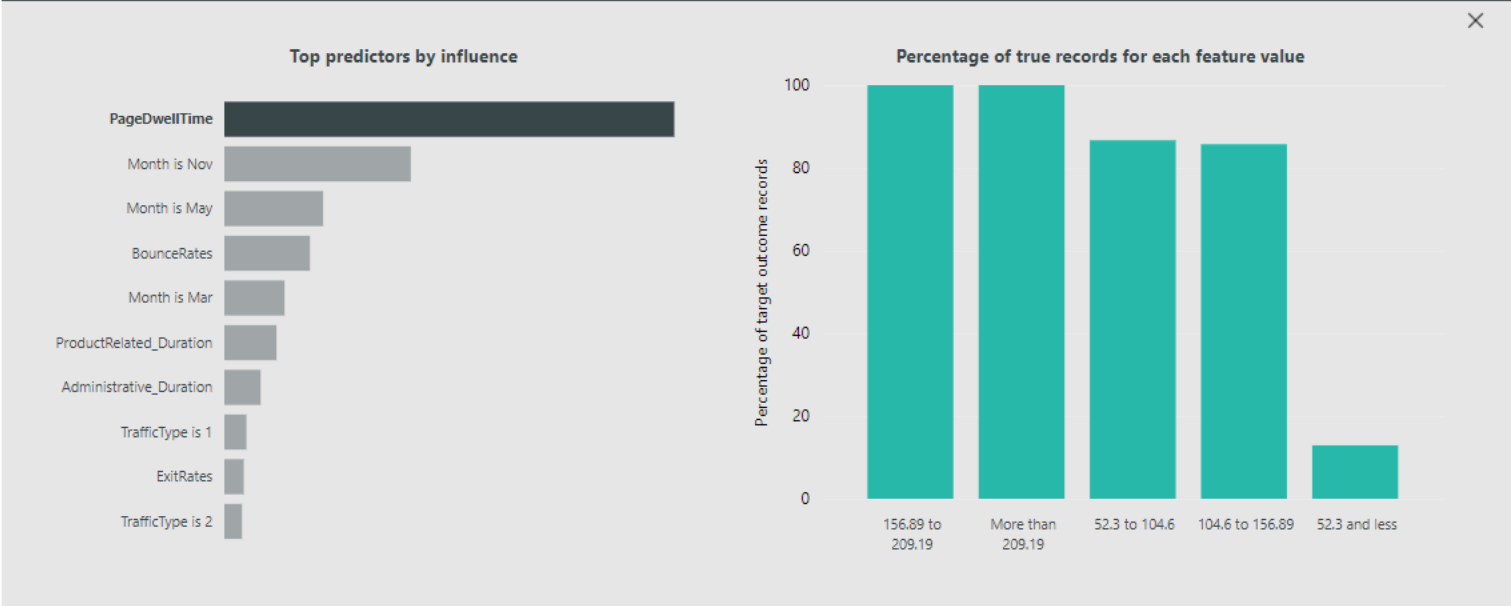
Model performance

The Area under the curve (AUC) observed on the test set is :

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See top predictors



What's new in the latest Power BI

Power BI Blog—Updates and News

Power BI documentation - Power BI

Power BI

Tutorial: Build a machine learning model

app.powerbi.com/groups/6e73f169-5cd3-4ebe-830b-ac82814817fa/dataflows/49ab7ff5-86b4-41ed-872c-57aa0579cfaa

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Power BIUser Day 2023

Online Visitors DF

Search

Apply modelEdit model

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Learn

Workspaces

User Day 2023

←

Purchase Intent Prediction model training report

This report summarizes the model performance and training details and enables you find an optimal threshold for defining your business outcome.

TRAINING DETAILS

How the model was trained

Power BI used the automated ML capabilities to train your model. Automated ML was used to analyze your data, determine the algorithms used, and select parameters likely to yield the best accuracy. The machine learning pipeline which generated the model is shown below.

Model quality over iterations

0.9

Maximum Model Quality: 0.90

0.8

0.7

0.6

Model Quality

Apply Purchase Intent Prediction

Apply your model to get predictions

Input table

The model can be applied to these tables, as they have the same attributes as the ones the model was trained on.

Online Visitors

New output column name

This column will contain predictions

Purchase Intent Prediction

Threshold

Scores \geq threshold will be predicted as positive

0.26

Save

Save and apply

Cancel

Pre-fitted Soft Voting Classifier

44

Model Performance

Accuracy Report

Training Details

Home Transform Add column View Help

Search (Alt + Q)

Queries [8]

▶ Purchase Intent Prediction ... [7]

 Online Visitors

AI insights

Search

► Cognitive Services [4]

 Power BI Machine Learning M... [2]f_x Contact History Responses.Cat...

f_x Online Visitors DE.Purchase Int...

Online Visitors DF.Purchase Intent Prediction_PurchaseMade

Last modified On : Friday, May 12, 2023

Enter parameters

1.2 Administrative_Duration

1.2 Administrative Duration

1²₃ Informational

123 Informational

1.2 ProductRelated_Duration

1.2 ProductRelated_Duration

1.2 BounceRates

1.2 BounceRates

1.2 ExitRates

1.2 ExitRates

1.2 PageDwellTime

1.2 PageDwellTime

1.2 SpecialDay

1.2 SpecialDay

 A_C^B Month

 A^B_C Month

1²₃ OperatingSystems

123 Operating Systems

1²₃ TrafficType

	1 ² ₃ TrafficType
---	---

  Weekend

Weekend

```
function (optional Administrative_Duration as number, optional Informati
```

Apply

Cancel

THE FUTURE IS BRIGHT

- The tools are ready right now to leverage machine learning and predict outcomes from your data
- But if I'm not ready for that, what can I do today...?
- Power BI allows us to look forward and make decisions without needing to think "AI"

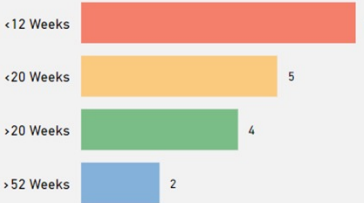
WHAT ABOUT
TODAY?

Inventory Analysis

We are
The Power People

£725,392
Available Inventory
544,392
Projected Inventory Qty
£499,500
Projected Inventory Value
18,902
Sales (Avg)
16
No of Items

Inventory Cover Breakdown



Qty by Type



Projection



Category Sub Category Item	Inventory Position				Projected		Inventory Cover		
	Available Inventory Qty	Purchase Order Qty	Sales Order Qty	Sales Forecast Qty	Projected Inventory Qty	Projected Inventory Value	Sales - 12 Wk Total Qty	Sales - 12 Wk Avg Qty	Cover (weeks)
Home Accessories	266,000	11,400	-51,000	-22,500	334,556	£102,600	80,005	6,667	
Ornaments	148,000	3,300	-45,000	-13,000	193,570	£29,700	49,158	4,096	
Monkey Statuette	59,000	0	-8,500	-2,500	82,950	£0	12,599	1,050	15
Leather Tidy Tray	43,000	0	-1,500	-4,500	73,320	£0	18,267	1,522	8
Silver Candle Holder	46,000	3,300	-35,000	-6,000	37,300	£29,700	18,292	1,524	4
Frames	118,000	8,100	-6,000	-9,500	140,986	£72,900	30,847	2,571	
Silver Picture Frame	55,000	8,100	-4,000	-6,000	114,650	£72,900	16,699	1,392	38
Wooden Picture Frame	63,000	0	-2,000	-3,500	26,336	£0	14,148	1,179	5
Furniture	261,000	32,400	-108,500	-26,250	163,838	£291,600	76,641	6,387	
Tables	114,000	24,000	-26,000	-10,000	124,613	£216,000	35,556	2,963	
Total	767,000	55,500	-236,500	-65,000	544,392	£499,500	226,828	18,902	

Show Navigation

Inventory | Data updated ...

£725,392

Available Inventory

544,392

Projected Inventory Qty

£499,500

Projected Inventory Value

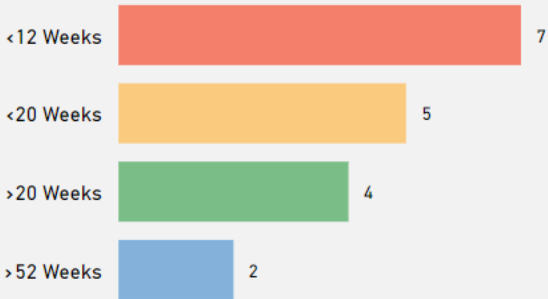
18,902

Sales (Avg)

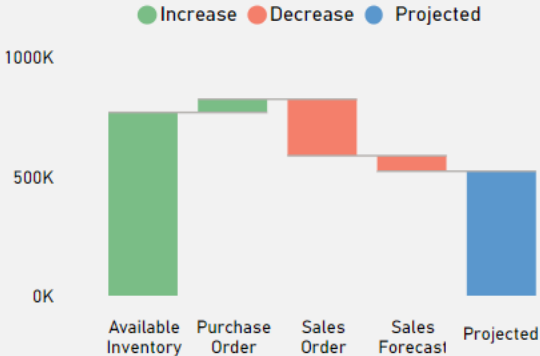
16

No of Items

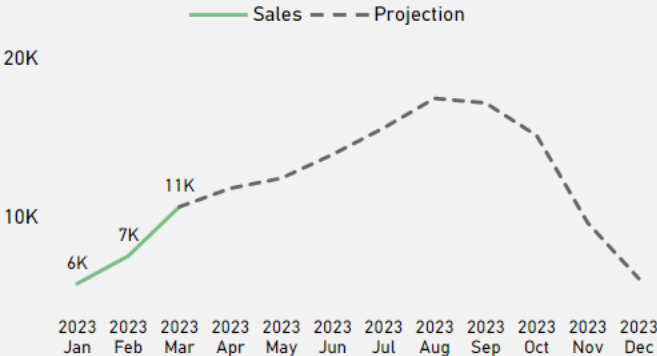
Inventory Cover Breakdown



Qty by Type



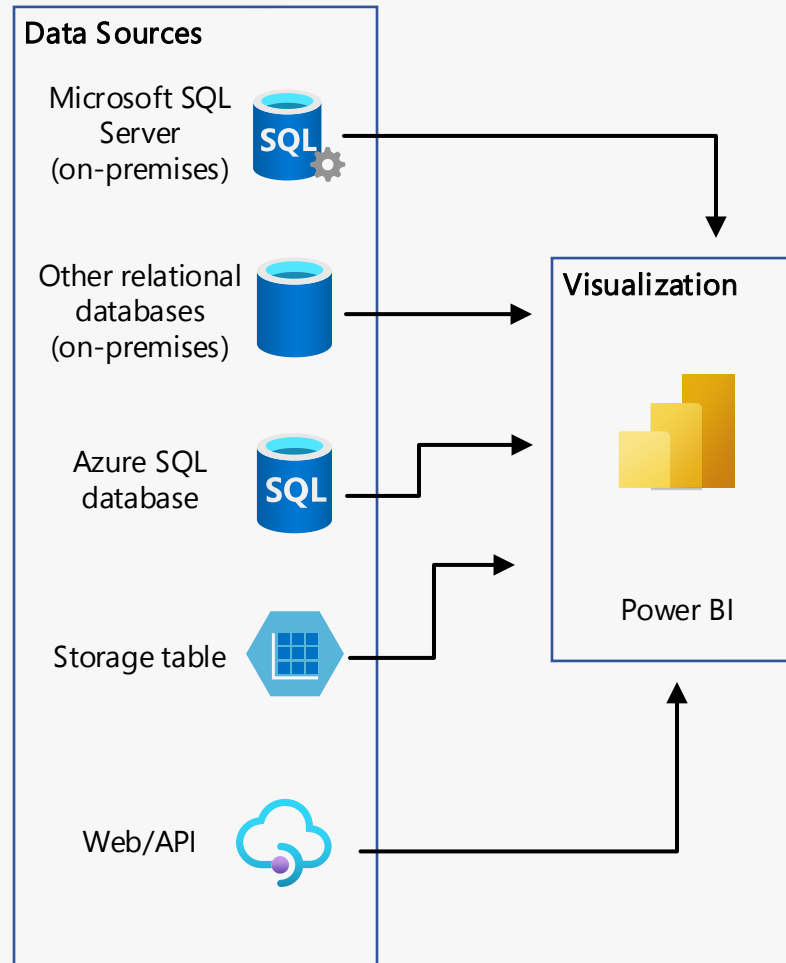
Projection

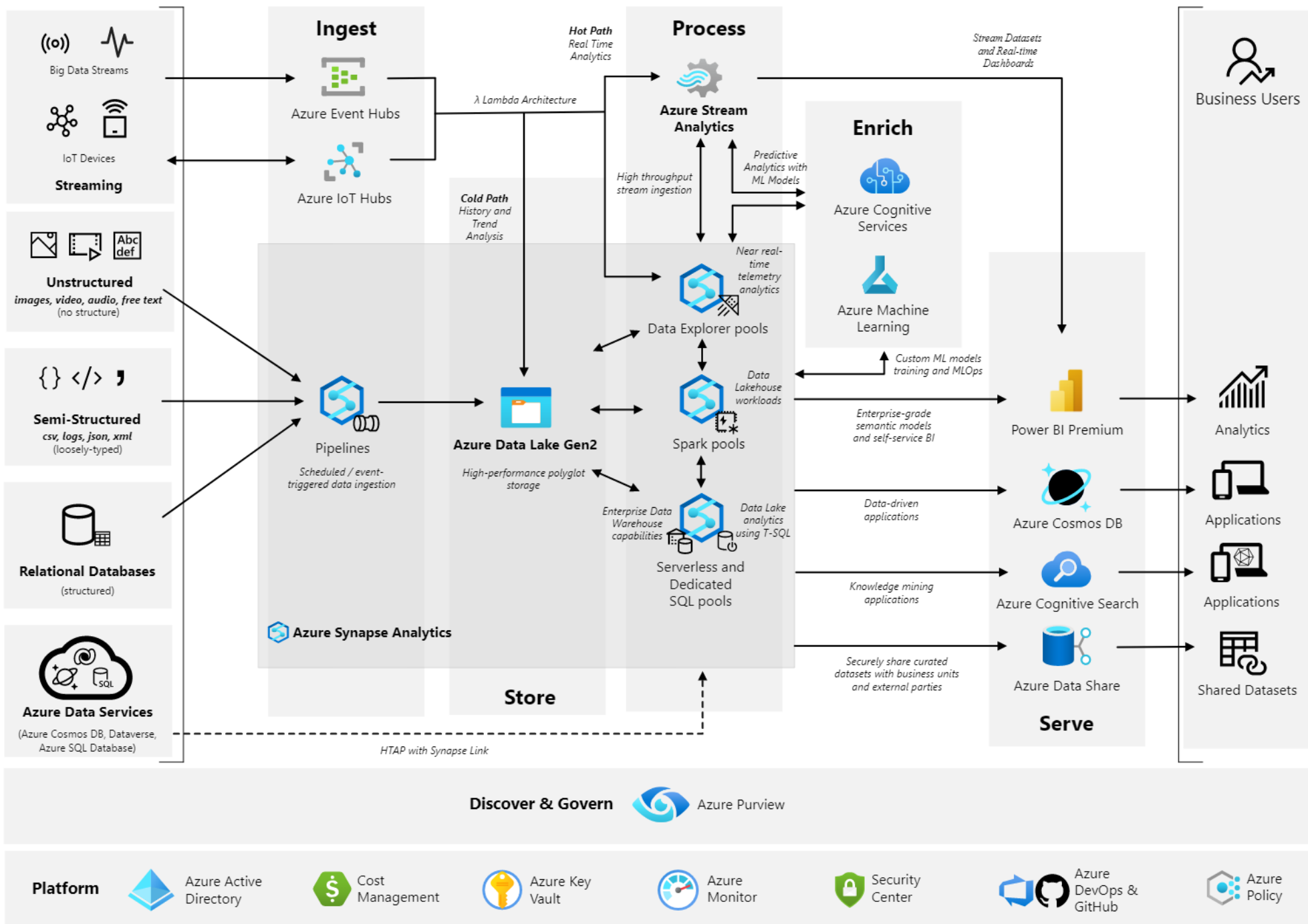


Inventory Position					Projected		Inventory Cover		
Category Sub Category Item	Available Inventory Qty	Purchase Order Qty	Sales Order Qty	Sales Forecast Qty	Projected Inventory Qty	Projected Inventory Value	Sales - 12 Wk Total Qty	Sales - 12 Wk Avg Qty	Cover (weeks)
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Leather Tidy Tray	43,000	0	-1,500	-4,500	73,320	£0	18,267	1,522	8
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Silver Candle Holder	46,000	3,300	-35,000	-6,000	37,300	£29,700	18,292	1,524	4
Wooden Picture Frame	63,000	0	-2,000	-3,500	26,336	£0	14,148	1,179	5
Oak Chair	70,000	5,400	-52,500	-7,250	22,900	£48,600	14,879	1,240	6
Multi Coloured Rug	59,000	11,700	-39,000	-5,250	-3,700	£105,300	13,472	1,123	10
Teak Chair	43,000	3,000	-26,000	-6,250	-6,875	£27,000	12,953	1,079	8
Orange Rug	53,000	0	-21,500	-3,750	-13,550	£0	11,089	924	10
Total	377,000	23,400	-177,500	-36,500	135,731	£210,600	103,100	8,591	





CONCLUSIONS



- The Microsoft stack of Power BI and Azure provides an entirely scalable reporting and analytics toolkit
- This ranges from the simplest reporting requirements through to enterprise scale data warehousing and advanced analytics
- They are a blank canvas, to be deployed in the right way

ONE
MORE
THING

THE POWER PACK

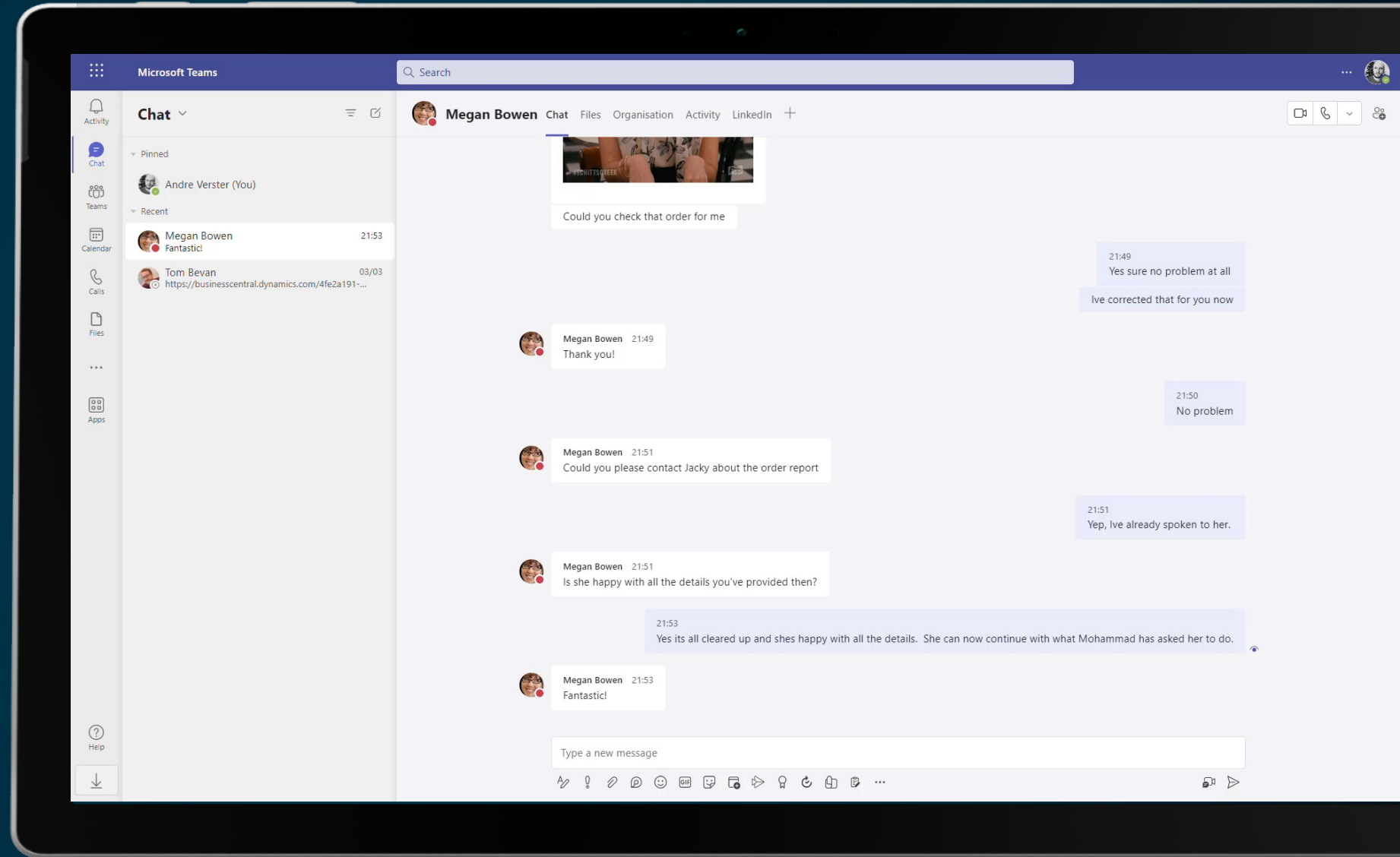
- A suite of Power BI reports, available off the shelf
- **Finance** – P&L, Balance Sheet and GL Detail
- **Sales** – Customer segmentation and item sales and margin analysis
- **Inventory** – Availability, ageing and cover
- **Credit control** – Accounts receivable & payable




FREE


BUSINESS CENTRAL IN MODERN WORKPLACE


Andre Verster




Could you check that order for me

 Megan Bowen 21:49
Thank you!

 Megan Bowen 21:51
Could you please contact Jacky about the order report

 Megan Bowen 21:51
Is she happy with all the details you've provided then?

21:53
Yes its all cleared up and shes happy with all the details. She can now continue with what Mohammad has asked her to do.

 Megan Bowen 21:53
Fantastic!

Type a new message

21:49
Yes sure no problem at all

I've corrected that for you now

21:50
No problem

21:51
Yep, Ive already spoken to her.

Activity

Chat

Teams

Calendar

Calls


Files

...





Apps

Help

Download

**Megan Bowen**

ChatFilesOrganisationActivityLinkedIn+



Pinned

Andre Verster (You)

Recent

**Megan Bowen**
Thank you!

**Tom Bevan**
<https://businesscentral.dynamics.com/4fe2a191-...>

22:1603/03

**Megan Bowen**



I'm sure! Cant wait to hear all about it!

Just a quick one

Could you please take a look at this order. Ive spoken to Ian and they want to change the quantity of the Paris Guest chair to 4. Can you please change it.

View - Sales Order - 101252 · Alpine Ski House - Dynamics 365 Business Central

Business Central

Sales Order

Customer Name:Alpine Ski House

No.:101252

Amount:1,368.18

Contact:Ian Deberry

Amount Including VAT:1,368.18

Details

22:15

Sure just give me a few minutes

OK all changed for you 😊

**Megan Bowen** 22:16

Thank you!

No problemOf course!You're welcome💡

Type a new message



Activity

Chat

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Calendar

Calls

Files



...

Apps

Help

Download

Megan Bowen



I'm sure! Cant wait to hear all about it!

Just a quick one

Could you please take a look at this order. Ive spoken to Ian and they want to change the quantity of the Paris Guest chair to 4. Can you please change it.

View - Sales Order - 101252 - Alpine Ski House - Dynamics 365 Business Central

Business Central

Sales Order

Customer Name: Alpine Ski House

No.: 101252

Amount: 1,368.18

Contact: Ian Deberry

Amount Including VAT: 1,368.18

Details

22:15

Sure just give me a few minutes


OK all changed for you 🤗

Megan Bowen 22:16

Thank you!

No problem Of course! You're welcome

Type a new message





[Overview](#)[ChatGPT ↗](#)[GPT-4](#)[DALL-E 2](#)[Customer Stories](#)[Safety Standard](#)[Pricing](#)

Introducing GPT-4

OpenAI's Most advanced system


 Delete  Archive  Move  Flag   Mark as Unread  Sync ...

Team Yorkshire - Foodbank Donation



✓ Myfanwy Cross <Myfanwy.Cross@thenavpeople.co.uk>

Thursday, 15 December 2022 at 12:21

To:  Ian Humphries

Hi Ian

I have been speaking with Abdul and we have agreed to split the Yorkshire budget between him in Huddersfield and me in Penistone where I live.

I will not really be able to shop until Saturday after your 16th deadline is this ok? My partners youngest who is only with us at weekends is very keen to come and help me with the shop.

Thanks

Myfanwy

Myfanwy Cross
Reporting Analyst

 [+442083289818](tel:+442083289818)




Hello Myfanwy,



I hope you're doing well. Since you and Abdul have agreed to split the Yorkshire budget, it's good to hear that you'll be able to go shopping on Saturday with your partner's youngest. However, as the deadline is on the 16th, please make sure to complete the shopping before that date.

If you need any assistance or have any further questions, please let me know. I'm happy to help.

Best regards,
ChatGPT

 Regenerate response

From: Ian Humphries (ian.humphries@thenavpeople.co.uk)

To: ● Myfanwy Cross

Subject: Re: Team Yorkshire - Foodbank Donation

Calibri 11 A B I U S  X² X₂ | :≡ $\frac{1}{2}\equiv$ $\frac{1}{3}\equiv$ v <≡ >≡

Yup no Prob 

Ian Humphries

NAV Person

07798 504517

ian.humphries@thenavpeople.co.uk

From: Myfanwy Cross <Myfanwy.Cross@thenavpeople.co.uk>

Date: Thursday, 15 December 2022 at 12:21

To: Ian Humphries <ian.humphries@thenavpeople.co.uk>

Subject: Team Yorkshire - Foodbank Donation

Hi Ian

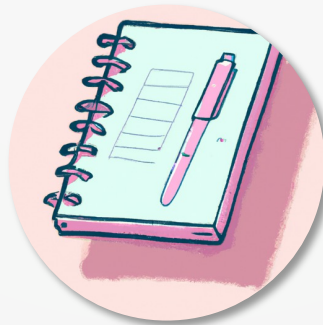
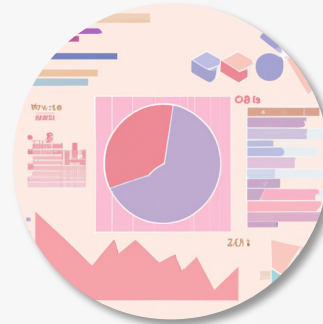
[Overview](#)[ChatGPT ↗](#)[GPT-4](#)[DALL-E 2](#)[Customer Stories](#)[Safety Standard](#)[Pricing](#)

Introducing GPT-4

OpenAI's Most advanced system



DALL-E

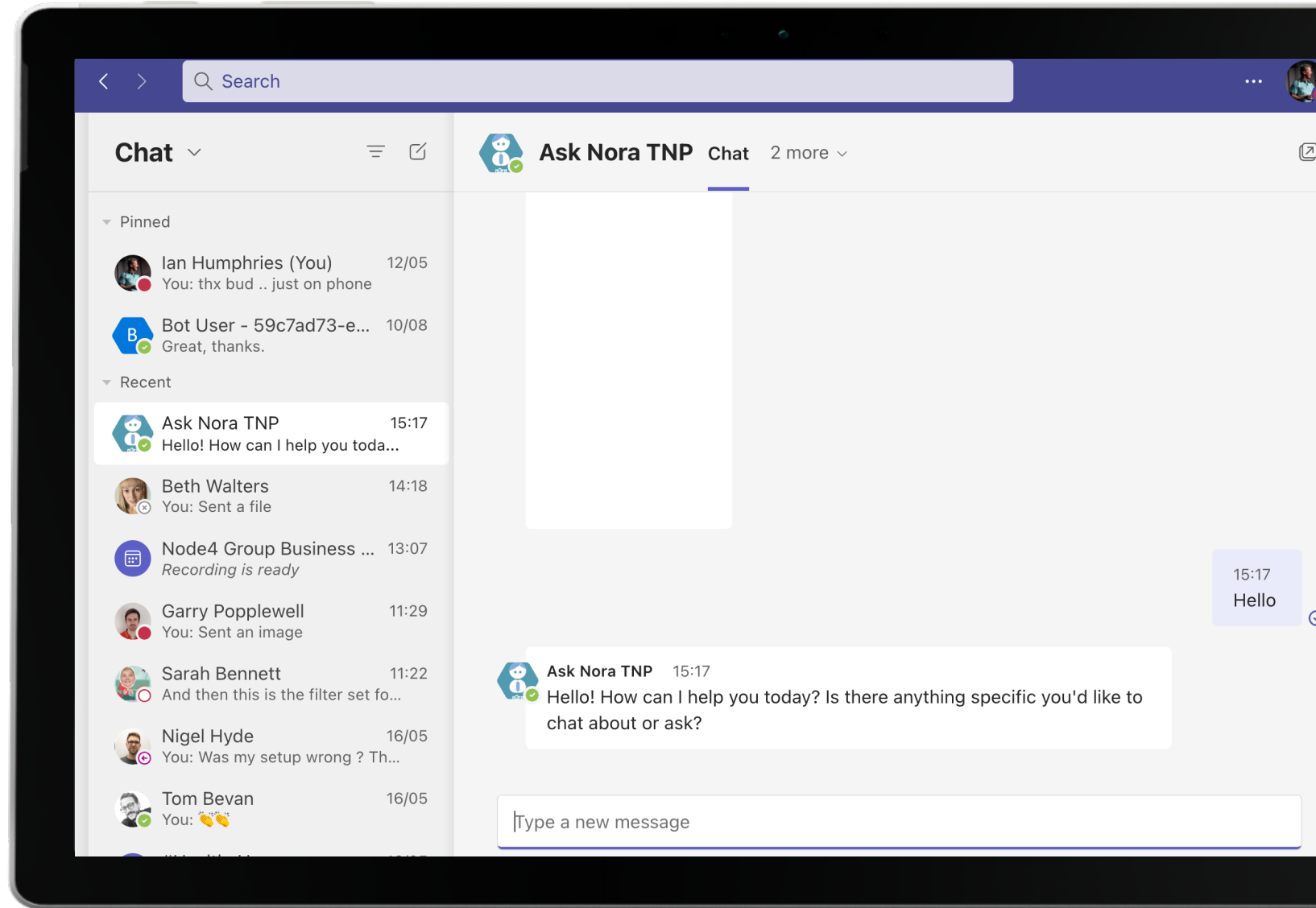




n0ra



Microsoft Teams





Ask Nora TNP Chat 2 more ▾



- Count, example: how many customers in country/region UK and that have a phone number and their name ends with Ltd and neither I or Otis are the salesperson
- Create Document, example: Create me a PO for Item I00001 against Candoxy
- Create Task, example: Tell Cynthia to follow up with candoxy about their order history
- draft, example: draft an e-mail to the finance director of Candoxy telling them that order so00001 will be delayed by a few weeks
- feedback, example: that last response wasn't very good because it didn't find the right field
- Get, example: give me the credit limit (lcy) of gravelax
- help, example: what can i say?
- List, example: List the name, Contact & Phone No. for all customers in country/region UK and that do not have a phone no. and their name ends with Ltd, sorted by name
- release, example: release sales order so000001
- send, example: send Jim.Jimson@test.com a list of the name, Contact & Phone No. for all customers in country/region UK and that do not have a phone no. and their name ends with Ltd. Include the message Hi Jim, here's some data i though you'd find

hello





Ask Nora TNP Chat 2 more ▾



Contact & Phone No. for all customers in country/region UK and that do not have a phone no. and their name ends with Ltd. Include the message Hi Jim, here's some data i though you'd find interesting

- Translate, example: When i say marco you say polo

08:56
hello



Ask Nora TNP 08:56

Hello! How can I help you today? Is there anything specific you'd like to chat about or ask?

08:56

how many customers are classed as a hotel



Ask Nora TNP 08:56

There are 12 customers matching those criteria

Type a new message





Ask Nora TNP Chat 2 more ▾



08:56

can you show their balance and sales this year



Ask Nora TNP 08:56

Customers

Name	Balance (LCY)	Sales This Year
Hotel Luxe	20,125.67	66,705.63
Hotel Haven	59,183.56	162,645.03
Hotel Ace	53,042.37	186,410.61
Hotel Royale	15,133.37	46,290.48
Hotel Deluxe	42,004.48	110,005.36
Hotel Essentials	15,879.42	152,257.87
Hotel Interiors UK	16,149.56	59,346.64
Sovereign Hotel Supplies	34,209.2	136,873.14
Hotel Room Designs Ltd	68,206.87	172,596.06
Jura Hotel Group	19,262.33	66,920.65
Hotel du Vin	58,506.67	165,544.92
The Kings Arms Hotel	57,522.08	100,854.11

Type a new message





Ask Nora TNP Chat 2 more ▾



Ask Nora TNP 09:00

info@hotelhaven.com

Regarding Your Outstanding Balance

Dear Hotel Haven,

We are reaching out to remind you of your outstanding balance of 59,183.56. Please find the details of your open documents below:

Posting Date	Document Type	Document No.	Due Date	Amount	Remaining Amount
04/01/23	Invoice	104609	04/30/23	19,244.28	19,244.28
04/01/23	Invoice	104610	04/30/23	21,924.85	21,924.85
05/01/23	Invoice	104645	05/31/23	18,014.43	18,014.43

If you have any queries regarding this balance, please do not hesitate to contact our salesperson, Robin Parson.

Best regards,
Ian Humphries

[Click to edit & send](#)

Type a new message





Ask Nora TNP Chat 2 more ▾



14:14

Give me a summary of hotel haven



Ask Nora TNP 14:14

The Summary for Customer [Hotel Haven](#) is they have a total debt of 59,183.56 of which 41,169.13 is currently due. In terms of their sales profile they have 162,645.03 of Sales this year (Compared to 379,913.74 last year), of which 18,014.43 was in the last 6 weeks. Their salesperson is Robin Parson and you can contact Hotel Haven on +44 1273 555 555

Type a new message





Ask Nora TNP Chat 2 more ▾



Ask Nora TNP 14:14

The Summary for Customer **Hotel Haven** is they have a total debt of 59,183.56 of which 41,169.13 is currently due. In terms of their sales profile they have 162,645.03 of Sales this year (Compared to 379,913.74 last year), of which 18,014.43 was in the last 6 weeks. Their salesperson is Robin Parson and you can contact Hotel Haven on +44 1273 555 555

14:14

Give me a summary of florence table lamp



Ask Nora TNP 14:14

The Summary for Item **Florence Table Lamp** is There are currently 10 in stock with 25 on Purchase order (The current P.O is 106391 and is expected in on 05/21/23. The total value of sales this year has been 11,484 compared to 27,423 last year which is a difference of -58.1%. The supplier is Wholesale Bazaar Ltd and can be contacted on +44 1952 288292

Type a new message



A stylized, dark grey character with a triangular head, two circular eyes, and a long, dark tie, set against a dark blue background.

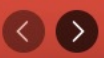
ASK NORA

I'M READY FOR YOU!

10

YEARS





Podcast

TNP's Ultimate Podcast

TNP Podcasts

FOLLOW



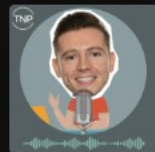
Up next

• **Microsoft Power BI (with our guest Toby Herbert)**

In this episode of our podcast, Ian Humphries welcomes Reuben Barry, who runs TNP's Power BI Practice, and Toby Herbert, Group Head of IT at Hall and Woodhouse. We're chatting all things Power BI, including how Hall & Woodhouse are using Power BI internally and the feature we'd most like to see added!

May 11 · 1 hr

All Episodes



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In this episode of our podcast, Ian Humphries welcomes Reuben Barry, who runs TNP's Power BI Practice, and Toby Herbert, Group Head of IT at Hall and Woodhouse. We're chatting all things Power BI, including how Hall & Woodhouse are using Power BI internall...

May 11 · 1 hr



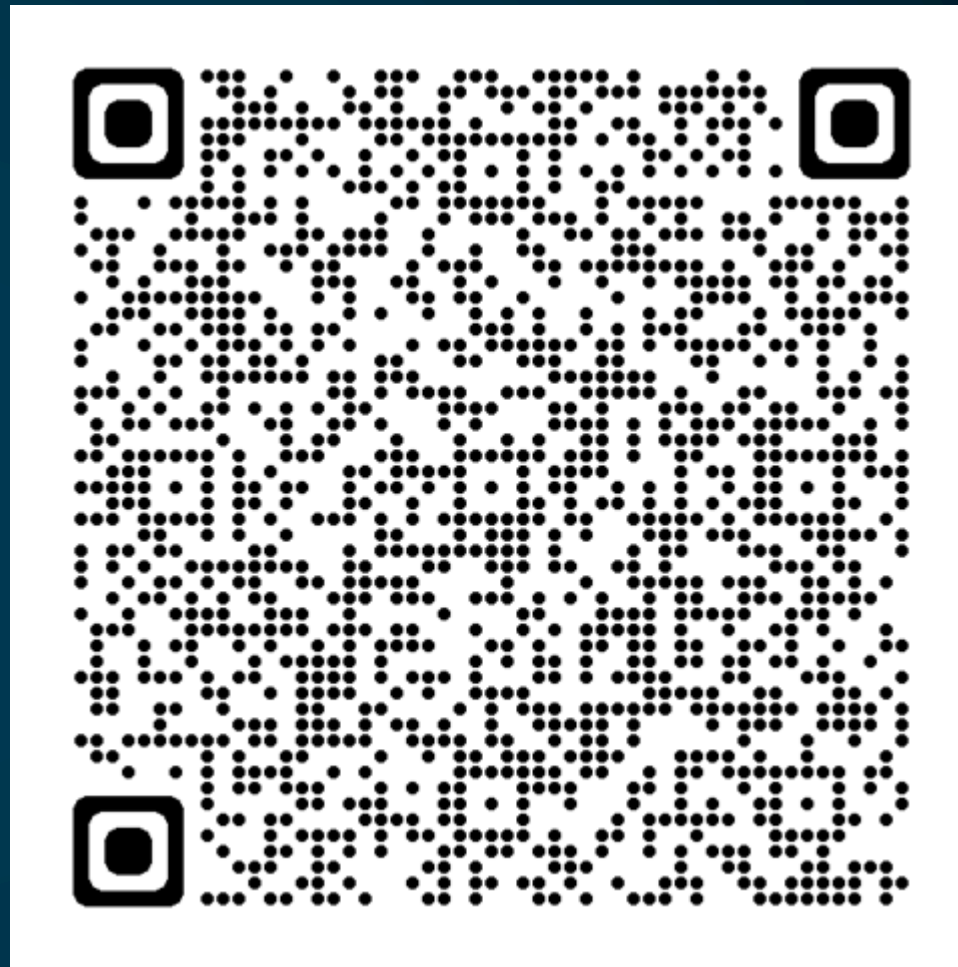
• **Ransomware and Security**

Delve into the mysteries of the deep, dark web with your hosts Andre Verster and Paul White, who are joined on this journey by Andy Bates, Security Practice Director at Node4 and Kate Oldershaw, Security Product Manager at Node4. Andy and Kate tell us about...



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