Order Ship Express Battle Card

For Microsoft Partners who sell Insight Works apps

Order Ship Express creates parcel shipping labels from the sales order in Microsoft Dynamics 365 Business Central. Users enter the boxes, compare live rates, and buy the label, and the app writes the freight charge and tracking number back to the order. This is a completely free app from Insight Works for Business Central.

WHO TO CALL ON

Companies on Business Central online that ship parcels within one country.

Users are the staff who ship orders and today retype order details into a carrier's website.

AT A GLANCE

Business Central	Online (cloud)
Licensing	Completely free, no activation
User license	Full user license, Essentials or Premium
Shipments	Domestic parcel
Availability	All countries where Business Central is available

What changes when you add Order Ship Express to Business Central

	Business Central without Order Ship Express	Business Central with Order Ship Express
Order entry	Staff copy addresses and order details from Business Central into a carrier website, then copy the tracking number back.	Work from the sales order: enter packages with dimensions and weight, and Get Label buys a label for each box.
Rate comparison	Without a quick rate comparison, carrier choice is a habit rather than a decision. Small differences add up across hundreds of parcels.	Get Rate returns live rates from the carriers you activate. Built-in carrier accounts offer discounted rates in North America only, or connect existing accounts.
Freight cost	When postage is paid on a carrier website, the cost rarely reaches the order. Nobody can tell whether charges cover costs.	Get Label adds a marked-up freight charge line and records the actual freight cost. The charge posts to the general ledger account chosen in setup.
Reprints and returns	A wrong label or a customer return sends staff back to the carrier's website.	The Packages list keeps every label for reprinting, and labels can be refunded within a carrier's window. Return labels come from posted shipments or invoices.

Selling points

Shipping from the sales order.
Carrier and service default from the customer, with a label for each box.

Freight cost and charge on the order.
A markup percentage set for each carrier drives the charge line, with actual cost recorded.

No Insight Works license.
No license, subscription, or activation on Business Central online.

Live rate comparison.
Up to three carriers at once, chosen from those available through EasyPost.

Reprints, refunds, and returns.
Every label stays in the Packages list, and return labels come from posted shipments or invoices.

Label printing.
Labels download as a PDF, or print directly with PrintNode Connector PowerTool. This is a completely free app from Insight Works for Business Central.

Qualify the opportunity

1. Are you on Business Central online today, or another ERP system?
2. How do you ship parcels today: software, a carrier website, or manually?
3. Do you ship only within one country, or internationally too?
4. Do you ship less-than-truckload or full truckload freight?
5. Which carriers do you use? Do you have your own carrier accounts?
6. How do you compare carrier rates before you buy a label?
7. Do you need to print labels straight to a label printer?
8. How do you handle return shipments and return labels today?
9. How do tracking numbers get back to the order today?
10. Do you mark up shipping charges, and do they cover your costs?

Common questions

Does it run on Business Central online?
Yes. It is free on Business Central online (cloud), with no Insight Works license, subscription, or activation.

Does the customer need a shipping service account?
Yes. Rates, labels, and postage billing go through the customer's own third-party shipping service account, which needs a production key.

Does it ship internationally or freight?
No. It ships parcels within one country, in any country, and does not support international, less-than-truckload, or full truckload shipments.

Which languages are available?
English. It is available in all countries where Business Central is available.

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

Which carriers are supported?
The carriers available through EasyPost. Up to three can be configured at the same time.

How are labels printed?
Labels download as a PDF. For direct printing, the preferred option is PrintNode Connector PowerTool, which needs a PrintNode subscription.

> **Customer ships freight or international?** Position Dynamic Ship, Insight Works' subscription shipping app for Business Central. It adds less-than-truckload and full truckload freight, international shipments with customs, address validation, and rate shopping across a larger carrier set.

Resources

Sales kit: insight-works.com/partner-hub/order-ship-express

App page and demo: insight-works.com/apps/order-ship-express

Datasheet: Order Ship Express datasheet (PDF)

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

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