Advanced Inventory Count Battle Card

For Microsoft Partners who sell Insight Works apps

Advanced Inventory Count extends cycle and physical inventory counts in Microsoft Dynamics 365 Business Central. Teams count from sheets built by bin, shelf, or item, and difference reports, recounts, and a journal test report catch problems before posting.

WHO TO CALL ON

Companies on Business Central that run cycle counts or full physical counts, including those with bins and lot or serial number tracking.

Users include counters, the people who split up a count, and the people who reconcile and post it.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription, minimum six-month term
User license	Full user license, Essentials or Premium
Languages	English
Availability	All countries where Business Central is available

What changes when you add Advanced Inventory Count to Business Central

	Business Central without Advanced Inventory Count	Business Central with Advanced Inventory Count
Count sheets	Counters work from one long journal or printouts that do not line up with their aisles, bins, or shelves.	Count sheets are built by bin, shelf, item, or any custom filter. Several people enter counts at once, on paper, in Business Central, or by scanner.
Finding differences	With bins and lot or serial tracking, a difference can mean missing stock, stock in another bin, or a wrong lot.	Difference reports roll up counts by item, bin, and lot and show each variance's value. Lot and serial discrepancies reconcile automatically, including work in process (WIP).
Recounts	Recounting a whole location for a few bad lines wastes a day. Recounting without a record of the first count leaves auditors with questions.	Recounts are set by percentage, value, or quantity variance. An audit trail keeps the original count and every recount that follows.
Posting	A large count journal that fails partway through posting sends someone hunting for the bad line. Every retry delays the close.	The journal test report flags blocked items, missing item tracking, or missing posting groups. Fix those lines, then post through standard Business Central posting.

Selling points

Count sheets that match the floor.
Generate count sheets by bin, shelf, item, or any custom filter, with several counters entering at once.

Recounts with an audit trail.
Set recounts by percentage, value, or quantity variance, and keep the original count quantities on record.

Every location setup.
Works with no locations, optional or mandatory bins, and directed put-away and pick, with or without lot and serial tracking.

Differences found before posting.
Difference reports roll up counts by item, bin, and lot, and show the value of each variance.

Post the count once.
The journal test report flags lines that would fail before you post through standard Business Central posting.

Paper, desktop, or scanner.
Runs standalone in Business Central, or with Warehouse Insight or another data collection system for scanner counts.

Qualify the opportunity

1. Are you on Business Central today, or another ERP system?
2. How do you track inventory today, and where does that fall short?
3. How do you schedule cycle counts, and how often do you count?
4. Do you use bins, multiple locations, or lot and serial tracking?
5. Do manual errors, overstocks, or stockouts make inventory data hard to trust?
6. Do several people need to count at the same time?
7. Do counters work on paper, in Business Central, or with barcode scanners?
8. How do you find and resolve count differences before you post?
9. Do auditors need a record of original counts and every recount?
10. Will you run Business Central online or on-premises?

Common questions

Does it run on Business Central online?
Yes. Advanced Inventory Count runs on Business Central online and on-premises.

What Business Central license is needed?
Users need a full user license on the Business Central Essentials or Premium tier.

Which location setups does it support?
No locations, optional or mandatory bins, and directed put-away and pick, each with or without lot and serial number tracking.

What stops a count journal from posting?
The journal test report flags blocked items, missing item tracking, or missing posting groups, so those lines are fixed before posting.

How is it licensed?
One license for each company within the tenant, on a subscription. A minimum six-month term applies.

Does it need barcode scanners?
No. It runs standalone for counts entered in Business Central, or with Warehouse Insight or another external data collection system for scanner counts.

Does it handle work in process?
Yes. Lot and serial number discrepancies reconcile automatically, including work in process (WIP).

> **Customer counts with barcode scanners?** Position Warehouse Insight, Insight Works' mobile barcode scanning and warehouse management app, alongside Advanced Inventory Count. For scanner-based counting, the two apps work together.

Resources

Sales kit: insight-works.com/partner-hub/advanced-inventory-count

App page and demo: insight-works.com/apps/advanced-inventory-count

Datasheet: Advanced Inventory Count datasheet (PDF)

Partner hub: insight-works.com/partner-hub

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