Shop Floor Insight Battle Card

For Microsoft Partners who sell Insight Works apps

Shop Floor Insight puts barcode and touchscreen terminals on the production floor, connected to Microsoft Dynamics 365 Business Central. Operators capture labor and machine time, consumption, output, scrap, and rework, and supervisors approve time cards for payroll.

WHO TO CALL ON

Manufacturers on Business Central, and companies that track time against Jobs, that need accurate labor and machine time.

Users include operators at terminals, supervisors who approve time cards, and payroll staff.

AT A GLANCE

Business Central	Online and on-premises, with a local Windows service
Licensing	Per employee, subscription
User license	Device or Team Member for terminals; user license for office
Devices	Windows, Android, Chrome OS terminals
Availability	All countries where Business Central is available

What changes when you add Shop Floor Insight to Business Central

	Business Central without Shop Floor Insight	Business Central with Shop Floor Insight
Labor time	Handwritten timesheets arrive late, get keyed in twice, and rarely show which operation the hours went to.	Operators scan a badge, then a production order, job, or fixed asset barcode. The next scan closes the previous activity.
Hidden time	Rework, cleanup, meetings, and waiting for material rarely show up in any record. Their cost stays inside overhead.	Operators scan rework codes with a root cause, or non-productive activity codes. Time card lines can be analyzed by activity, order, employee, or work center.
Consumption and output	Entered in the office at the end of a shift, consumption and output often miss lot numbers, serial numbers, and scrap.	Operators record output and consumption with lot and serial numbers and scrap codes, while seeing the bill of materials and work instructions.
Time card approval	Supervisors who check every time card line spend most of their time on correct cards. Payroll gets the hours late.	The approval worksheet highlights lines that need attention. A configurable export sends approved time to the payroll provider.

Selling points

Scan instead of timesheets.
Operators scan a badge, then a production order, job, or fixed asset barcode to start work.

Data captured at the work center.
Operators record consumption, output, lot and serial numbers, and scrap codes from the terminal.

Licensed per employee.
Every employee who tracks time needs a license, and the number of terminals does not change it.

Hidden time made visible.
Rework and non-productive activity codes record time away from production for later analysis.

Approve by exception.
The approval worksheet highlights lines that need attention, and approved time exports to the payroll provider.

Works with Quality Inspector.
Inspections from Quality Inspector appear as a panel in the shop floor client.

Qualify the opportunity

1. Are you on Business Central today, or another ERP system?
2. Do you use production orders, Jobs, or both, and do they post correctly?
3. How do you capture time spent on each task today?
4. How does information flow between the office and the shop floor?
5. Do you track rework, scrap, and time away from production?
6. How do you record consumption and output today?
7. How do you approve time and send hours to payroll?
8. Which shop floor devices would you use: Windows, Android, Chrome OS, or iOS?
9. How do workers reach drawings and documents during production?
10. Will you run Business Central online or on-premises, with a local Windows service?

Common questions

Does it run on Business Central online?
Yes, online and on-premises. Either way, a Windows service on the local network connects the terminals, with one per company, time zone, and environment.

What Business Central licenses do terminals need?
Each terminal in use at the same time needs a Device license, or each employee uses a Team Member license. Team Member users cannot record consumption or output.

Which devices are supported?
Windows, Android, and Chrome OS devices running Chrome or Edge, with a barcode scanner for scanning stations. iOS is not supported.

Are there optional modules?
Yes. The Quality Module and the Graphical Dispatch or Scheduler module are licensed separately, one license per tenant.

How is it licensed?
Per employee, on a subscription. Every employee who tracks time needs a Shop Floor Insight license, and the number of terminals does not change it.

What about office staff?
Supervisors and payroll staff who approve and post time need a Business Central full user or Team Member license.

What must be set up first?
Business Central production or Jobs must be configured and posting correctly. Production orders need the Premium tier; Essentials is enough for Jobs.

> **Customer needs inspections at the work center?** Position Quality Inspector, Insight Works' inspection app, alongside Shop Floor Insight. Its quality inspections appear as a panel in the shop floor client.

Resources

Sales kit: insight-works.com/partner-hub/shop-floor-insight

App page and demo: insight-works.com/apps/shop-floor-insight

Datasheet: Shop Floor Insight 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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