



CUSTOMER LEDGER
PERFORMANCE & RECEIVABLES DASHBOARD

VERSION – 1.0.0.0



INTEGRETED WITH
MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

OVERVIEW LIST DOCUMENT
SHREEJI SOFTINFO CONSULTANCY LLP

Overview

A complete **Business Intelligence solution** designed to provide actionable insights on **Customer Ledger Performance and Receivables Management**, seamlessly integrated with **Microsoft Dynamics 365 Business Central**.

This Power BI dashboard enables finance and business leaders to monitor key revenue, outstanding, and collection metrics through **interactive visuals**, **analytical summaries**, and **key performance indicators (KPIs)**, ensuring data-driven decision-making and proactive collection strategies.

The dashboard focuses on optimizing cash flow, improving collection efficiency, identifying overdue accounts, and assessing overall financial health and customer payment behaviour.

Purpose

The Customer Ledger Performance & Receivables Dashboard aims to:

- Track **total invoicing**, **credit memos**, and **net sales trends** over time.
 - Evaluate **collection performance** and identify **customers with overdue receivables**.
 - Provide visibility into **aging analysis**, **expected cash inflows**, and **risk segments**.
 - Support management in taking timely corrective actions to improve liquidity and profitability.
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Visuals Included

1. Total Invoice, Credit Memo, and Net Sales Overview

Displays consolidated year-to-date figures, year-on-year growth, and trend lines for sales and credit adjustments.

Helps assess revenue stability and identify financial anomalies such as abnormal credit memo spikes.

2. Outstanding Amount & Collection Efficiency

Presents the total due amount and collection performance ratio (%).

A lower collection efficiency signals delayed payments affecting cash flow and working capital.

3. Customer Outstanding Status Distribution

A pie chart segregating customers **with** and **without** outstanding dues.

Useful for assessing receivable concentration and risk exposure.

4. **Receivables Aging Overview**

A horizontal bar chart showing outstanding amounts segmented by aging brackets Dynamical for 15 Days , 30 Days , 45 Days Bucket.

(Eg: Based on 45 days Bucket : 0–45, 46–90, 91–135, 136–180, and 180+ days).

Provides immediate visibility into high-risk and overdue segments.

5. **Expected Cash Inflow Overview**

Highlights the expected cash inflow by time range (0–7, 8–15, 16–30, 30+ days, and Overdue).

Supports liquidity forecasting and prioritization of overdue collections.

6. **Sales Performance Overview (Month-over-Month)**

Shows monthly sales trends with growth/decline percentages compared to the previous year.

Helps analyse sales consistency and seasonality patterns affecting receivables.

7. **Customers with Long Outstanding Invoices**

A tabular view listing customers, document numbers, due dates, days overdue, and expected cash inflow.

Enables focused follow-up on accounts significantly impacting cash flow.

8. **Month-on-Month Outstanding Trend (Tooltip or Drill-Through Visual)**

Displays monthly changes in total outstanding amounts, highlighting months with rising receivables.

Helps in identifying periods of delayed collection or increased credit exposure.

Executive Summary Insights (Key Metrics)

- **Total Invoice Amount:** \$79.93M (Selected Year-2025) ↑ 6.6% (+\$4.95M from previous year)
- **Total Credit Memo Amount:** \$8.86M (Selected Year-2025) ↑ 93.2% (+\$4.28M from previous year)
- **Total Net Sales Amount:** \$71.07M (Selected Year-2025) ↑ 1.0% (+\$0.68M from previous year)
- **Outstanding Amount:** \$18.16M
- **Collection Efficiency:** 74.45%
- **Expected Cash Inflow (Overdue):** \$10.91M

These KPIs collectively present an overview of **financial performance**, **credit risk**, and **collection health** for the year.

Business Impact

- **Improved Financial Visibility:** Enables stakeholders to monitor receivable health and aging dynamics.
 - **Proactive Risk Management:** Early identification of overdue customers supports timely intervention.
 - **Enhanced Cash Flow Forecasting:** Integrates aging and expected inflows to project near-term liquidity.
 - **Operational Efficiency:** Reduces manual report preparation time through automated and dynamic Power BI visuals.
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Technical Integration

The dashboard is fully integrated with **Microsoft Dynamics 365 Business Central**, fetching data from the **Customer Ledger Entry Table** Dump in excel and uploading the same to one drive/SharePoint and connecting.

Data transformations, DAX measures, and Power Query logic ensure accuracy and refresh consistency across periods.

Conclusion

The **Customer Ledger Performance & Receivables Dashboard** is a strategic analytical tool designed for finance, operations, and management teams to track and optimize receivables effectively.

It provides a comprehensive view of **financial performance**, **credit exposure**, and **collection efficiency**, ensuring sustainable business growth and informed decision-making.