Quality Inspector Battle Card

For Microsoft Partners who sell Insight Works apps

Quality Inspector runs configurable inspections inside Microsoft Dynamics 365 Business Central and grades the results. A failing grade can block a lot from sale or move it to a quarantine bin before it goes further.

WHO TO CALL ON

Companies on Business Central that inspect received goods or production output and control what each lot can do next.

Users include quality inspectors recording tests on a desktop, tablet, or phone.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription, no user limit
User license	Full user or Team Member, Essentials or Premium
Devices	Desktop, tablet, and phone through Business Central clients
Availability	All countries where Business Central is available

What changes when you add Quality Inspector to Business Central

	Business Central without Quality Inspector	Business Central with Quality Inspector
Inspection timing	Inspections on clipboards and spreadsheets are hard to find during an audit. A missed check is noticed only after the product moves on.	Test generation rules create a test when a purchase line, production routing line, or other record matches. Results stay attached to the item, lot, and document.
Failed lots	A failed result written on paper does not stop anyone from picking, selling, or consuming that lot.	Each grade allows or blocks sales, purchases, transfers, consumption, picks, put-aways, and movements. A failed test can move inventory to a quarantine bin.
Sampling	Inspecting every unit is not practical for many products, and working out sample sizes by hand invites mistakes.	Set an inspection level and acceptable quality limit, and Quality Inspector sets the sample size and the accept and reject points.
Paper forms	Shop floors resist moving off paper, and retyping handwritten sheets doubles the work.	Quality Inspector reads an existing paper form to propose template fields, then reads handwritten values from a photo or scan into the test.

Selling points

Tests created automatically.
Rules create tests from receipts, production orders, and other records.

Sampling built in.
Average and standard deviation roll up from sample worksheets to the test result.

Extends Quality Management.
The Quality Management Upgrade PowerTool moves setup from Business Central's Quality Management module to Quality Inspector.

Grades control each lot.
Grades allow or block sales, transfers, consumption, picks, and movements for each lot.

Keeps the paper form.
Form reading uses Azure Document Intelligence and Azure Blob Storage in the customer's Azure subscription.

Licensed per company.
One subscription covers the company, with no limit on users.

Qualify the opportunity

1. Are you on Business Central today, or another ERP system?
2. Do you use the Quality Management module in Business Central today?
3. How do you manage quality today: paper, spreadsheets, or a system?
4. How often do you run inspections, and who runs them?
5. Do your inspectors work on a desktop, a tablet, or a phone?
6. Do you work in a regulated industry with quality standards to meet?
7. Do you inspect every unit, or a sample from each lot?
8. Would you like to keep paper forms and still capture the results?
9. How do you handle failed items today? Do you block or quarantine them?
10. Will you run Business Central online or on-premises?

Common questions

Does it run on Business Central online?
Yes, online and on-premises. Hands-free value entry works on Business Central online only.

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

How does it relate to Quality Management?
Business Central's Quality Management module is built from a subset of Quality Inspector. Both can run in the same environment, and the Quality Management Upgrade PowerTool moves setup across.

Can it require a test at receiving?
Yes. Tests can be required before a receipt posts or a production order finishes.

How is it licensed?
One Quality Inspector subscription covers the company, with no limit on the number of users.

Which Business Central versions are supported?
Version 13 and later, with some features needing a later version.

What do the AI features need?
Form reading needs Azure Document Intelligence and Azure Blob Storage. Hands-free value entry needs an Azure OpenAI deployment, all in the customer's own Azure subscription.

Resources

Sales kit: insight-works.com/partner-hub/quality-inspector

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

Datasheet: Quality Inspector datasheet (PDF)

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

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