License Plating Battle Card

For Microsoft Partners who sell Insight Works apps

License Plating groups items, including mixed lot and serial numbers, under one license plate number in Microsoft Dynamics 365 Business Central. Workers handle a whole pallet, box, or container with a single scan in Warehouse Insight, Insight Works' mobile warehouse management app.

WHO TO CALL ON

Warehouses on Business Central and Warehouse Insight that move mixed items, lots, or serial numbers on pallets, boxes, or containers.

Users include receiving, picking, production, and shipping staff on handhelds.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription
User license	Full user license, Essentials or Premium
Requires	Warehouse Insight
Marketplace name	License Plate Management

What changes when you add License Plating to Business Central

	Business Central without License Plating	Business Central with License Plating
Scans per pallet	Moving mixed stock means scanning every item, lot, and serial number at every step. Each extra scan takes time and risks a wrong scan.	Workers scan one license plate that already knows its items, lots, quantities, and location. It follows the goods from receiving through production and shipping.
Mixed pallets	A simple pallet label cannot say what is on a mixed pallet, so someone opens it or checks paperwork.	Each license plate holds different items, quantities, and lot or serial numbers at a location and optional bin. Cartons can sit on a parent pallet.
Labels on the floor	When labels print only at a desk, pallets wait unlabeled or get labeled later from memory.	Labels print from Business Central or a handheld, using a configurable report. Templates preset pallet or box dimensions and are scanned at the start of picking.

Selling points

One scan per pallet.
A license plate knows its items, lots, quantities, and location, so workers scan one barcode instead of many.

Mixed contents and nesting.
License plates hold mixed items and lots, and can contain other license plates.

Works with Warehouse Insight.
License Plating is an add-on that works with every current Warehouse Insight license.

Follows the goods.
The same license plate moves through receiving, movement, picking, production consumption and output, and shipping.

Labels where pallets are built.
Print labels from Business Central or a handheld, with templates that preset pallet or box dimensions.

Online or on-premises.
Runs on Business Central online and on-premises, listed on Microsoft Marketplace as License Plate Management.

Qualify the opportunity

1. Are you on Business Central today, or another ERP system?
2. Are you using Warehouse Insight today, or considering it?
3. How do you handle pallets holding mixed items, lots, or serial numbers?
4. How many scans does a mixed pallet take to receive, move, or ship?
5. Where do scanning errors happen in your warehouse today?
6. Does each pallet or container have a unique number today?
7. Where do you print pallet and box labels today?
8. Do you build pallets of cartons that need to be tracked together?
9. Do you need serial shipping container codes, and have a GS1 Company Prefix?
10. Will you run Business Central online or on-premises?

Common questions

Does it run on Business Central online?
Yes, online and on-premises. Older on-premises installations need a documented data conversion when they upgrade.

Does it need Warehouse Insight?
Yes. License Plating is an add-on that needs Warehouse Insight licenses as well, and it works with every current Warehouse Insight license.

What setup is needed?
A number series and a label report must be set up before license plates are created. Device installation is arranged with Insight Works or the Microsoft Partner.

How is it licensed?
A subscription licensed per company. Each company in the tenant that uses it needs a license.

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

Does it generate SSCC numbers?
No, License Plating does not generate serial shipping container codes (SSCC). An SSCC requires the customer's own GS1 Company Prefix.

> **Customer is not on Warehouse Insight yet?** Position Warehouse Insight first. License Plating is an add-on that needs Warehouse Insight, Insight Works' mobile warehouse management app for Business Central.

Resources

Sales kit: insight-works.com/partner-hub/license-plating

App page and demo: insight-works.com/apps/license-plating

Datasheet: License Plating datasheet (PDF)

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

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