Routing Analysis Battle Card

For Microsoft Partners who sell Insight Works apps

Routing Analysis compares the run times recorded on finished production orders in Microsoft Dynamics 365 Business Central with the times your routings expect. It reports the average difference and standard deviation for each operation, and users correct a wrong routing on the same line.

WHO TO CALL ON

Manufacturers on the Business Central Premium tier that use production orders and routings and record actual operation times.

Users include planners and others who analyze and edit routings.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per company, subscription
User license	Full user license, Premium tier for production routings
Bundle	Part of the Enhanced Planning Pack
Availability	All countries where Business Central is available

What changes when you add Routing Analysis to Business Central

	Business Central without Routing Analysis	Business Central with Routing Analysis
Routing accuracy	Routing times are often set once and never checked against shop floor records. Costs and schedules built on a wrong standard are wrong too.	For each operation, Routing Analysis shows average actual time per unit, average difference from the routing, and percentage difference, from finished production orders.
Inconsistent operations	An operation can average close to its routing time yet take minutes for one operator and hours for another. An average hides that.	A standard deviation for each operation shows work that averages correctly but varies widely. One screen covers every item that shares a routing.
Routing corrections	Fixing a routing time means finding the routing, setting it to Under Development, changing the time, and certifying it again.	Enter a new setup, run, wait, or move time on the analysis line. Routing Analysis updates the routing and handles the status changes.
Focused reviews	A plant with hundreds of routing lines cannot review every one each month.	Minimum variance and standard deviation filters hide operations that are close enough. Only Difference shows just the operations where actual and expected times differ.

Selling points

Plan versus actual, line by line.
Each routing operation shows average actual time per unit and the difference from the routing.

Corrects routings in place.
It updates the routing and handles the Under Development and recertification steps behind the scenes.

Full review of standards.
Leave the routing filter blank to list every routing line on one editable page.

Spots inconsistent operations.
A standard deviation for each operation shows work that averages correctly but varies widely.

Shows only what is out of line.
Filter by minimum variance, standard deviation, routing, version, and production order dates.

Bundled or on its own.
Part of the Enhanced Planning Pack, with its own Microsoft Marketplace listing.

Qualify the opportunity

1. Do you use production orders and routings in Business Central today?
2. How do you record actual operation times today, if at all?
3. How do you compare actual production times with routing times today?
4. Do some operations take very different times from run to run?
5. Do inaccurate routing times affect your product costs or margins?
6. Do schedule delays come from times that do not match your routings?
7. How do you update routing times when planned and actual times differ?
8. How many routing lines do you have, and how often are they reviewed?
9. Who maintains your routings, and can they edit them?
10. Will you run Business Central online or on-premises?

Common questions

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

What Business Central license is needed?
It is listed for Essentials and Premium. Production orders and routings are only on Premium, so people who analyze and edit routings need a full user license there.

Are orders in progress included?
No. It looks back at finished production orders inside the date range you choose.

How is it licensed?
It is a per company subscription. It is part of the Enhanced Planning Pack and has its own Microsoft Marketplace listing.

Where does the data come from?
Run times posted against finished production orders, through the production journal or a time capture app such as Shop Floor Insight.

What permissions do users need?
Editing a time changes the routing itself, including certified routings, so users who make corrections need write access to routings. The edit does not bypass change control or approval.

> **Customer does not record operation times yet?** Position Shop Floor Insight, Insight Works' shop floor data collection app. A time capture app is recommended, but not required. It captures the actual operation times that Routing Analysis reads.

Resources

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

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

Datasheet: Routing Analysis datasheet (PDF)

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

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