MxAPS Battle Card

For Microsoft Partners who sell Insight Works apps

MxAPS sequences production orders in Microsoft Dynamics 365 Business Central against real machine capacity, using scheduling rules the customer defines. Each run reports late, early, and on-time order lines, and nothing changes in Business Central until someone commits the result.

WHO TO CALL ON

Manufacturers on the Business Central Premium tier that run production orders through work centers and machine centers and need a finite capacity schedule.

MxAPS suits plants that depend on one or two people to decide which jobs go first.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription, tiered by production orders scheduled at once
User license	Full user license, Premium tier
Scheduling engine	Remote service hosted in Azure
Availability	All countries where Business Central is available

What changes when you add MxAPS to Business Central

	Business Central without MxAPS	Business Central with MxAPS
Machine capacity	Orders planned to due dates without regard for machine load pile onto the same machine center. Someone then reworks the schedule by hand.	MxAPS schedules forward from a chosen start date and time against actual work center and machine center capacity. It weighs alternate machines, preferences, and quantity limits.
Scheduler know-how	Many plants depend on one or two people who know which jobs go first. When they are away, the schedule suffers.	Scheduling rules rank operations by criteria such as priority, due date, and order number. Production cells, lot and order families, and secondary constraints capture the rest.
Testing changes	A schedule that rewrites production dates the moment it runs leaves no room to test a change, such as adding a shift.	Every run creates a numbered schedule result with late, early, and on-time counts. Commit Results writes dates and times to production order routing lines when you decide.
Maintenance windows	Taking a machine down at a fixed time can collide with high-priority orders due the same day.	Once Maintenance Manager or a person decides servicing is needed, MxAPS schedules the window against the same capacity model as production.

Selling points

Finite capacity scheduling.
MxAPS schedules forward against the actual capacity of work centers and machine centers.

Scheduler know-how as rules.
Rules, production cells, families, and constraints for material, tooling, and labor capture plant logic as configuration.

Licensed by scheduling capacity.
Tiers follow production orders scheduled at once, with unlimited runs, not per user or per location.

Alternate machines weighed.
MxAPS weighs preferences, quantity limits, and time multipliers, and can pick a slower machine for a better overall schedule.

Compare results before committing.
Each run reports late, early, and on-time lines, and nothing changes until Commit Results runs.

Maintenance in the schedule.
MxAPS places maintenance windows against the same capacity model as production orders.

Qualify the opportunity

1. Are you on Business Central today, and on the Premium tier?
2. How do you schedule production orders against machine capacity today?
3. How many production orders do you schedule at once? How complex are the routings?
4. How often do machines overload, sit idle, or cause late orders?
5. Do material, tooling, or labor constraints limit your operations?
6. Do operations have alternate machines? How do you choose between them?
7. Does your schedule depend on one or two people? What happens when they're away?
8. Do you need to test a schedule change before the floor sees it?
9. Are routings, work centers, and machine centers set up in Business Central?
10. Will you run Business Central online or on-premises?

Common questions

Does it run on Business Central online?
Yes. MxAPS runs on Business Central online and on-premises, delivered as a Business Central extension.

What Business Central license is needed?
Users who work in MxAPS need a full user license on the Business Central Premium tier.

Where does the scheduling engine run?
As a remote service hosted in Azure. Above roughly 20,000 operation combinations scheduled at once, premium hosting at additional cost may be needed.

How is it licensed?
A subscription per company, in tiers by the number of production orders scheduled at one time. Schedule runs within a tier are unlimited.

What setup does it need?
Routings, work centers, and machine centers, with every machine center assigned to a work center. Production cells, a number series, and a schedule configuration are also required.

Does it work with other Insight Works apps?
Yes. Maintenance Manager decides when equipment needs service, and MxAPS schedules that window against production capacity.

> **Customer also needs maintenance management?** Position Maintenance Manager, Insight Works' maintenance management app, alongside MxAPS. Maintenance Manager decides when equipment needs service. MxAPS then schedules that window against production capacity.

Resources

Sales kit: insight-works.com/partner-hub/mxaps

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

Datasheet: MxAPS 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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