

➤ **Vendor: Microsoft**

➤ **Exam Code: MB-700**

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

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#### QUESTION 46

##### 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 the 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 for the business process testing plan. What should you recommend?

- A. LCS Business process library
- B. SysTest framework
- C. Chain test cases
- D. Derived test cases

Answer: A

#### QUESTION 47

##### Case Study 1 - City Power and Light

##### Background

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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**

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- 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 the 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**

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- 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 PO123 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 purchasing process based on the requirements.

Which three system capabilities should you recommend? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. procurement categories
- B. signing limits
- C. workflow
- D. purchasing policies
- E. security roles

**Answer:** ACD

**QUESTION 48****Case Study 1 - City Power and Light****Background**

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**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**

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**Technical**

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- The ability to keep a legacy meter reading application with the ability to use the data in aggregated operating reports.
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**Functional**

- Establish and document business processes to assist with on-boarding new employees more efficiently.
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- The ability to create automated wire payments.

**Requisitions**

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  - 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 manage the roles and responsibilities for security and financial management to address concerns found in the prior year's audit. What should you do?

- A. Use security roles with segregation of duties.
- B. Implement a security group for all users in finance department.
- C. Use security roles with audit workbench.
- D. Grant multiple security roles per user.

**Answer: A**

**QUESTION 49**

**Case Study 1 - City Power and Light**

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**Technical**

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**Functional**

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  - 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 toolset to assist with User3 s feedback about the issues with journal entry and new user training. What should you recommend?

- A. RSAT tool with LCS
- B. Task Recorder with RSAT
- C. Task Recorder with BPM library
- D. RSAT tool with Asset library

**Answer: B**

**QUESTION 50**

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- 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.

**Hotspot Question**

You need to recommend solutions to streamline the business processes.

Which tool should you recommend for each requirement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Requirement	Tool
E-commerce sales orders	Dynamics 365 Logic app Power App
Vendor purchase orders	Dynamics 365 Third party CPQ Third party EDI Third party OCR
User2's issue	Dynamics 365 Third party CPQ Third party EDI Third party OCR

Answer:

Answer Area

Requirement	Tool
E-commerce sales orders	Dynamics 365 Logic app Power App
Vendor purchase orders	Dynamics 365 Third party CPQ Third party EDI Third party OCR
User2's issue	Dynamics 365 Third party CPQ Third party EDI Third party OCR

**QUESTION 51**

**Case Study 1 - City Power and Light**

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- 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.

**Drag and Drop Question**

You need to determine which system functionality meets the business requirement.

What should you recommend? To answer, drag the appropriate functionalities to the correct requirements. Each functionality 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.

Functionalities	Answer Area	Requirement	Functionality
Workflow		Approve purchase requisitions over \$50.	Functionality
Purchasing policy		Review offsite travel expenses.	Functionality
Audit policy		Enforce vendor invoice compliance.	Functionality

**Answer:**

Functionalities	Answer Area	Requirement	Functionality
		Approve purchase requisitions over \$50.	Workflow
		Review offsite travel expenses.	Purchasing policy
		Enforce vendor invoice compliance.	Audit policy

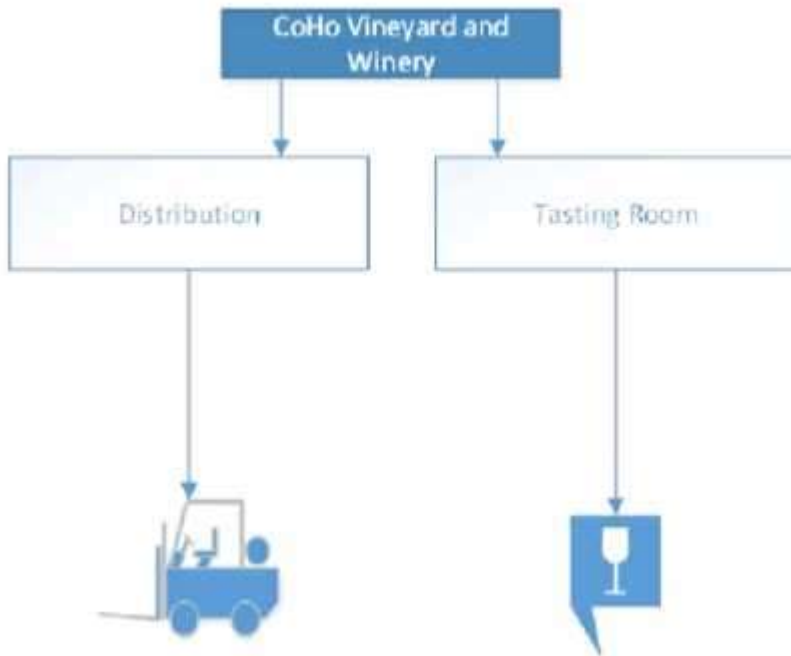
**QUESTION 52**

**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.

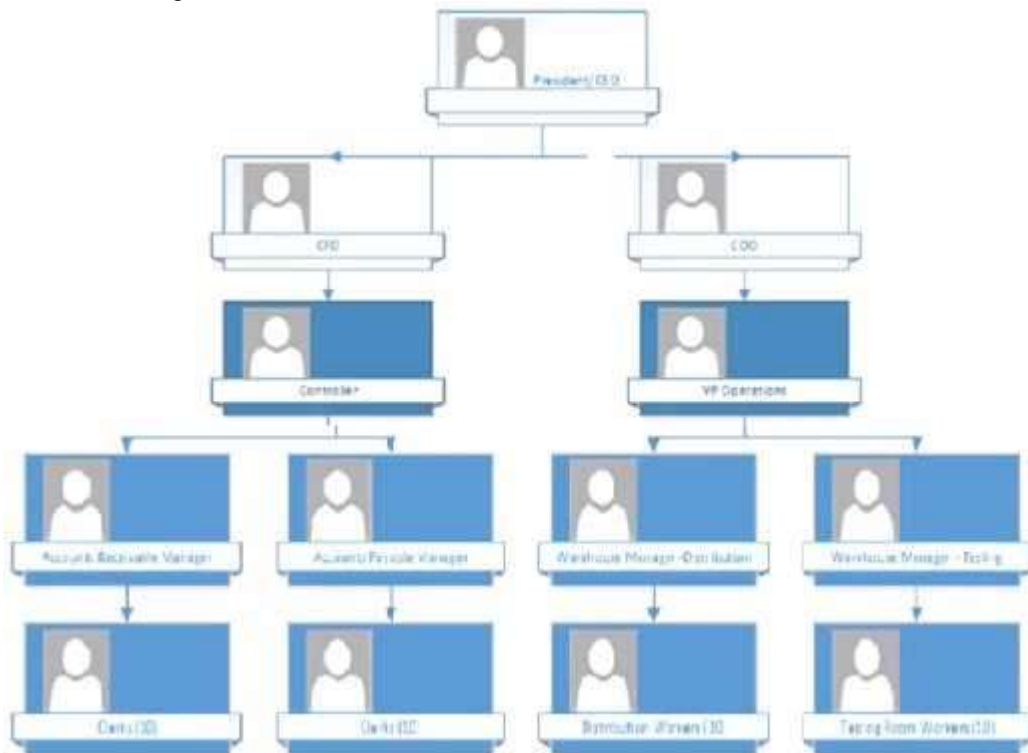
**Company structure**

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 create a plan that meets the following requirements:

- Migrate the data to the new system.
- Implement a standardized method for creating items.
- Prevent items from being created in different ways going forward.

Which two actions should you recommend? Each correct answer presents a complete answer. NOTE: Each correct selection is worth one point.

- Migrate item data in the cutover plan after the annual updates of items.
- Suggest creating a Power BI report to identify like-items after migration.
- Migrate items in the cutover plan before the annual update of items.
- Suggest a Master Data Management team who standardizes the item master.
- Migrate existing items as-is.

Answer: BD

#### QUESTION 53

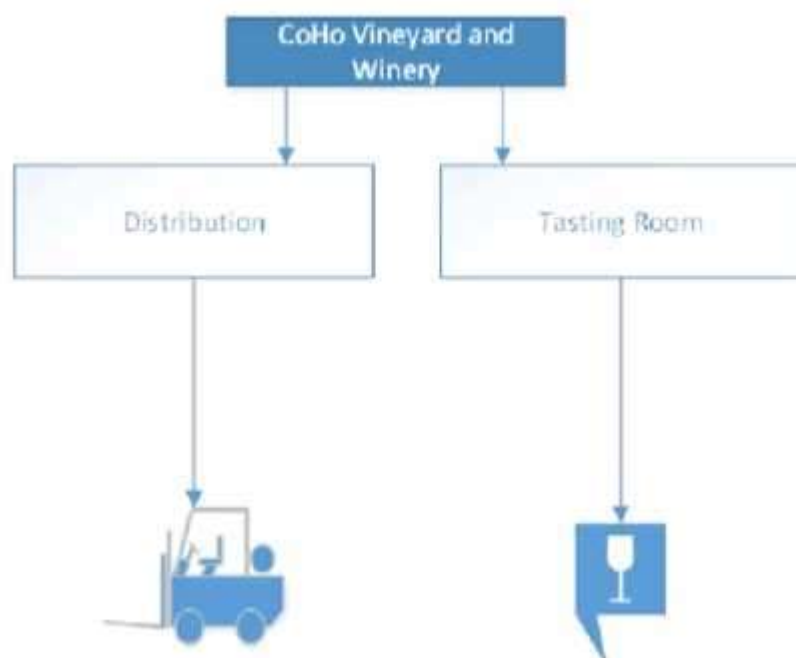
##### Case Study 2 - CoHo Vineyard and Winery

##### 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.

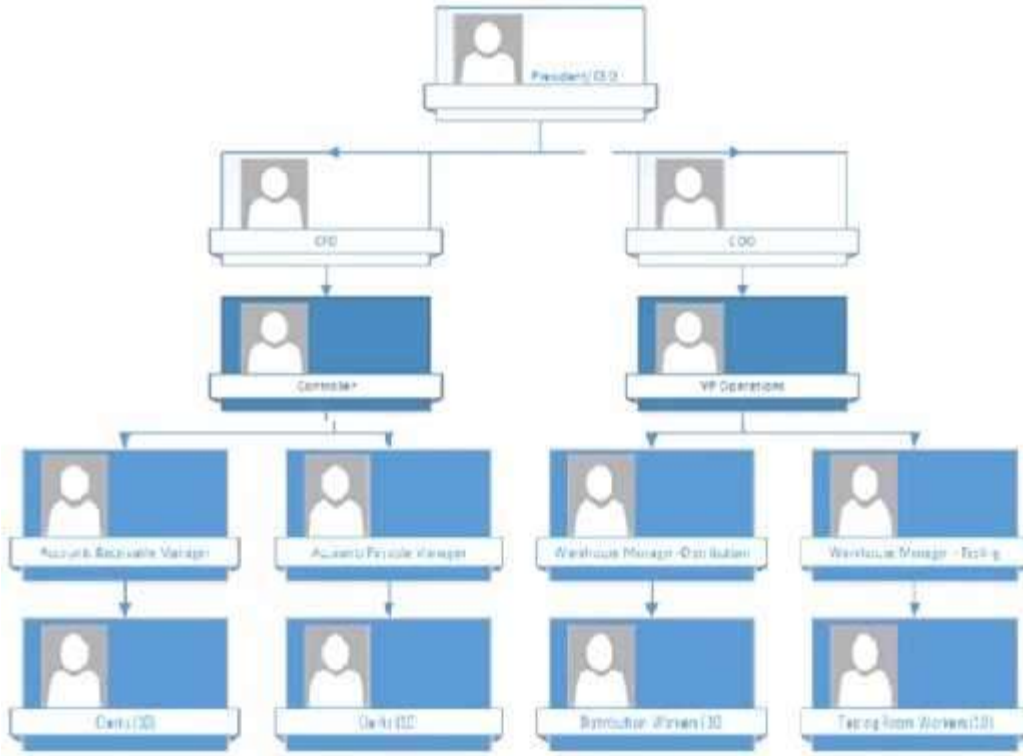
##### Company structure

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 recommend a solution to manage the wine bottle label requirements for the private brand.  
What should you recommend?

- Use an add-on solution for barcode and label report printing.
- Create notes on the item and print for the customers.
- Implement Advanced Warehouse label printing.
- Recommend Dynamics 365 Retail.

Answer: A

#### QUESTION 54

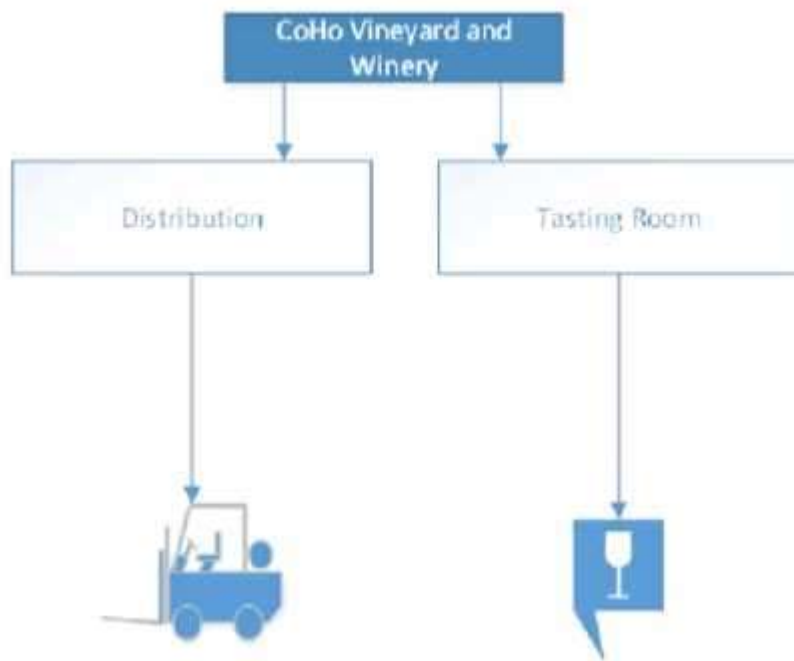
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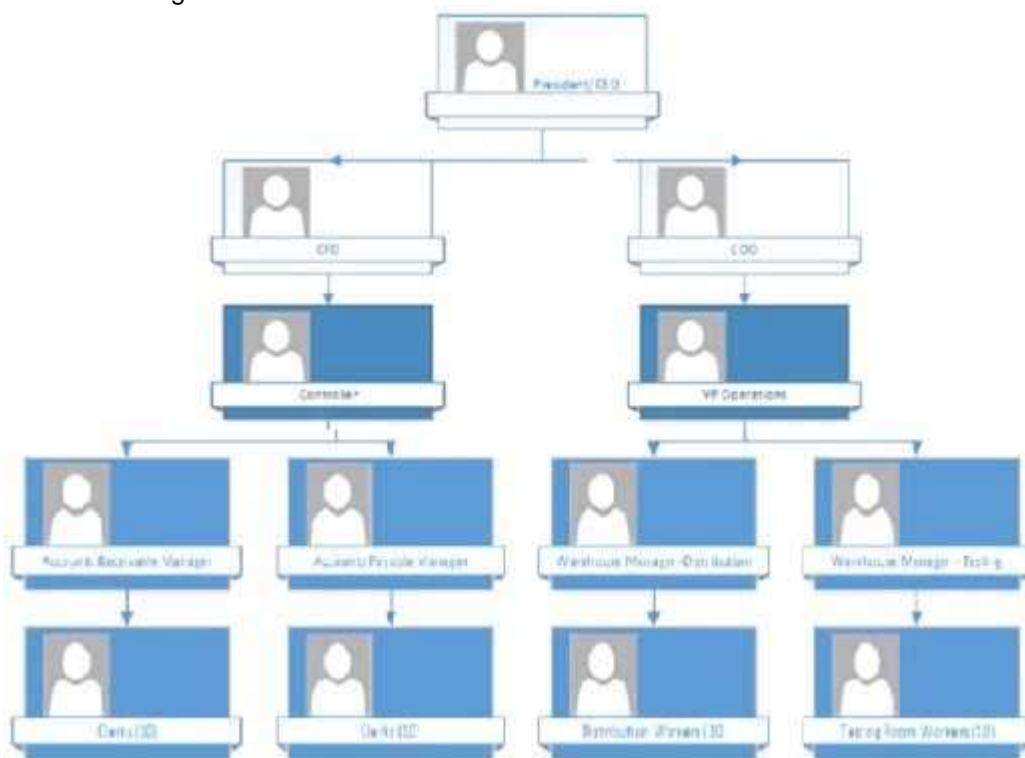
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### Issues

- 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 the appropriate number of production instances and the hosting location.  
What should you recommend?

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- A. One production instance in China.
- B. Two on-premises production instances hosted in both China and the United States.
- C. One on-premises production instance hosted in United States and one cloud production instance hosted in China.
- D. Two production instances hosted in China and the United States.
- E. One production instance hosted in the United States.

**Answer: C**

**QUESTION 55**

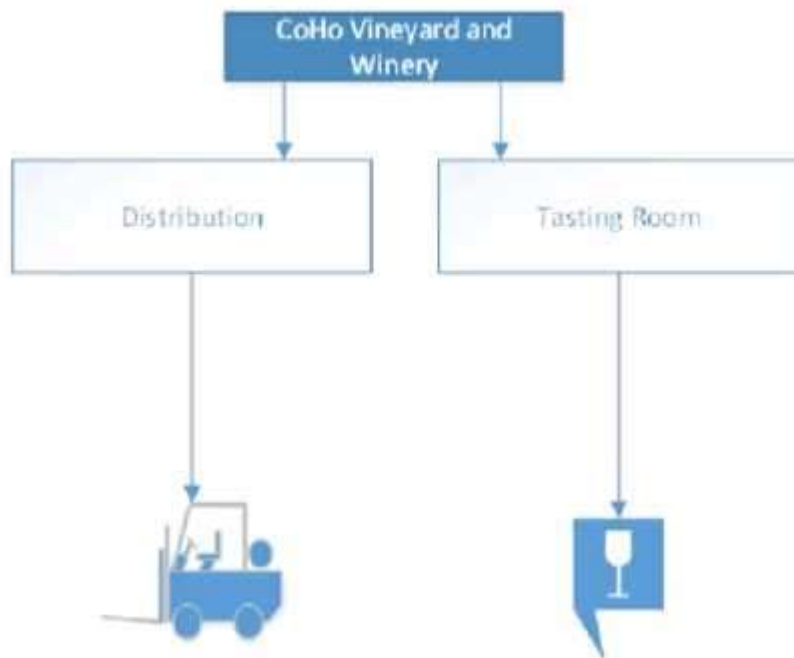
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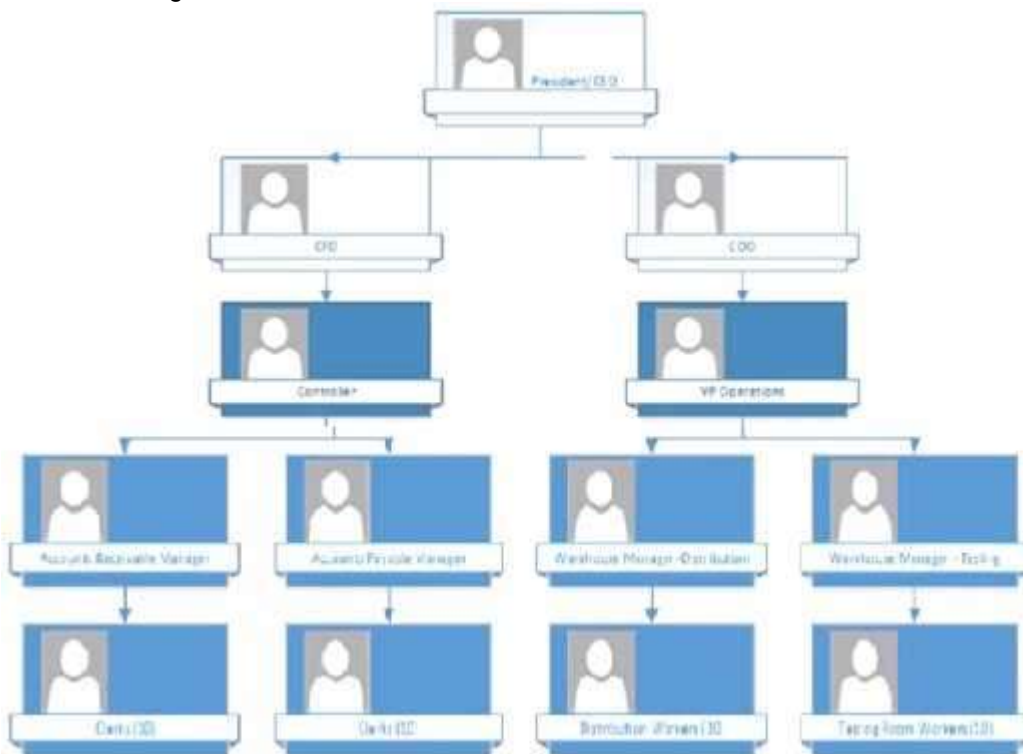
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**Issues**

- 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 for tracking business process test steps. What should you recommend?

- A. Microsoft Azure DevOps
- B. Data Migration Framework
- C. Selenium Automation Framework
- D. Microsoft SharePoint

**Answer: A**

**QUESTION 56**

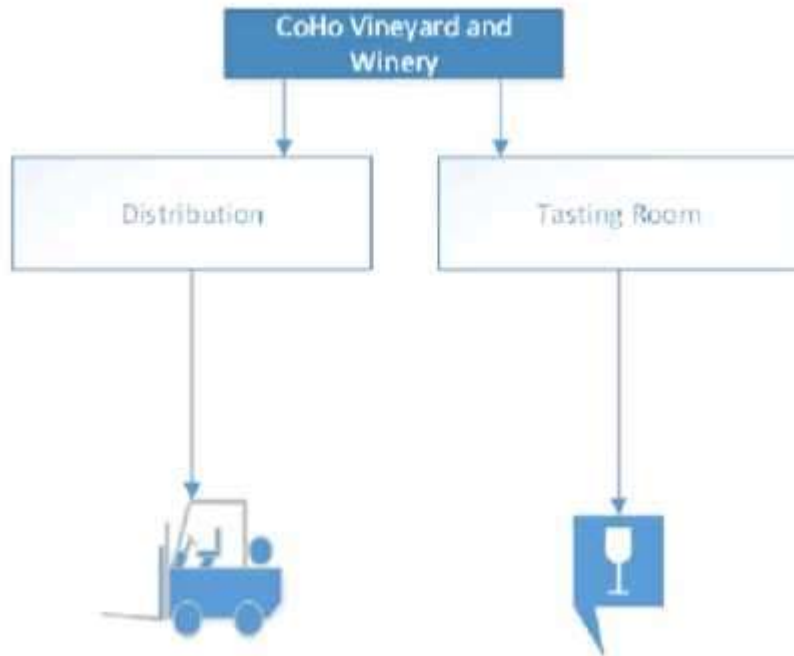
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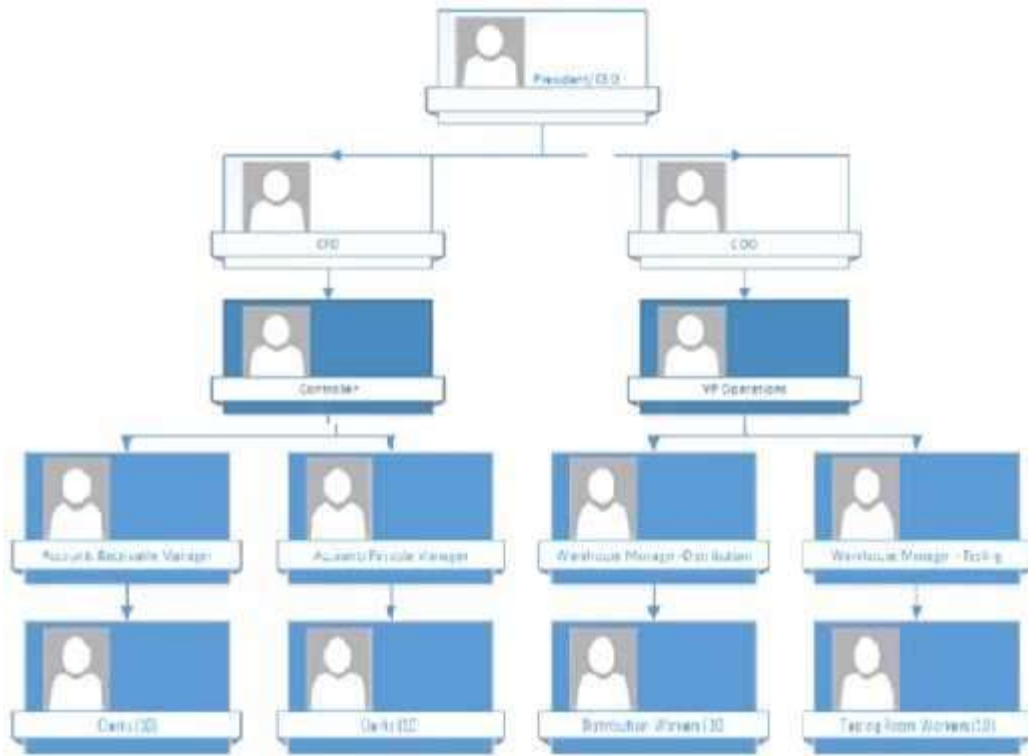
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Hotspot Question

You need to determine an infrastructure for the solution.

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

NOTE: Each correct selection is worth one point.

Answer Area

Infrastructure	Recommendation
Hardware	<input type="checkbox"/> Laptops and credit card readers only <input type="checkbox"/> Warehouse mobile devices and laptops only <input type="checkbox"/> Warehouse mobile devices, laptops, and a store database <input type="checkbox"/> Warehouse mobile devices, laptops, and other peripheral devices
	<p>These are the selections for the infrastructure: Hardware.</p>
Apps and Services	<input type="checkbox"/> Common Data Model and Common Data Service <input type="checkbox"/> FTP Server
	<p>These are the selections for the infrastructure: Apps and Services.</p>

Answer:

Answer Area

Infrastructure	Recommendation				
Hardware	<table border="1"><tr><td>Laptops and credit card readers only</td></tr><tr><td>Warehouse mobile devices and laptops only</td></tr><tr><td>Warehouse mobile devices, laptops, and a store database</td></tr><tr><td>Warehouse mobile devices, laptops, and other peripheral devices</td></tr></table>	Laptops and credit card readers only	Warehouse mobile devices and laptops only	Warehouse mobile devices, laptops, and a store database	Warehouse mobile devices, laptops, and other peripheral devices
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Apps and Services	<table border="1"><tr><td>Common Data Model and Common Data Service</td></tr><tr><td>FTP Server</td></tr></table>	Common Data Model and Common Data Service	FTP Server		
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