Safety Logbook Battle Card

For Microsoft Partners who sell Insight Works apps

Safety Logbook records environment, health, and safety events in Microsoft Dynamics 365 Business Central, from injuries and near misses to training, audits, and certifications. Each log links to the employees involved and to the asset, department, project, or location it concerns. This is a completely free app from Insight Works for Business Central.

WHO TO CALL ON

Companies on Business Central online that track injuries, near misses, training, and certifications and need the history ready when a manager or auditor asks.

The people they log need employee records in Business Central.

AT A GLANCE

Business Central	Online (cloud)
Licensing	Completely free, no Insight Works license
User license	Full user or Team Member license, Essentials or Premium tier
Languages	English
Availability	All countries where Business Central is available

What changes when you add Safety Logbook to Business Central

	Business Central without Safety Logbook	Business Central with Safety Logbook
Safety records	Injuries, near misses, hazards, and training sessions end up on paper forms and separate spreadsheets. Someone rebuilds the history by hand when asked.	Safety Logbook stores each event as a safety log in Business Central, with a log type you control. A new kind of event is a new log type.
Risk and follow-up	A single severity rating records only what happened, not what could have. Corrective actions agreed after an incident are easy to lose track of.	Each log captures potential and actual severity, probability, and a risk priority code. Follow-up training and reviews are marked required, then complete, with a review date.
Employee history	A spreadsheet does not know your employees or which asset or department an event involved. Simple questions take digging.	Employees come from the standard Business Central Employees table, so filtering by person shows every event. The Safety Logbook Summary report prints the full record.

Selling points

One record for every safety event.
Injuries, near misses, spills, training, meetings, audits, and certifications each become a safety log.

Risk rated, actions tracked.
Severity, probability, and risk priority sit beside required follow-up training, work practice review, and engineering review.

Quick setup.
Install from Microsoft Marketplace with no registration, and a setup wizard installs standard log types.

Lost time recorded.
Each log holds the event date and time, duration, and estimated and actual lost time.

Linked to people and assets.
Logs link to employees and their role, plus assets, departments, projects, locations, and related logs.

No Insight Works license.
Each user needs only a Business Central full user or Team Member license, on Essentials or Premium.

Qualify the opportunity

1. Are you using Business Central online today?
2. How do you track safety incidents today: paper, spreadsheets, or software?
3. Do you track training, safety meetings, audits, and certifications too?
4. Is keeping safety records complete for compliance a problem?
5. How long does it take to prepare records for a safety audit?
6. How do you track follow-up actions after an incident?
7. Can you link each incident to the employees, assets, or departments involved?
8. How do you prioritize risk based on severity and probability?
9. Do you need safety history by employee, asset, or department?
10. Are the people you log set up as employees in Business Central?

Common questions

Does it run on Business Central online?
Yes. Safety Logbook runs on Business Central online (cloud), in the web client.

What Business Central license is needed?
Each person who uses Safety Logbook needs a full user or Team Member license, on the Essentials or Premium tier.

Who can be logged?
People need employee records in the standard Business Central Employees table.

How is it licensed?
No Insight Works license or subscription is needed. Install Safety Logbook from Microsoft Marketplace with no registration.

What setup is needed?
A setup wizard installs standard log types. Adjust the Safety Nos. number series if needed, and add your own log types and risk priority codes.

Does it work on mobile devices?
Safety Logbook uses standard Business Central pages in the web client, which also open on a tablet. Mobile capture is supported.

Resources

Sales kit: insight-works.com/partner-hub/safety-logbook

App page and demo: insight-works.com/apps/safety-logbook

Datasheet: Safety Logbook datasheet (PDF)

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

Your Insight Works contacts

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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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