Dynamic Ship Analysis Battle Card

For Microsoft Partners who sell Insight Works apps

Dynamic Ship Analysis turns shipment data recorded by Dynamic Ship in Microsoft Dynamics 365 Business Central into Power BI reports. It shows shipping spend by month, location, carrier, service level, and customer, with year-over-year comparisons and weekly shipment counts. This is a completely free app from Insight Works for Business Central.

WHO TO CALL ON

Business Central online customers who run Dynamic Ship version 2.5 or later and want shipping reports in Power BI.

It serves the people who plan shipping budgets, staffing, and pickup schedules.

AT A GLANCE

Business Central	Online (cloud)
Licensing	Completely free, no Insight Works license
Platform	Microsoft Power BI
Required app	Dynamic Ship version 2.5 or later
Availability	All countries where Business Central is available

What changes when you add Dynamic Ship Analysis to Business Central

	Business Central without Dynamic Ship Analysis	Business Central with Dynamic Ship Analysis
Shipping overview	Shipping costs spread across thousands of packages, several carriers, and locations. Nobody can say what a shipment costs or where the money goes.	One overview shows total spend and average spend per shipment, package, and pound. Drill down by month, customer, location, and shipping agent.
Carrier costs	Carrier choices are made shipment by shipment. Over a quarter, they add up to a cost pattern that individual records hide.	Reports spend, shipment counts, and average spend per shipment for each shipping agent, plus spend by service level and by province or state.
Volume and cost trends	A busy month and an expensive month look the same in a total. Budget and schedule planning needs both side by side.	Charts shipments against spend over time, with year-over-year comparisons. Average shipments per week helps align staffing and pickup schedules.

Selling points

The whole shipping picture.
Total spend and average spend per shipment, package, and pound, with drill-down by month, customer, and location.

Trends over time.
Shipments against spend, shipments by method, and spend by location, with year-over-year comparisons.

No Insight Works license.
The Power BI report runs under the signed-in user's own license, not a Business Central license.

Carrier comparison.
Spend, shipment counts, and average spend per shipment by shipping agent, plus spend by service level.

Requires Dynamic Ship.
It reports on data from Dynamic Ship version 2.5 or later and does not work on its own.

Two-part installation.
Install the Business Central extension, then the Power BI app from Microsoft Marketplace, on the same environment.

Qualify the opportunity

1. Are you on Business Central online with Dynamic Ship today? Which version?
2. How do you analyze shipping data today? Is it manual or automated?
3. Do you track shipping spend by month or by location?
4. Can you see shipping spend by carrier, service level, or province or state?
5. How do you compare shipping volume and cost year over year?
6. Do you know your average shipments per week?
7. Would weekly shipment counts help with staffing and pickup schedules?
8. Do you use Power BI for reporting today?
9. Do you want to use your own shipment data to control shipping costs?
10. Who reviews shipping costs in your company, and how often?

Common questions

Does it run on Business Central online?
Yes. Dynamic Ship Analysis runs on Business Central online (cloud).

Does it work on its own?
No. It reports on Dynamic Ship data and needs Dynamic Ship version 2.5 or later, licensed separately per physical shipping location.

How is it installed?
Install the Business Central extension that supplies the report data. Then install the Power BI app from Microsoft Marketplace and connect it to the same environment.

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.

What license does Power BI need?
The Power BI report runs under the signed-in user's own license, not a Business Central license.

Where is the Power BI app listed?
In the Power BI category of Microsoft Marketplace.

> **Customer not on Dynamic Ship yet?** Position Dynamic Ship first, Insight Works' shipping app for Business Central. It is licensed separately per physical shipping location, and Dynamic Ship Analysis needs version 2.5 or later.

Resources

Sales kit: insight-works.com/partner-hub/dynamic-ship-analysis

App page and demo: insight-works.com/apps/dynamic-ship-analysis

Datasheet: Dynamic Ship Analysis 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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