Enhanced Planning Pack Battle Card

For Microsoft Partners who sell Insight Works apps

Enhanced Planning Pack adds demand forecasting, purchase planning, bill of materials (BOM) review, and production analysis to Microsoft Dynamics 365 Business Central. One per-company subscription covers every app in the pack, from sales history forecasts to actual versus planned production costs.

WHO TO CALL ON

Companies on Business Central that plan purchases and production, including manufacturers with multi-level BOMs and routings.

Users include planning teams and the people who review production costs and routing times.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription
User license	Full user license, Essentials or Premium; Premium for manufacturing features
Languages	English
Availability	All countries where Business Central is available

What changes when you add Enhanced Planning Pack to Business Central

	Business Central without Enhanced Planning Pack	Business Central with Enhanced Planning Pack
Demand forecasts	Forecasting item by item takes more time than most teams have, so the work moves to spreadsheets outside Business Central.	Enhanced Forecasting Worksheet sends sales history to Microsoft's Azure AI forecasting model and writes results into the Business Central demand forecast.
Purchase planning	The reasons behind suggested quantities sit on several pages, so planners check them line by line.	Enhanced Planning Worksheet adds planning summaries, availability by location, history, and vendor prepaid tracking to the planning worksheet.
BOM shortages	A shortage several levels down a BOM can hold up a production order, and finding it takes time.	Multi-Level BOM Viewer shows the full BOM as a list or tree diagram, with supply, demand, and availability per component. It flags potential shortages.
Actual versus plan	Routing times and costs that drift from the shop floor skew costing and scheduling.	Routing Analysis reports a standard deviation per operation. Production Order Analysis compares actual and expected material, labor, and subcontracting costs.

Selling points

One license per company.
One per-company subscription covers every included app, and licensing is not per user.

Purchase planning with context.
Enhanced Planning Worksheet adds planning summaries, availability by location, history, and vendor prepaid tracking to the planning worksheet.

BOM shortages in view.
Multi-Level BOM Viewer flags potential shortages across the full BOM and calculates BOM costs for export.

Forecasts from sales history.
Enhanced Forecasting Worksheet uses Microsoft's Azure AI forecasting model on sales history for a filtered set of items.

Reorder points from real usage.
Item Planning Review calculates average usage by item and location, and planners edit parameters directly.

Actual versus planned production.
Routing Analysis and Production Order Analysis compare recorded times and actual costs with what was planned.

Qualify the opportunity

1. Are you on Business Central today? Which tier: Essentials or Premium?
2. How do you forecast demand today? Do you use spreadsheets outside Business Central?
3. How often do you run out of stock or carry too much?
4. Do you need to see availability across multiple locations?
5. How do you plan purchases by vendor? Do you track prepaid freight minimums?
6. Do you set up stockkeeping units for the items you plan?
7. Do you have posted sales history for the items you want to forecast?
8. How do you find component shortages in multi-level bills of materials?
9. How do you check routing times and production costs against the shop floor?
10. Will you run Business Central online or on-premises?

Common questions

Does it run on Business Central online?
Yes. Enhanced Planning Pack runs on Business Central online and on-premises.

What Business Central license is needed?
Users need a full user license on the Essentials or Premium tier. Manufacturing features, such as Multi-Level BOM Viewer and Routing Analysis, need Premium.

What does purchase planning need?
Calculate Purchase Plan works from stockkeeping units. Items without a stockkeeping unit are not included in that plan.

What setup do users need?
Assign the pack's permission sets to users. The knowledge base lists the sets required.

How is it licensed?
One subscription per company covers all the included apps. Licensing is per company, not per user.

Which apps are in the pack?
Apps in the pack include Enhanced Planning Worksheet, Item Planning Review, Enhanced Forecasting Worksheet, Multi-Level BOM Viewer, Routing Analysis, and Production Order Analysis.

What does forecasting need?
Enhanced Forecasting Worksheet uses Microsoft's Azure AI forecasting model. It needs posted sales history for each item it forecasts.

Resources

Sales kit: insight-works.com/partner-hub/enhanced-planning-pack

App page and demo: insight-works.com/apps/enhanced-planning-pack

Datasheet: Enhanced Planning Pack datasheet (PDF)

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

Your Insight Works contacts

Melonie Wood
Partner Success, North America and global

Erik Garstad
Product Consultant

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

INSIGHT WORKS

North America
Suite #102, 5661 99 Street NW
Edmonton, Alberta, Canada T6E 3N8

Europe
Kingsfordweg 151
Amsterdam, Netherlands 1043 GR

insight-works.com
info@insight-works.com

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