Enhanced Forecasting Worksheet Battle Card

For Microsoft Partners who sell Insight Works apps

Enhanced Forecasting Worksheet extends the Sales and Inventory Forecast feature in Microsoft Dynamics 365 Business Central into a worksheet you can act on. It forecasts many items at once with Microsoft's Azure AI forecasting model and sends results to the demand forecast or planning fields.

WHO TO CALL ON

Business Central online customers that plan inventory or production from posted sales history.

Users are the planners who maintain demand forecasts, safety stock, and reorder points.

AT A GLANCE

Business Central	Online
Licensing	Free for one named user; subscription for additional users
User license	Business Central user license
Forecasting model	Microsoft Azure AI
Availability	All countries where Business Central is available

What changes when you add Enhanced Forecasting Worksheet to Business Central

	Business Central without Enhanced Forecasting Worksheet	Business Central with Enhanced Forecasting Worksheet
Forecasting in bulk	The sales forecast appears one item at a time, in the item's fact box. Turning it into usable numbers means entering values item by item.	Posted sales history for a filtered set of items goes to Microsoft's Azure AI model, and every result lists in one worksheet. Filter by item, category, or location.
Demand forecast	Copying forecast values into the demand forecast that material requirements planning (MRP) reads takes time and invites typing errors.	Update Demand Forecast writes predicted values into the standard demand forecast for every period in range, ready for MRP and the master production schedule (MPS).
Reorder points	Safety stock and reorder points set once drift away from real demand. Updating them item by item gets put off.	Safety stock, reorder point, reorder quantity, and maximum inventory come from expressions you define. Update Item Planning writes them to the item cards in one step.

Selling points

A whole category in one pass.
Filter by item, item category, or location and see every result in one worksheet.

Feeds material requirements planning.
Update Demand Forecast writes predicted values into the standard Business Central demand forecast.

Built on Business Central forecasting.
It uses the Sales and Inventory Forecast setup and Microsoft's Azure AI forecasting model.

Your forecast settings.
Set the period type, forecast and past periods, confidence level, and forecasting algorithm.

Planning fields from your formulas.
Variables such as average daily usage, lead time, and forecast quantity drive safety stock and reorder points.

Free for one user.
One named user in each Business Central online environment gets every feature, with no time limit.

Qualify the opportunity

1. How do you forecast inventory demand today, manually or with a dedicated tool?
2. Do you use the Sales and Inventory Forecast feature in Business Central today?
3. Do frequent stockouts or overstocks affect your operations or costs?
4. How do you keep safety stock and reorder points in line with demand?
5. Do you need to forecast by item category or by location?
6. How do you adjust forecasts using sales history today?
7. Do different items need different forecasting algorithms?
8. How do forecasts reach your demand forecast and material requirements planning today?
9. How do you decide which items to forecast, such as by velocity or location?
10. Are you on Business Central online, and how many people will run forecasts?

Common questions

Does it run on Business Central online?
Yes. It runs on Business Central online, where the free single-user license applies.

What Business Central license is needed?
Each user needs a Business Central user license.

Does it handle multiple locations?
Yes. Companies that use several locations with stockkeeping units forecast one location at a time.

How is it licensed?
One named user in each Business Central online environment can use every feature free, with no time limit. Additional users need a subscription.

What setup does it need?
It uses the Sales and Inventory Forecast setup and Microsoft's Azure AI forecasting model. Items need posted sales history before they can be forecast.

How is it different from standard forecasting?
The standard sales forecast appears one item at a time, in the item's fact box. This worksheet forecasts a filtered set of items and lists every result together.

> **Customer needs more planning tools?** Position Enhanced Planning Pack, Insight Works' bundle of six planning, forecasting, and production analysis apps. Enhanced Forecasting Worksheet is included in it.

Resources

Sales kit: insight-works.com/partner-hub/enhanced-forecasting-worksheet

App page and demo: insight-works.com/apps/enhanced-forecasting-worksheet

Datasheet: Enhanced Forecasting Worksheet 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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