Barcode Generator PowerTool Battle Card

For Microsoft Partners who sell Insight Works apps

Barcode Generator PowerTool adds 1D and 2D barcodes to Microsoft Dynamics 365 Business Central reports, from labels to warehouse and inventory documents. It ships with ready-to-use sample reports and functions developers call to add barcodes to their own reports. This is a completely free app from Insight Works for Business Central.

WHO TO CALL ON

Business Central online customers that print warehouse documents, labels, or reports and want barcodes on them.

Adding barcodes to other reports needs AL development, usually by the Microsoft Partner or an in-house developer.

AT A GLANCE

Business Central	Online (cloud)
Licensing	Completely free, no Insight Works license
User license	Full user or Team Member license, Essentials or Premium
Languages	English
Availability	All countries where Business Central is available

What changes when you add Barcode Generator PowerTool to Business Central

	Business Central without Barcode Generator PowerTool	Business Central with Barcode Generator PowerTool
Barcode formats	Warehouses, carriers, and regulators each expect particular formats. Without the right one, staff hand-write labels or use a separate tool.	Prints linear barcodes such as Code 39, Code 128, and GS1-128, and 2D barcodes such as Data Matrix and QR Code.
Barcoded documents	Scanning only speeds up the floor when paperwork carries barcodes. Building each barcoded document from scratch takes report development time.	Includes barcoded receipts, pick lists, put-away lists, purchase orders, sales shipments, and transfer orders, ready to use or modify.
Labels	Item, bin, and location labels often live in a separate program that has to be kept in step with Business Central.	Includes item, bin, and location labels, plus a hazard label where you choose the symbols. A barcode list report handles bulk print jobs.
Custom reports	Each report has its own layout. Adding a barcode to one should not mean writing barcode generation code.	Developers call AL functions to generate a barcode image and place it on any Business Central report, custom or existing.

Selling points

Linear and 2D formats.
Code 39, Code 128, GS1-128, Data Matrix, and QR Code, with GS1-128 encoding data such as expiration dates.

Item, bin, location, and hazard labels.
A barcode list report handles bulk label print jobs.

No Insight Works license.
Runs on Business Central online with no Insight Works license or subscription.

Barcoded documents included.
Warehouse and inventory documents, from pick lists to transfer orders, ready to use as they are or modify.

AL functions for developers.
Add the app as a dependency, generate a barcode image, and bind it in any report layout.

Works alone or with warehouse apps.
No other app is required, and it also works with WMS Express and Warehouse Insight.

Qualify the opportunity

1. Are you on Business Central online today, or another ERP system?
2. Do you print barcodes on reports today? How do you generate them?
3. Which barcode formats do you need, such as QR Code or GS1-128?
4. Which reports need barcodes, such as invoices or shipping documents?
5. How do you handle receiving, picking, and shipping today?
6. Do manual data entry errors cause problems in your warehouse?
7. Do you need barcodes on existing reports, new reports, or both?
8. Do you print item, bin, location, or hazard labels? With which program?
9. Which barcode scanners and label printers do you use today?
10. Do you have a partner or in-house developer who can customize AL reports?

Common questions

Does it run on Business Central online?
Yes. Barcode Generator PowerTool runs on Business Central online (cloud).

What Business Central license is needed?
A full user or Team Member license, on the Essentials or Premium tier.

Which barcode formats does it support?
Linear formats such as Code 39, Code 128, and GS1-128, and 2D formats such as Data Matrix and QR Code.

Which languages are available?
English. It is available in all countries where Business Central is available.

Is there an Insight Works license?
No. It is free on Business Central online, with no Insight Works license or subscription.

Who sets it up?
The sample reports are ready to run from the Business Central role center. Other reports need AL development, usually by the partner or an in-house developer.

Does it need other Insight Works apps?
No. It works on its own, and it also works with WMS Express and Warehouse Insight.

> **Customer wants to scan those barcodes?** Position WMS Express, Insight Works' entry-level warehouse app, or Warehouse Insight, its mobile warehouse management app. Both work with Barcode Generator PowerTool, though no other app is required.

Resources

Sales kit: insight-works.com/partner-hub/barcode-generator-powertool

App page and demo: insight-works.com/apps/barcode-generator-powertool

Datasheet: Barcode Generator PowerTool datasheet (PDF)

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

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For a pre-sales meeting, a demo, or implementation guidance, send a message at insight-works.com/partner-hub/contact.

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