



and the second 

## Welcome!

334 Our Customers





**39** Partners 97 Staff



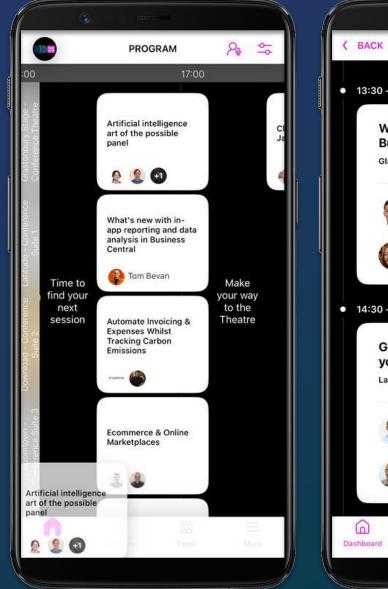


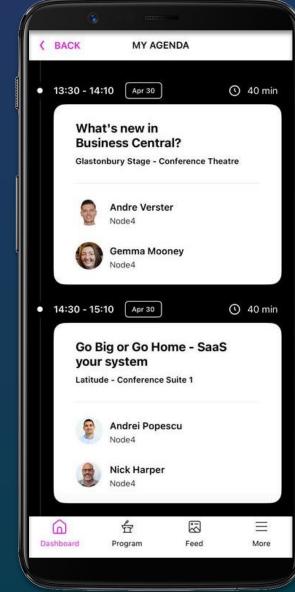


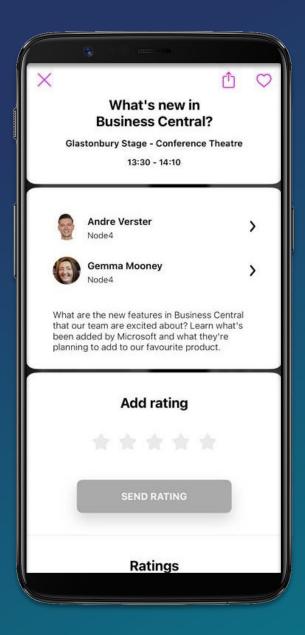
# Agenda

10:15	Keynote
11:15	Short comfort break
11:30	Keynote continues
12:30	Lunch in Banqueting Suite
13:30-14:10	Stream 1
14:30-15:10	Stream 2
15:30-16:10	Stream 3
16:30-17:10	Stream 4
17:30	Jayde Adams closes the show
18:15	Close
18:30	Drinks reception
19:30	Dinner

## Build Your Agenda







# Please rate all sessions

let us know how we did

# Thank You.

And now onto the main show....



# Leading the Future: Innovation with NODE4

**Your Strategic Partner in Business Applications** 

Mark Skelton

Managing Director – Digital Services







## NODE4

Fresh Feel, Trusted Quality



#### **Strategic Focus: The Best in Business Applications**

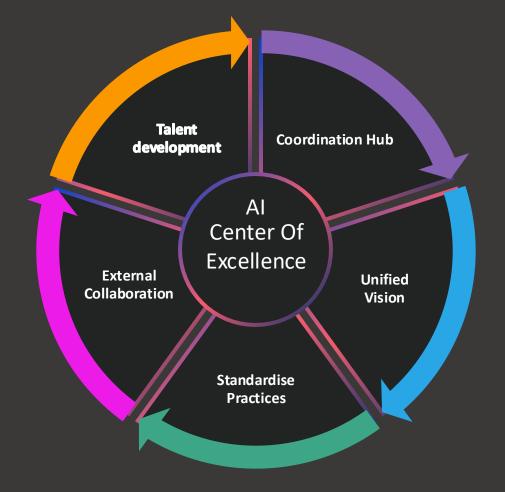


## What Our Strategy Means for YOU





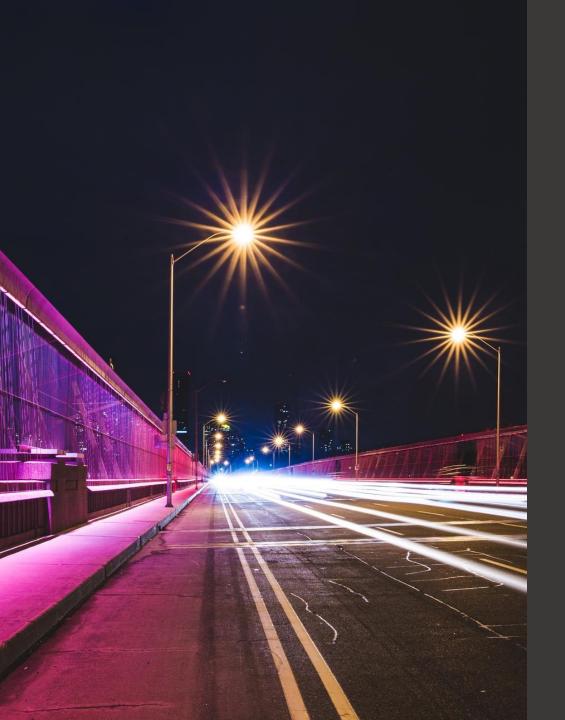
### **Innovation & AI – Driving the Future**



**Embedded Innovation Processes** 

**Strategic AI Integration** 

**Transforming Finance, Sales, Operations** 



How can your business lead, not just follow, in the fast-changing technology landscape?



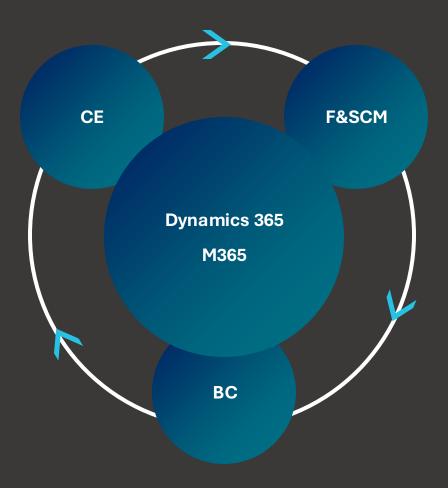
**Business Central Customers** 

- Growth exceeded 60% year on year
- 2,200+ add-on solutions for BC



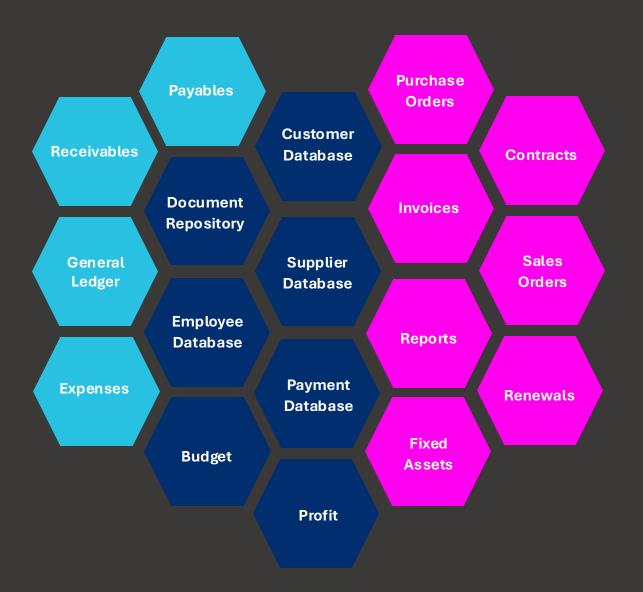
#### **Dynamics 365 - Convergence in Action**

- D365 Unified solutions
- Modularised approach
- Enhanced flexibility
- Right solution for your business needs



#### The Composable Future – D365 at the Core

- D365 the foundations for the future
- Packaged Business Capabilities
- Modules deployed when needed
- Tailored to companies needs
- Co-ordinated by AI



## Call-to-Action Lets make today count...

1111111







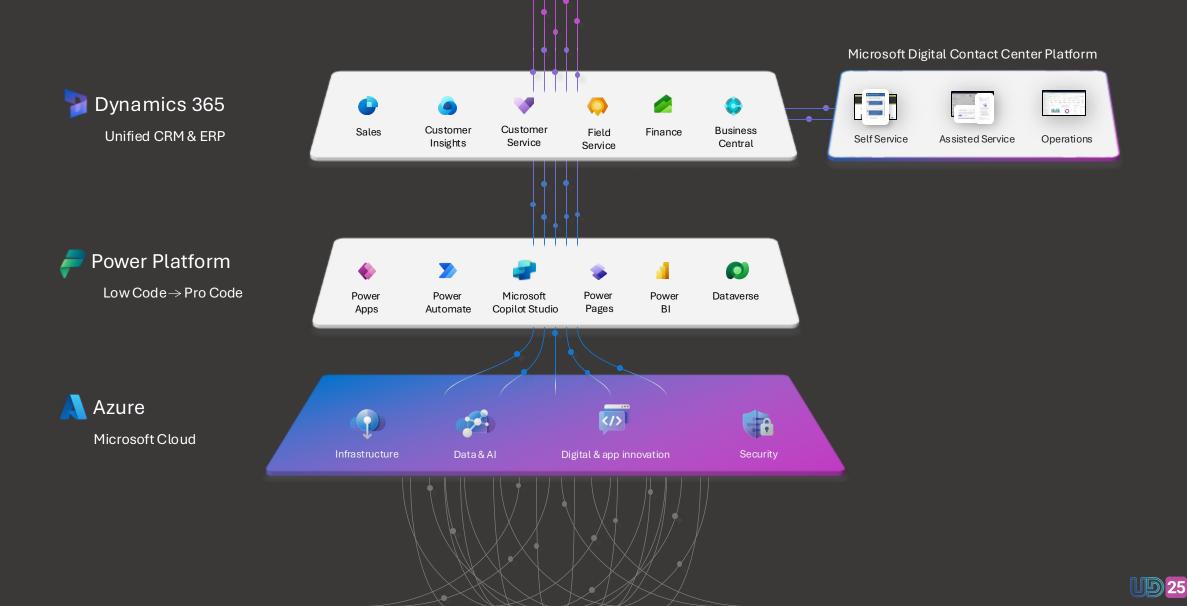




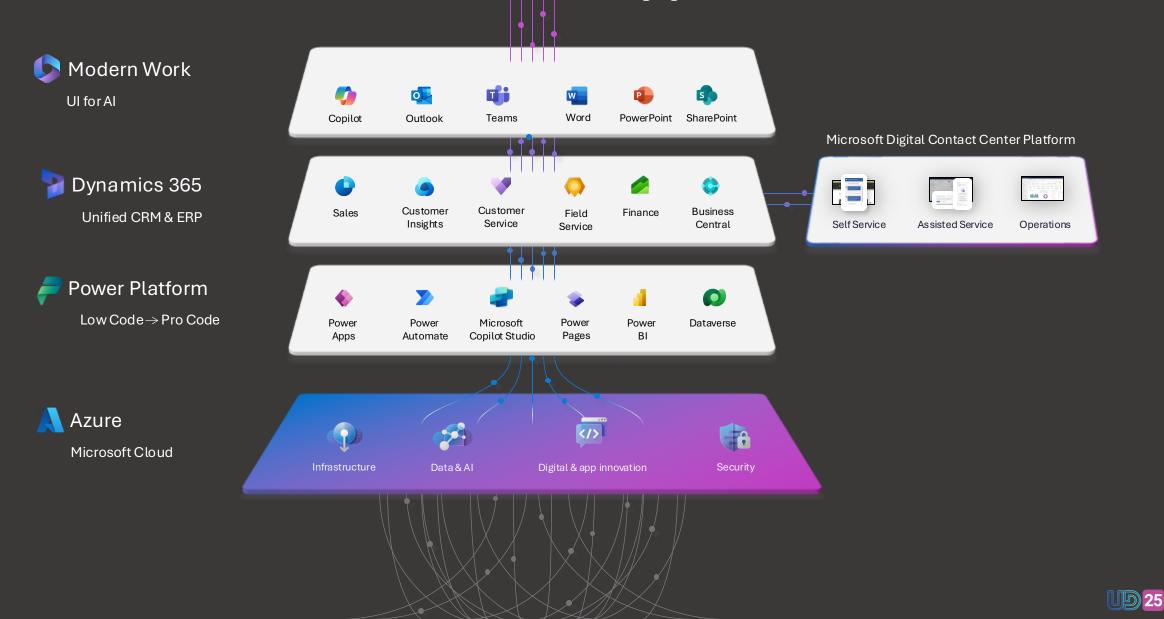
Also...Business Central is much more than just a standalone ERP now



### **Microsoft Business Applications**



#### **Microsoft Business Applications**





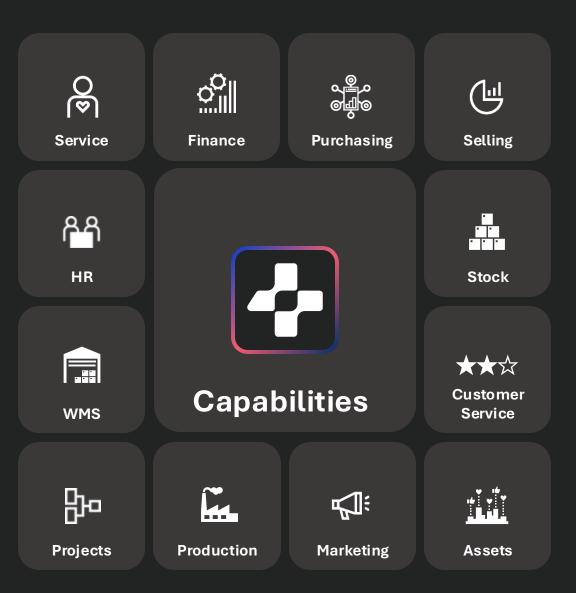
**NODE/+** © 2025

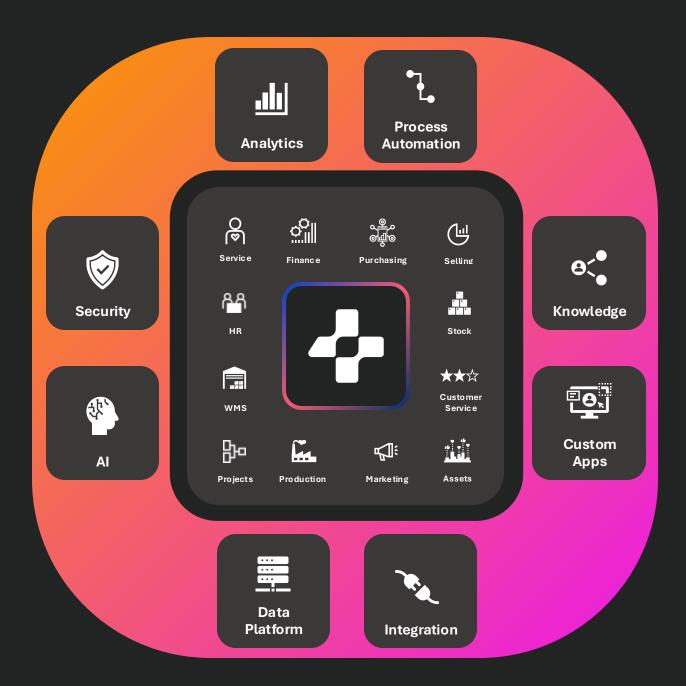


**NODE/+** © 2025

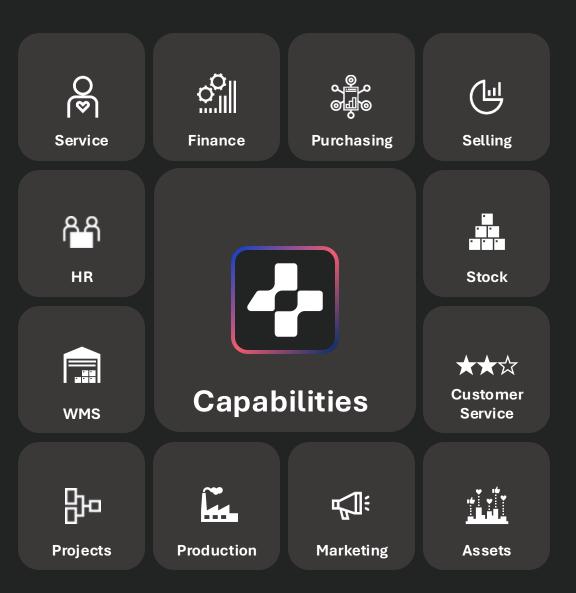


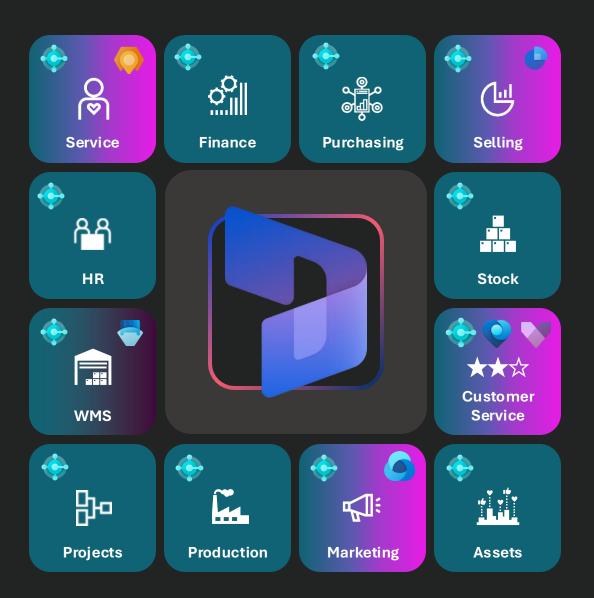








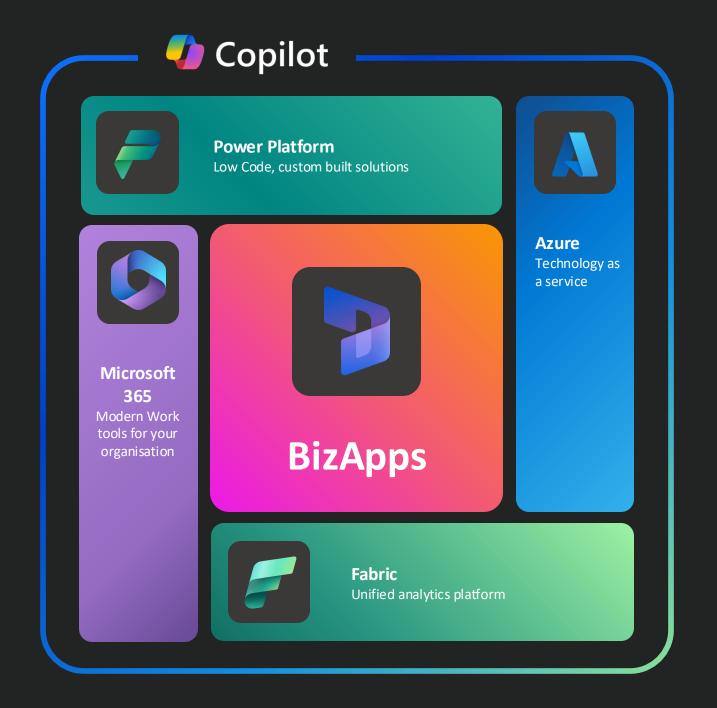
















Microsoft 365 Modern Work tools for your organisation



Collaboration & Communication Teams | SharePoint | OneDrive



### Security & Compliance Defender | Purview | Entra



Mergers & Acquisitions



Device & Endpoint Management



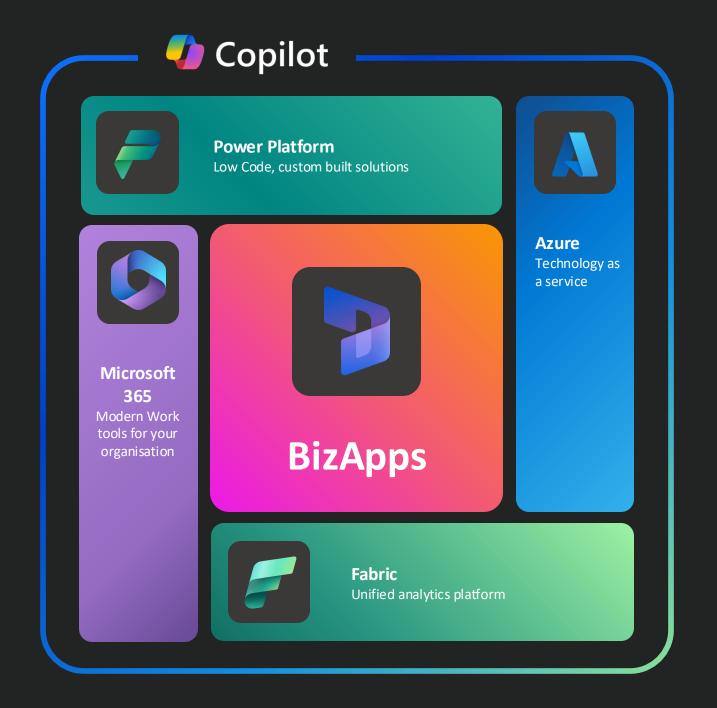
Content & Information Security

SharePoint | OneDrive



Compliance & Governance Assessment

Purview







**Power Platform** Low Code, custom built solutions



Mobile & Tablet User Interfaces Power Apps | Pro Dev



Mobile & Tablet Standalone Applications Power Apps | Pro Dev



**Desktop Applications** Power Apps | Pro Dev



AI Al Builder | Copilot Studio



### **Process Automation**

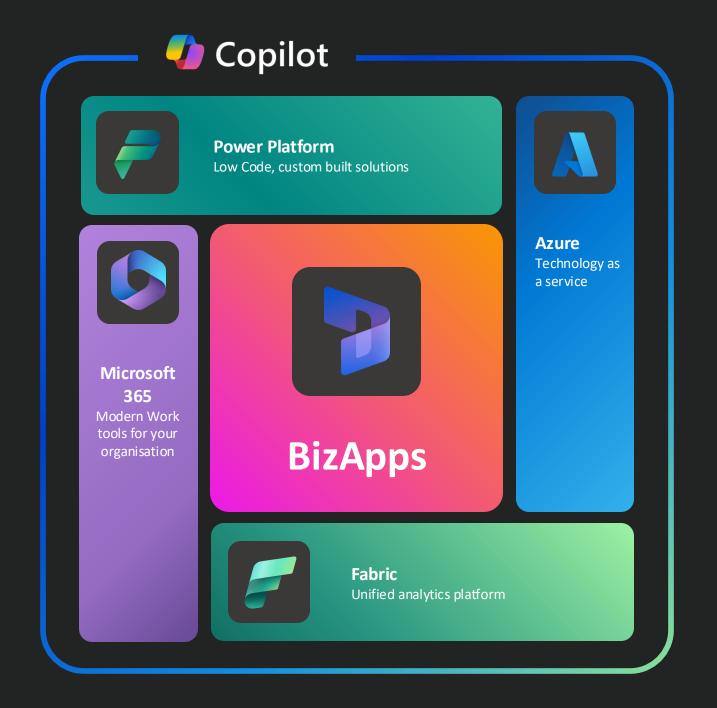
**Power Automate** 



#### **Custom Web Portals**

Power Pages









# Data Engineering & Transformation

Data Factory| Data Engineering



### Data Warehousing

OneLake | Data Warehouse | Synapse Analytics



# Data Modelling, Reporting & Analytics



### Advanced Analytics & Data Science

ML Studio | Data Science



### Real time Intelligence & Automation Data Activator | Realtime Intelligence

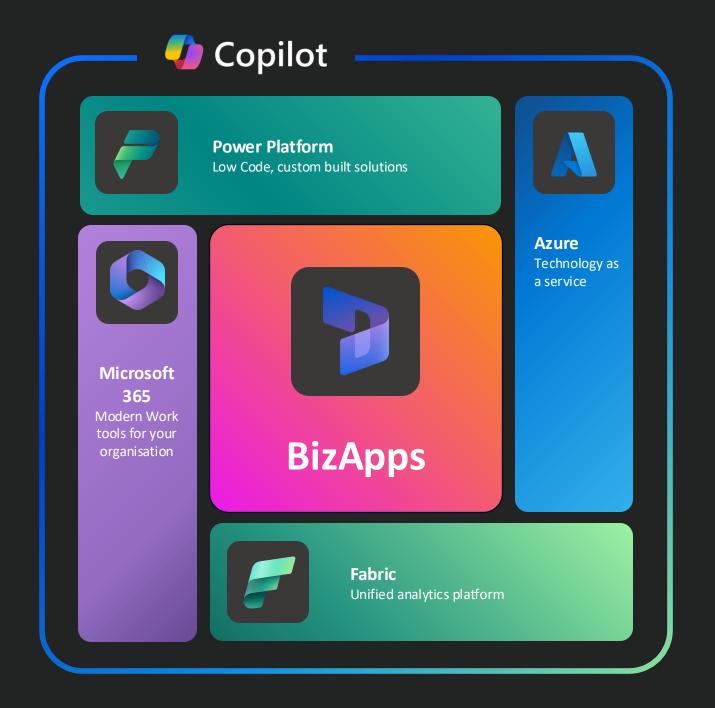


#### Data Governance

Purview



**Fabric** Unified analytics platform









### Simple Integration

**Power Automate** 



# Complex Integration

Logic Apps | Azure

Azure Technology as a service

UD 25



### Integration with Legacy Apps

Power Automate | Logic Apps | Azure



# Platform as a Service

Azure PaaS



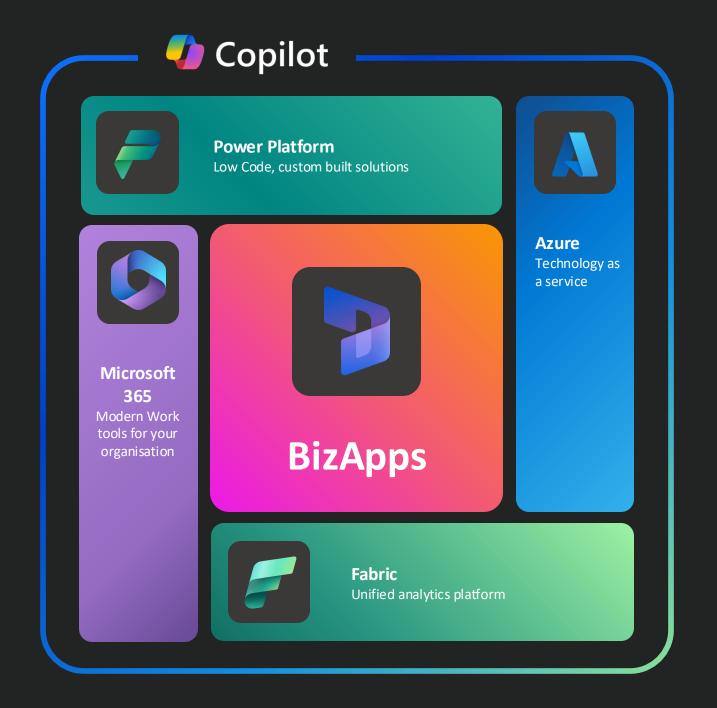
**Generative AI** 

Open Al



### Vision, Speech & language AI

**Cognitive Services** 









# So, what now?

As usual - we want to show you lots of shiny new stuff...



And what better way than via the medium of a music festival

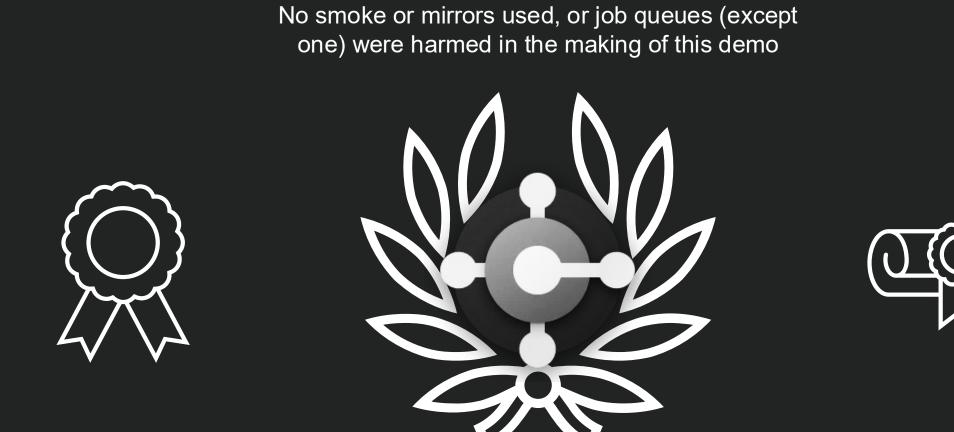


And what better way than via the medium of a music festival... with ducks



### **BRITISH BUSINESS CENTRAL DEMONSTRATORS' HUMANE SOCIETY**

This is to certify that









# WELCOME TO...



THE UK'S PREMIER FICTITIOUS DUCK RELATED MUSIC FESTIVAL

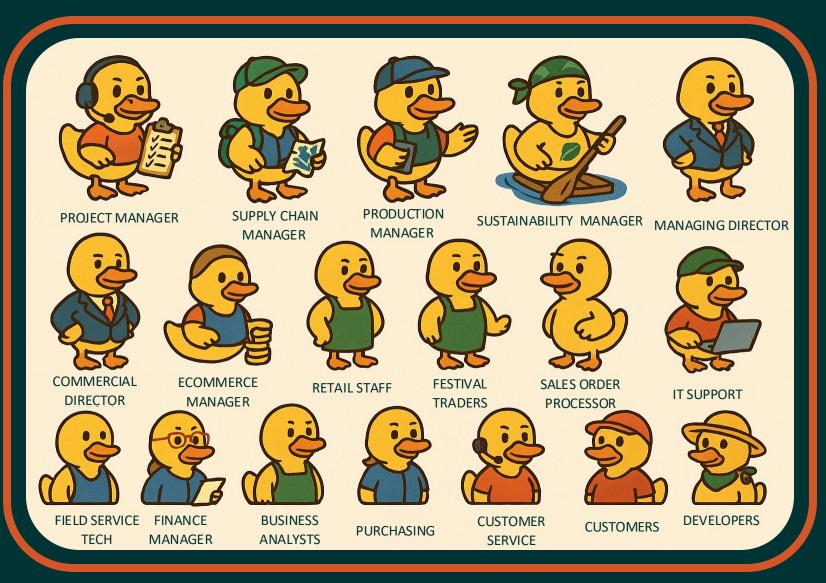


APRIL 30TH		2025 SJ
PART ONE	PART TWO	BONUS BIT
FLEETWOOD QUACK	SIR ELTON SWAN	DUCK PUNK
THE BEAKLES	QUACKLEMORE	ARCTIC TERNS
DUCKIE MINAJ	PEKING QUACK	DUCKS 'N' ROSES
LANA DEL QUACK	ROLLING DUCKLINGS	HONK FLOYD
BUCK SABBATH	LANA DEL QUACK	KENDRICK MALLARD
QUACKSTREET BOYS	DUCK N'BONE MAN	THE QUACKSON 5
COLDFEATHER	THE MALLARD STRAITS	DUCKTALLICA

SPECIAL GUEST: GOOSE SPRINGSTEEN



# THE PEOPLE WHO MAKE IT HAPPEN...







#### SPECIAL GUESTS: IN-CLIENT DESIGNER & AI



# PART ONE

PROJECT COSTING INTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM



# PART ONE

PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# **PROJECT STATISTICS & REPORTING**

Any business needs to manage income and expense against a project and see it in one place

Track entries and statuses by project stage

Set a budget to help keep our Festival on track!







# PART ONE

PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# NHANCED PROJECT COSTS

Create a structure to suit your project with relevant stages
 Use G/L Budgets and Dimensions to assist with reporting
 Use as a springboard for creating documents and viewing everything all in one place





PROJECT COSTING INTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

### IMPORT GOODS FROM OVERSEAS

We need to purchase and import plain wristbands from China and include extra costs

Tariffs causing anyone issues? Be nice to auto calculate the landed costs, right?









PROJECT COSTING INTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# NHANCED CONSIGNMENTS

One document to update with expected arrival times
 Add additional, expected costs with duty calculated automatically

Free on Board (FOB) functionality





PROJECT COSTING ITERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# **PRODUCTION PROCESS**

Not just for the shop floor; lets make it cleaner and easier to record production

Deload and see specifications and other attachments in client









PROJECT COSTING ITERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# EMBEDDED POWER APP

Ability to embed Power Apps within the Business Central client

Break free from the confines of the standard client

Solution









PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# MICROSOFT LOVES MANUFACTURING!

Ability to reopen Finished Production Orders

Reverse Production Postings!!!

Solution and Non-Inventory items to Production Bill of Materials





PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# SUSTAINABILITY REPORTING

Bemissions are captured in everyday transactions

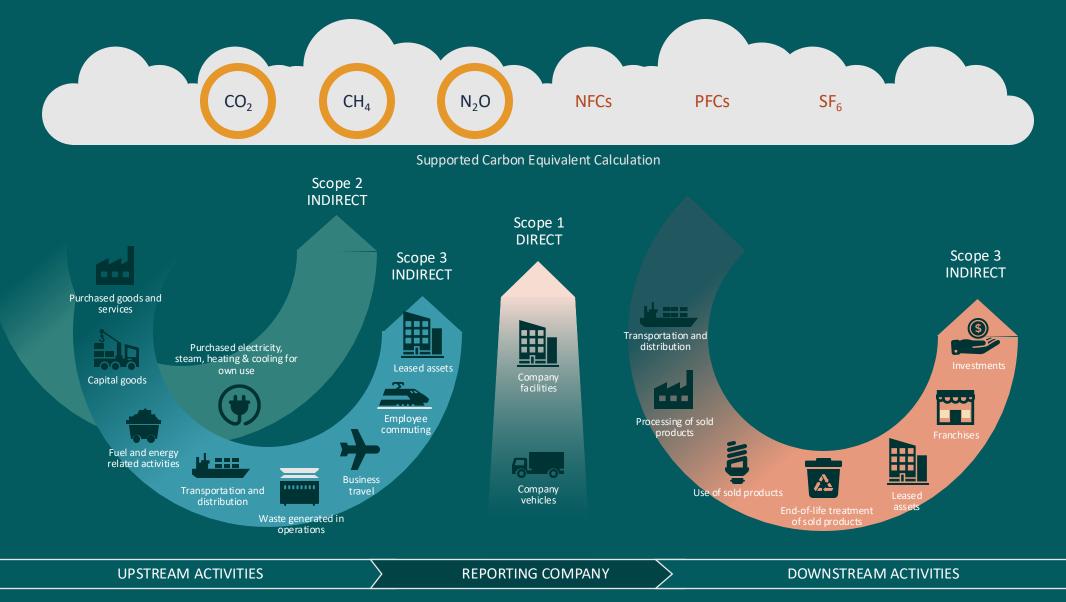
Tracking across the full value chain

New water and waste tracking





### SUPPORTED SCOPES AND EMISSIONS ACROSS THE VALUE CHAIN









PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

# SUSTAINABILITY REPORTING

- Simplifies emission tracking
- Sovers your full impact from scope 1-3
- Now goes beyond carbon





PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

## SELLING TICKETS ONLINE

Sell non-inventory items to that need to manage capacity without needing to use full blown resource capacity or LS Activity

Quickly sync products with images and text to ecommerce









PROJECT COSTING NTERNATIONAL TRADE MANUFACTURING SUSTAINABILITY TICKETING SHOPIFY ECOM

## **TICKETING & SHOPIFY INTEGRATION**

nHanced ticketing app

Shopify integration new stuff

activate Sales channels

Synchronize Meta fields, for Items, customers & companies

More B2B stuff like payment terms, Customer pricing, discounts, catalogs & locations (still think Sana is better for this for now though)



## **BREAK TIME**

## **10 MINUTE BREAK**

Please use the link & go to the site and buy tickets or whatever takes your fancy Sou'll find a credit card on your lanyard if you don't want to give me real money



DUCKFEST



APRIL3OTH DU		2025 SI
PART ONE	PART TWO	BONUS BIT
PROJECT COSTING	<b>BC REPORTING</b>	FABRIC
INTERNATIONAL TRADE	POWER BI	SALES AGENTS
MANUFACTURING	POWER APPS	
PERFORMANCE	POINT OF SALE	
SUSTAINABILITY	PORTALS & BOTS	
TICKETING	FIELD SERVICE	
SHOPIFY ECOM	REVIEWING COSTS	

## SPECIAL GUESTS: IN-CLIENT DESIGNER & AI



BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COSTS



BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE

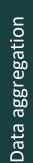
## LET'S ANALYSE THE TICKET SALES

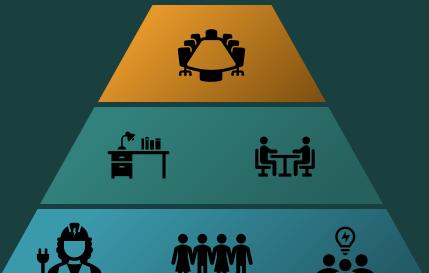
In app reporting

Business Analytics



## NODE4 – ANALYTICS





## LEADERSHIP

Performance, exception reporting, trends. KPIs, dashboards, financial reporting

## MANAGEMENT

Operational summaries, trends and projections. Reports and ad-hoc analysis

## STAFF

X

x

Operational detail, task-based data for immediate action



03

02

01



Microsoft

# Power Bl Reports for Dynamics 365 Business Central



# MICROSOFT – POWER BI

80+ out of the box Power BI reports/pages Finance (14 reports) ales (11 reports) Purchasing (12 reports) Inventory (11 reports) Inventory Valuation (3 reports) Projects (7 reports) Manufacturing (11 reports) Soming soon Sustainability and Subscription billing



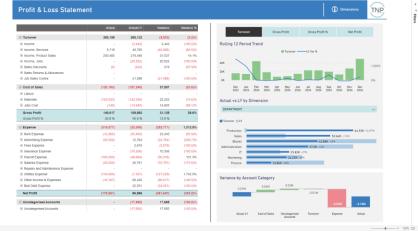
## NODE4. **POWER PACK** for Dynamics 365 Business Central





Prebuilt Power BI reports for Finance, Sales,
 Inventory, Accounts Receivable and Accounts
 Payable







		Budget	Var to Budget	% Var to Budget
4	1,287,106	1,303,745	-16,639	-1.3%
nts	-37,101	-36,734	-367	1.0%
90	1,250,005	1,267,011	-17,006	-0.3%
s Sold	-728,222	-749,058	20,845	-2.8%
ents				
Goods Sold	-728,222	-749,068	20,846	-2.8%
FIT	521,783	517,944	3,840	-3.1%
1565	-80,319	-77,228	-3,092	4.0%
penses	-229,316	-225,353	-3,962	1.8%
penses	-4,030	-3,913	-116	3.0%
itenance Expenses	-4,672	-4,411	-261	5.9%
e Expenses	-2,405	-2,472	67	-2.7%
of Fixed Assets				
ing Expenses				
kpenses	-320,742	-313,377	-7,365	12.0%
PROFIT	201,042	204,567	-3,525	8.9%
ne				
nses				
I Losses				
	201,042	204,567	-3,525	8.9%
	201,042	204,567	-3,525	8.9%

+ 140%

Finance Data updated... = Show Navigation



242.564	10.59	6	43,492	-2	1.3%	17.9%	
Sales	Sales L	Y Var %	Margin	Mar	gin LY Var %	Margin 9	•
Sales Segment	Customers	_	Sales	Margin Segment	Customer	5	Margi
Top 20%	9		141,670	×75%		5	4,57
20%-40%	9		55,535	50%-75%	1	0 1	16,51
40%-60%	10		30,101	35%-50%		8	28,10
60%-80%	9		13.701	15%-35%	1		16.37
Bottom 20%	48		1,557	<15% Total	1		-22.06
Customer		Sales	Margin	Margin %	Sales LY Var	Margin LY Var	Margin % L Va
92000 - Eco Eats		25.917	4,807	18,5%	20,748 🔺	3,314 🔺	-10.3% 🔻
10000 - The Cannon	Group	25,100	1,869	7.4%	19,812 🔺	220 🔺	-23.7%
96000 - Nature's Bo	anty	22,817	10,890	47.7%	6,751 🔺	5,764 🔺	15.8%
82000 - SwiftPrint S	olutions	13.681	6,859	503%	13,681 🔺	6,859 🛦	50.1%
84000 - Inspire Tech	Ltd	12,031	3,732	3 10%	12,031 🔺	3,732 🔺	31.0% #
64000 - Fresh Foods	Ltd	11,435	4,820	422%	11,435 🔺	4,820 🔺	42.2%
81000 - Oceanic Adv	entures	11,170	-3.856	-34.5%	-3.143 🔻	-5.953 🖤	-49.2%
65050 - SwiftTech S	Nutions	10.385	4.042	289%	10.385 🔺	4.042	38.9%
	ls Ltd	9,133	-7,668	-84.0%	9,133 🔺	-7,668 🔻	-84.0%
97000 - Urban Whee	Ltd	8,916	3,443	285/%	1,169 🔺	2,240 🔺	23.1% 4
97000 - Urban Whee 80000 - PharmaCure	ner	8,260	-870	- 10.5%	3,863 🔺	-2,433 🔻	-46.1%
				18.3%	7.075	1.293 🔺	18.3%
80000 - PharmaCure		7,075	1,293				
80000 - PharmaCure 77000 - Skyline Airli	Energy	6,865	-2,424	-28.3%	1,254 🔺	-4,855 🔻	-78.6%

Sales Analysis Data



Division   Item Category	Promotional Sales	Baseline Sales Var	Var %	Promotional Sales Volume	Baseline Sales Volume Var	Var %	Promotional Discount	Promotional Discount %	Intake Margin	Intake Margin %	Direct Promotional Effect	Cannibalisation
	£15,196,158	£1,519,615.77	11.11%	5,999	A 1.000	20.00%	£85.027.182	23%	£35,144,715	53%	£26,660,670	£6,407,435
	£14,879,506	▲ £1,487,950.58	11.11%	5,999	A 1.000	20.00%	E76.386,057	49%	£15,168,156	11%	687.562.095	£33.623.86
	£8.508.194	A E850.819.41	11.11%	5.999	A 1.000	20.00%	£51.350.189	46%	£4.407.829	48%	£14.377.500	£36.128.20
	£7,754,945	A £775,494.51	11.11%	5,999	A 1,000	20.00%	E34,449,765	25%	£97,988,373	53%	£98,945.994	£71,780,73
	£5.258.312	A £525,831.11	11.11%	5,999	A 1.000	20.00%	£85.311.733	24%	£21,445,952	50%	£82,201,559	£81,182,445
	£3.622.370	A E362.237.03	11.11%	5,999	A 1.000	20.00%	E94,799,335	34%	£89,343,408	55%	£66.919.391	£61,737,54
	£3.582.909	A £358.290.92	11.11%	5.999	A 1.000	20.00%	£98,732,178	48%	£973.666	55%	£67,631,730	£93.840.82
	£3.335.630	A £333.563.00	11,11%	5,999	A 1.000	20.00%	£58.831.070	48%	£69.528.573	46%	£23,968,861	£60,930,57
	£2,622,633	▲ E262.263.30	11.11%	5,999	▲ 1,000	20,00%	£14,947.646	36%	£17.699.852	60%	£56,253,893	£57,483,82
	E2.234.760	A £223,475.94	11.11%	5,999	A 1,000	20.00%	£23,496,923	22%	£99.318.695	43%	£89.255,391	E34.720.25
	£541.413	A £54,141.34	11.11%	5,999	A 1.000	20.00%	£47.091.484	11%	£48.585.157	15%	£71,447,135	165.165.26
	£54,100	A £5,417.91	11.11%	5.999	A 1.000	20.00%	£17.426.813	20%	£87,614,740	44%	£76.579.111	£51,744,02
Total	£66,753,563	£6.675.356.31	11.11%	5,999	1.000	20.00%	E54,790,709	26%	£22,889,274	51%	£78,829,589	£94,182,16



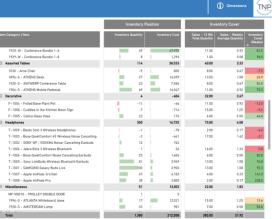




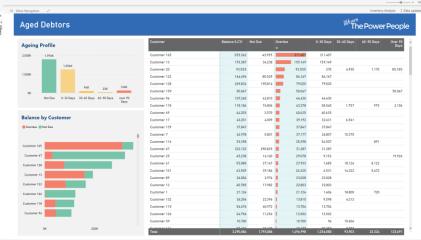


		SALES	5 WTD		M	ARGIN	NTD		SALE	MTD		M	ARGIN	MTD		SALE	5 YTD		M	ARGIN	YTD
Category   Sub Category	Actual	v LY %	Mix	Mix v LY	Actual	%	% v LY	Actual	V LY %	<b>_</b> <sup>Mix</sup>	Mix v LY	Actual	5	% v LY	Actual	v LY %	_Mix	Mix v LY	Actual	-	% v LY
🖯 Apparel	292	-20.9%	55.0 %	-1.0%	48	66.0%	6.0%	292	-20.9%	55.0 %	-1.0%	68	66.0%	6.0%	292	-20.9%	55.0 %	-1.0%	68	46.0%	6.0%
Jersey Tops	581	263.1%	55.0 %	-1.0%	196	60.0%	-20.0%	581	263.1%	55.0 %	-1.0%	196	60.0%	-20.0%	581	263.1%	55.0 %	-1.0%	196	60.0%	-20.0%
Waven Tops	116	-84.3%	43.0%	0.0%	19	74.0%	4.0%	116	-84.3%	43.0%	0.0%	19	74.0%	4.0%	116	-84.3%	43.0%	0.0%	19	74.0%	4.0%
Trousers	834	-3.1%	29.0%	-2.0%	353	75.0%	8.0%	834	-3.1%	29.0%	-2.0%	353	75.0%	8.0%	834	-3.1%	29.0%	-2.0%	353	75.0%	8.0%
Outerwear	1157	1552.9 %	27.0%	1.0%	627	55.0%	13.0%	1157	1552.9 %	27.0%	1.0%	627	55.0%	13.0%	1157	1552.9 %	27.0%	1.0%	627	55.0%	13.0%
Accessories	763	16.0%	23.0%	0.0%	152	45.0%	-1.0%	763	16.0%	23.0%	0.0%	152	45.0%	-1.0%	763	16.0%	23.0%	0.0%	152	45.0%	-1.0%
Knitwear	601	120.1%	6.0%	0.0%	258	57.0%	7.0%	601	120.1%	6.0%	0.0%	258	57.0%	7.0%	601	120.1%	6.0%	0.0%	258	57.0%	7.0%
Luggage	252	-40.4%	50.0%	-2.0%	12	51.0%	-11.0%	252	-40.4%	50.0%	-2.0%	12	51.0%	-11.0%	252	-40.4%	50.0%	-2.0%	12	51.0%	-11.0%
Hard	92	-89.2%	54.0%	1.0%	136	66.0%	-12.0%	92	-89.2%	54.0%	1.0%	126	66.0%	-12.0%	92	-89.2%	54.0%	1.0%	136	66.0%	-12.0%
Travel Accessories	349	101.7%	49.0%	1.0%	620	41.0%	3.0%	349	101.7%	49.0%	1.0%	620	41.0%	3.0%	349	101.7%	49.0%	1.0%	620	41.0%	3.0%
Soft	197	-70.1%	45.0%	1.0%	378	60.0%	-11.0%	197	-70.1%	45.0%	1.0%	378	60.0%	-11.0%	197	-70.1%	45.0%	1.0%	378	60.0%	-11.0%
Total	353	-60.8%	15.0%	2.0%	208	60.0%	10.0%	353	-60.8%	15.0%	2.0%	208	60.0%	10.0%	353	-60.8%	15.0%	2.0%	208	60.0%	10.0%









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109.445 100.294 55,985 50,736 5.249 57,570 5.081 91.2% 😉 86.2% 🧶 84.5% 🔕 77.6% 🥥 52,489 5.007 90.7% 🔕 86.5% 🕲 84.6% 🔕 78.7% 🥥 121 53.875 48.868

Vendor Service Level Re... | Data updated 11/1

→ + 140% 🖾 ← Gelbeck 🗁 Service Level Sum... + < → 💉





BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE

## **POWER BI**

 Because 80 reports probably won't be enough
 We can build things based on what you need to understand about your business

More Analytics to come later



BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COSTS

## NEED AN APP FOR STAFF TO USE ON THE DAY

App – for mobile or tablet

Primarily to register tickets

But also, a "staff" app with much more stuff







BC REPORTING POWER BI

POWER APPS

## **POWER APPS**

Solution Low code development platform

Bets data from BC or any other data source

Super simple interface with no training required – but can be a complex as you want



BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COSTS

# FIRST THING YOU DO AT A FESTIVAL IS BUY SOME OVERPRICED BURGER AND BEER

We want a nice Point of sale linked to a kitchen

And we want to be able to order stuff for collection or delivery too









### You're not connected

It looks like there's something wrong with the proxy server, or the address is incorrect.

#### Try:

- Contacting your organization
- Checking the proxy address
- Running Windows Network Diagnostics

ERR\_PROXY\_CONNECTION\_FAILED

∧ Hide details

#### If you use a proxy server:

Check your proxy settings. You might need to ask your organization if the proxy server is working. If you don't think you should be using a proxy server, go to Settings > System > Open your computer's proxy settings



Your PC ran into a problem and needs to restart. We're just collecting some error info, and then we'll restart for you.

## 85% complete

For more information about this issue and possible fixes, visit our website.

If you call a support person, give them this info:

Stop code: 0x0000000

BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COST

## CUSTOMER SUPPORT & BREAK FIX

Bow can we get an issue like this fixed?







BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COSTS

# POWER PAGES, 365 CUSTOMER SERVICE & 365 FIELD SERVICE

We've used three different dynamics technologies – sewn together seamlessly

365 Field Service now integrated into Business Central



# 🖉 PART TWO

BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COSTS

## REVIEWING COSTS – BACK TO OUR PROJECT

- Dpdate project with actuals
- See where we are with against budget







# 🖉 PART TWO

BC REPORTING POWER BI POWER APPS POINT OF SALE PORTALS & BOTS FIELD SERVICE REVIEWING COSTS

## **DEBUGGING CODE IN PRODUCTION**

Debugging code and fixing code live in production

nHanced Object Designer\*

- Copilot powered Object Designer
- Source control managed in GitHub
- Al auto-fixing of code
- asy to setup



# "GARRY'S AWESOME TOOL"



register interest



APRIL30TH		2025 ST				
PART ONE	PART TWO	BONUS BIT				
PROJECT COSTING	POWER BI	FABRIC				
INTERNATIONAL TRADE	POWER BI	SALES AGENTS				
MANUFACTURING	POWER APPS					
PERFORMANCE	POINT OF SALE					
SUSTAINABILITY	PORTALS & BOTS					
TICKETING	FIELD SERVICE					
SHOPIFY ECOM	REVIEWING COSTS					

## SPECIAL GUESTS: IN-CLIENT DESIGNER & AI



# BONUS BIT

FABRIC SALES AGENTS







Microsoft Fabric

**Reuben Barry** 

Practice Director – Data & AI







# Data Engineering & Transformation

Data Factory | Data Engineering



## Data Warehousing

OneLake | Data Warehouse | Synapse Analytics



Data Modelling, Reporting & Analytics



## Advanced Analytics & Data Science

ML Studio | Data Science



Real time Intelligence & Automation Data Activator | Realtime Intelligence



## Data Governance

Purview



**Fabric** Unified analytics platform

25



## Shortcuts and Mirroring

Data Factory | Data Engineering

# SQL



## DirectLake Connectivity

SQL

UD 25

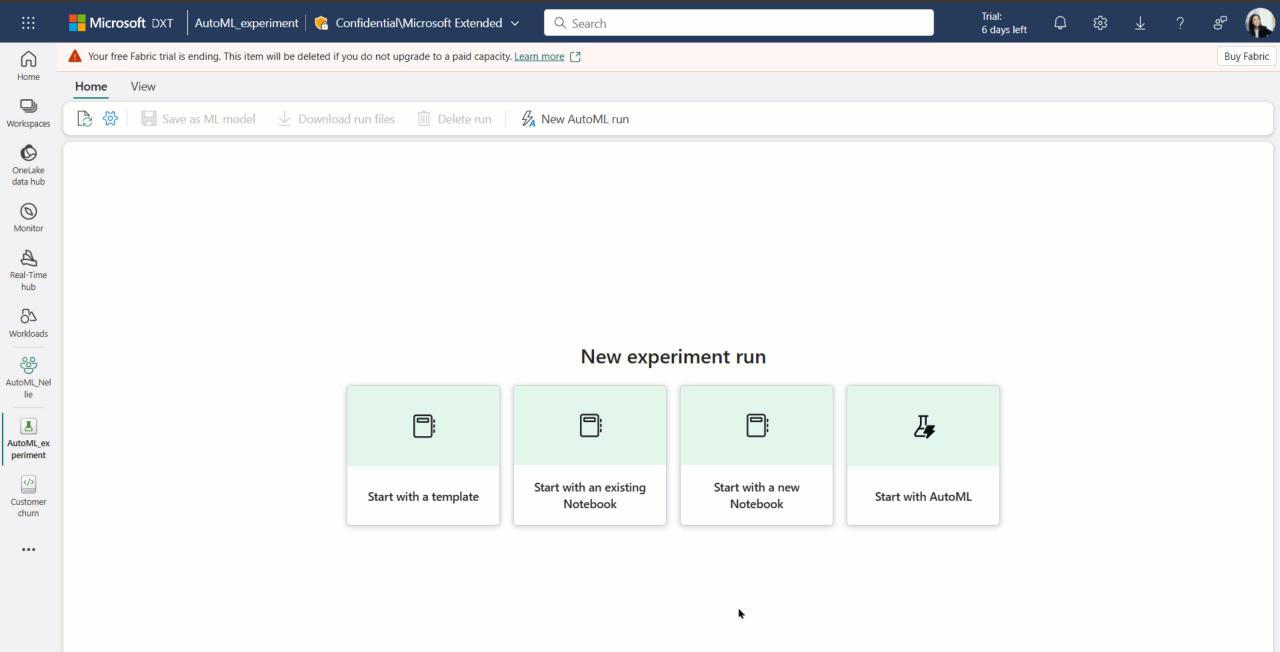
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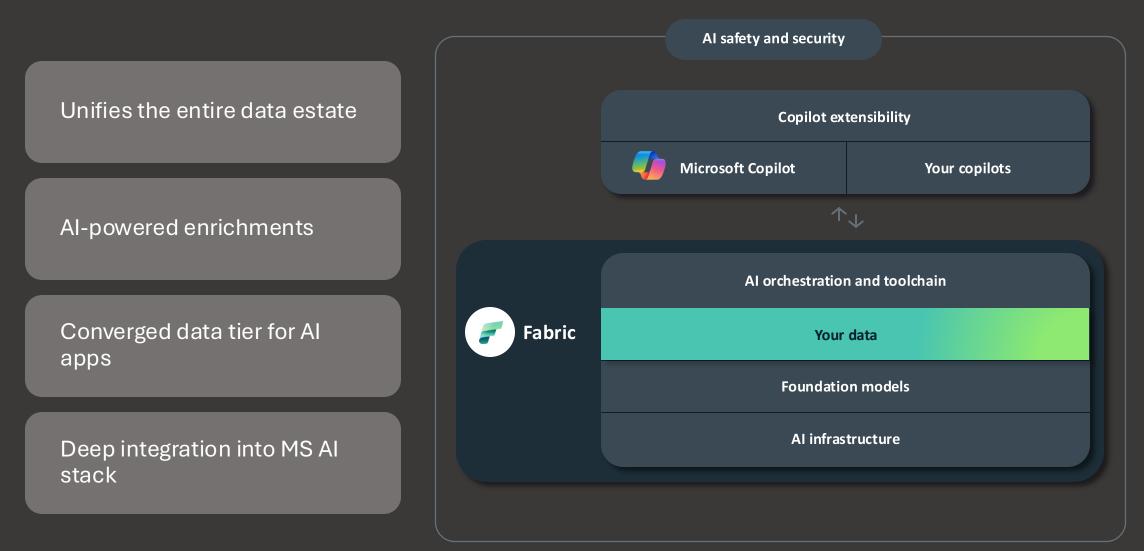
## Advanced Analytics & Data Science

ML Studio | Data Science

	- Microsoft	DXT	AutoML_expe	eriment	😪 Confid	ential\Microsoft Ex	tended 🗸	Q Search			Trial: 6 day:	⁄s left	Q	ŝ	$\underline{\downarrow}$	?	e 🌔
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D	Home Vie		- Mi del	J. D.		i files 🔟 Deleti		🔏 New AutoML run									
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Customer chum						Start with a templa	te	Start with an existing Notebook	Start with a new Notebook	Start with Auto	ML						
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## Fabric – data tier of the Al Stack



## Why Fabric?

## Multiple Systems

One Source of Truth

- Multiple systems to source and join together
- High volumes of data, historical or otherwise

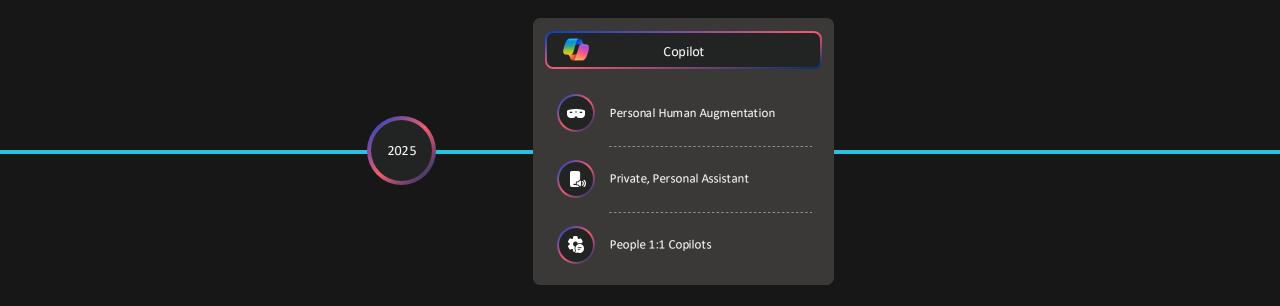
- Manual, time consuming reporting practices
- Multiple, unreconciling versions of reports

Enable Al

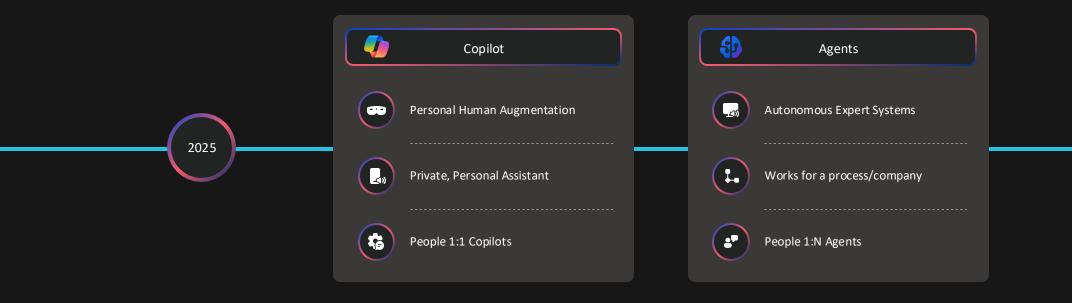
- Establish the Data Foundation for your Al solutions
- Enable grounded agentic AI

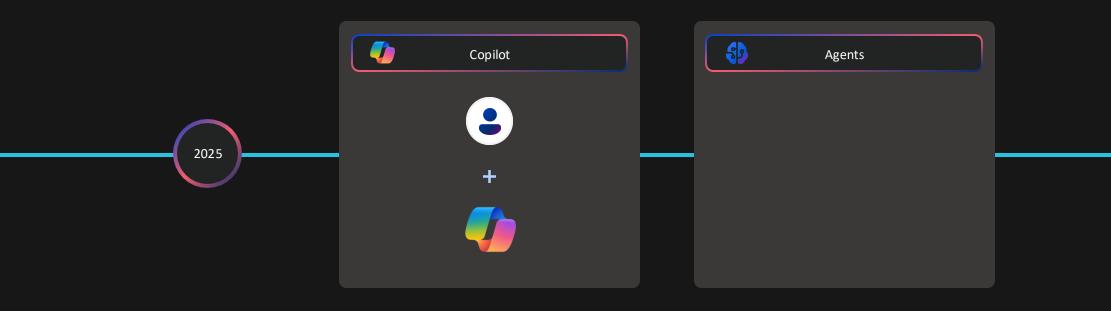
# And finally, Agents... The big news this release



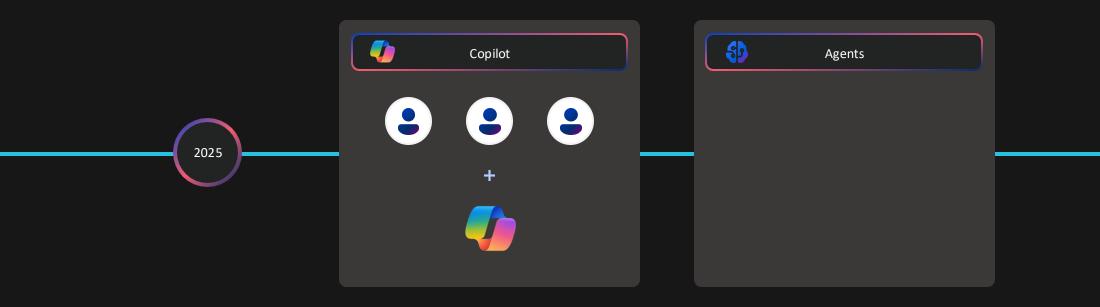




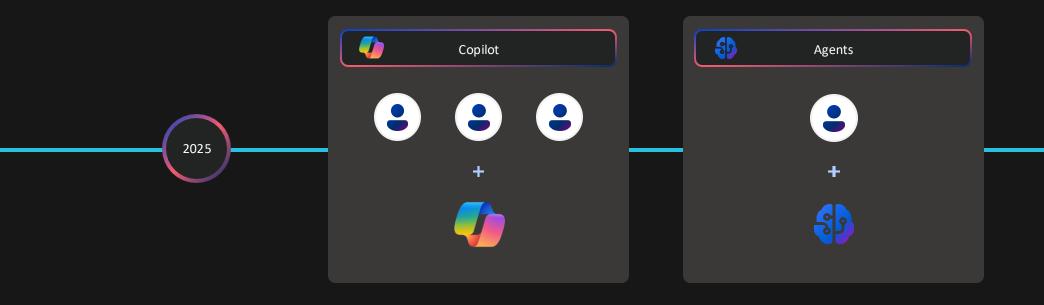


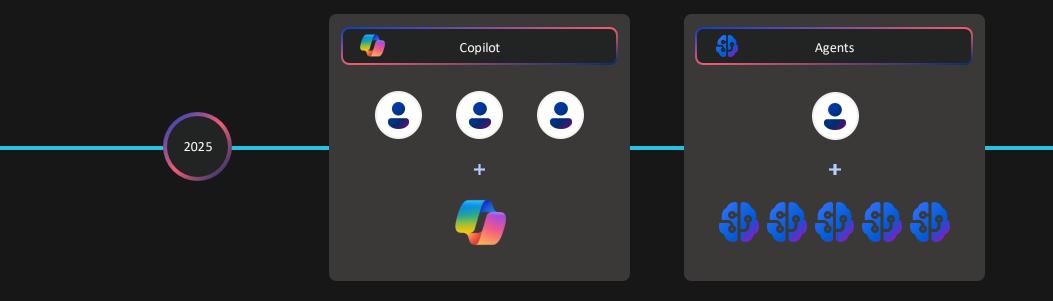


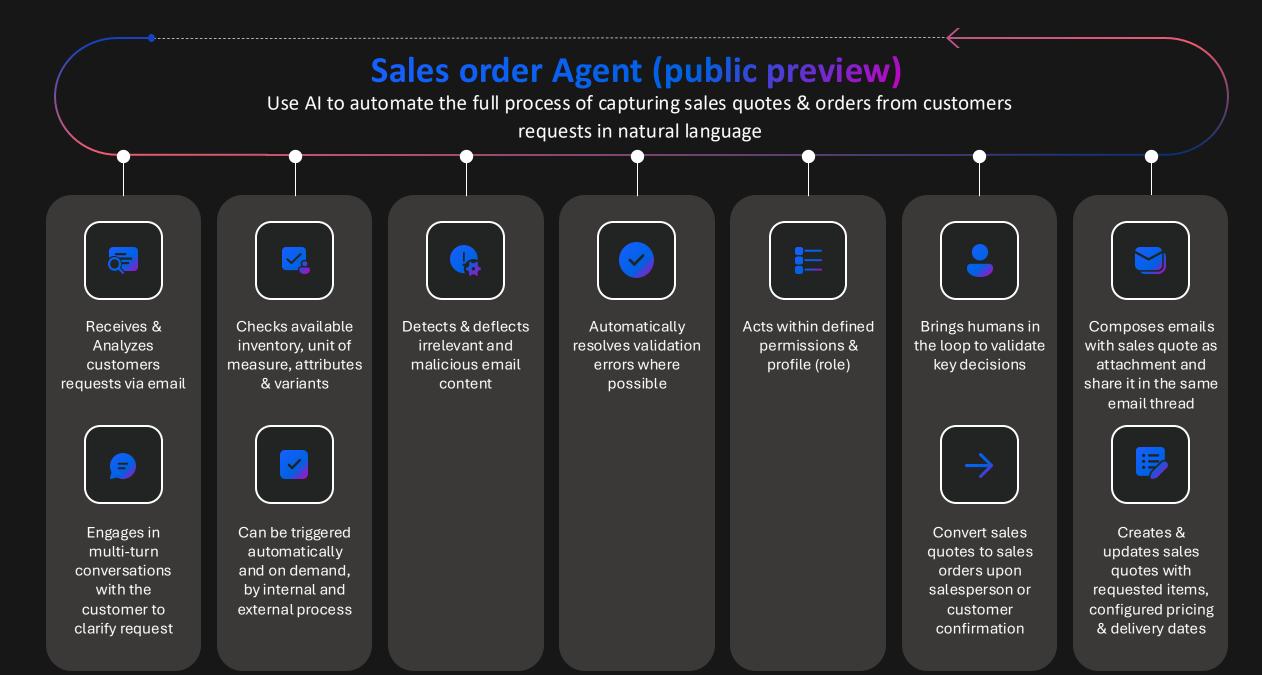


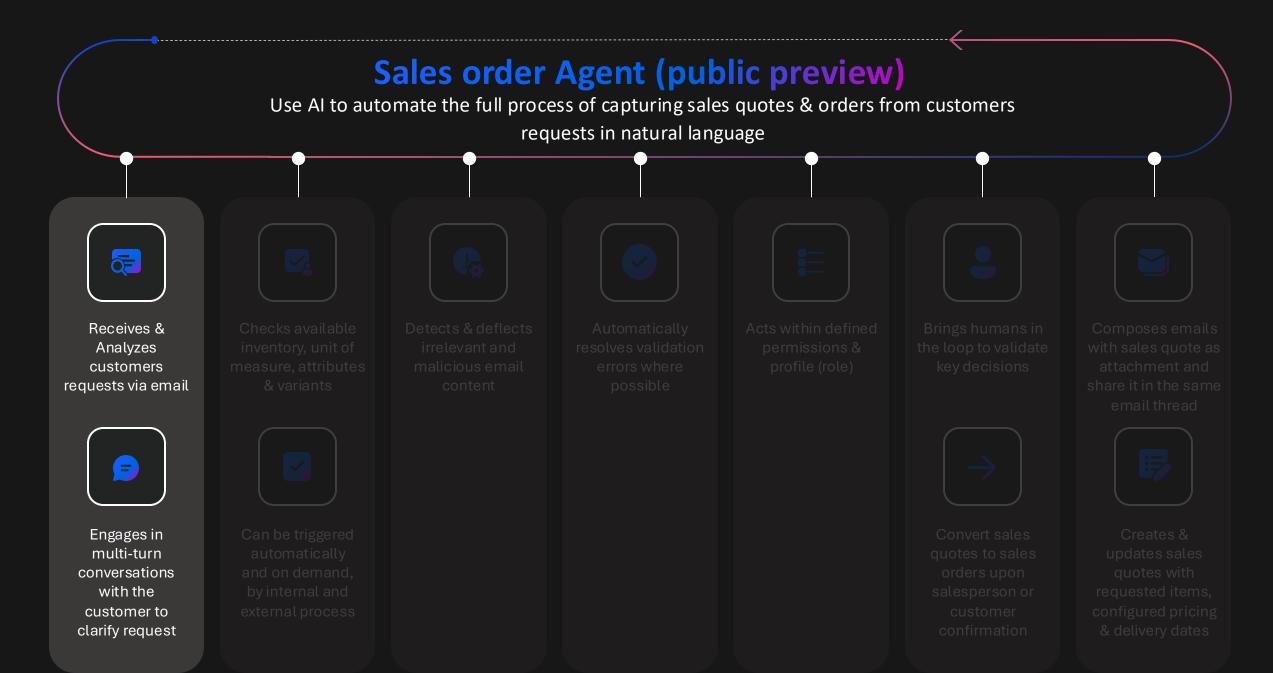


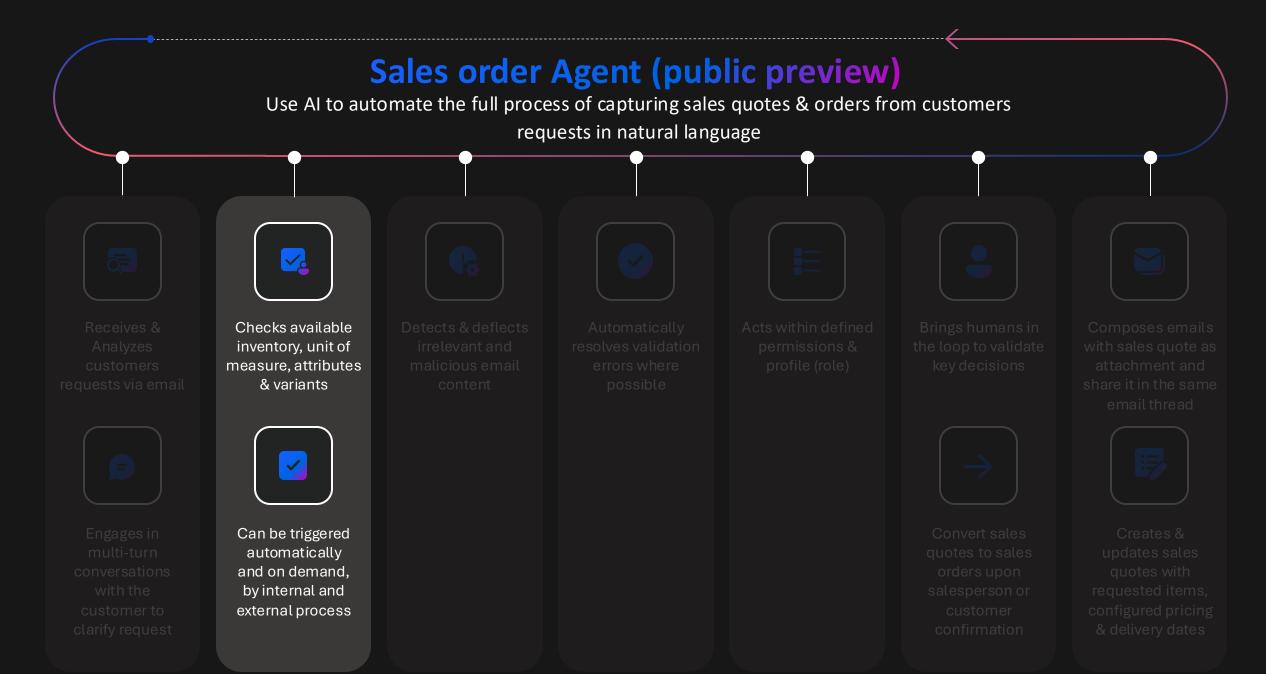




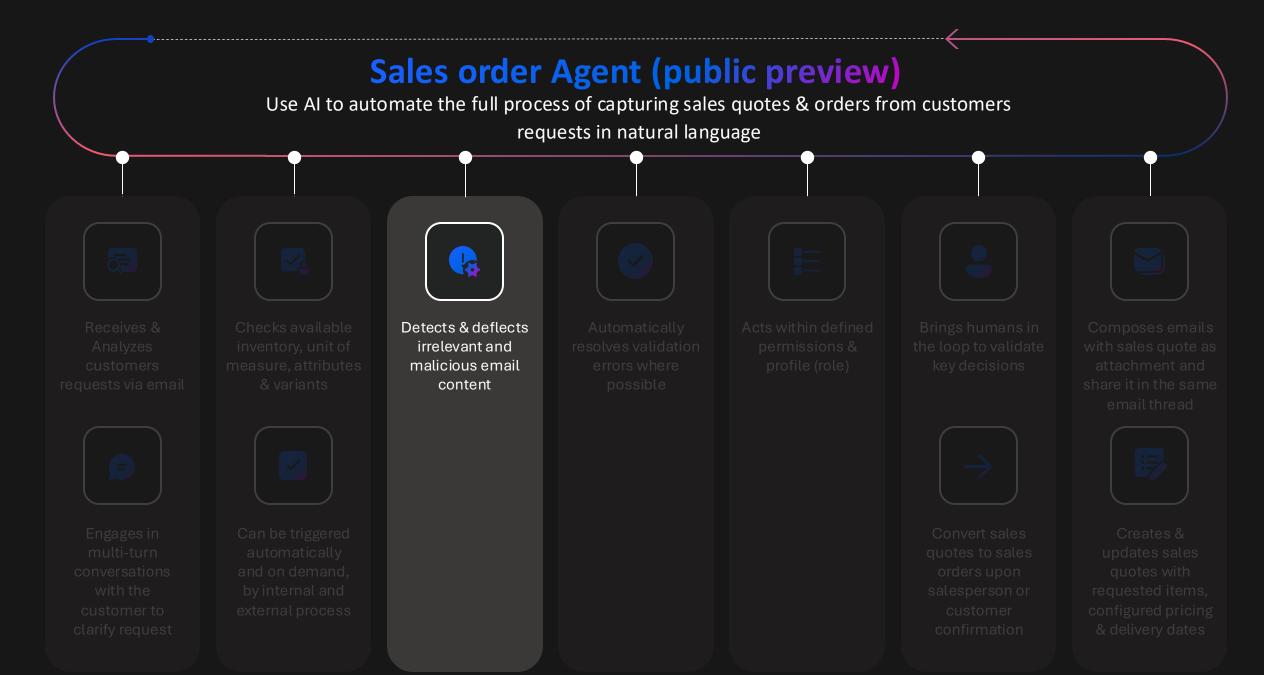


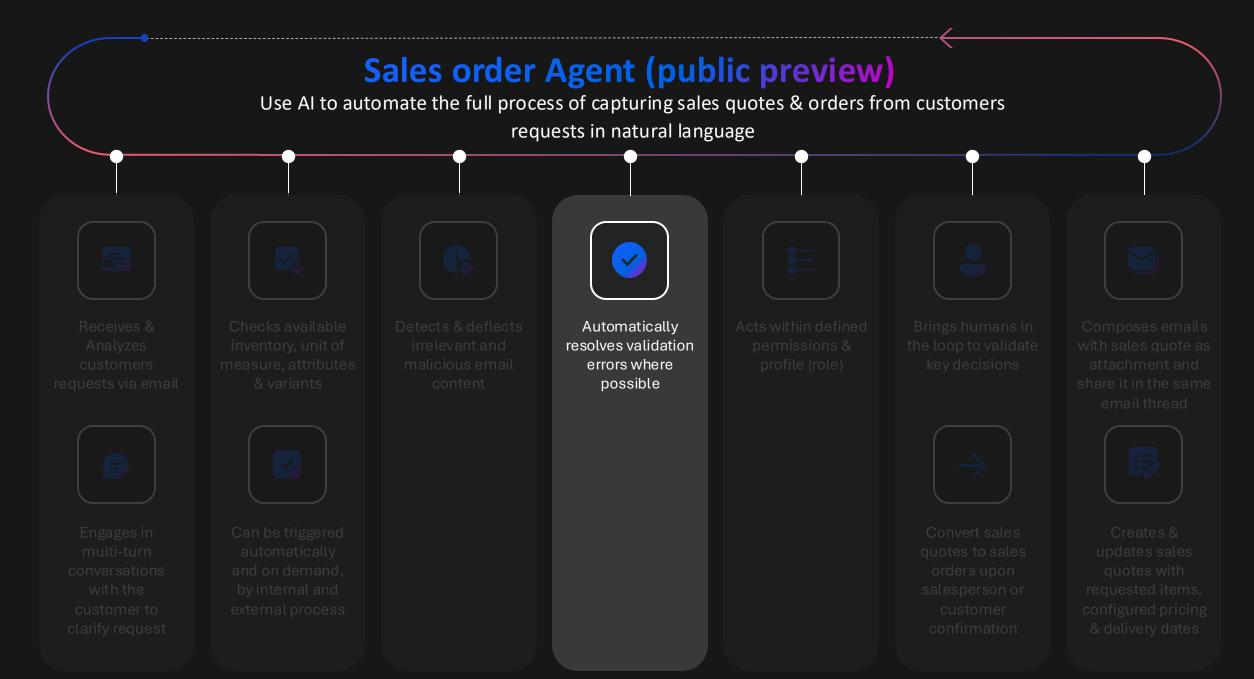




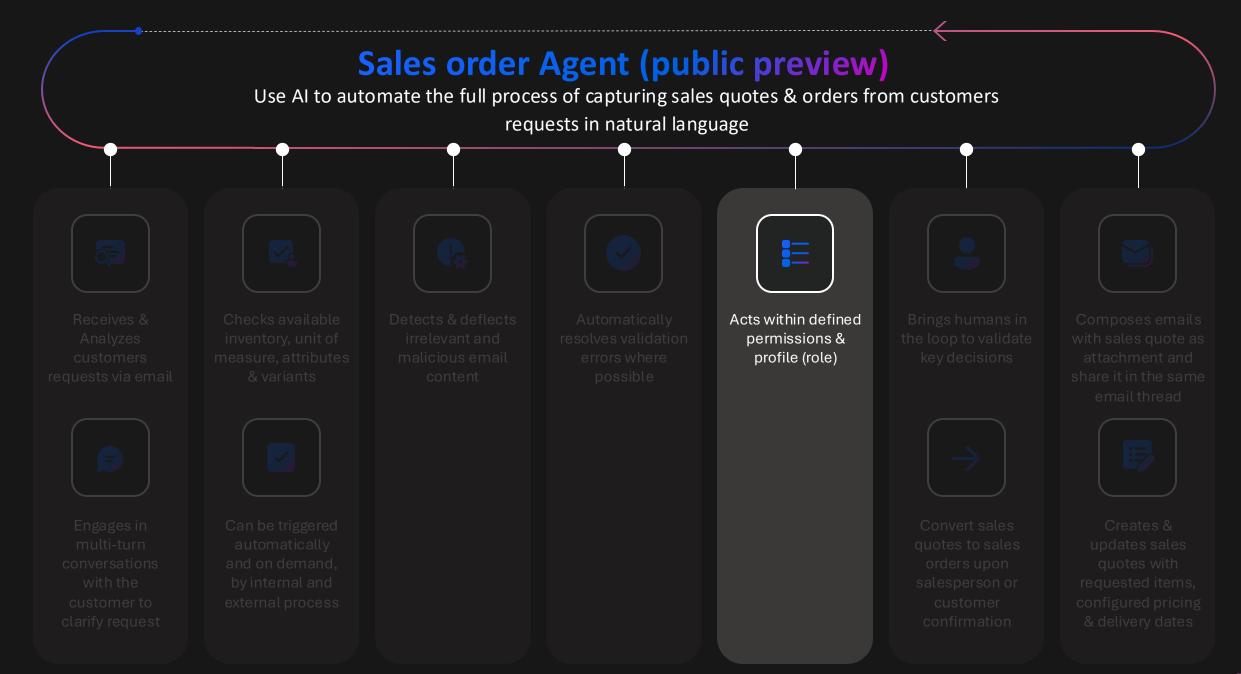


UD 25

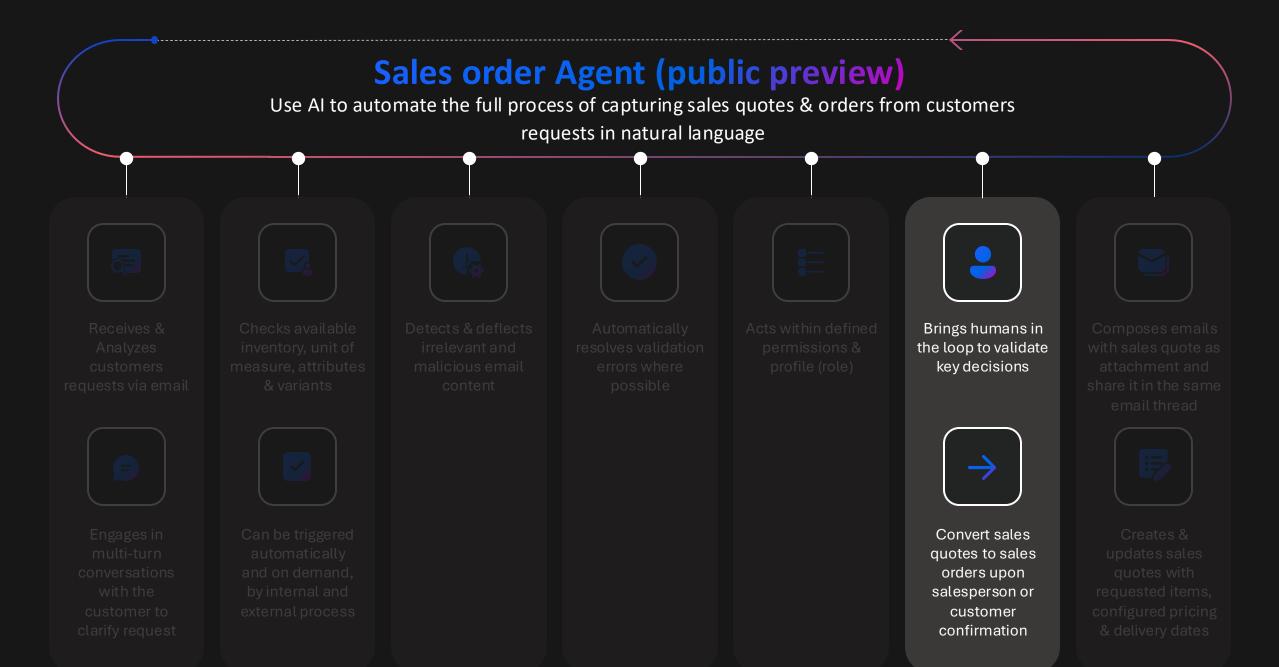


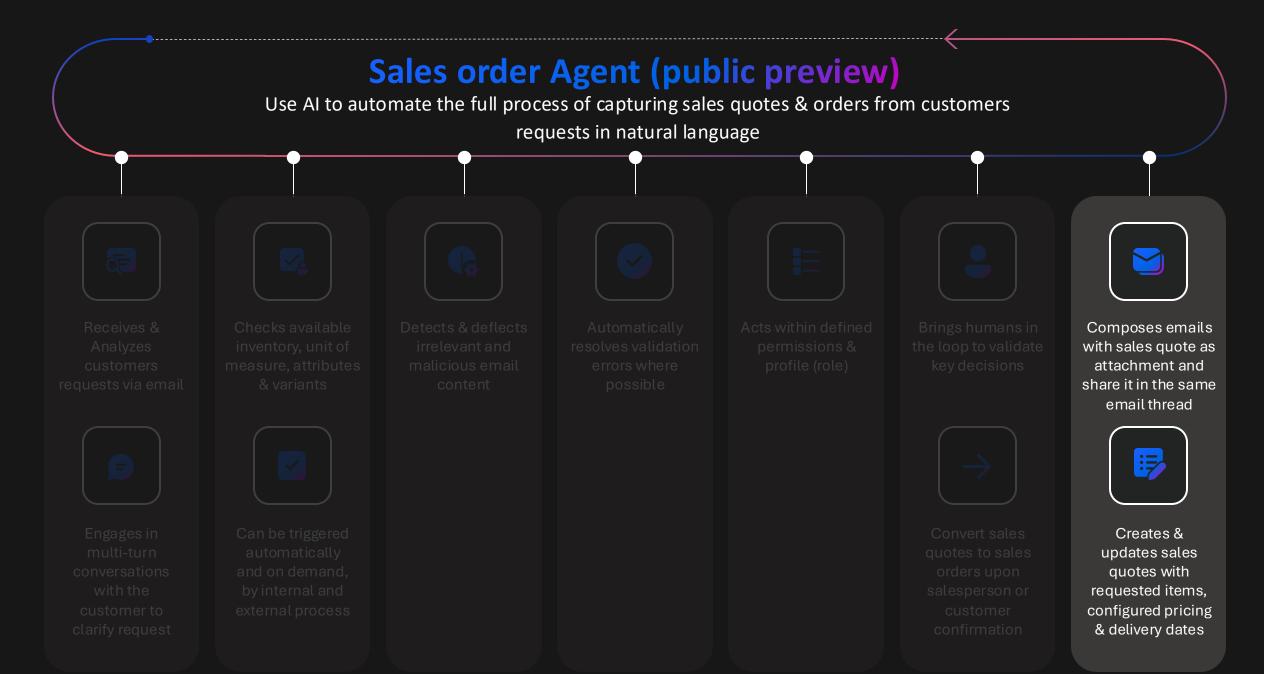


UD 25

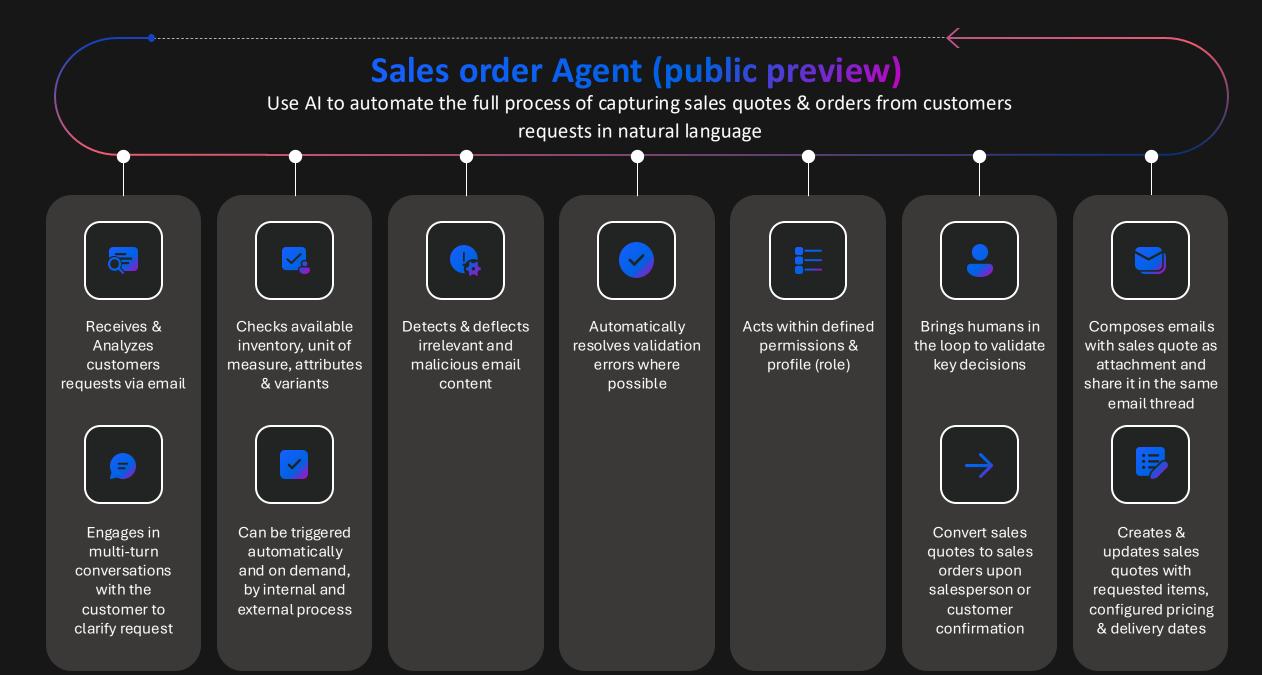


UD	25
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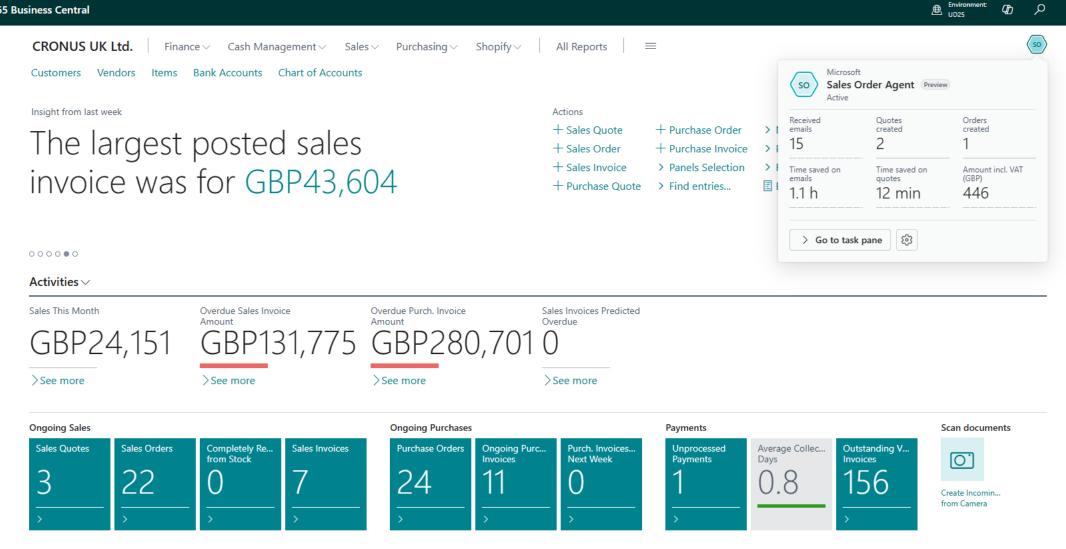




UD 25



# Demo, obviously...



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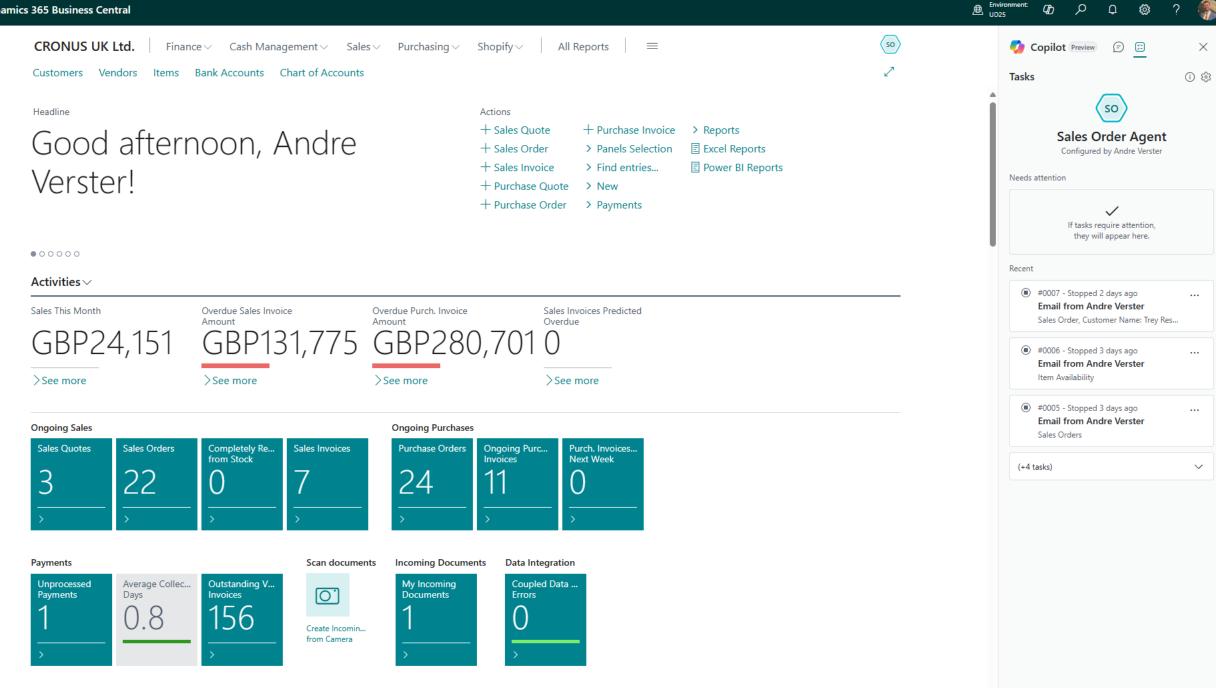
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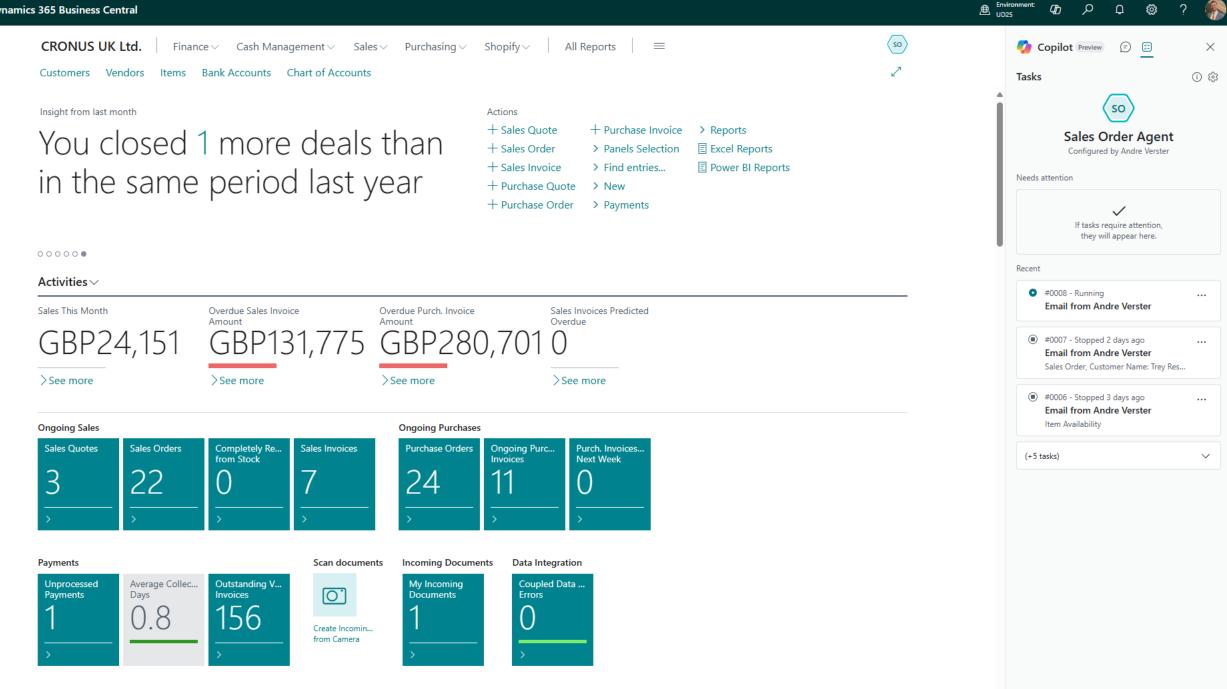
Data Integration



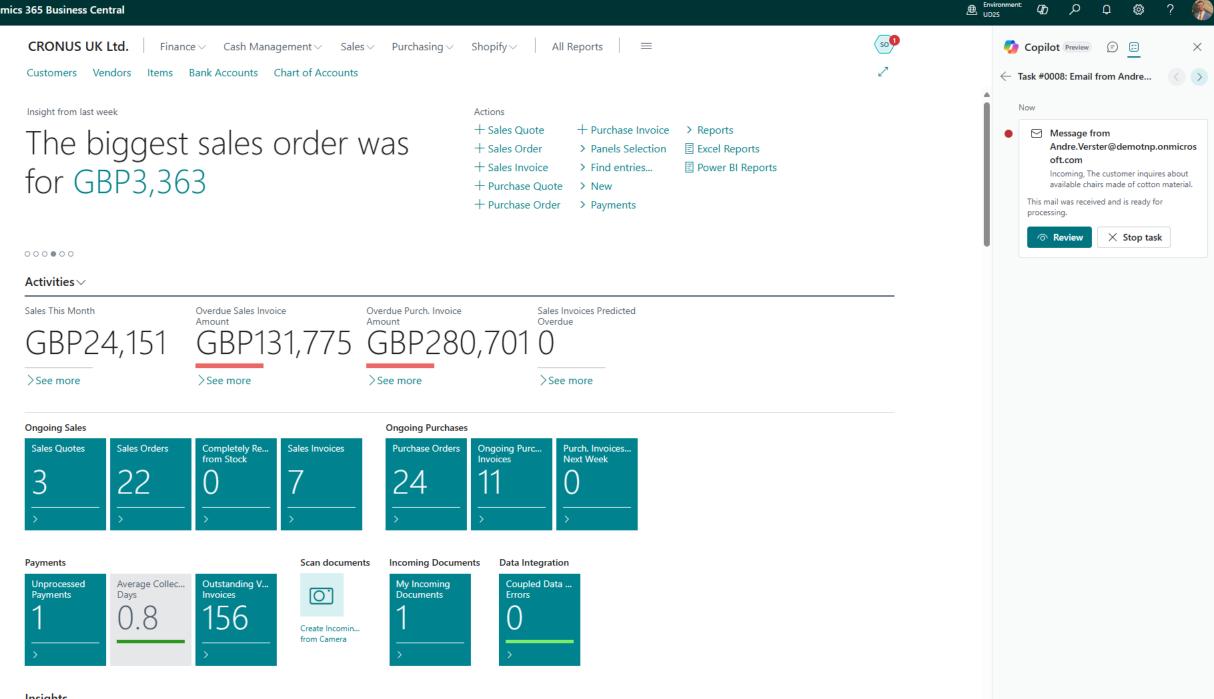
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88	✓ Folders	Hello, Can you please let me know what chairs you have a	New Order Query Draft saved at 1	5.52
	V Inbox			
	🗅 Demo		Hello,	
	Drafts 1		Can you please let me know what chairs you have available that use cotton material?	
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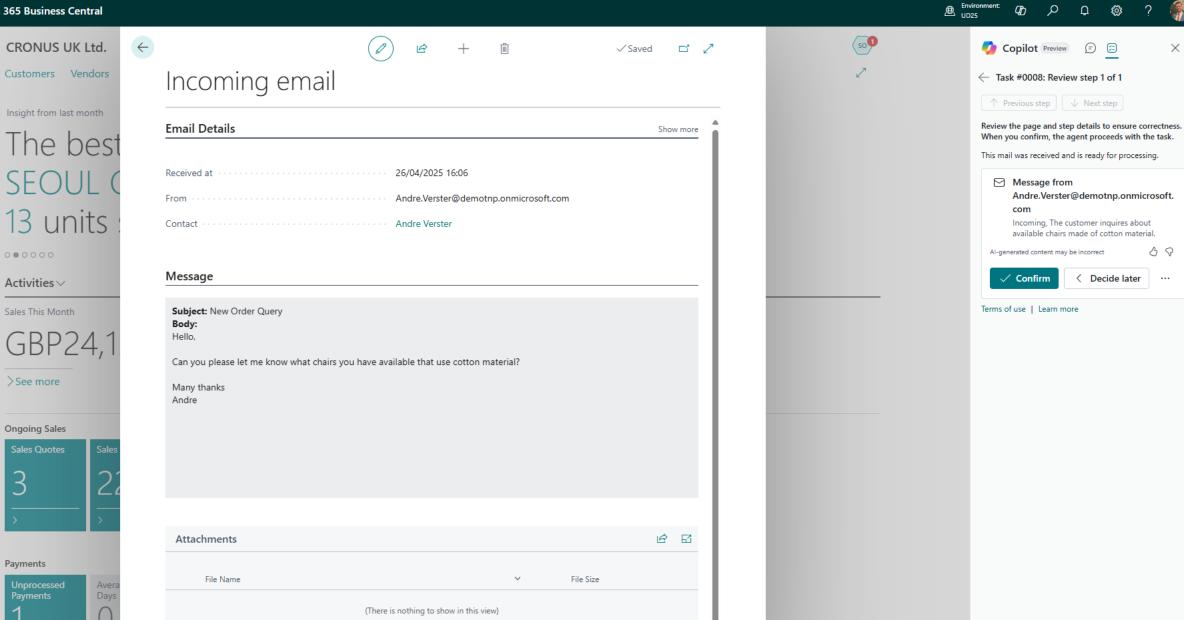
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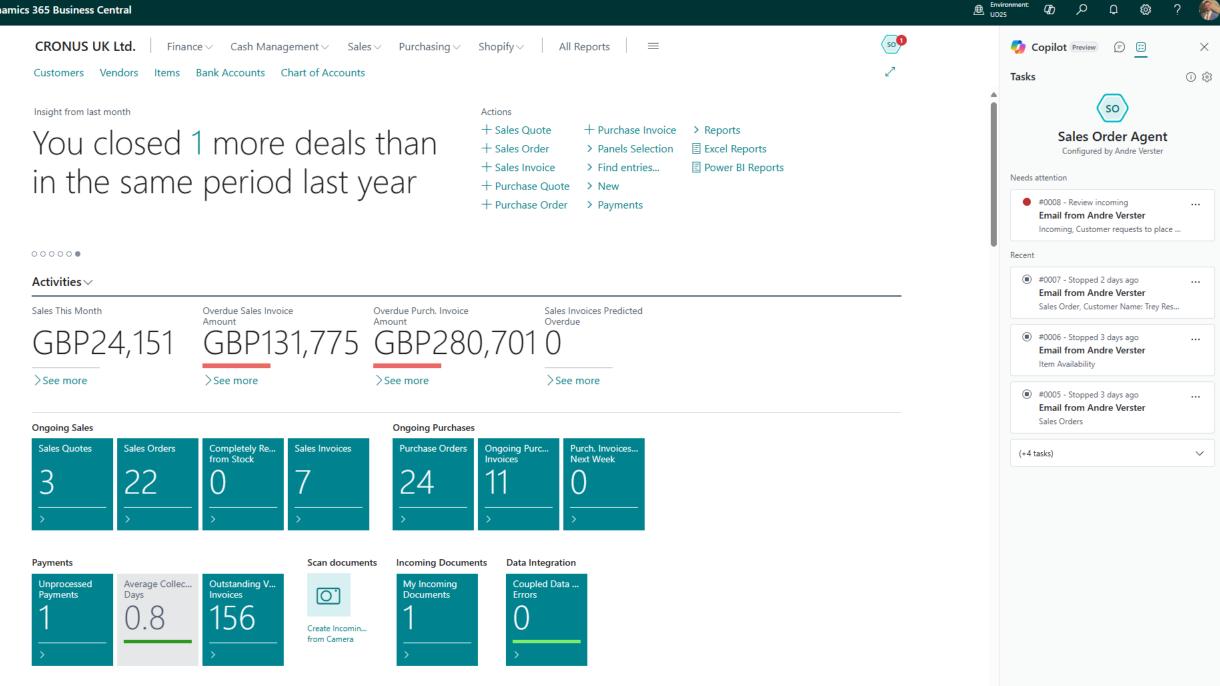
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#### so $\leftarrow$ CRONUS UK Ltd. Copilot Preview B 廁 √ Saved c 🖸 Customers Vendors Outgoing email Task #0008: Review step 2 of 2 ↑ Previous step Insight from last month Review the page and step details to ensure correctness. **Email Details** Show more You clos When you confirm, the agent proceeds with the task. The reply mail is ready to be sent. in the sa То Andre.Verster@demotnp.onmicrosoft.com Message to Andre.Verster@demotnp.onmicrosoft. Contact Andre Verster com Outgoing, Provides available options for chairs made of cotton material, including descriptions, prices, and availability levels. Message 000000 Al-generated content may be incorrect Activities ∨ Hello Andre, < Decide later ✓ Confirm Sales This Month Thank you for your inquiry regarding chairs that use cotton material. We have the following options available: Terms of use | Learn more GBP24, Availability Level Price (incl. discount) Unit of Measure Item No. Description 1908-S LONDON Swivel Chair, blue Available GBP 123.30 Each 1936-S BERLIN Guest Chair, yellow Available GBP 125.10 Each >See more TOKYO Guest Chair, blue Available GBP 125.10 1964-S Each MOSCOW Swivel Chair, red Available GBP 123.30 1980-S Each 2000-S SYDNEY Swivel Chair, green Available GBP 123.30 Each **Ongoing Sales** Please review the options and let us know if you would like to proceed with any of these chairs or if you have any other / U 🖉 A 🗏 ⊨ ∈ ≠≣ " ≣ ≣ ≣ © ⊘ X<sup>2</sup> X, ∞∞ 🔬 … $A_A A^\circ \mathbf{B}$ 3 Previous Messages From: Andre.Verster@demotnp.onmicrosoft.com Sent: 26/04/25 16:06 Payments Subject: New Order Query Body: Hello, Can you please let me know what chairs you have available that use cotton material? Many thanks Andre

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	🖸 New email 🗸 🛈 Dele	ete -> 🖻 Archive 🕕 Report -> 🚿 Sweep 🔓 Move to -> 🥎 Kepl	y $($ Reply all $\rightarrow$ Forward $\vee$ $($ Quick steps $\vee$ $($ Read / Unread $() \vee \square \vee \land \land$
*	<ul> <li>Favourites</li> </ul>	Inbox ☆	RE: New Order Query
~	➢ Sent Items	✓ Today	Sales □ 5 5 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
	🗓 Deleted Items 1193	Sales	S To: (2) Andre Verster Sat 26/04/2025 16:09
	<ul> <li>Folders</li> </ul>	<ul> <li>RE: New Order Query 16:09</li> <li>Hello Andre, Thank you for your inquiry regarding chairs t</li> </ul>	Hello Andre,
88	v 🖬 Inbox 1		Thank you for your inquiry regarding chairs that use cotton material. We have the following options available:
	🗅 Demo		
	🔊 Drafts		Item No. Description         Availability Level Price (incl. discount) Unit of Measure           1908-S         LONDON Swivel Chair, blue Available         GBP 123.30         Each
	Sent Items		1936-S     BERLIN Guest Chair, yellow Available     GBP 125.10     Each
			1964-S TOKYO Guest Chair, blue Available GBP 125.10 Each
	〉 🗓 Deleted Items 1193		1980-S MOSCOW Swivel Chair, red Available GBP 123.30 Each
	🕄 Junk Email 1		2000-S SYDNEY Swivel Chair, green Available GBP 123.30 Each
	Notes		Please review the options and let us know if you would like to proceed with any of these chairs or if you have any other specific requirements.
	Archive		Many thanks
	🗀 Conversation Histo		Best regards,
	🗅 Error		CRONUS UK Ltd. We write mails with Al. We review and send with care.
	C RSS Subscriptions		From: Andre Verster <andre.verster@demotnp.onmicrosoft.com></andre.verster@demotnp.onmicrosoft.com>
	ିର Search Folders		Sent: Saturday, April 26, 2025 3:06:10 PM
	> Sales		To: Sales <sales@demotnp.onmicrosoft.com> Subject: New Order Query</sales@demotnp.onmicrosoft.com>
			Hello,
	👸 Go to Groups		Can you please let me know what chairs you have available that use cotton material?
			Many thanks Andre
			← Reply  → Forward

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	✓ Folders	RE: New Order Query 16:09 Hello Andre, Thank you for your inquiry regarding chairs t						
88	✓		Amazing! Can I please place an order for 2 London chairs, 1 Berlin chair and 2 Sydney chairs.					
	🗅 Demo		Thanks, Andre					
	🔊 Drafts 1							
	➢ Sent Items		From: Sales <sales@demotnp.onmicrosoft.com> Sent: 26 April 2025 16:09</sales@demotnp.onmicrosoft.com>					
	> 🛈 Deleted Items 1193		To: Andre Verster <andre.verster@demotnp.onmicrosoft.com> Subject: RE: New Order Query</andre.verster@demotnp.onmicrosoft.com>					
	🕼 Junk Email 1							
	Notes		Hello Andre,					
	T Archive		Thank you for your inquiry regarding chairs that use cotton material. We have the following options available:					
	Conversation Histo		Item No. Description Availability Level Price (incl. discount) Unit of Measure					
	🗅 Error		1908-SLONDON Swivel Chair, blue AvailableGBP 123.30Each1936-SBERLIN Guest Chair, yellow AvailableGBP 125.10Each					
	C RSS Subscriptions		1964-S TOKYO Guest Chair, blue Available GBP 125.10 Each					
	Ca Search Folders		1980-S MOSCOW Swivel Chair, red Available GBP 123.30 Each					
	> Sales		2000-S SYDNEY Swivel Chair, green Available GBP 123.30 Each Please review the options and let us know if you would like to proceed with any of these chairs or if you have any other specific requirements.					
	ෆී Go to Groups		Many thanks					
			Best regards, CRONUS UK Ltd. We write mails with AI. We review and send with care.					
			From: Andre Verster <andre.verster@demotnp.onmicrosoft.com> Sent: Saturday, April 26, 2025 3:06:10 PM To: Sales <sales@demotnp.onmicrosoft.com> Subject: New Order Query</sales@demotnp.onmicrosoft.com></andre.verster@demotnp.onmicrosoft.com>					
			RE: New Order Query Re: New Order Qu X					

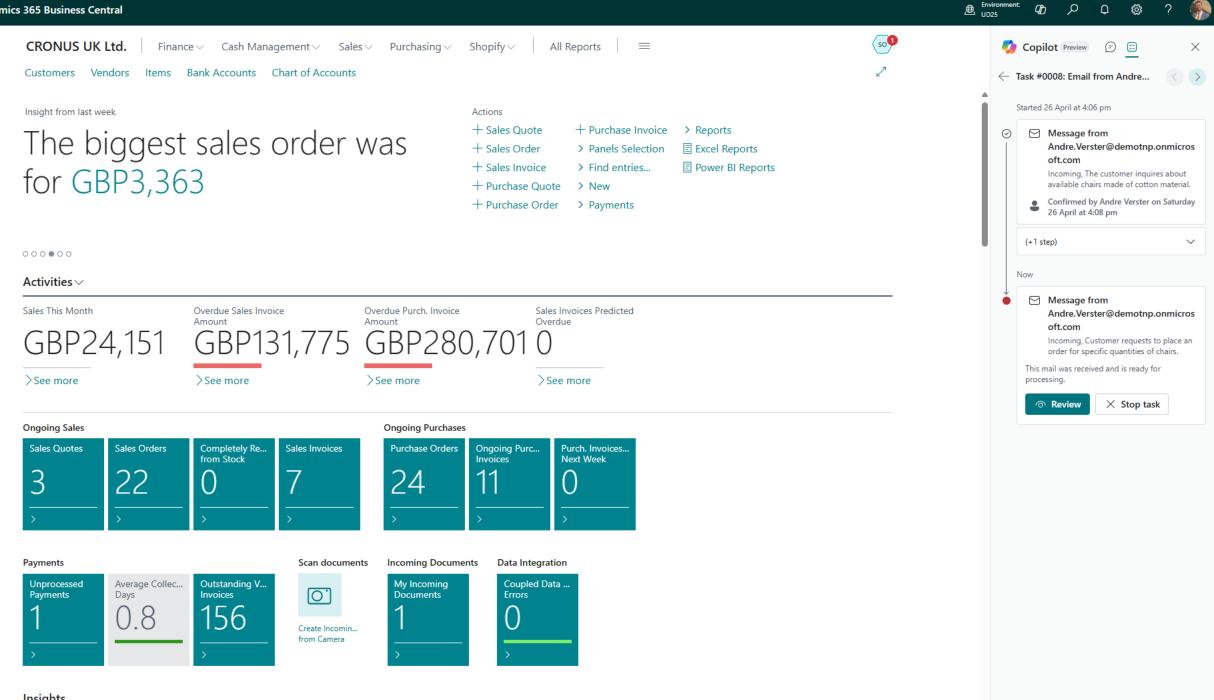


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#### so $\leftarrow$ CRONUS UK Ltd. 🧑 Copilot Preview B Ŵ c 🖾 √ Saved Customers Vendors Incoming email Task #0008: Review step 3 of 3 ↑ Previous step Insight from last week Review the page and step details to ensure correctness. Email Details Show more The larg When you confirm, the agent proceeds with the task. This mail was received and is ready for processing. Received at 26/04/2025 16:11 invoice v Message from Andre.Verster@demotnp.onmicrosoft. From Andre.Verster@demotnp.onmicrosoft.com com Andre Verster Incoming, Customer requests to place an Contact order for specific quantities of chairs. Al-generated content may be incorrect 000000 Message ✓ Confirm < Decide later Activities $\sim$ Terms of use | Learn more Sales This Month Subject: Re: New Order Query Body: Amazing! Can I please place an order for 2 London chairs, 1 Berlin chair and 2 Sydney chairs. GBP24, Thanks, Andre >See more **Ongoing Sales**

w

#### Previous Messages

To: Andre.Verster@demotnp.onmicrosoft.com Sent: 26/04/25 16:09 Hello Andre,

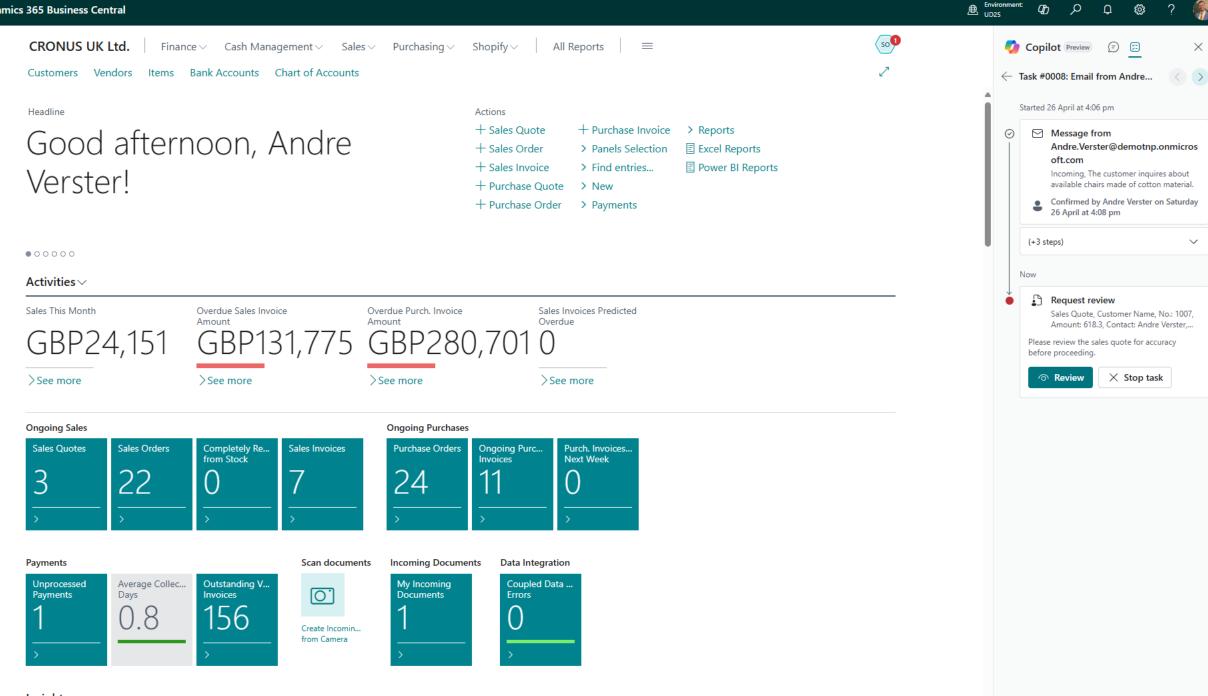
Thank you for your inquiry regarding chairs that use cotton material. We have the following options available:

Item No.	Description	<b>Availability Level</b>	Price (incl. discount)	Unit of Measure
1908-S	LONDON Swivel Chair, blue	Available	GBP 123.30	Each
1936-S	BERLIN Guest Chair, yellow	Available	GBP 125.10	Each
1964-S	TOKYO Guest Chair, blue	Available	GBP 125.10	Each
1980-S	MOSCOW Swivel Chair, red	Available	GBP 123.30	Each

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Payments

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1007						← Task #0008: Review step 5 of 7
× Sales Order Age	nt made changes to this page	e that await review. Learn more			~	$\uparrow$ Previous step $\downarrow$ Next step
Home Prepare	Print/Send Request Appro	oval Quote Report More options			0	The agent suggested values that were confirmed as of the step. Confirmed by Andre Verster on Saturday 26 A
🔝 Calculate Promot	tions 🛛 🗂 Make Order	🗄 Make Invoice 🛛 🕃 Release 🗸 👘 🐻 Arc	hive Document		×ê	at 4:18 pm
General				Show more	@ Summary Preview ~	Sales Quote, Customer Name, No.: 1007, Amount: 618.3, Contact: Andre Verster,
No			e		(i) Details 🖉 Attachments (0)	Lines 6 changes
Customer Name			26/04/2025		nHanced Information	Al-generated content may be incorrect
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Item	1936-S	BERLIN Guest Chair, yellow	1	0 EA	Import Import a file by dragging here or click to	
Item	2000-S	SYDNEY Swivel Chair, green	2	0 EA		
					Sell-to Customer Sales History	
•		_		Þ	Customer No.	
Subtotal Incl. VAT (GBP	P) · · · · ·	741.96 Total Excl. VAT	(GBP)	618.30		
Inv. Discount Amount	Incl	0.00 Total VAT (GBP	)	123.66	0 0 0	
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#### so $\leftarrow$ CRONUS UK Ltd. 🧑 Copilot Preview B 廁 √ Saved c 🖸 Customers Vendors Outgoing email Task #0008: Review step 7 of 7 ↑ Previous step Insight from last month Review the page and step details to ensure correctness. **Email Details** Show more You clos When you confirm, the agent proceeds with the task. The reply mail is ready to be sent. in the sa То Andre.Verster@demotnp.onmicrosoft.com Message to Andre.Verster@demotnp.onmicrosoft. Contact Andre Verster com Outgoing, The sales quote is created and Attachments Show attachments (1) includes item details, total amount, and a request for confirmation to proceed with the 000000 sales order. Al-generated content may be incorrect Message Activities ∨ ✓ Confirm < Decide later Sales This Month Hello Andre, Terms of use | Learn more Thank you for your order request. We have created a sales quote for the following items: GBP24, Quantity Unit of Measure Price (incl. VAT) Item No. Description 1908-S LONDON Swivel Chair, blue 2 GBP 147.96 >See more Each 1936-S BERLIN Guest Chair, yellow 1 Each GBP 150.12 2000-S SYDNEY Swivel Chair, green 2 GBP 147.96 Each **Ongoing Sales** The total amount for the quote is GBP 741.96 (including VAT). Please review the attached sales quote and confirm if you would like to proceed with converting it into a sales order. A A° В <u>~</u> X, Previous Messages Payments From: Andre.Verster@demotnp.onmicrosoft.com Sent: 26/04/25 16:11 Subject: Re: New Order Query Body: Amazing! Can I please place an order for 2 London chairs, 1 Berlin chair and 2 Sydney chairs. Thanks,

Insights

To: Andre.Verster@demotnp.onmicrosoft.com Sent: 26/04/25 16:09

Andre

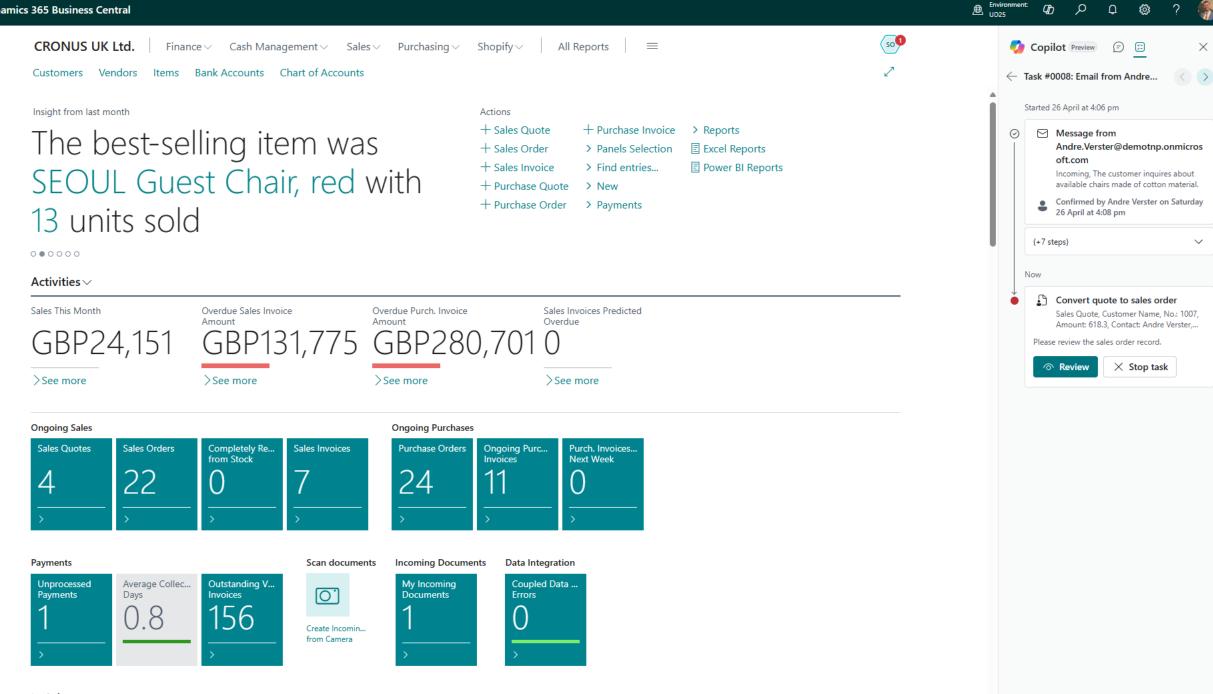
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	🔀 Junk Email 1									1
	Notes			Item No. Description         Quantity Unit of Measure Price (incl. VAT)           1908-S         LONDON Swivel Chair, blue 2         Each         GBP 147.96						1
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	Error			The total amount for the quote is GBP 741.96 (including VAT).						
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	> Sales			Best regards, CRONUS UK Ltd.						
	👸 Go to Groups			We write mails with Al. We review and send with care.						
				From: Andre Verster <andre.verster@demotnp.onmicrosoft.com> Sent: Saturday, April 26, 2025 3:11:42 PM To: Sales <sales@demotnp.onmicrosoft.com> Subject: Re: New Order Query Amazing! Can I please place an order for 2 London chairs, 1 Berlin chair and 2 Sydney chairs.</sales@demotnp.onmicrosoft.com></andre.verster@demotnp.onmicrosoft.com>						
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Sales This Month



>See more

**Ongoing Sales** 



Payments



B 廁 √ Saved Outgoing email **Email Details** Show more Andre.Verster@demotnp.onmicrosoft.com Contact Andre Verster Trey Research Customer Attachments ..... Show attachments (1) Message Hello Andre, Thank you for confirming the sales quote. We have now converted it into a sales order. Please find the details below: Item No. Description Quantity Unit of Measure Unit Price Excl. VAT Line Amount Excl. VAT 1908-S LONDON Swivel Chair, blue 2 123.30 GBP 246.60 GBP Each 125.10 GBP 1936-S BERLIN Guest Chair, yellow 1 Each 125.10 GBP 2000-S SYDNEY Swivel Chair, green 2 123.30 GBP 246.60 GBP Each Total Excl. VAT: 618.30 GBP Total VAT: 123.66 GBP Total Incl. VAT: 741.96 GBP Please review the attached sales order confirmation. Many thanks, Best regards, CDONIUS LIV 1+d / U 🖉 A 🗏 🖂 🖷 📲 🦷 🖉 🧮 X² X, ∞∞ <u>~</u> AA A° В

#### Previous Messages

From: Andre.Verster@demotnp.onmicrosoft.com Sent: 26/04/25 16:47 Subject: Re: Order Body: Please proceed with this order.

To: Andre.Verster@demotnp.onmicrosoft.com Sent: 26/04/25 16:46 Hello Andre,

so 🥠 Copilot Preview 6 🖾  $\times$ ← Task #0009: Review step 11 of 11 ↑ Previous step Review the page and step details to ensure correctness. When you confirm, the agent proceeds with the task. The reply mail is ready to be sent. Message to Andre.Verster@demotnp.onmicrosoft. com Outgoing, The sales quote has been confirmed and converted into a sales order, with details provided for review. 38 Al-generated content may be incorrect < Decide later ✓ Confirm ... Terms of use | Learn more

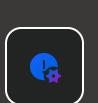
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	> ⑪ Deleted Items <b>1193</b> Co Junk Email 1	S Sales 5 RE: Order 16:43 Hello Andre, Thank you for your inquiry about chairs that	1908-SLONDON Swivel Chair, blue 2Each123.30 GBP246.60 GBP1936-SBERLIN Guest Chair, yellow 1Each125.10 GBP2000-SSYDNEY Swivel Chair, green 2Each123.30 GBP
	<ul> <li>☑ Notes</li> <li>☑ Archive</li> <li>☑ Conversation Histo</li> </ul>	Sales - Quote.pdf	Total Excl. VAT: 618.30 GBP Total VAT: 123.66 GBP Total Incl. VAT: 741.96 GBP Please review the attached sales order confirmation. Many thanks,
	<ul> <li>Error</li> <li>RSS Subscriptions</li> <li>Search Folders</li> </ul>	Sales	Best regards, CRONUS UK Ltd. We write mails with Al. We review and send with care. 
	<ul> <li>✓ Sales</li> <li>☑ Inbox 1</li> </ul>		Sent: Saturday, April 26, 2025 3:47:13 PM To: Sales <sales@demotnp.onmicrosoft.com> Subject: Re: Order Please proceed with this order.</sales@demotnp.onmicrosoft.com>
			From: Sales <sales@demotnp.onmicrosoft.com> Sent: 26 April 2025 16:46</sales@demotnp.onmicrosoft.com>
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## **Coming soon Payables Agent (private preview)**

Use AI to automate the full process of capturing purchase invoices from vendors and intelligently suggesting registration according to accounting principles



Source electronic document from email, SharePoint or OneDrive



Check for relevance



Process document with Azure Document Intelligence (OCR)



Create draft document & classify expense type using Al



Detects & deflects irrelevant and malicious email content



Automatically resolves validation errors where possible



Acts within defined permissions & profile (role)



Brings humans in

the loop to validate

key decisions

Send for approval



Convert draft document to vendor invoice

Post Purchase invoice



# Thank you for indulging us

That's all we have time for

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# Thank you all...