



Microsoft Fabric

Business applications meet cloud scale analytics

Microsoft Fabric and Dynamics 365:
Better Together



d365.Global



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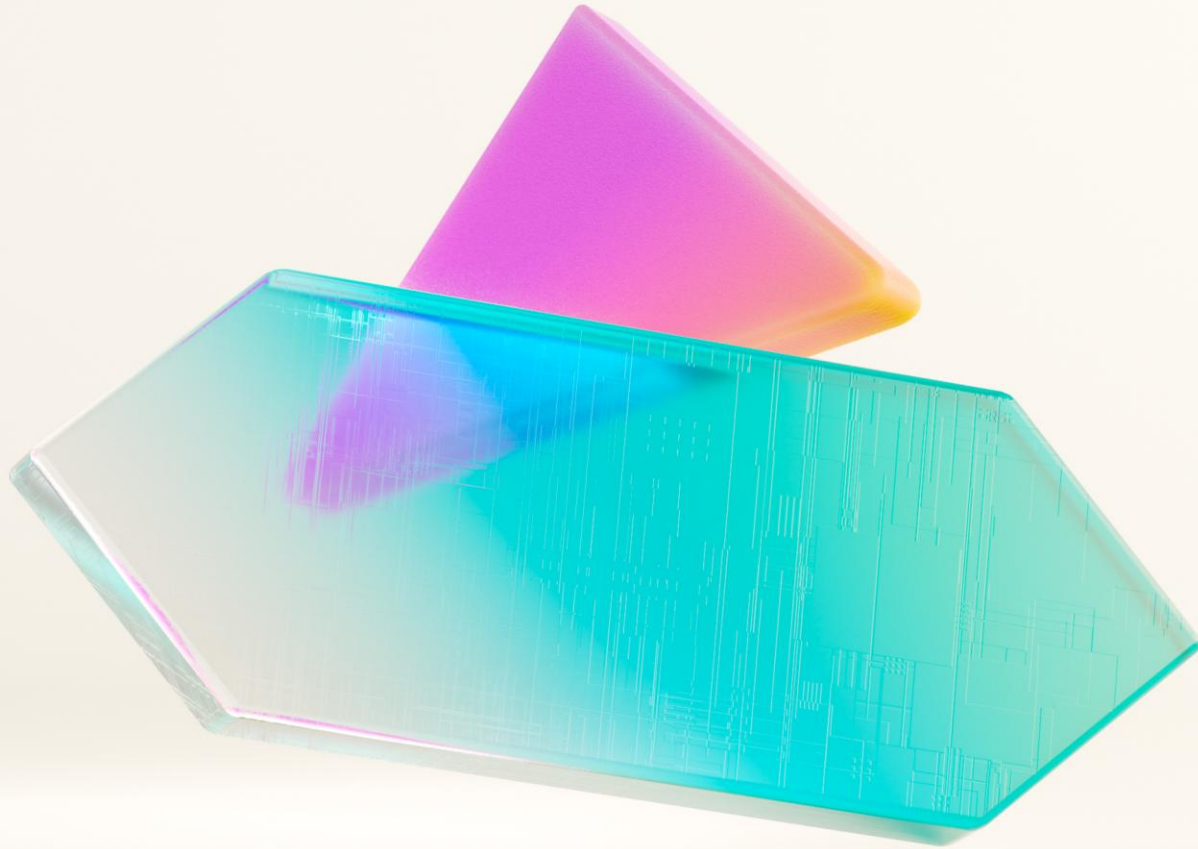
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The business agility and
analytics landscape

The need for businesses to link people, data, and processes is greater than ever before

71%

Businesses are not able to respond quickly enough to changing market conditions, with 71% reporting low agility¹

77%

Percentage of businesses that reported experiencing a skills shortage in 2023²

86%

See scalability and the ability to grow and adapt with the business, as key to success¹

¹[Business Agility Institute](#)

²[Forbes](#)

Unified analytics modernization is the key to shaping the future of your business

Data and analytics are core to every business and application that drives experiences



Microsoft is the
trusted leader in
business
applications



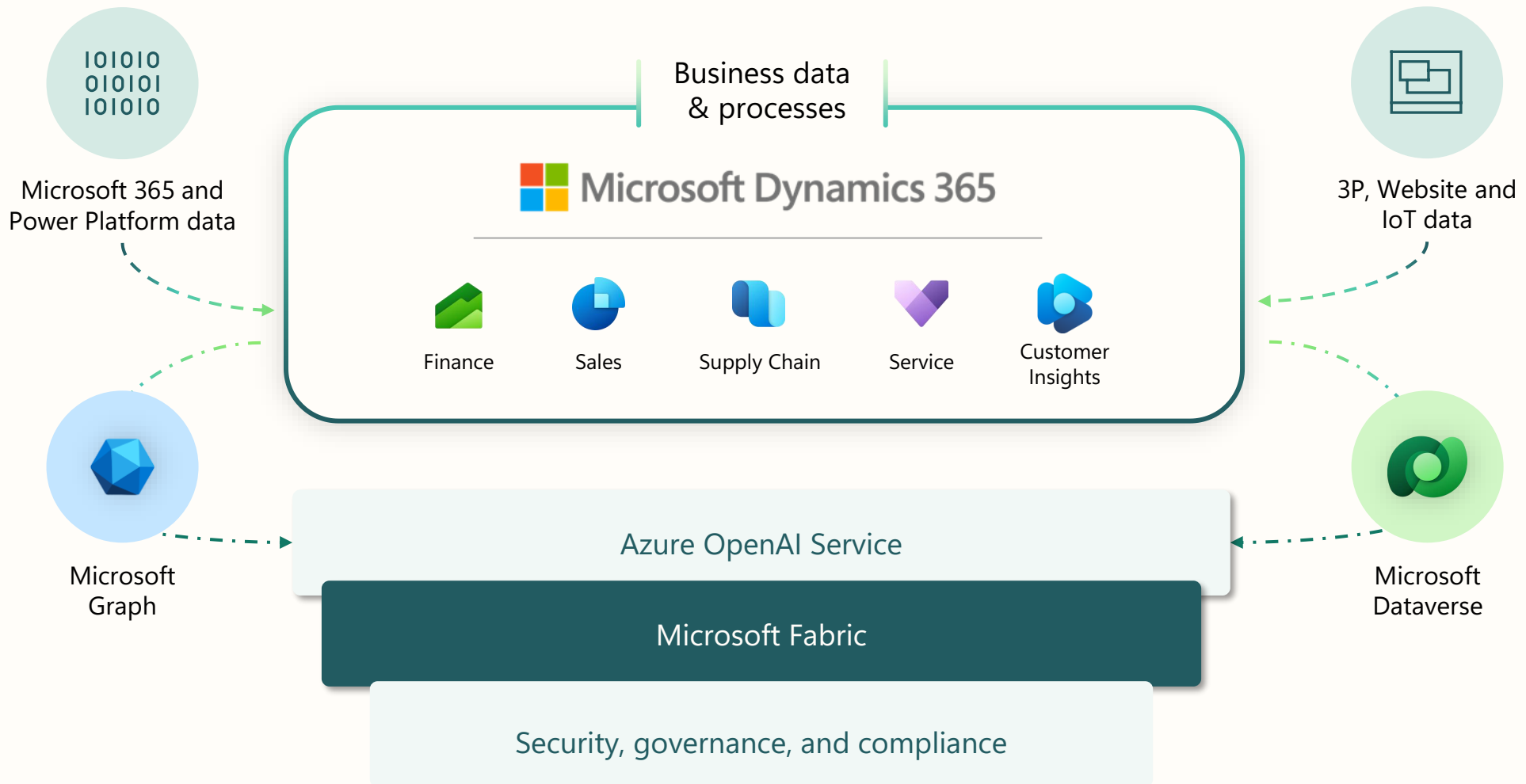
97% of Fortune 500 companies choose
Dynamics 365

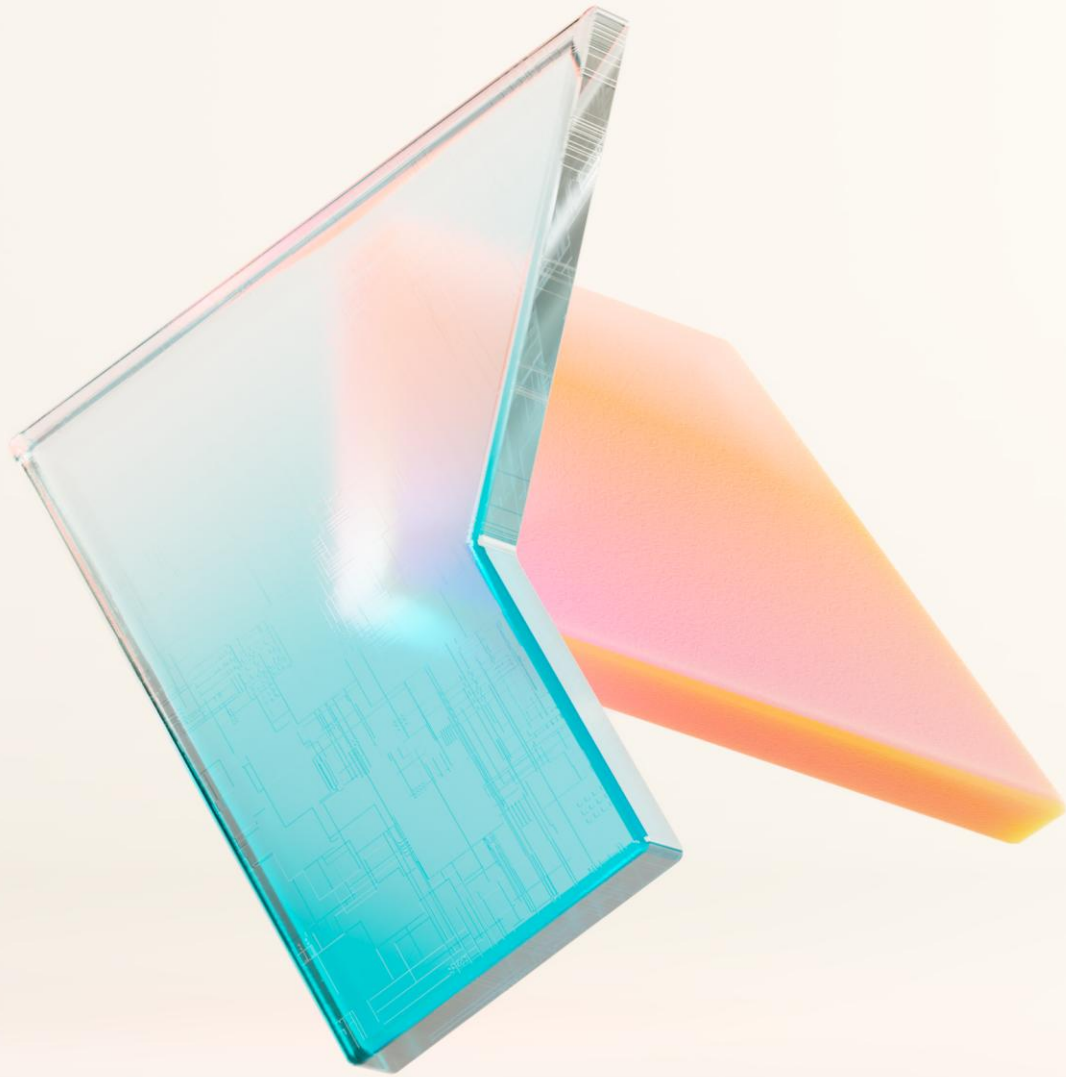
500K organizations use Dynamics 365
every month

40K+ customers use Copilot features in
Dynamics 365

30 year history of enhancing and redefining
CRM and ERP solutions

d365.Global can help you unlock cross-organizational impact by uniting disparate data sources with Microsoft solutions





How business
applications meet
cloud scale analytics



Microsoft Dynamics 365

best-in-class portfolio of intelligent business applications



Sales

Empower sales teams and make selling easier with AI, automation, and real-time insights built into the seller's flow of work.



Customer Insights

Understand your customers like never before and personalize customer journeys by using AI to deliver real-time insights.



Customer Service

Transform customer experiences by empowering agents to drive faster resolution and quality service using generative AI and automation.



Supply Chain

Build an adaptable, resilient supply chain that automatically reacts to challenges using real-time visibility, agile planning, and advanced insights.



Finance

Keep pace with evolving business needs as you drive growth using finance tools for reporting, embedded analytics and AI-driven insights.



Dataverse Low Code Data Platform

Accelerate low code development with a data platform that combines common data, security and business logic.

Organizational agility
powered by cloud
scale analytics



Microsoft
Dynamics 365



Microsoft
Fabric

**Unified enterprise-wide data for
a hyperconnected business**

Introducing **Microsoft Fabric**, the SaaS data platform for the era of AI

Unlock your data potential and
transform your organization

Unify data into one data estate for analytics

Centralize and curate all your data in an open and governed hub that can virtualize data from Azure or AWS and enable the same copy of data to be used across workloads

Build fit-for-purpose analytics and AI-powered experiences

Fuel your own, tailor-made AI experiences in Azure AI Studio with curated data seamlessly flowing from Microsoft Fabric



Responsibly democratize analytics

Give everyone the ability to unlock insights in a unified platform that has industry-leading governance and compliance to help you stay in control

Scale transformative analytics applications

Gain visibility and uncover insights with responsible, self-service access to power analytics tools—accelerated by Copilot and integrated into the apps you know and trust

Microsoft Fabric, a unified suite of analytical experiences



Data Integration

Data Factory



Data Engineering

Synapse



Data Warehouse

Synapse



Data Science

Synapse



Real Time Analytics

Synapse



Business Intelligence

Power BI



Applied Observability

Data Activator



Powered by AI with Copilot in Microsoft Fabric



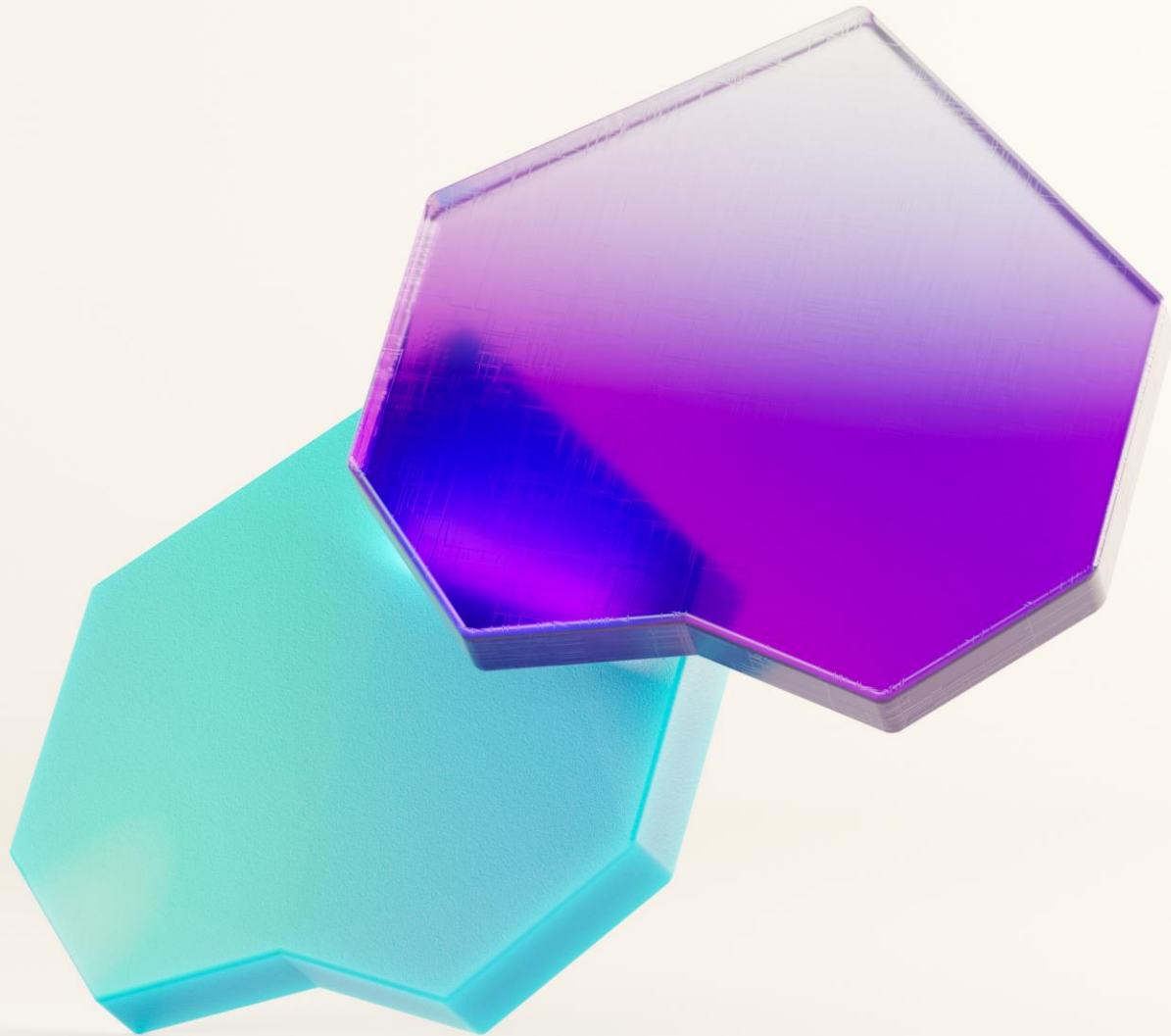
Unified data foundation

OneLake



Persistent data governance and security

Purview

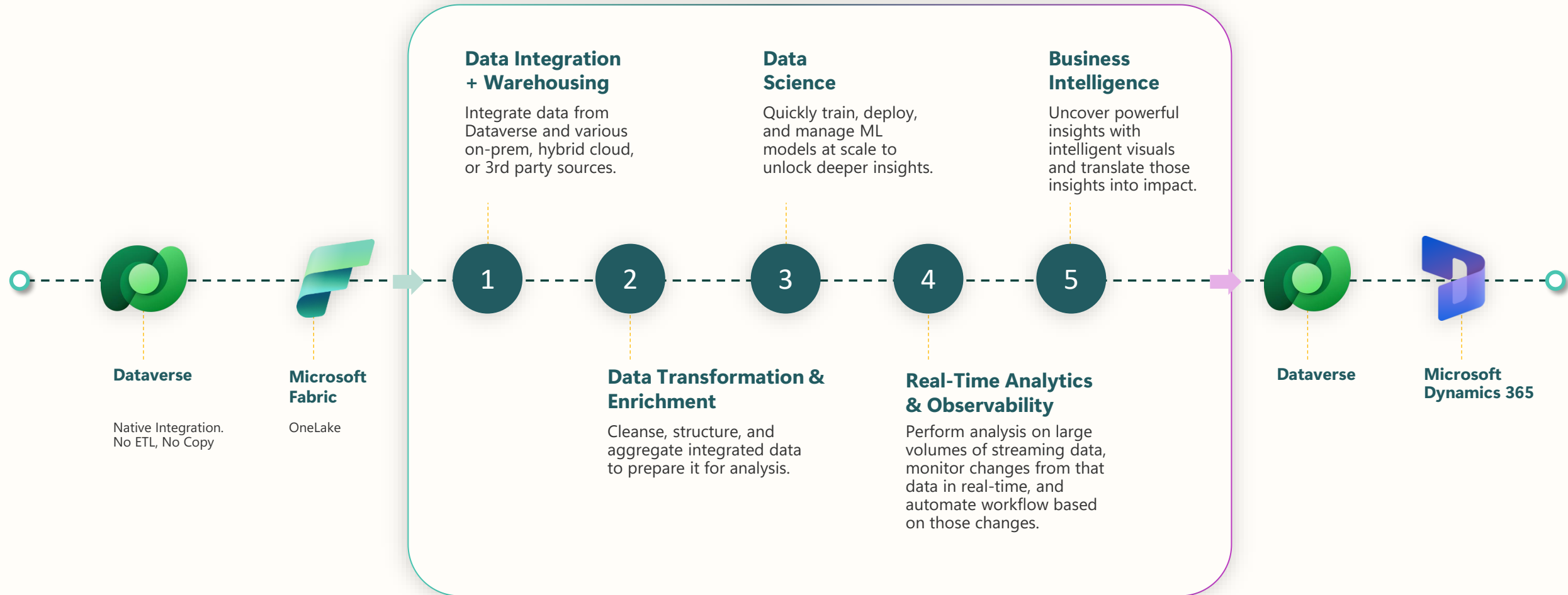


How business
applications can be
powered by
Microsoft Fabric

An illustrative look at
how Microsoft Fabric
and Dynamics 365
could optimize
the retail store
customer experience



Microsoft Fabric: OneLake, sophisticated AI, democratized BI

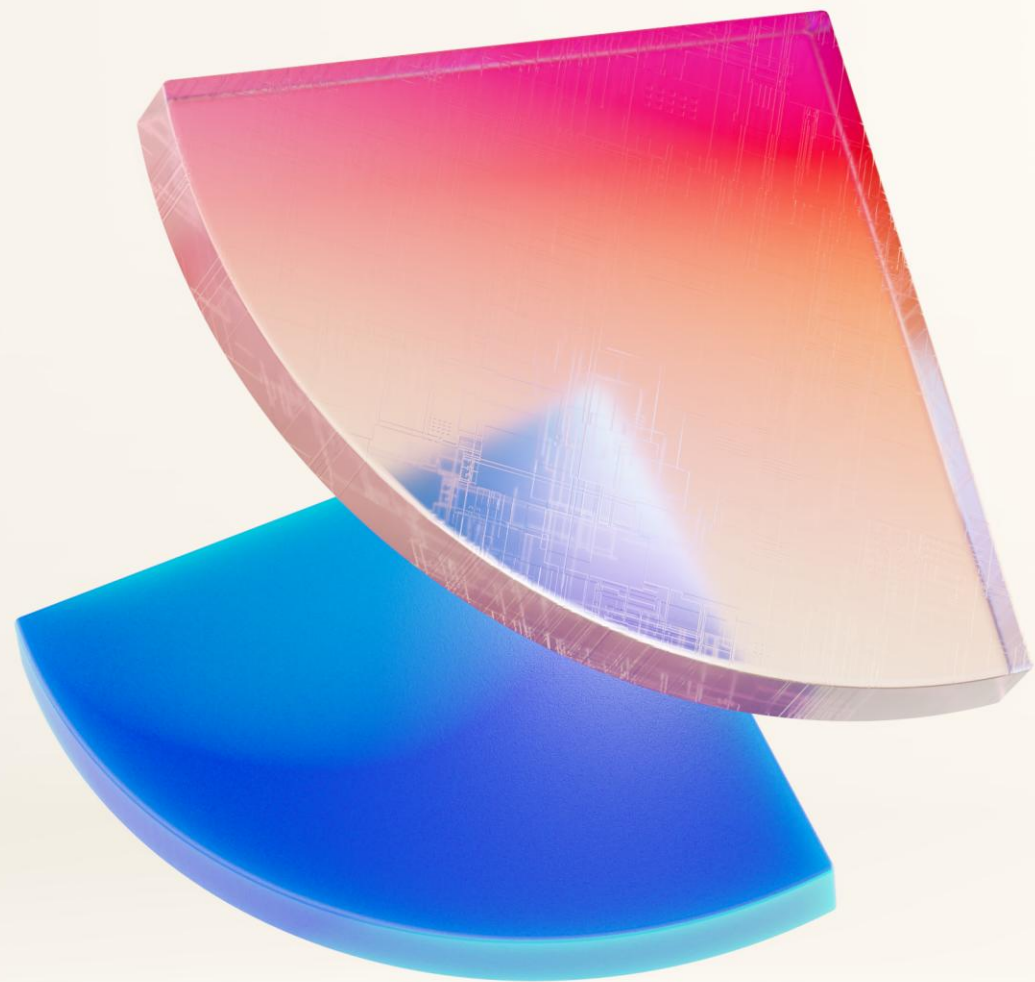




A hyperconnected retail experience

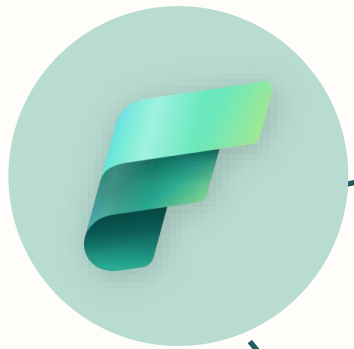
The **Dynamics 365 Portfolio**, powered by Fabric





The art of the possible

CPG scenario: Build a resilient supply chain and optimize profitability across the value chain



Supply Chain

- Enhance inventory planning and identify and prioritize products based on trends, addressing stock levels before inventory shortages hit
- Streamline fulfillment and distribution, making it easier to identify over- and under-used resources and assess distribution center efficiency



Finance

- Connect sales, inventory, pipeline, and cost data from different channels to uncover patterns that optimize the profit and revenue from sales
- Build AI and ML models that can be used across different datasets to drive more efficient work, determining project profitability and sharing it with interactive visuals

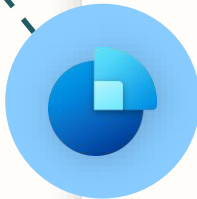


CPG scenario: Better understand your customers and close more deals



Customer Insights

- Collect real-time, cross-channel data and analyze product, region and segment level performance to develop better targeted ads
- Track brand awareness campaign effectiveness at the individual store level by collecting and analyzing store and behavioral data

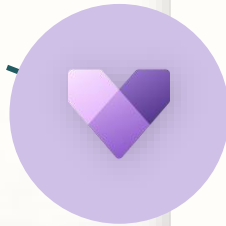
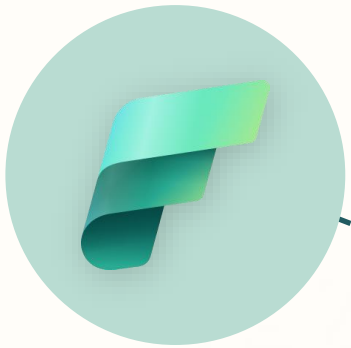


Sales

- Increase deal size via market basket analysis, compiling data to discover products frequently purchased together and identify cross-sell and up-sell opportunities
- Tailor sales efforts to local markets, tracking individual store activity by ingesting real-time sensor data and using advanced analytics to understand sales conversion



CPG scenario: Increase employee efficiency and create long-lasting customer experiences



Customer Service

- Improve employee training & product knowledge by providing easy-to-understand reports and real-time insights that increase productivity across channels
- Personalize customer experiences through a 360-degree view, creating a tailored and AI-assisted, omnichannel experience





Integrating Fabric
and Dynamics 365

Seamless integration of intelligent business applications with unified analytics



Dataverse

The intelligent, scalable, low-code platform that manages data and business logic across Microsoft Dynamics 365 and Microsoft Power Platform.



Microsoft Fabric

The one-stop-shop for data integration, data engineering, real-time analytics, data science, and business intelligence across all your organizational data.



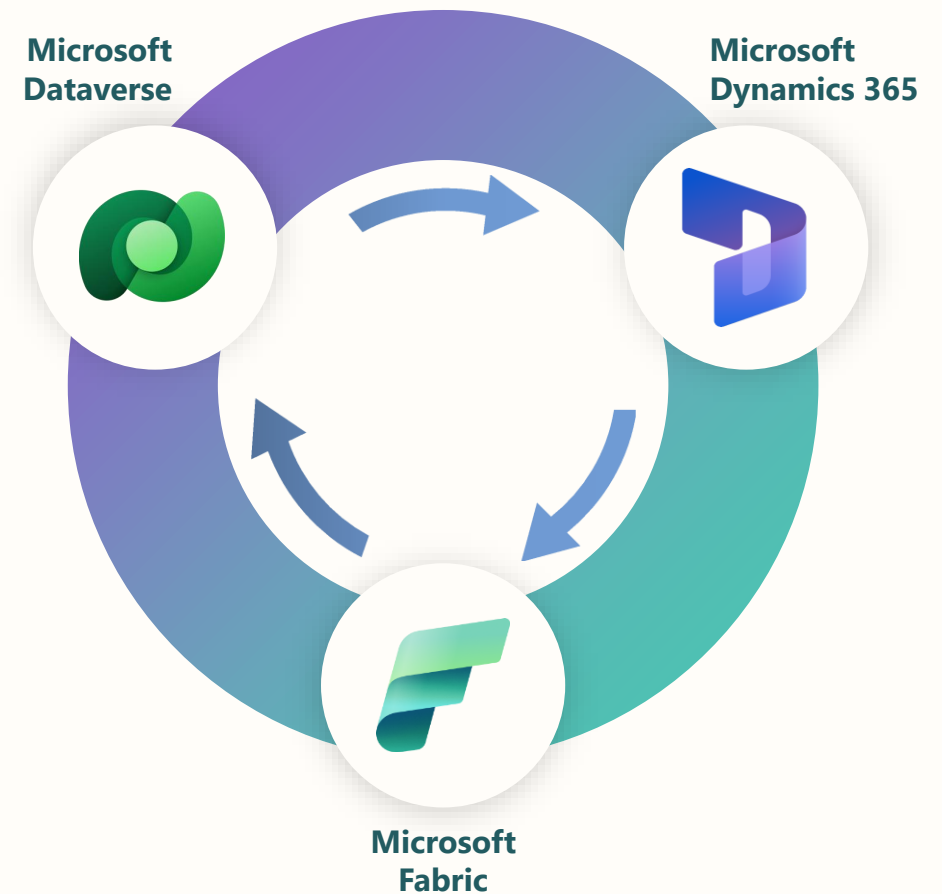
Dynamics 365

The portfolio of intelligent business applications that delivers superior operational efficiency and enables businesses to become more agile.

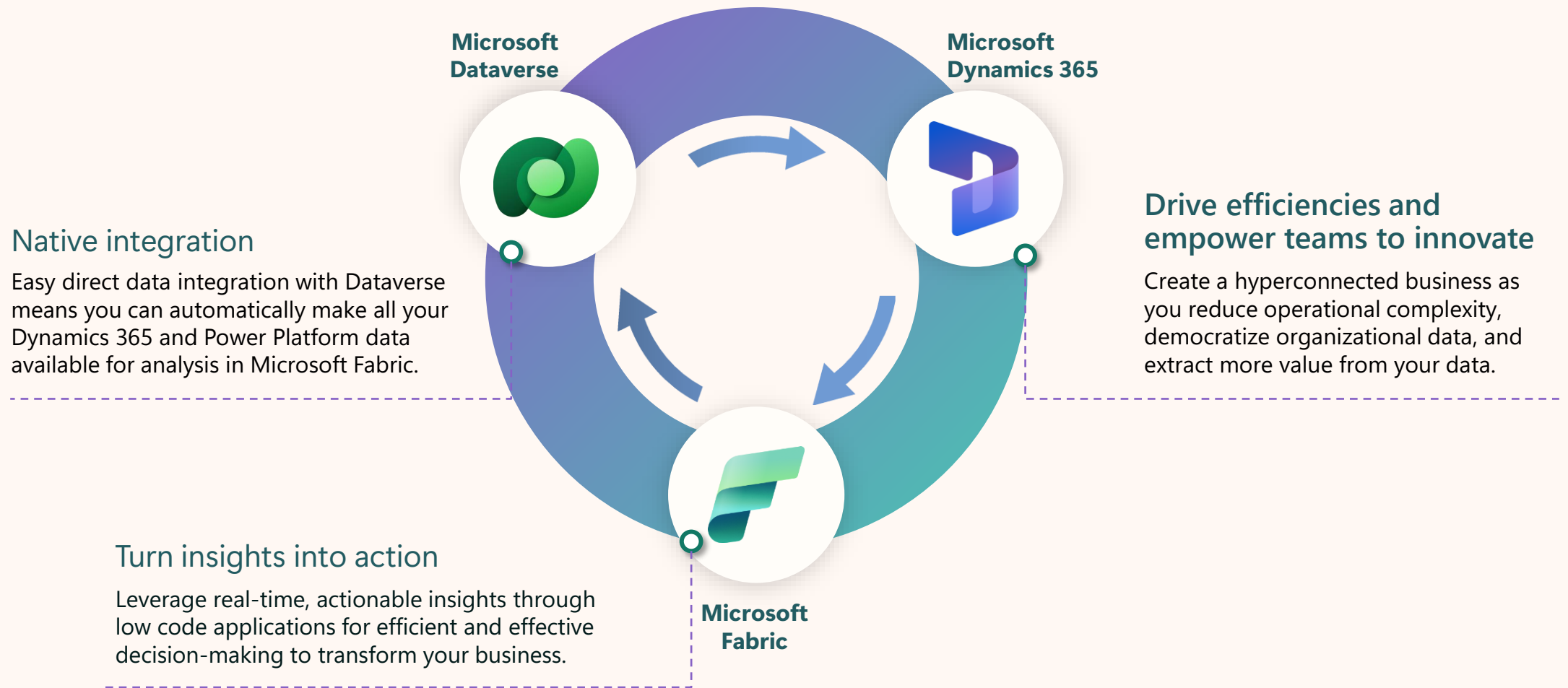
Native integration

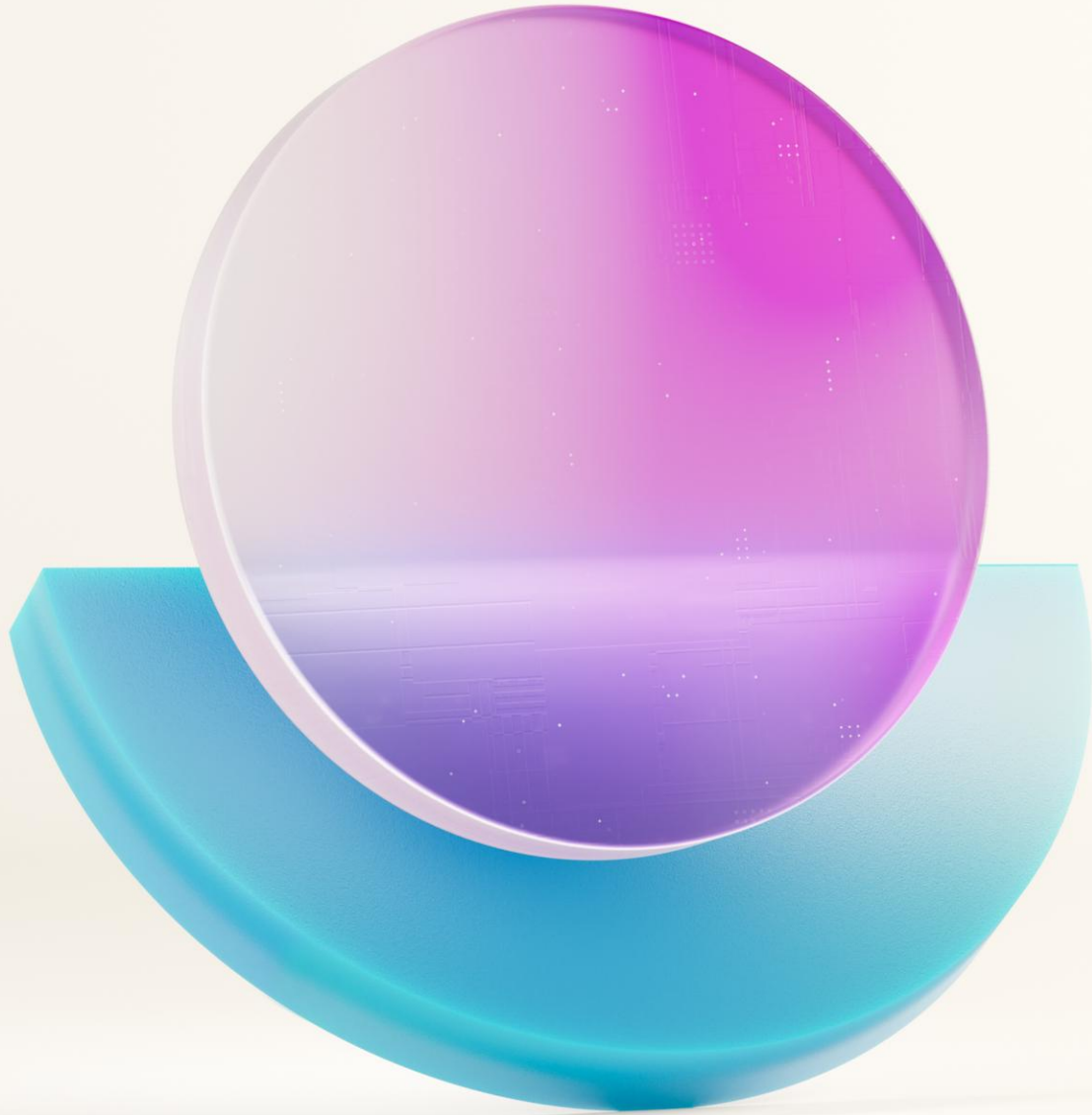
Dataverse makes it easy to connect Dynamics 365 to Microsoft Fabric

- No Copy. No ETL.
- Direct Connection via Dataverse
- Insights democratized to all low code apps using Fabric's seven core workloads
- Makers informed by insights improves quality of applications
- Data is governed



Dynamics 365 and Microsoft Fabric: Better Together





Getting Started

Get started today



Read how other organizations benefit from Microsoft Fabric

https://aka.ms/Fabric_Customer_Stories



Learn more about Microsoft Dynamics 365

<https://dynamics.microsoft.com>



Get the latest Microsoft Fabric news

<https://info.microsoft.com/fabric-interest>



Read the implementation guide

<https://aka.ms/Getting-Started-eBook>



Contact us today, David@d365.Global



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Microsoft Fabric

Thank you



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Insert Partner Logo
Right click > Change
picture > select location



Appendix

Microsoft Fabric Capabilities



Lake-centric and open

Align teams within a governed source of truth

Center of enablement for every user

Democratize insights through access to powerful analytics tools



Persistent security and governance

Integrate your services with an open, secure, and governed foundation



Complete analytics platform

Bring all your data and analytics together on a SaaS platform

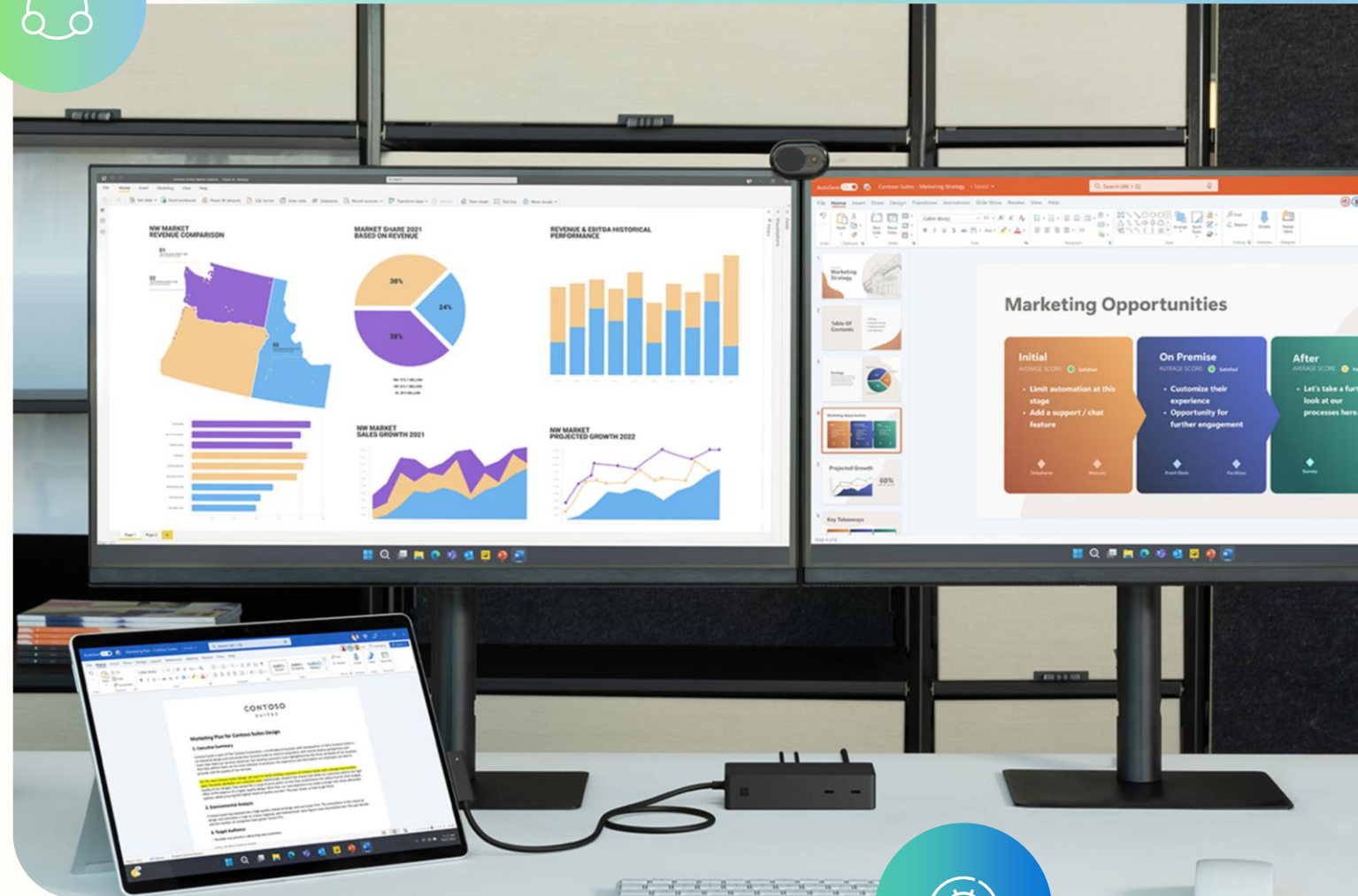
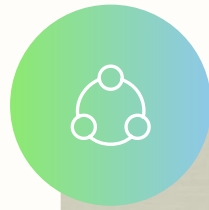
- Empower data engineers, data scientists, analysts, and business users with role-specific tools in a SaaS platform built for collaboration
- Gain end-to-end visibility, usage and adoption insights, and industry-leading governance and compliance capabilities.
- Simplify billing and reduce costs with a single pool of capacity and storage that can be used for every workload



Lake-centric and open

Centralize all your data in OneLake

- Create shortcuts between OneLake and data items across clouds like ADLS Gen2 and Amazon S3 without duplication, movement, or ownership change
- Reduce data duplication by using a single copy of data to power all your workloads and engines
- Bring your data together in an intuitive hub that's automatically indexed for discovery, sharing, governance, and compliance

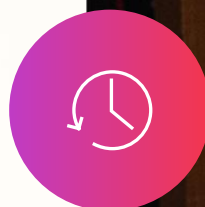




Built for a data culture

Empower everyone in your organization with insights

- Quickly go from data in a lakehouse to insights in the hands of your business users
- Save time for analysts and provide up-to-date insights with Direct Lake mode, a blazing fast, real-time connection to your data in OneLake
- Foster a data-driven culture by seamlessly and securely embedded insights into Teams, Excel, PowerPoint, Outlook, and more with native integration



Powered by AI

Get more done, faster with AI infused at every layer

- Use conversational language with Copilot in Fabric to create dataflows and pipelines, write SQL statements, or even build machine learning models
- Simply describe what you need—including reports, summaries, and calculations—or ask a question, and Copilot in Power BI does the rest
- Fuel your own tailor-made generative AI experiences in Azure AI Studio with curated data seamlessly flowing from Microsoft Fabric

