PrintNode Connector PowerTool Battle Card

For Microsoft Partners who sell Insight Works apps

PrintNode Connector PowerTool sends reports and labels from Microsoft Dynamics 365 Business Central online straight to a local or network printer. It connects to PrintNode, a separate cloud printing service, and routes each document by user, by report, or both. This is a completely free app from Insight Works for Business Central.

WHO TO CALL ON

Companies on Business Central online that print pick tickets, shipping labels, invoices, and other documents to local or network printers.

Users include shipping desk, warehouse, showroom, and accounting staff.

AT A GLANCE

Business Central	Online (cloud), version 27.0 or later
Licensing	Completely free, no Insight Works license
User license	Full user or Team Member, Essentials or Premium
Other requirements	PrintNode account and PrintNode client on a Windows machine
Availability	All countries where Business Central is available

What changes when you add PrintNode Connector PowerTool to Business Central

	Business Central without PrintNode Connector PowerTool	Business Central with PrintNode Connector PowerTool
Printing steps	Each pick ticket and label goes through a download, a PDF viewer, and a print dialog. A busy desk spends part of each shift clicking.	Jobs go from Business Central straight to a named physical printer, with no pop-up, PDF, or print preview. Reports, pages, and barcode labels all print this way.
Printer routing	When people pick a printer by hand each time, order confirmations, pick tickets, and invoices end up in the wrong room.	Routing uses the standard Business Central Printer Selections page, by user, by report, or both. The most specific match wins.
Print settings	A label on the wrong paper size, or a packing slip missing its second copy, means a reprint and a trip back.	Paper size, orientation, and copies are set per printer or per printer and report. Copies can be forced even on reports with no copies option.

Selling points

No PDF detour.
Press print and the document comes out of a named physical printer, with no pop-up or preview.

Print settings set once.
Paper size, orientation, and copies are set per printer, or per printer and report.

PrintNode account required.
The customer subscribes to PrintNode directly, on a free or paid PrintNode plan, before installing.

Routing by user and report.
The standard Printer Selections page routes documents by user, by report, or both.

Labels and custom reports.
Standard and custom reports, pages, and barcode labels all print the same way.

Always-available print host.
The PrintNode client runs on a Windows computer or server on the printer network.

Qualify the opportunity

1. Are you on Business Central online, or another ERP system or deployment?
2. How do you print reports, labels, and documents from Business Central today?
3. Do users download a PDF and use a print dialog for every document?
4. Do specific documents need to go to specific printers?
5. How many printers do you have, across how many locations and users?
6. Do you need fixed paper size, orientation, and number of copies?
7. Do you print barcode labels today, and how do you manage them?
8. Do you have a Windows computer on your printer network that stays on?
9. Do you have a PrintNode account today?
10. Are you on Business Central version 27.0 or later?

Common questions

Does it run on Business Central on-premises?
No. It runs on Business Central online only, and the current release requires version 27.0 or later.

What Business Central license is needed?
Each user who prints through it needs a full user or Team Member license. Both the Essentials and Premium tiers are supported.

What has to stay running?
The PrintNode client, on a Windows computer or server on the same network as the printers. Printing stops when that machine is off.

How is it licensed?
It is free on Business Central online, with no Insight Works license or subscription.

What else does the customer need?
Their own PrintNode account, on a free or paid PrintNode plan. PrintNode is a separate service the customer subscribes to directly.

Where do paper sizes come from?
Paper sizes come directly from each printer's Windows driver.

Resources

Sales kit: insight-works.com/partner-hub/printnode-connector-powertool

App page and demo: insight-works.com/apps/printnode-connector-powertool

Datasheet: PrintNode Connector PowerTool 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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