INSIGHT WORKS

ENHANCED FORECASTING WORKSHEET

for Microsoft Dynamics 365 Business Central

FREE FOR ONE USER, FOR BUSINESS CENTRAL

PRECISE, CUSTOMIZABLE INVENTORY FORECASTING TO PREVENT STOCKOUTS AND OPTIMIZE STOCK LEVELS.

An interactive worksheet in Business Central that puts Microsoft's Azure AI forecast to work, feeding the Demand Forecast tables or the planning parameters on each item.

Enhanced Forecasting Worksheet is an Insight Works extension for Business Central that builds on the native Sales and Inventory Forecast feature. On its own, that feature shows a static, read-only forecast chart in an item's fact box. The worksheet turns the same forecast into something a planner can act on: push it into the standard Demand Forecast tables to feed MRP and MPS, or calculate Safety Stock, Reorder Point, Reorder Quantity, and Maximum Inventory from your own formulas. The license is free for one named user in a Business Central online environment, with no time limit and no feature restrictions; additional users and on-premises deployments need a paid subscription.

Why it holds up in planning

A forecast you can act on. The native forecast chart is read-only. The worksheet adds a configurable run and two ways to apply the result, so the forecast changes what Business Central plans rather than only what it displays.

Microsoft's forecasting model, with six algorithms to choose from. Sales history goes to Microsoft's own Azure AI forecasting service and the results come back to the worksheet. Insight Works does not run a separate prediction engine, and the planner picks among six forecasting algorithms.

Two outputs from one calculated forecast. Push the raw forecast values to the standard Demand Forecast tables to feed MRP and MPS, or skip the demand forecast entirely and write calculated values straight onto the item's Planning FastTab.

Formulas defined once, applied consistently. Expressions can reference average daily usage, lead time, and forecast quantity. Safety stock as average daily usage multiplied by lead time is the simple example: a planner writes it once and the worksheet applies it.

Scoped to the run you want. Filter by item, item category, or location, then set the period type (week, month, quarter, or year), the number of forecast and past periods, and the confidence level.

Says so when there is not enough history. A forecast needs posted sales history. When an item does not have enough, the system flags it instead of returning a number it cannot support.

Who's on it

Inventory managers

Keep stock levels in range using forecasts that cut down stockouts and overstock.

Supply chain planners

Align inventory with forecast demand and push the result into the Demand Forecast tables.

Purchasing managers

See reorder needs and timing sooner, so procurement is planned rather than reactive.

Operations managers

Use forecast data to keep products available for production and sales.

Small to mid-sized business owners

Improve inventory efficiency and cash flow without a dedicated inventory specialist.

Free to install and evaluate. Enhanced Forecasting Worksheet installs at no cost from Microsoft Marketplace, so you can try it in a sandbox before committing to production. The free license covers one named user in a Business Central online environment.

Backed by over 800 resellers. Insight Works works through a global network of more than 800 Business Central resellers who can help consult, implement, and support a deployment. **See the Insight Works reseller directory**.

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for Microsoft Dynamics 365 Business Central

FORECAST RUN

- Filter by item, item category, and location; a single location is required if the company uses multiple locations and SKUs
- Period type: week, month, quarter, or year
- Set the number of forecast periods and past periods, and the confidence level
- Choose among six forecasting algorithms
- Extends the native Sales and Inventory Forecast feature into an interactive worksheet that can act on its data

OUTPUT 1: DEMAND FORECAST

- Pushes the raw forecast values into Business Central's standard Demand Forecast tables
- Demand Forecast entries feed MRP and MPS directly
- Running Update Demand Forecast twice on the same data adds to the prior result instead of replacing it, doubling the forecast quantity for that period

OUTPUT 2: PLANNING PARAMETERS

- User-defined expressions calculate Safety Stock, Reorder Point, Reorder Quantity, and Maximum Inventory
- Results are written onto the item's Planning FastTab, with no demand forecast required
- Expressions can reference variables such as average daily usage, lead time, and forecast quantity
- Example: safety stock as average daily usage multiplied by lead time

WHERE IT STOPS

- Relies on Business Central's native Sales and Inventory Forecast Setup and Microsoft's Azure AI forecasting model; it is not an independent prediction engine
- Needs posted sales history (Sale-type item ledger entries); a new item or location without history cannot be forecast yet
- Companies with multiple locations and SKUs forecast one location at a time, or only the first SKU updates correctly

BUSINESS CENTRAL LICENSING

- Insight Works licensing: free single-user license, with a paid subscription for more
- Free: one named user per Business Central online environment, with no time limit and no feature restrictions
- A paid subscription is required to add users or to deploy on-premises; it does not unlock additional features
- Microsoft licensing is separate: supports Essential and Premium user licenses

INTEGRATION & INSTALLATION

- Installs from Microsoft Marketplace like any other Business Central extension
- Works inside Business Central's own interface, on top of the native Sales and Inventory Forecast feature, which must be set up first
- Sold standalone, and also part of the Enhanced Planning Pack

PREREQUISITES & COMPATIBILITY

- Business Central Cloud and Business Central On-Premises (on-premises requires the paid subscription)
- Native Sales and Inventory Forecast Setup and the Microsoft Azure AI forecasting model must be available
- Enough posted sales history for each item and location being forecast
- Language: English. Available in all countries where Business Central is accessible

SUPPORT & RESOURCES

- Knowledge base article at kb.dmsiworks.com, including the expression variables used in planning parameter formulas
- Business Central resellers in the Insight Works network can help consult, implement, and support a deployment

DATA & PORTABILITY

- Forecast results land in Business Central's standard Demand Forecast tables and on the item's Planning FastTab
- Sales history is sent to Microsoft's forecasting service for calculation, and the results return to the worksheet

ALSO FROM INSIGHT WORKS

Insight Works builds 30+ apps for Microsoft Dynamics 365 Business Central, concentrated in these areas of manufacturing and distribution. If Business Central has a gap, there's a good chance we already have a solution.

Warehouse & Inventory Management
Barcode-driven receiving, put-away, picking, cycle counting, and license plate handling.

Shipping & Fulfillment
Carrier rate shopping, pick-to-ship execution, and shipment tracking.

Quality Control & Compliance
Inspections, test management, and quality documentation.

Production Planning & Scheduling
Capacity-aware scheduling, planning worksheets, and demand forecasting.

Shop Floor Execution & Maintenance
Shop floor data capture, machine maintenance, and production analysis.

Point of Sale & Data Tools
Counter sales, document attachment, label printing, and bulk data import/export.

See all Insight Works apps for Business Central

VISIT WEBSITE

WATCH DEMO

Available on Microsoft Marketplace

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INSIGHT WORKS

North America
Suite #102, 5661 99 Street NW
Edmonton, Alberta
Canada T6E 3N8

Europe
Kingsfordweg 151
1043 GR Amsterdam
The Netherlands

www.insight-works.com
info@insight-works.com

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