Production Order Analysis Battle Card

For Microsoft Partners who sell Insight Works apps

Production Order Analysis compares actual against expected cost on production orders in Microsoft Dynamics 365 Business Central, by material, labor, and subcontracting. Where a production order links to a sales order, it also shows the sales margin beside the cost.

WHO TO CALL ON

Manufacturers on the Business Central Premium tier that need to see why production orders cost more than expected.

This includes make-to-order shops that track margin per order.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription
Also included in	Enhanced Planning Pack
User license	Full user (Premium); Team Member to view results
Availability	All countries where Business Central is available

What changes when you add Production Order Analysis to Business Central

	Business Central without Production Order Analysis	Business Central with Production Order Analysis
Cost overruns	A finished order costs more than expected, and the total does not say whether material, labor, or subcontracting caused it.	Expected cost, actual cost, and variance show for each component and work center, with totals by cost type. Overruns appear in red.
Margin per order	Production cost shows what an order cost, not whether it made money. On make-to-order work, margin shapes the next quote.	For orders linked to a sales order, the worksheet shows sales amount, gross margin amount, and gross margin percent beside the cost.
Cost review	Cost reviews built from manual calculations take time and drift from what was posted. By the time they finish, the next orders are done.	One worksheet in Business Central draws on posted entries. The Production Order Analysis report prints the summaries you choose.

Selling points

Variance by line.
Expected cost, actual cost, and variance show for each component and work center, with overruns in red.

Margin beside cost.
Orders linked to a sales order show sales amount, gross margin amount, and gross margin percent.

Printable report.
Print units, actual costs, expected costs, cost variances, and sales and margin amounts, as the user chooses.

Totals by cost type.
Totals cover material, capacity, subcontracting, and capacity overhead.

Built from posted entries.
Figures come from posted consumption, output, and capacity entries, in local currency.

Sold alone or in a bundle.
Available only as part of the Enhanced Planning Pack, licensed per company.

Qualify the opportunity

1. How do you compare actual and expected production costs today?
2. Do production cost overruns affect your budget or order profit?
3. When an order runs over, how do you find which cost caused it?
4. How do you calculate margin on make-to-order production today?
5. How much time goes into pulling cost data from several places?
6. Would one worksheet of material, capacity, and subcontracting costs help reviews?
7. How do you review cost variance across many production orders today?
8. Do production orders link to sales orders, or do you make to stock?
9. How often do you post consumption and output, and run cost adjustment?
10. Are you on Premium, and will you run online or on-premises?

Common questions

Does it run on Business Central online?
Yes. Production Order Analysis runs on Business Central online and on-premises.

What Business Central license is needed?
Users who work with production orders need a full user license on the Premium tier. People who only view results can use a Team Member license.

When does margin appear?
Only when the production order links to a sales order, as in make-to-order production. Make-to-stock orders with no sales link and assembly orders show no margin.

What is the Enhanced Planning Pack?
Insight Works' bundle of planning, forecasting, and analysis components for manufacturers. Production Order Analysis is one of them.

How is it licensed?
It is currently available only as part of the Enhanced Planning Pack, a subscription licensed per company.

How current are the figures?
Figures come from posted consumption, output, and capacity entries, so they are as current as the last posting. Variance is final after the order finishes and cost adjustment runs.

Which currency are costs shown in?
Costs are reported in the local (default) currency.

> **Customer needs more planning tools?** Position Enhanced Planning Pack, Insight Works' bundle of planning, forecasting, and analysis components for manufacturers. Production Order Analysis is included in it.

Resources

Sales kit: insight-works.com/partner-hub/production-order-analysis

App page and demo: insight-works.com/apps/production-order-analysis

Datasheet: Production Order Analysis 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.

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