➤ **Vendor:** Microsoft

➤ **Exam Code:** MB-700

➤ **Exam Name:** Microsoft Dynamics 365: Finance and Operations Apps Solution Architect

➤ **New Updated Questions from Braindump2go (Updated in March/2022)**

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QUESTION 102
Case Study 1 - City Power and Light
Background
City Power and Light is a publicly traded electric utility company. The company has a corporate office, four regional field offices, two subsidiary companies that produce solar energy, and one wind power subsidiary. City Power and Light has 50 percent ownership in the solar energy company. The company fully owns the wind power company but operates it separately from other businesses. City Power and Light currently operates with varying integrated legacy systems and has difficulty assembling company financials. Migrating these systems and workloads to a common platform would improve visibility into the business and inform decision making. The company plans to implement Dynamics 365.
Legacy systems
- The legacy system does not have audit capability of configurable workflow based on business logic
- The legacy paper-based purchasing system does not allow parent-child relationships for vendors. Two signatures are required for purchase requisitions.
- Purchase orders are entered into the system manually based on signed purchase requisitions printed to PDF and then emailed to the vendor.
- The legacy procurement system does not have a parent-child relationship for master data management.
Financials
- All financial consolidate up to City Power and Light Holding, LLC.
- The finance department employees are currently able to create as well as pay invoices.
Customers
Sales orders from the website are uploaded into the system manually once a day. International and domestic customers currently post to the same receivable account. At the end of the month, these have to be separated into domestic and international receivable accounts.
Other information
- There are multiple active acquisitions expected during trie implementation timeline.
- The item master data for solar panel configurations has multiple variables and variants. As a complex.
General
- Flexible implementation approach to support frequently changing business needs and requirements.
- A phased roll-out is needed due to the complexity of the business.
- Any offsite Travel meals submitted on an expense report without corresponding flight and hotel expenses need to be reviewed.
- Ten percent of vendor invoices should be reviewed to ensure they meet company policy.
- Testing of business processes needs to be automated.
- Customer surveys must be sent out after email customer service interactions. Surveys must contain a rating system and a way for customers to add comments.
- Employees require one central tool for internal communication, phone calls, and file sharing.
- Sales representatives need an enterprise quoting tool for solar panel customers.
Technical
- A cloud-based financial and operational system, accessible on mobile devices.
- The ability to keep a legacy meter reading application with the ability to use the data in aggregated operating reports.
- Business processes should be tested with different variables for the same process as part of the testing plan.
Functional
- Establish and document business processes to assist with on-boarding new employees more efficiently.
- Parent-child relationships need to be established for vendors with regional offices. Purchasing locations vary from invoicing locations.
- The ability to create automated wire payments.
Requisitions
- All purchase requisitions over $50 need to be approved by a manager.
- All purchase requisitions over $1,000 require senior manager approval.
- Multiple purchase requisitions to the same vendor should be combined.
Sales
The item master data for solar panel configurations have multiple variables and variants. This leads to complex quoting and sales orders.
Sales representatives must be able to create automated wire payments.
Issues
- A limited number of users are available for testing.
- User1 reports that the date fields are not saving during formula entry with saved variables functionality in the RSAT tool.
- The purchasing department is seeing duplicate vendor records during data conversion.
- Audit notes from the prior year indicate improvement is needed in roles and responsibilities related to financial management and security roles.
- User2 reports that parts ordered on P0123 were never received and the vendor has said they never received the PO.
- User3 provides feedback that important steps during journal entry are being forgotten and new users need hands-on guidance.
- Service technicians report that they do not always have the appropriate tools or parts with them requiring multiple service calls.
You need to recommend a solution to resolve the issues reported with the company's legacy systems.
Which functionality should you recommend?

A. Vendor groups
B. Financial dimensions
C. Vendor posting profile
D. Invoice-to account

Answer: B
Reference:
https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/fin-ops/organization-administration/plan-organizational-hierarchy

QUESTION 103
Case Study 1 - City Power and Light

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https://www.braindump2go.com/mb-700.html

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- Service technicians report that they do not always have the appropriate tools or parts with them requiring multiple service calls.
You need to recommend an appropriate implementation methodology.
Which methodology should you recommend?

A. Spiral
B. Lean
C. Waterfall
D. Agile

Answer: D

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Drag and Drop Question
You need to recommend Microsoft solutions for City Power and Light's business requirements.
What should you recommend? To answer, drag the appropriate solutions to the correct requirements. Each solution may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.
NOTE: Each correct selection is worth one point.

Answer:

Explanation:
https://dynamics.microsoft.com/en-gb/customer-voice-transition/
https://docs.microsoft.com/en-us/dynamics365/field-service/overview

QUESTION 105
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NOTE: Each correct selection is worth one point.

Answer Area

Tools	Requirement	Tool
ISV	Solar panel quoting	
Custom	Wire payments	
Standard	Audit requirements	

Answer:

Answer Area

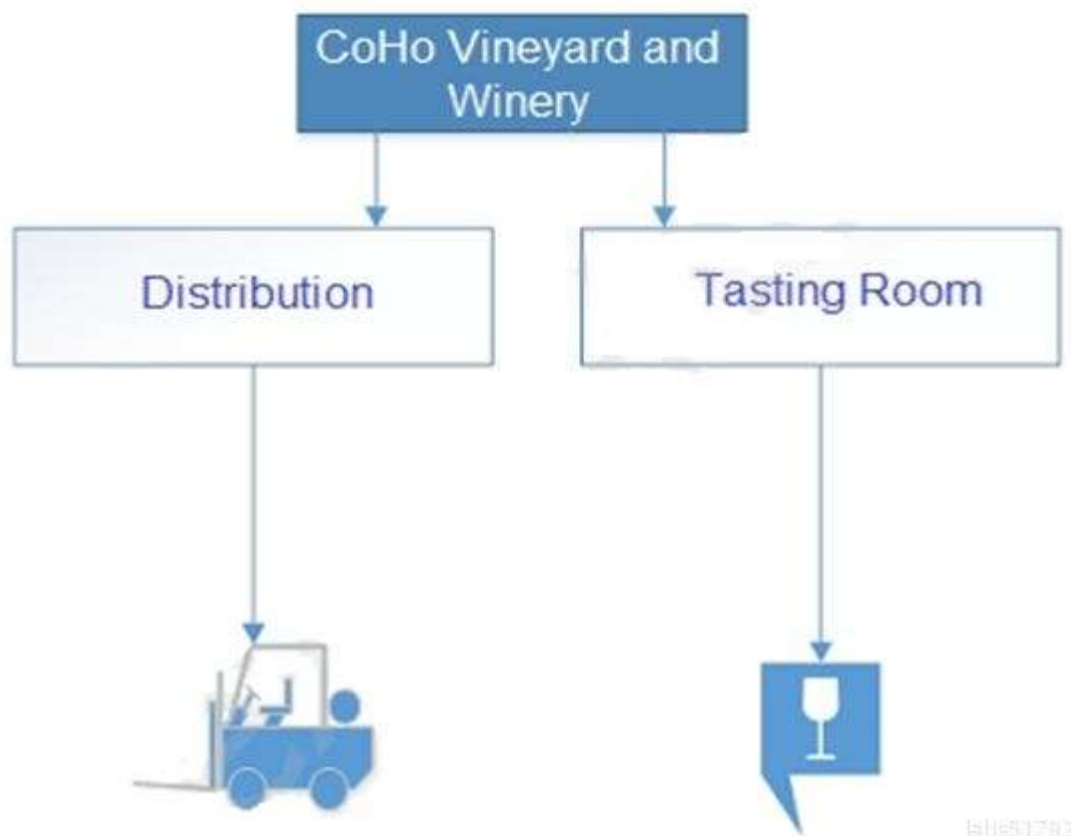| Tools	Requirement	Tool
	Solar panel quoting	Custom
	Wire payments	ISV
	Audit requirements	Standard

QUESTION 106
Case Study 2 - CoHo Vineyard and Winery
Overview
CoHo Vineyard and Winery is based in the United States. The company has a single vineyard. The company distributes full pallets of wine worldwide and sometimes sells wine by using a private label. Grape growing and wine production operations are owned and operated by a third-party company. The company uses bottles, accessories, and other disposables from a company in China. CoHo Vineyard and Winery opens a second location. This location manages inventory for Wine Club members and includes a wine tasting room. The location also includes a warehouse and distribution center. The wine club currently has 200 members. The company hopes to increase this number. The company holds events for club members in the tasting room and ships both full cases and individual bottles to members. The tasting room is not treated as a retail store. All sales to club members only and purchases must be made on-account.
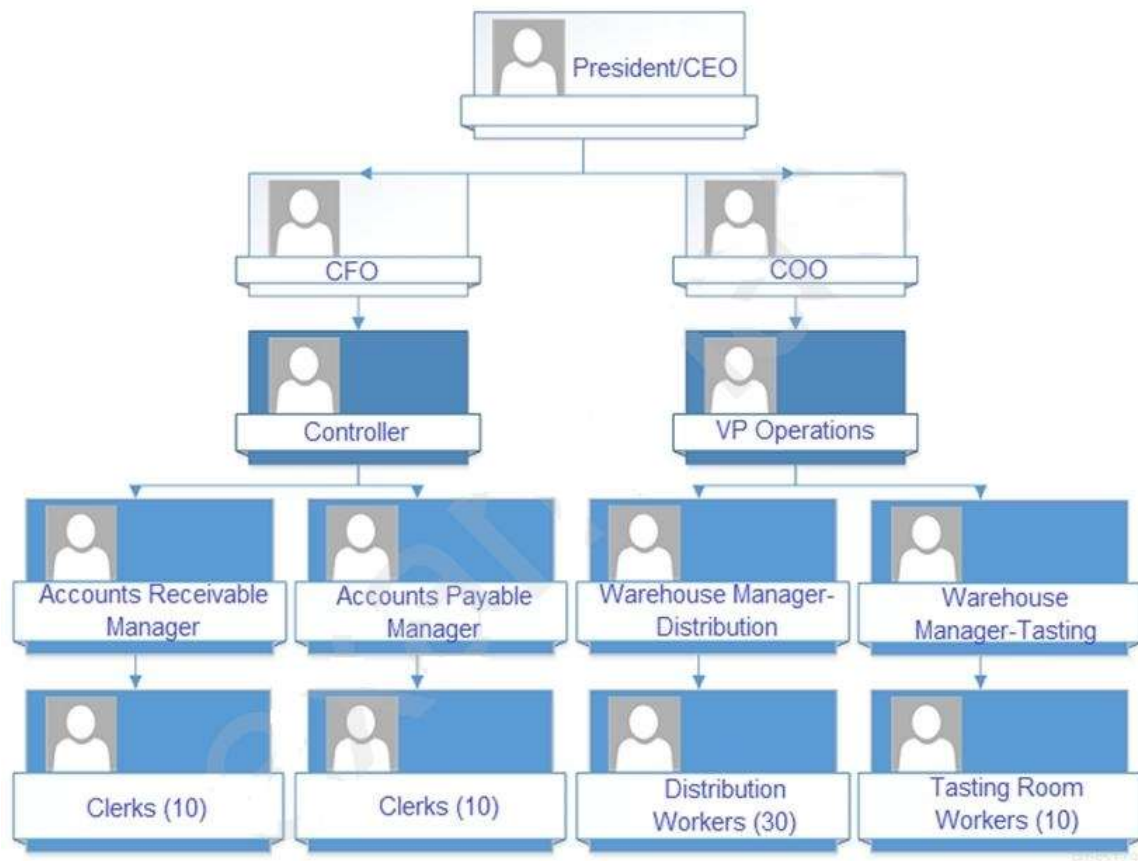
Company structure
The following graphic shows the company structure:

Organization
The current organizational chart and roles as follows:

Current environment
Coho Vineyard and Winery currently uses manual processes for most of its operations. The company stores names and phone numbers for club members and prospective club members in a Microsoft Excel workbook. The sales team currently tracks club membership in a separate system. Sales team stock awards are granted on a three-year basis. The solution for the sales Team cannot be replaced for three years.
- The types of wine, such as cabernet sauvignon and red blends are tracked as separate items. Each item will have a year associated with it such as Red Blend 2017, 2018, 2019, etc. The items are updated for the year association annually.
- Peak times for order entry could be in the hundreds. This typically happens when first and second shift workers overlap and all users are on the system, as well as orders imported in.
- Packaging materials, bottles, and accessories are received in the warehouse FOB Destination from the manufacturer in China.
- Each retailer has individual item numbers, barcode placement descriptions and other additions such as pictures and details of the wine year and flavor notes. CoHo Vineyard and Winery has outgrown their legacy ERP system and plans to implement Dynamics 365 Finance. CoHo wants to use out-of-the-box tools which are linked to the system where possible and not create new tools.

Licensing and organization
- Only the President/CEO, CFO, COO, Controller and VP Operations users must be able to access finance and warehouse features.
- Warehouse users must only have access to warehouse function. All other users must have access to finance functions.
- The distribution center must have mobile scanners for the warehouse. The tasting room will not have mobile scanners.
- The inventory cost must be tracked separately by distribution center or tasting room.

Club membership events
- You must ensure the members created in their existing system are also customers in Dynamics 365 Finance and that the customers do not exist in both systems under multiple record numbers.
- When tasting events are planned, text notifications must be sent out to the club members.
- Text notifications must sent out to non-club members to encourage the non-members to join the club.
- During tasting events. CoHo will need access to place orders during the event but will not have the need for cash registers.

Warehouse and shipping
- The system must be able to track inventory throughout the whole warehouse process.
- A Certificate of Origin must accompany each shipment.
- Private label items that are shipped to retailers must be stored and costed as a single item number at CoHo.
- The system must be able to compare year-to-year performance of a single wine type.

Implementation
- Business processes must be documented as step-by-step processes and must align with the process flows in a visual format
- Data will be migrated and is a requirement for order entry.
- Data migration must be completed prior to testing.
- You must track each step of process validation so that the users have ownership for their individual functional areas. The tracking system used should be integrated with the system where possible.

Issues
- Users are struggling to understand the new system's processes.
- CoHo is concerned that the go-live will may not go smoothly.
You need to ensure that the customer records remain synchronized in both systems.
What should you recommend?

A. Write a Power BI report.
B. Integrate the third-party application into Dynamics 365 Finance.
C. Replace the sales system with Dynamics 365 Sales.
D. Use Microsoft Power Automate

Answer: B
Explanation:
https://www.pragmatiqsolutions.co.uk/blog/frequently-asked-questions/can-dynamics-365-integrate-with-our-existing-business-systems/

QUESTION 107
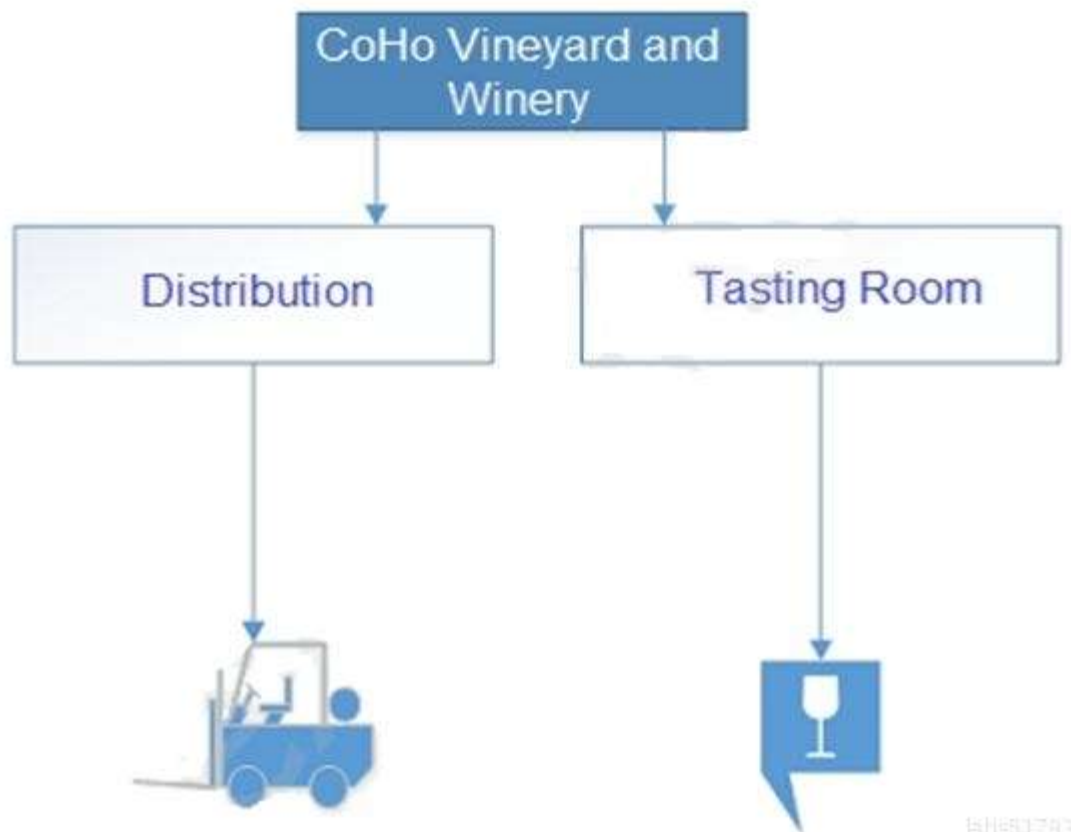**Case Study 2 - CoHo Vineyard and Winery**
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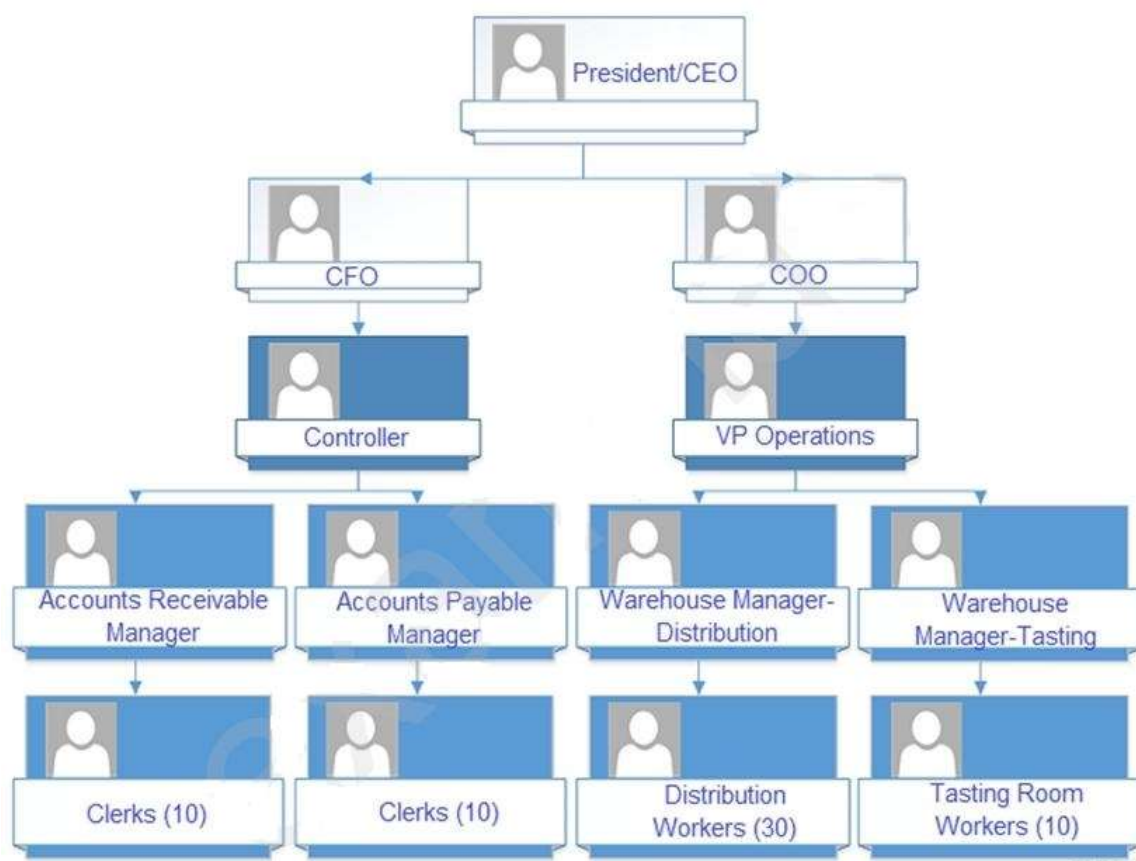
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Issues
- Users are struggling to understand the new system's processes.
- CoHo is concerned that the go-live will may not go smoothly.
You need to recommend a solution to send notifications to club members and non-members.
What should you recommend?

A. Use Dynamics 365 Commerce.
B. Use Microsoft Outlook to send emails.
C. Implement alerts.
D. Use Power BI to generate reports.
E. Implement Dynamics 365 Customer Service SMS integration.
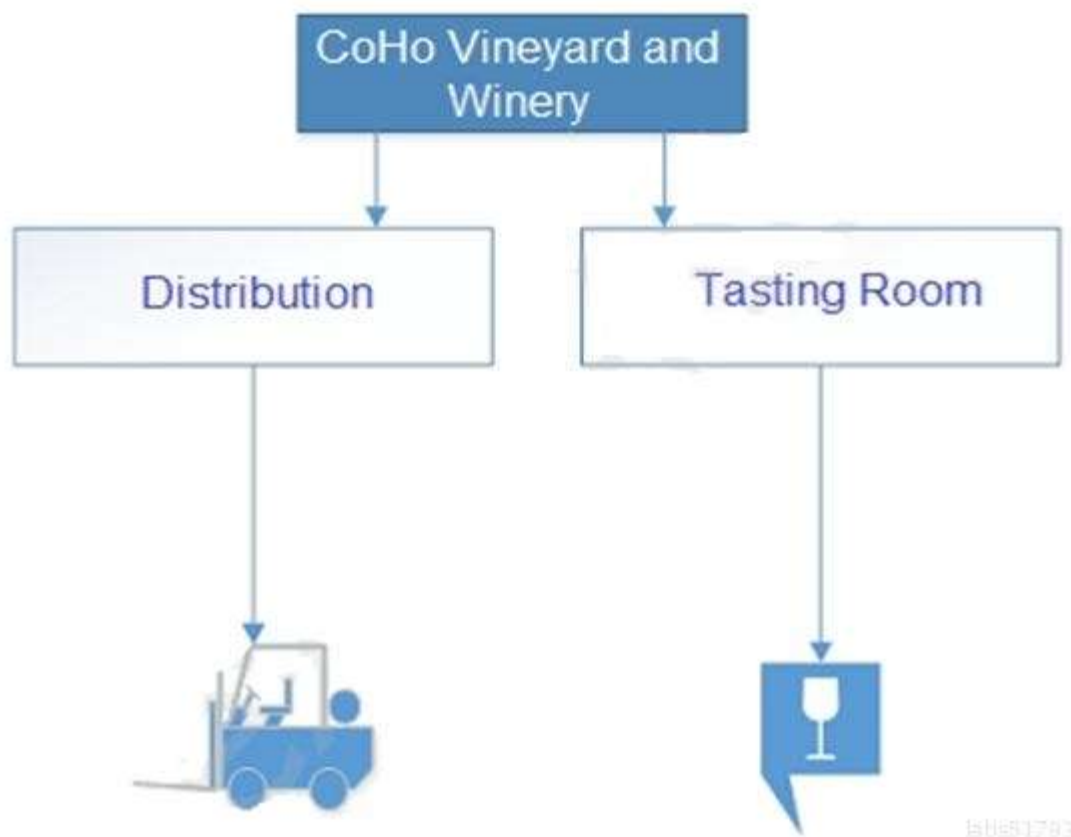
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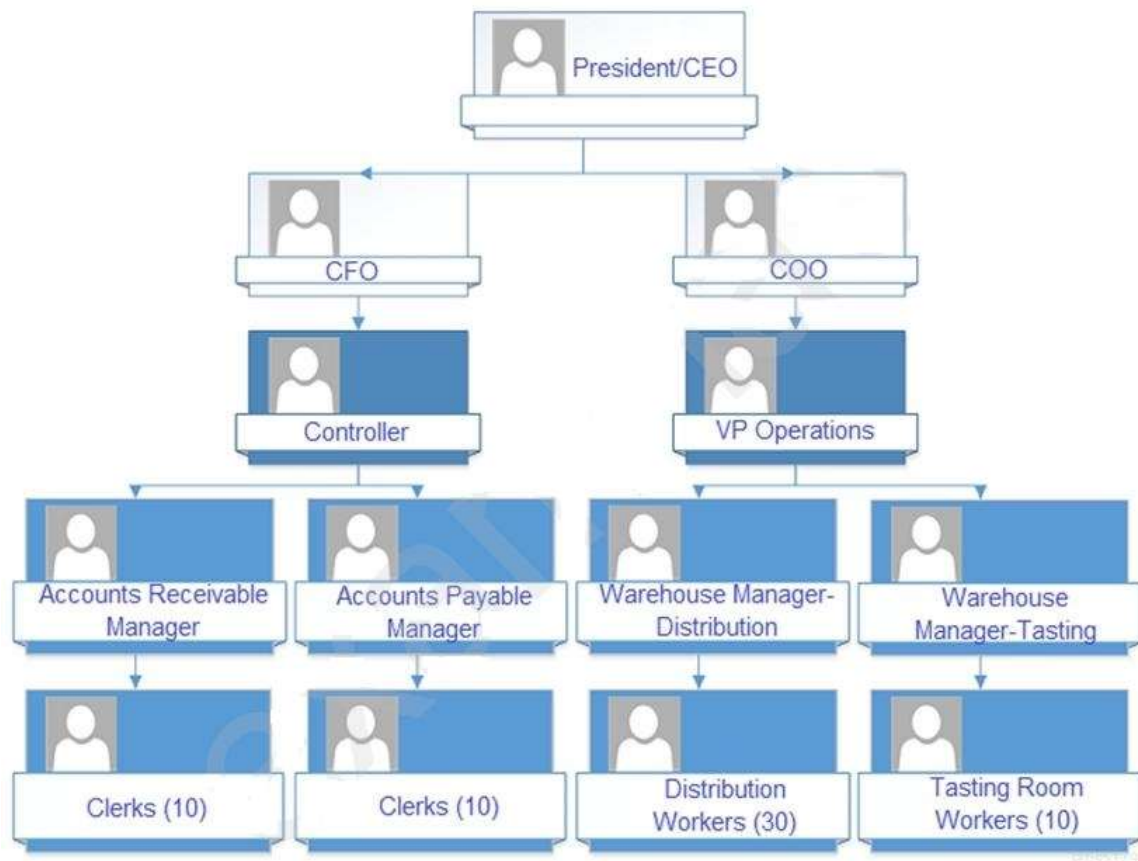
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Hotspot Question

You need to recommend a site and warehouse configuration.

What should you recommend? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Configuration	Solution

Warehouse type ▼

One advanced site, configure items for scanning
One basic warehouse, one advanced warehouse
Two basic warehouses, configure items for scanning
Two basic warehouses, no item configuration for scanning

Financial tracking ▼

Item
License plate
Location
Warehouse

Answer:

Answer Area

Configuration	Solution

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Explanation:
https://docs.microsoft.com/en-us/dynamics365/supply-chain/warehousing/warehouse-management-overview