Warehouse Insight Battle Card

For Microsoft Partners who sell Insight Works apps

Warehouse Insight puts receiving, put-away, picking, shipping, counting, and production on a barcode scanner, inside Microsoft Dynamics 365 Business Central. Business Central checks every scan as it happens, so mistakes are caught on the floor.

WHO TO CALL ON

Manufacturers and distributors on Business Central with people receiving, picking, shipping, or counting on the warehouse floor.

Users include warehouse and inventory managers, pickers, shippers and receivers, forklift operators, supervisors, and quality inspectors.

AT A GLANCE

Business Central	Online and on-premises
Licensing	Per device in use at the same time, subscription
User license	Business Central device or full user license, Essentials or Premium
Devices	Android, Windows (Desktop Client), Chrome OS
Availability	All countries where Business Central is available

What changes when you add Warehouse Insight to Business Central

	Business Central without Warehouse Insight	Business Central with Warehouse Insight
Scan accuracy	A worker who scans the wrong item may find out ten minutes later and has to backtrack. Small mistakes become customer returns.	Every scan is checked against Business Central as it happens. A wrong item, wrong bin, extra units, or a mismatched lot is caught on the spot.
Wi-Fi gaps	Dead spots in the building stop work on the floor until the connection returns.	A store-and-forward queue holds scans and sends them when the network returns. Offline mode keeps cached documents workable.
Screens for each job	A forklift driver, a picker, and a receiving clerk share one fixed layout, which slows at least two of them down.	Each device gets one of three layouts: Rich Tile View, Directed Card View, or Compact Grid View. Supervisors can color-code priority lines.
Process changes	A new label, an extra receiving check, or a different pick sequence waits on a developer. The floor works around the software.	Menus, screens, and workflows are defined in Business Central. The Application Designer lets the customer or partner change them with standard permissions.

Selling points

Every scan is checked.
Business Central validates the item, bin, quantity, and lot as each scan happens.

Changed in Business Central.
The Application Designer and the Add-On Catalog adjust workflows with the same tools as the rest of Business Central.

Runs where the customer runs.
Business Central online and on-premises, on Android, Windows, and Chrome OS.

A screen for every job.
Three layouts, set per device in Business Central.

Works with other Insight Works apps.
Including Dynamic Ship for shipping and License Plating for pallets and containers.

Implementation your way.
Implement it yourself, or use Insight Works services, including a Quick Start option for Business Central online.

Qualify the opportunity

1. Are you on Business Central today, or another ERP system?
2. How do you track inventory today? Is it manual or automated?
3. How often do you count inventory, and how long does a count take?
4. How many warehouse locations do you have, and how is each one laid out?
5. How many people work in the warehouse, and in what roles?
6. Which handheld devices do you use today? Are they Android or Windows?
7. Where do data accuracy or real-time inventory visibility let you down?
8. Do you need item tracking, bin management, or license plating?
9. How do you handle receiving, shipping, and transfers today?
10. Will you run Business Central online or on-premises?

Common questions

Does it run on Business Central online?
Yes. Warehouse Insight runs on Business Central online and on-premises. It supports Business Central version 14 and later.

How is it licensed?
Every mobile device running Warehouse Insight needs a license. Licensing counts devices in use at the same time.

What happens when Wi-Fi drops?
Scans wait in a store-and-forward queue and send automatically. Offline mode keeps cached documents workable until the network returns.

Who implements it?
The partner can implement it, or use Insight Works services. A Quick Start option is available for Business Central online.

Which devices does it support?
Android 6.0 and higher on handhelds, phones, tablets, and wearables; Windows through the Desktop Client; and Chrome OS. One configuration serves all three.

What Business Central license is needed?
Each device needs a Business Central device license, or each person who uses it needs a full user license. Essentials and Premium both work.

Does it work with other Insight Works apps?
Yes. Dynamic Ship handles shipping, and License Plating tracks pallets and containers.

Are there add-ons?
Yes. Some add-ons are licensed per company. Include them in the customer's quote.

> **Customer only needs the basics?** Position WMS Express, the entry-level warehouse app for Business Central online. It covers receiving, picking and shipping, inventory counts, and bin movements. It runs on the same platform, so moving up to Warehouse Insight later means uninstalling WMS Express, installing Warehouse Insight, and completing some minor setup.

Resources

Sales kit: insight-works.com/partner-hub/warehouse-insight

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

Datasheet: Warehouse 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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