

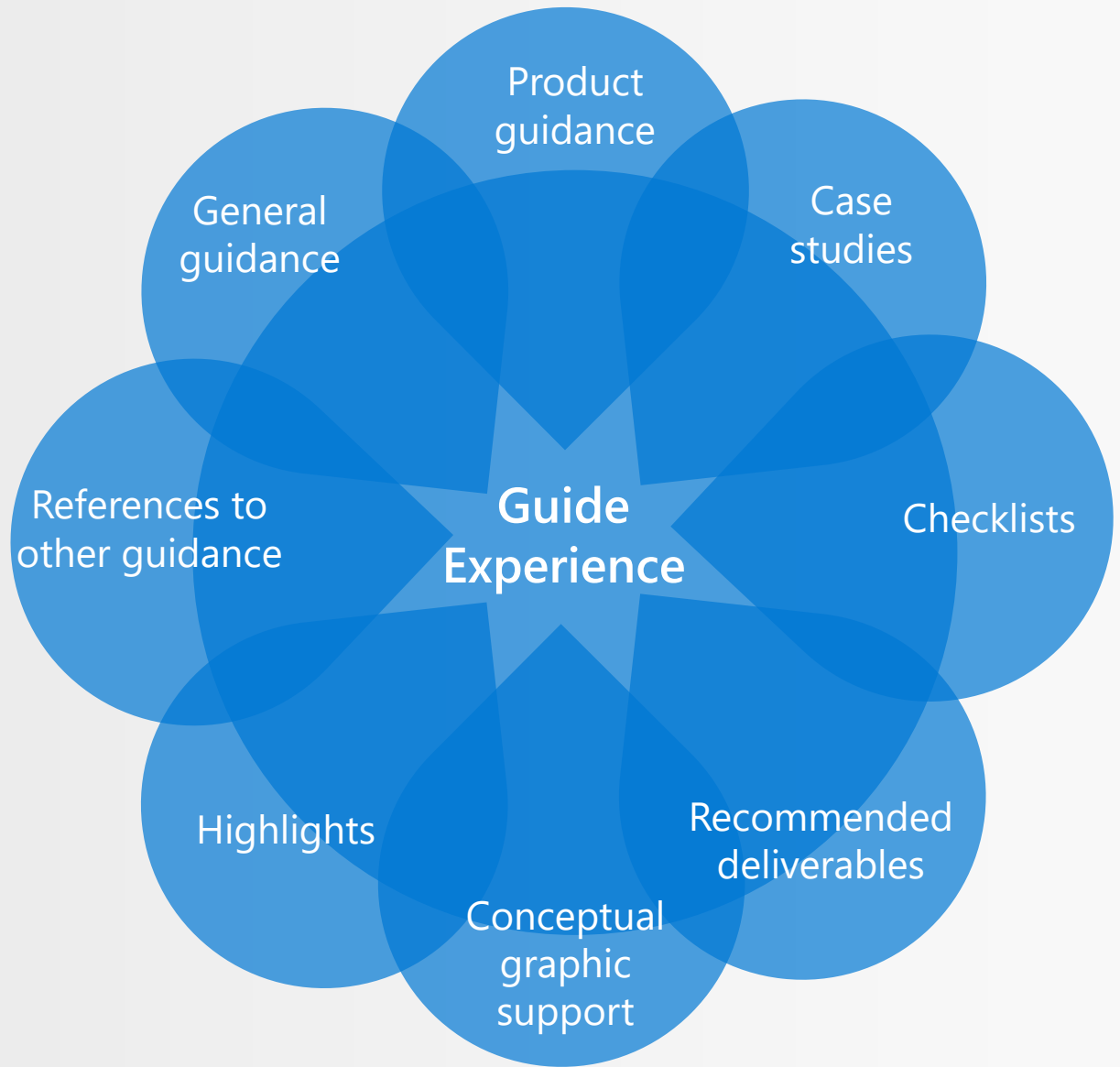
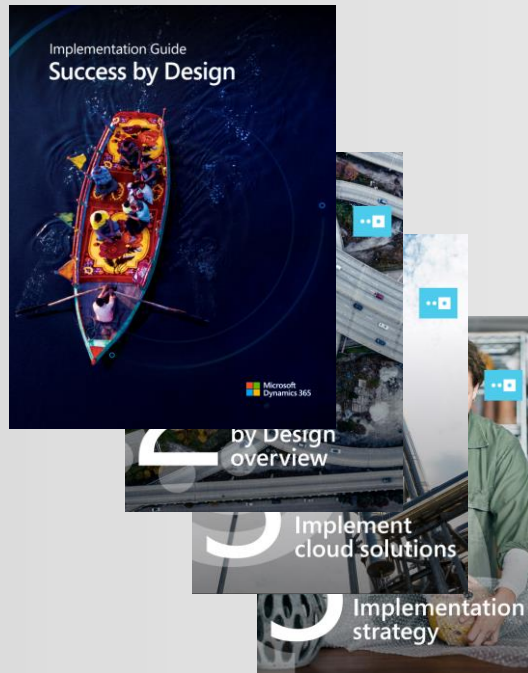
Dynamics 365 Project Operations – Billing and Invoicing

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Dynamics 365 Implementation Guide

Collective experience gained through
thousands of Dynamics 365 implementations



Available at: <https://aka.ms/d365implementationguide>



Objectives of this TechTalk

Billing and invoicing process in Project Operations for resource/non-stocked based scenarios

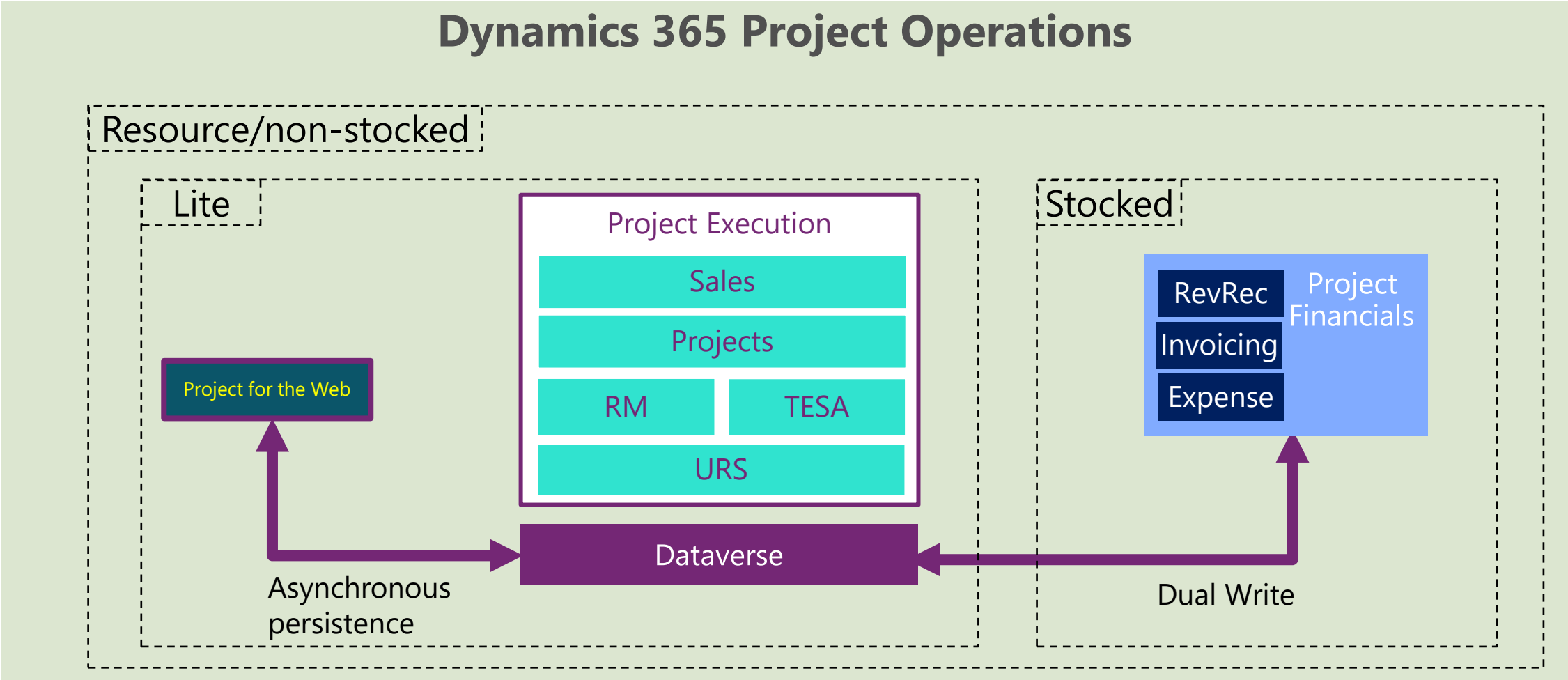
What it doesn't cover

1. Deployment considerations
2. Project Operations Stocked and Light scenarios
3. Detailed aspects of Data Migration/Integrations
4. Comparison with other Dynamics 365 Customer Engagement Apps
5. Licensing considerations
6. Technical details

Agenda

-
1. Manage Billing
 2. Invoicing and automation
 3. Invoice corrections
 4. Intercompany Invoicing
 5. Data architecture
 6. Resources

Architecture



Key

M365 Services

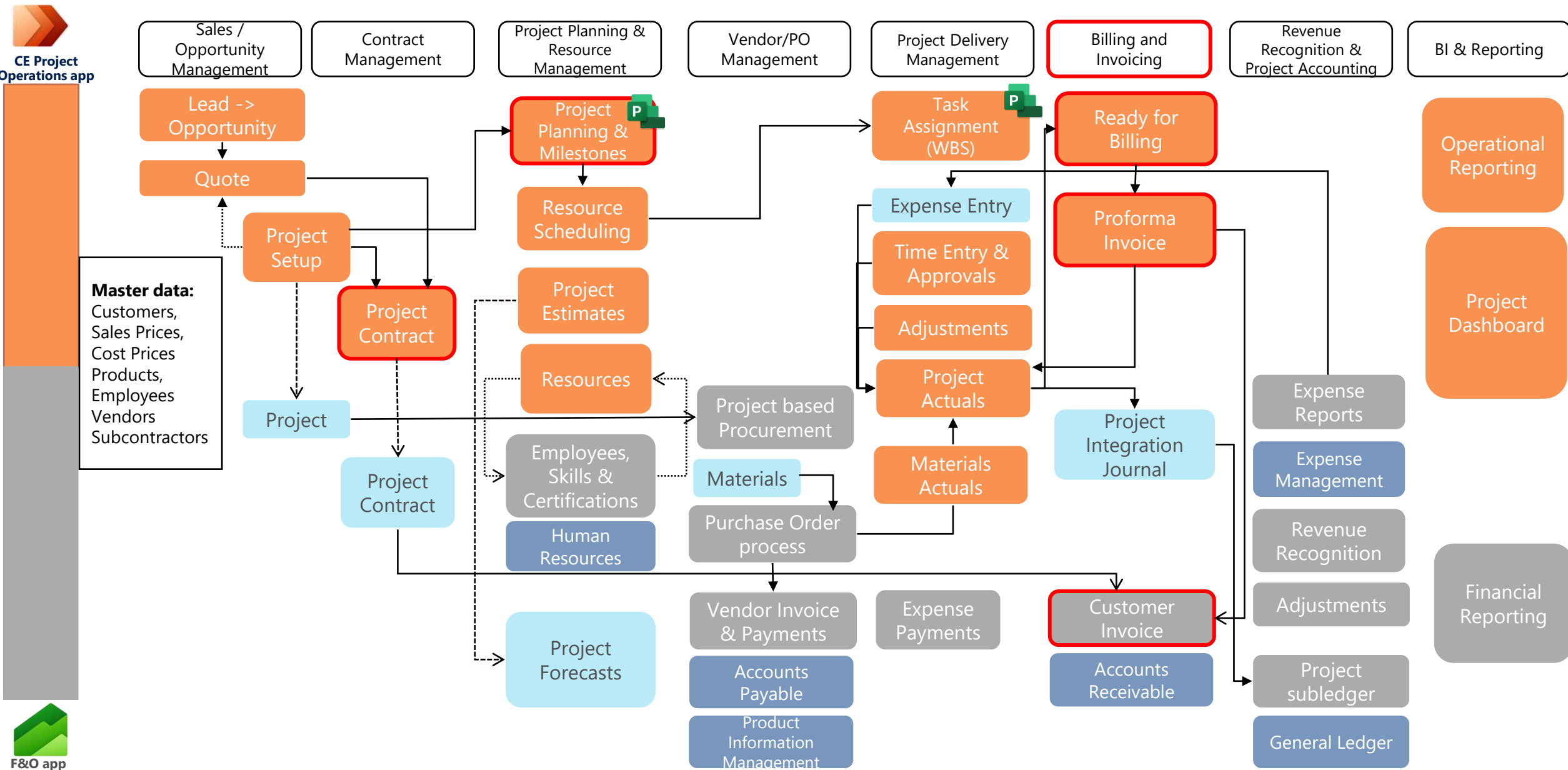
D365 CE App

Dataverse

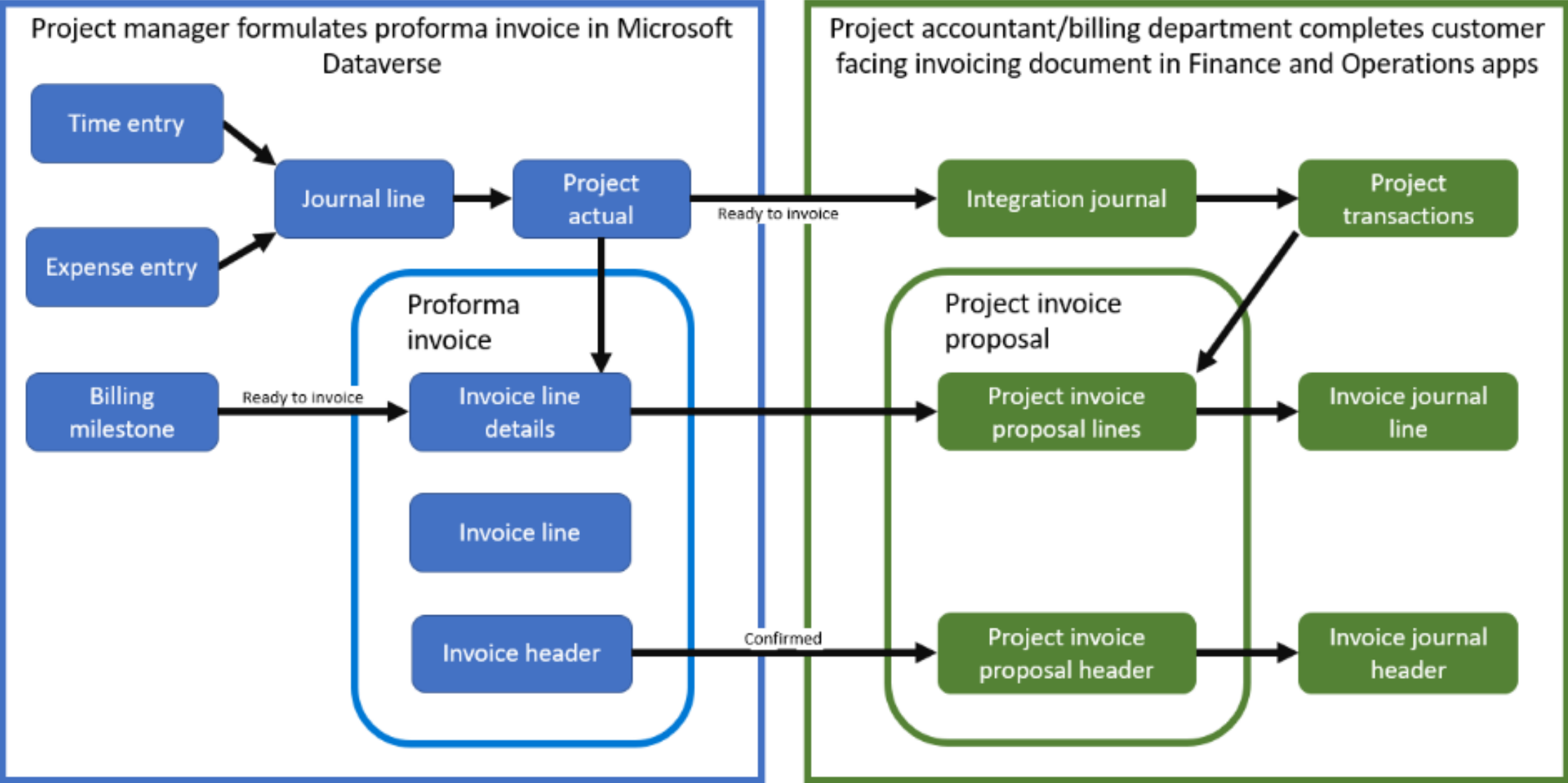
D365 F&O App

RM = Resource Management
TESA = Time, Expense, Status, Approvals
URS = Universal Resource Scheduling
RevRec = Revenue Recognition

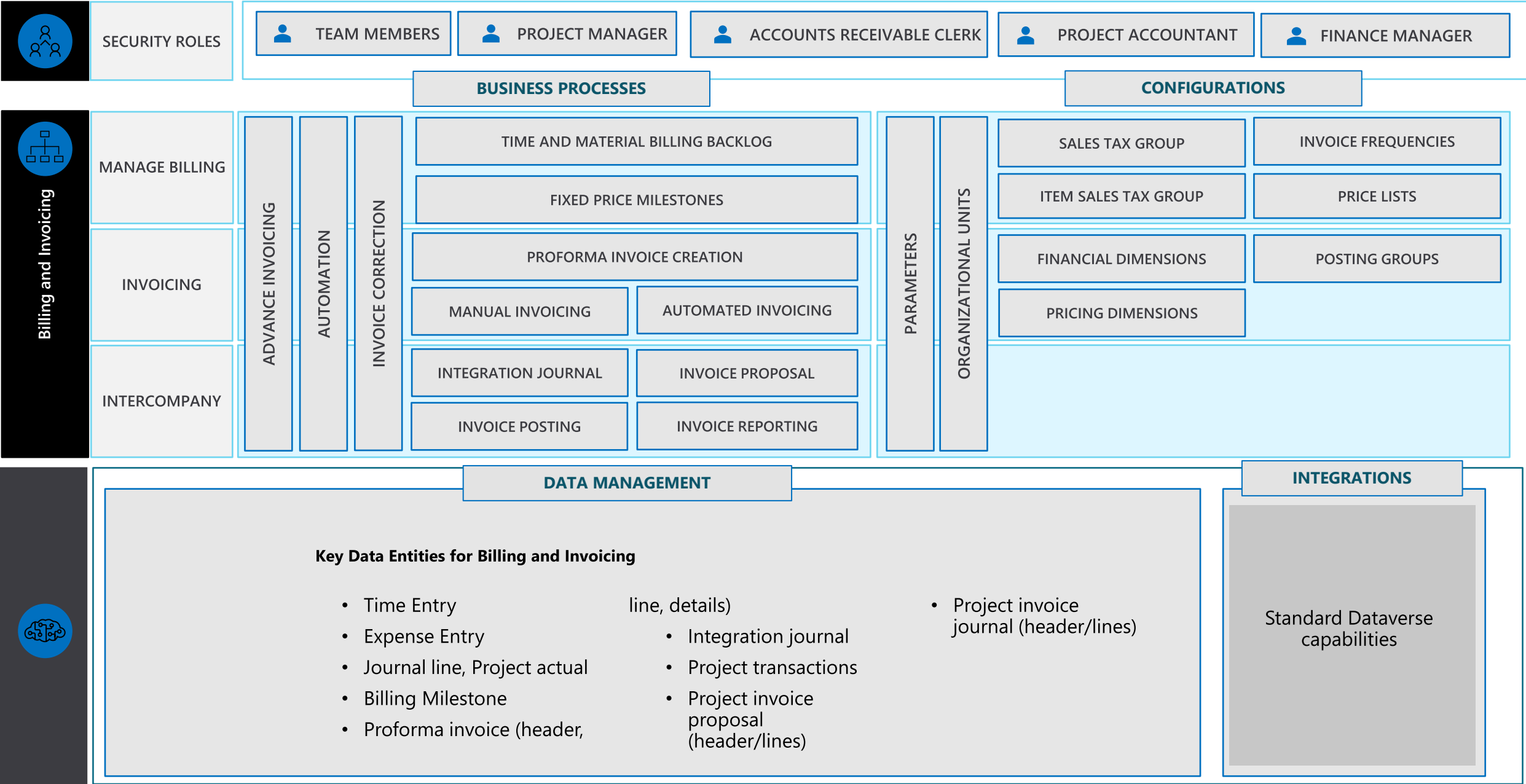
End to End Process flow



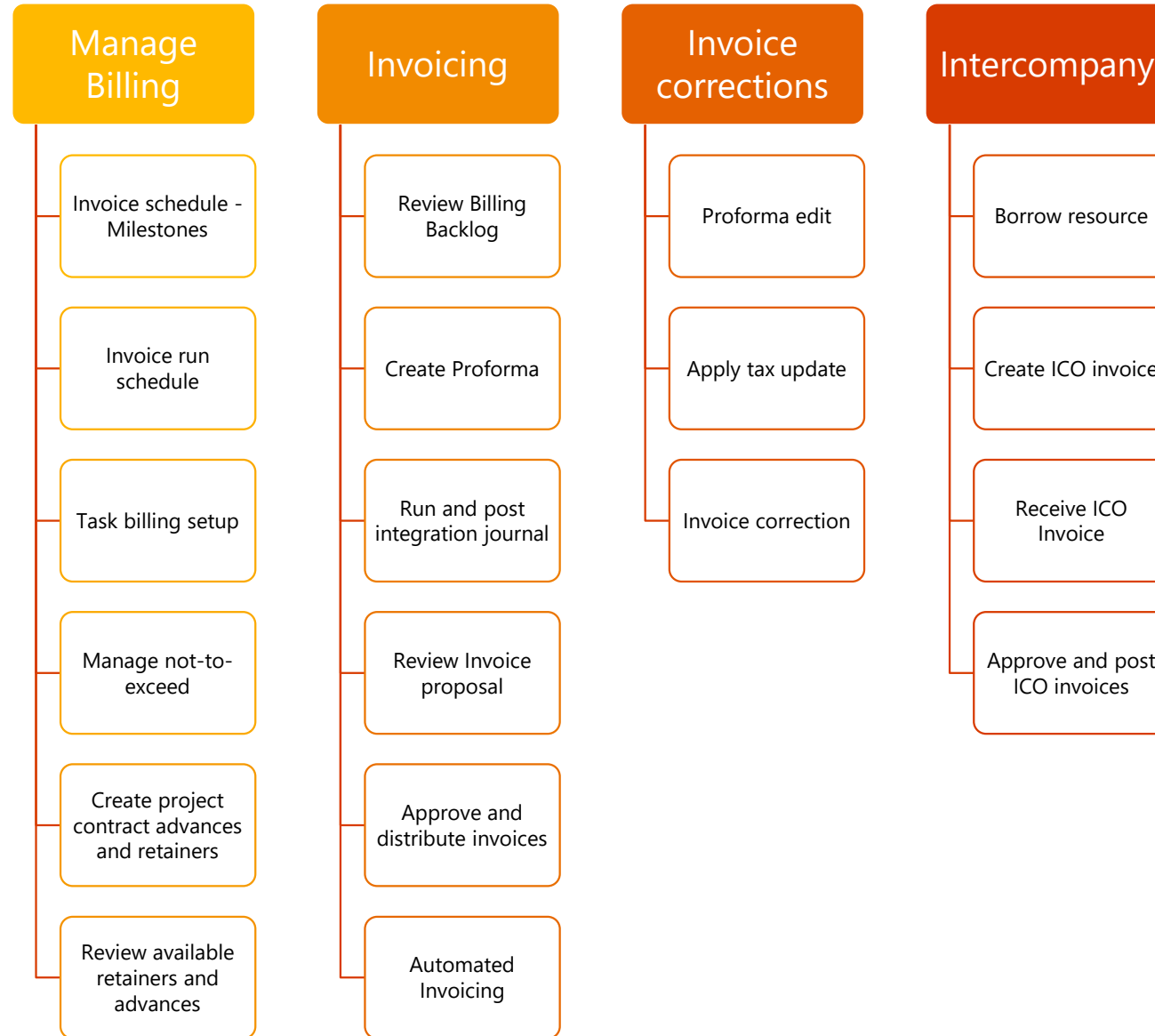
Billing and Invoicing flow



Billing and Invoicing – Process Catalog



Project Operations Processes



Manage Billing



Manage Billing



- Billing method
 - Time and material
 - Fixed price
 - Retainer based contract*
 - Not to Exceed (NTE)*
- Billing type
 - Chargeable
 - Non-chargeable
 - Complimentary
 - Not available

*supporting the billing methods

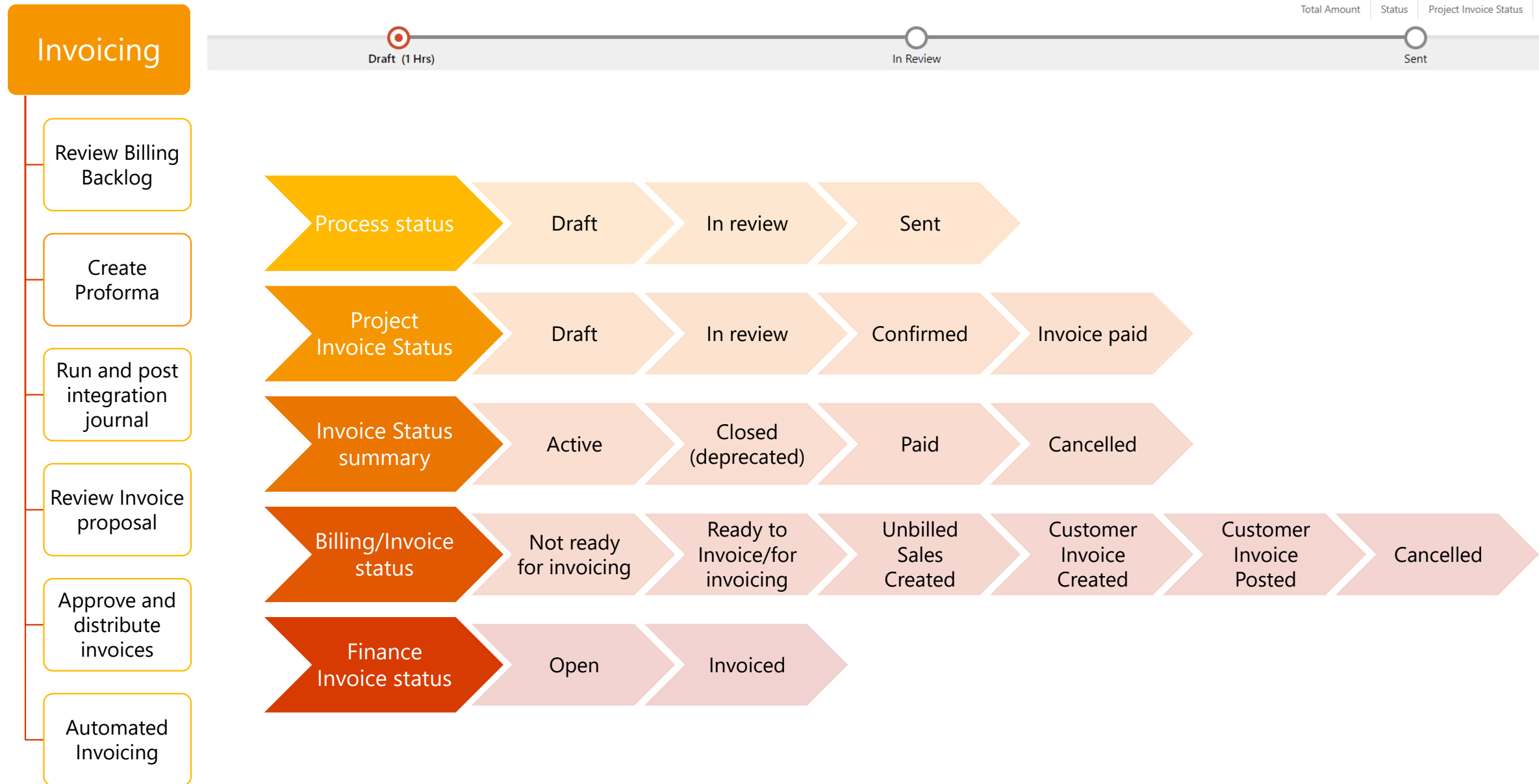
Common Contract and Billing Scenarios

Scenario	Feature	Explanation
Time on a project is fixed fee while Expense are T&M	Select applicable transaction classes on each contract line	Select a Fixed fee or T&M billing method on the contract line and associate the same project but distinct classes or transactions to the contract line
Some part of the work on a project is T&M and another part of the work needs to be fixed fee	Task- based billing	Create distinct nodes in your project plan for each part of the work and associate those tasks to different contract lines.
Pre-sales costs are non-billable but need to be collected and reported to understand the overall margin of this contract	Task- based billing	Create a node for pre-sales tasks on your project plan and mark those tasks as non-chargeable
Project work is distinctly divided between teams with each team being managed by a dedicated Project Manager and the teams should securely access only their part of the work	Associate different projects to different contract lines	Create separate projects but bring under the same overall contract by associating the projects distinctly to each line on the contract
Different invoice schedules for different portions of the work	Invoice schedules at the contract line	Setup invoice schedules at the contract line level and then associate project components to the contract line like say, a specific set of tasks
Different customers paying for different components of the work	Split billing setup at the contract line level	Identify the paying customer on the contract line and then associate project components to the contract line like say, a specific set of tasks
Ability to roll up overall costs and margins across all sub-components or projects at the header level.	Reporting and roll – up using Contract as the header	All estimates and actual transactions are stamped with the contract line as well as project enabling reporting and roll-up at the project level and at the contract level

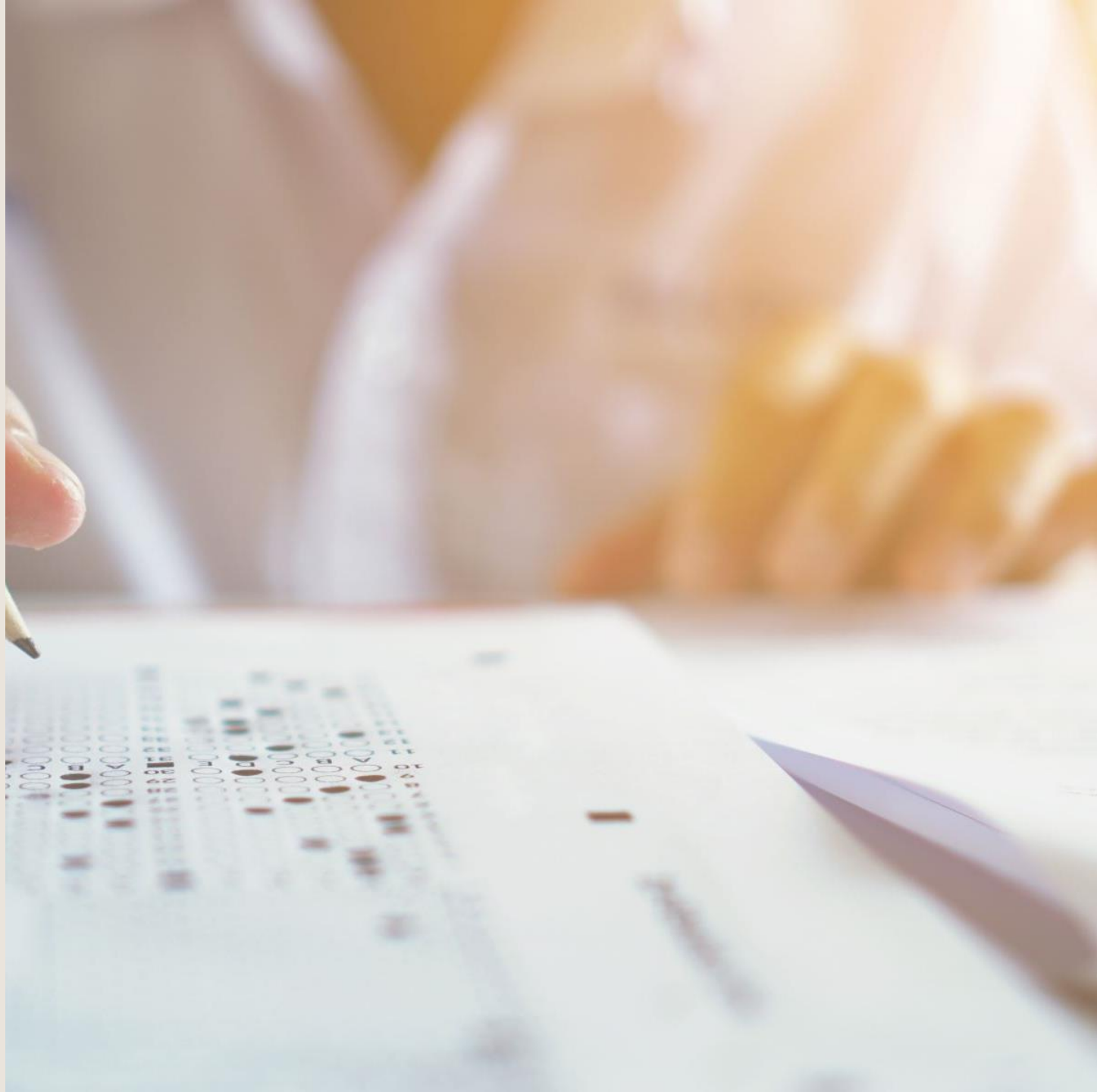
Invoicing



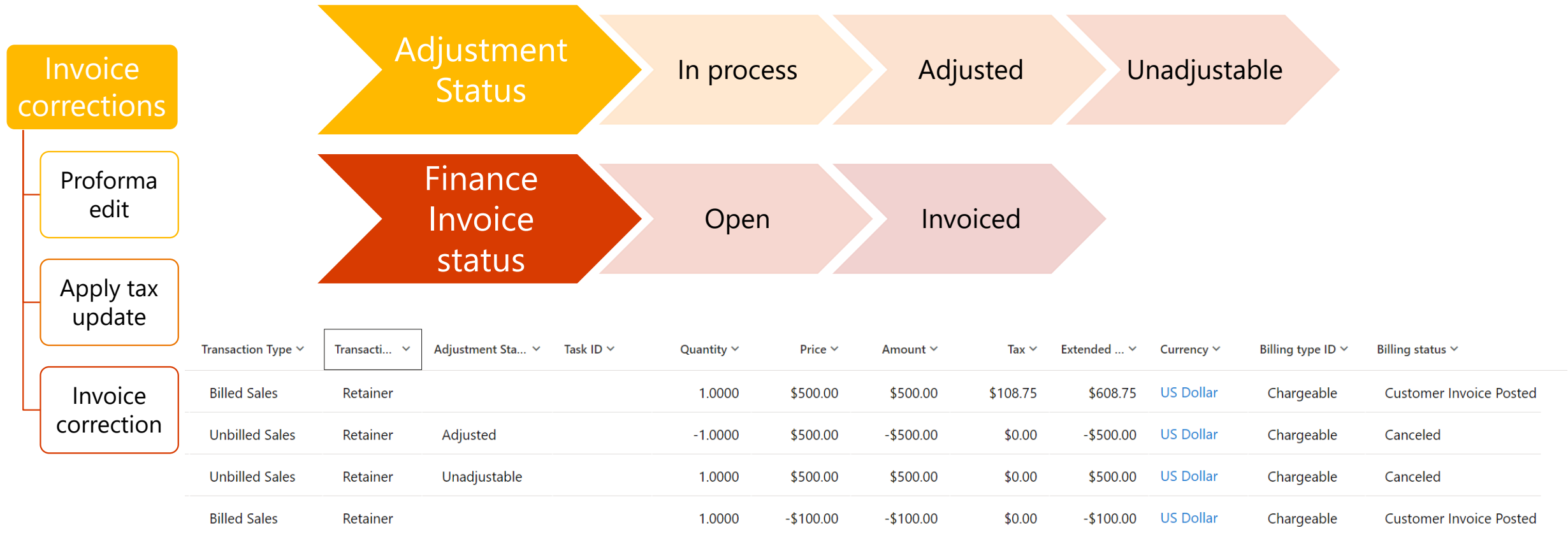
➤ Invoicing Processes and status



Invoice corrections



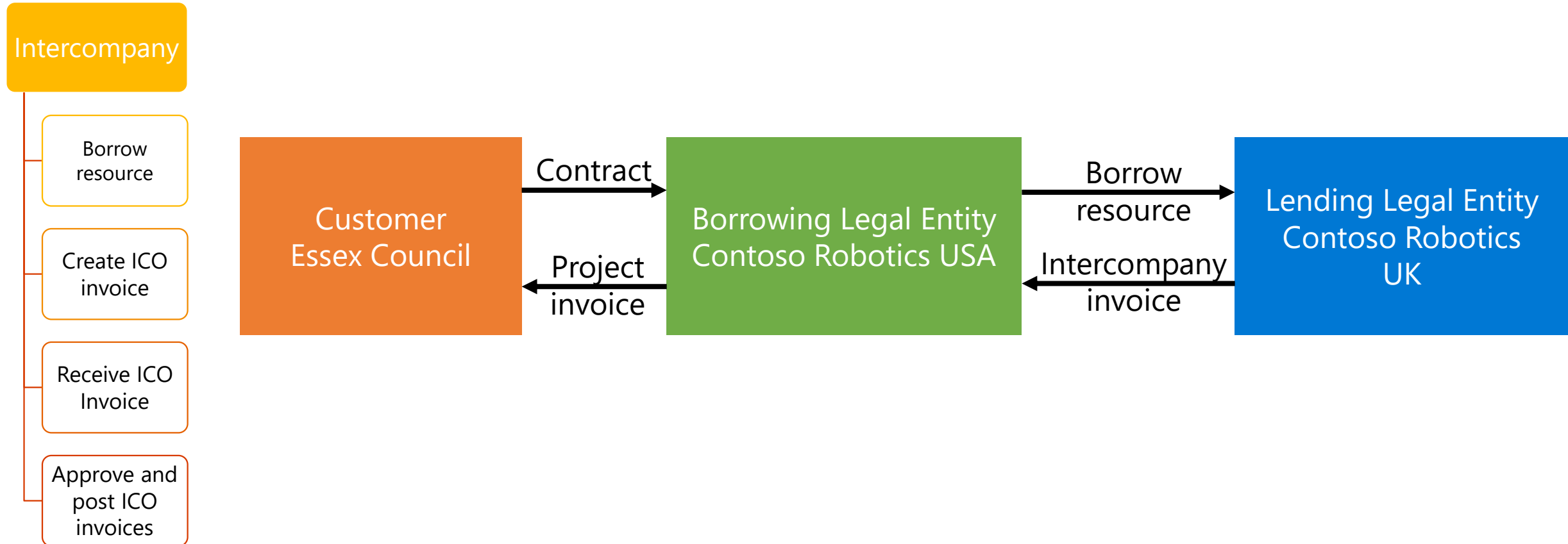
Invoice Corrections



Intercompany Invoicing



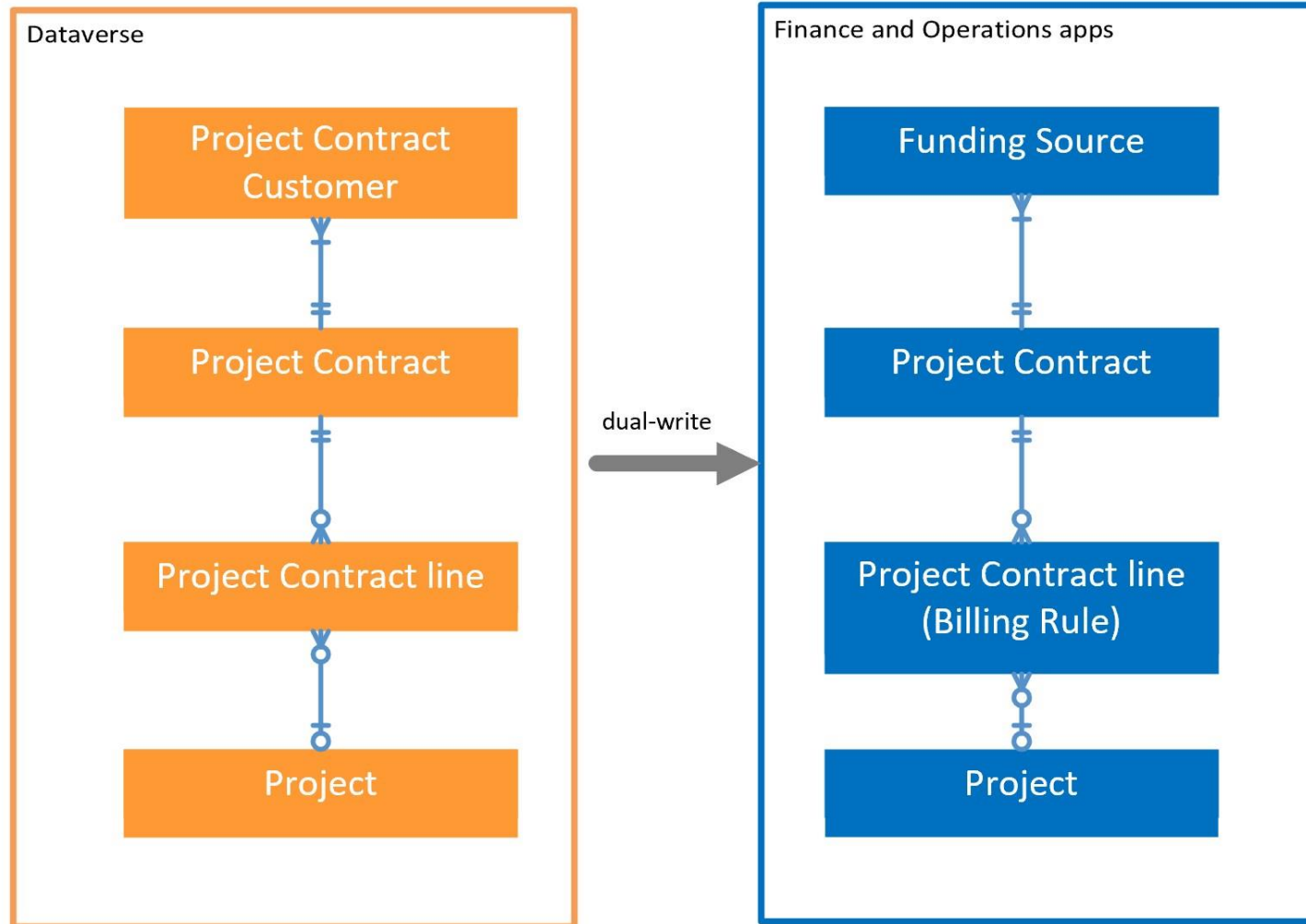
Intercompany invoicing overview



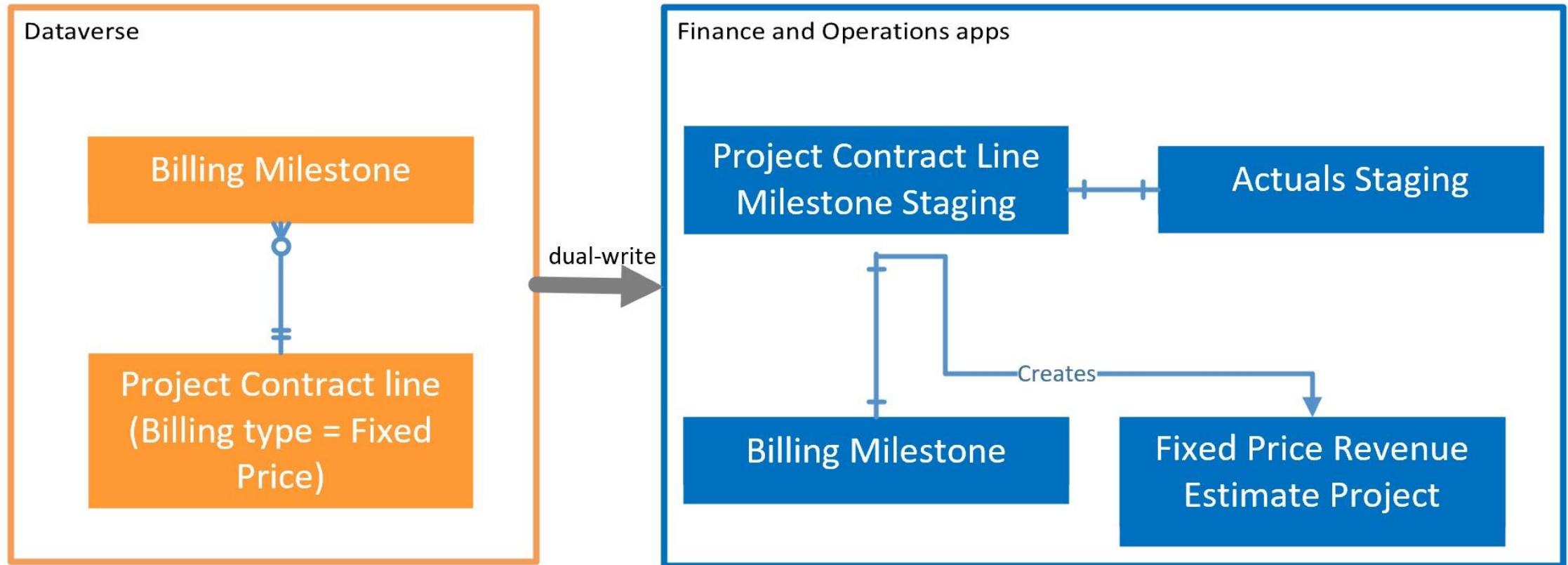
Data Architecture – Integrated entities



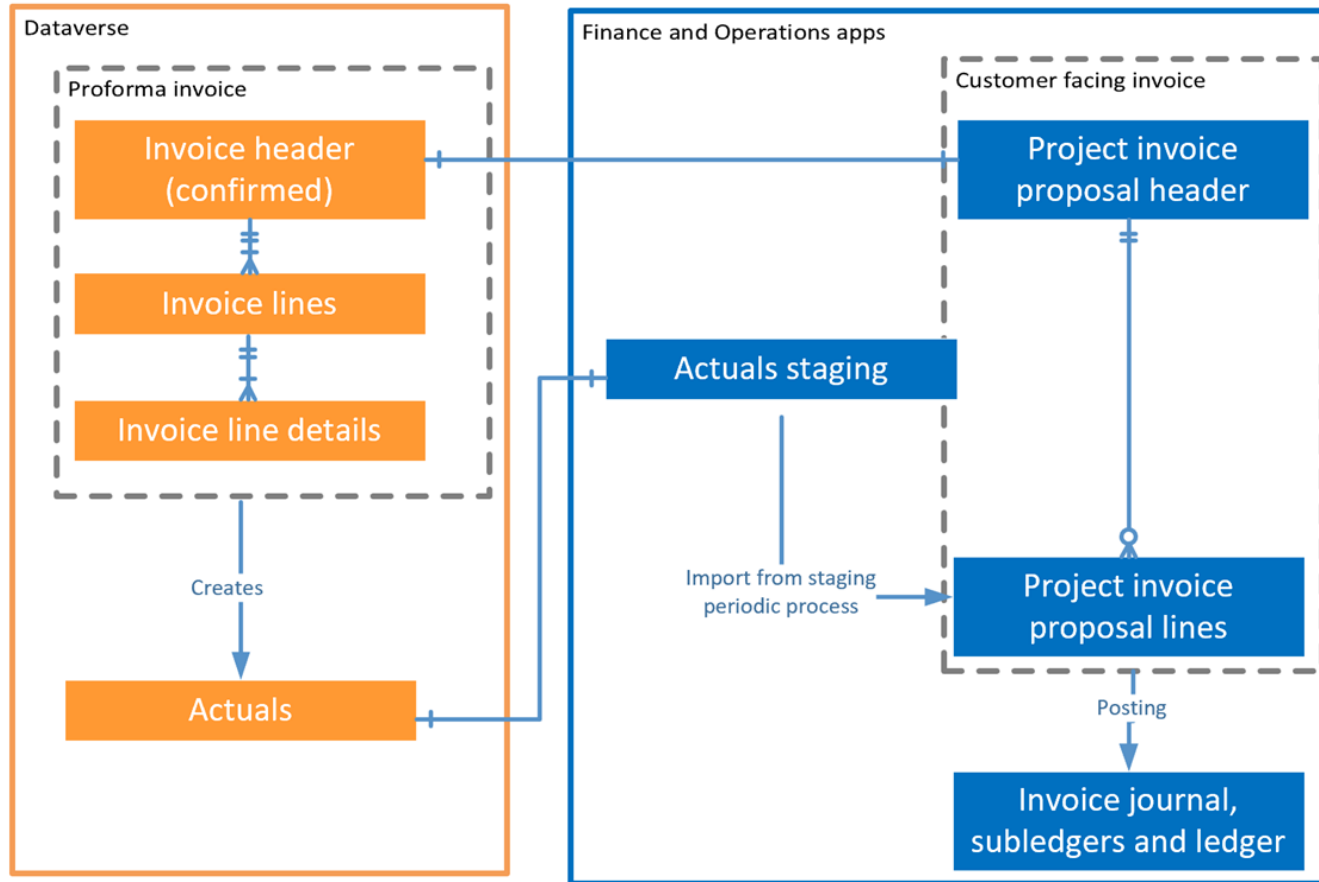
Contracts, lines and projects – Dataverse to F&O



Fixed Price Billing Milestones – Dataverse to F&O



Project Invoicing – Dataverse to F&O



*Unbilled sales transactions must be posted before any proposal lines are created

*Invoice Proposal number sequence must allow changes to lower and higher numbers

Resources - Invoicing

- [Invoicing process overview | Microsoft Docs](#)
- [Proforma invoicing | Microsoft Docs](#)
- [Manage project invoice proposals | Microsoft Docs](#)
- [Intercompany invoicing overview | Microsoft Docs](#)
- [Get started with invoicing in Dynamics 365 Project Operations - Learn | Microsoft Docs](#)

Resources - General

- [Overview - Dynamics 365 Project Operations | Microsoft Docs](#)
- [Overview - What is Dynamics 365 Project Service Automation? | Microsoft Docs](#)
- [Overview - Finance and Operations application documentation - Finance & Operations | Dynamics 365 | Microsoft Docs](#)
- [New and planned features for Dynamics 365 Project Operations, 2021 release wave 2 - Dynamics 365 Release Plan | Microsoft Docs](#)
- [Community - Dynamics 365 General - Forums, Blogs, Support](#)
- [Roadmap - Product Updates | Microsoft Dynamics 365](#)
- [Ideas - Ideas \(dynamics.com\)](#)
- [FastTrack - Microsoft FastTrack, move to the cloud with confidence](#)
- [Sales process overview | Microsoft Docs](#)
- [Pricing dimensions overview | Microsoft Docs](#)

Resources – Documentation and Learning

- [Dynamics 365 Project Operations Deployment Options and Scenarios | February 2 & 3, 2022 - Microsoft Dynamics Blog](#)
- [Dynamics 365 Project Operations Demonstration | March 16, 2022 - Microsoft Dynamics Blog](#)
- [Dynamics 365 Project Operations Data Migration | April 14, 2022 - Microsoft Dynamics Blog](#)
- [Documentation](#)
- [Developer home page](#)
- TechTalks* [Upcoming](#) / [Recordings](#)
- YouTube [Dynamics 365](#)
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Useful links on SLA, Compliance, and Support

- [Licensing Guide](#)
- [Trust Center](#) – For information on privacy, compliance, and security procedures
- [Online Services Terms](#) – Terms and Conditions of Microsoft Services
- [Support Options](#)

Q & A

Thank you

