

# Turn Business Central into a demand planning powerhouse

**Business Central is your system of record. AGR is your system of intelligence.** Together they transform transactional data into automated, AI-driven inventory decisions without customisation, consultants, or disruption.

## Competitive positioning

### AGR + Microsoft Dynamics 365 Business Central

Business Central is a powerful ERP that handles core business processes very well. But the native inventory modules were built to **record transactions**, not to **optimise decisions**. AGR adds the intelligence layer that turns static ERP data into continuously optimised inventory operations.

## The three key differences

### Where AGR adds intelligence on top of BC

BC records what happened. AGR decides what should happen next.

#### AI forecasting vs. statistical models

BC's demand forecast relies on manual inputs and misses trends, seasonality, and sales patterns, limiting inventory optimisation. AGR's forecasting engine auto-selects the best algorithm per item and location, bridges stockouts, and forecasts new products, so accuracy doesn't depend on manual updates.

#### Dynamic safety stock vs static fields

BC's safety stock is fixed once and ignores demand variability, lead time, or service risk, risking overstock or stockouts. AGR recalculates safety stock every cycle from demand uncertainty, service level, and lead time, keeping the buffer right as conditions change.

#### Full stock visibility vs a static snapshot

BC shows today's stock only, no forward view or flagging, so problems surface after costing you a stockout or overstock. AGR projects stock ahead, current plus incoming minus demand, flags exceptions automatically so you act before it happens.

## What Business Central does well

# BC handles the core, and it does it really well

BC is widely used because it handles many core business processes effectively.

### Core business processes

- Financial accounting
- Sales order management
- Purchasing
- Warehouse management
- Microsoft ecosystem integration (Excel, Power BI, Teams)

### Built-in planning capabilities

- Static reorder points & safety stock fields
- Order modifiers & lot sizing
- MRP / MPS planning engine
- Basic demand forecast module
- Basic item substitution
- Planning worksheets

For many small and mid-size companies with limited SKU counts and stable demand, BC's planning capabilities alone can be sufficient. Once complexity grows, keeping forecasts current, safety stock right, and stock levels visible becomes the hard part, and that is where AGR adds what BC was not built to do.



Feature-by-feature comparison

Where AGR adds intelligence on top of BC's transactional foundation

Where AGR extends, where BC partially covers, and where BC has no equivalent.

01 Demand forecasting

| Feature          | AGR ●                                                                                           | Business Central ●                                                          |
|------------------|-------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|
| Primary function | Demand forecasting & inventory optimisation, built specifically for that job and powered by AI. | ERP & business management - transactions, purchasing, warehousing, finance. |
| Target user      | Planners, buyers, supply chain managers optimising stock levels.                                | Finance, ops, warehouse, and purchasing teams managing business processes.  |
| Deployment       | Downloadable BC connectors and a quick seamless integration, live in 2-4 weeks.                 | Cloud SaaS or on-premise. Core system of record for your business data.     |
| Best suited for  | Reducing stockouts, overstock, and manual planning workload at scale.                           | Running your business - orders, invoices, warehouse movements, financials.  |

## 02 Inventory optimisation

| Feature                                    | AGR ●                                                                                                                                                                    | Business Central ●                                                                                                              |
|--------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| <b>Inventory classification</b>            | Two-factor ABC/XYZ matrix using two configurable dimensions (e.g., turnover/margin/COGS × sales lines/volume), auto-updating as patterns change.                         | Supports ABC classification, but it's typically static and must be manually maintained, quickly becoming outdated at scale.     |
| <b>Safety stock</b>                        | Statistical safety stock recalculates with each order based on sales uncertainty × confidence factor × order period. Also available: fixed units or fixed days policies. | Safety stock field exists, but values must be manually set and updated, with no automatic recalculation when conditions change. |
| <b>Service level management</b>            | Confidence factor (service level target) configurable at global, ABC matrix, or item level. Drives statistical safety stock calculation.                                 | BC focuses on supply planning rather than service KPIs, with no built-in service level target management.                       |
| <b>Reorder point optimisation</b>          | Recalculated per forecast cycle (monthly or weekly) based on demand forecast, lead time, and safety stock settings.                                                      | Reorder points available but static, requiring manual recalculation, which becomes unmanageable at a large volume of SKUs.      |
| <b>Dead stock / obsolescence detection</b> | Automatic labelling of slow-moving, overstock, and no-sales items via configurable Inventory Insights labels.                                                            | No proactive obsolescence detection, requiring manual review or custom reporting.                                               |



### 03 Order management

| Feature                                       | AGR <span>●</span>                                                                                                                                                        | Business Central <span>●</span>                                                                                                          |
|-----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| Automated order proposals                     | Market-driven proposals continuously optimised based on demand forecasts, service levels, and constraints.                                                                | MRP/MPS generates order suggestions based on planning parameters. Effective, but only as good as the (often stale) parameters behind it. |
| Order constrainer & Advanced containerisation | Order constraints handle MOQ, order multiples, and supplier grouping. Containerisation constraints can meet or exceed targets by volume, cost, pallets, quantity, weight. | Order modifiers (min/max qty, lot sizes) available but no multi-constraint optimisation.                                                 |
| Supplier lead time tracking                   | Lead time tracking per vendor/item. Lead time analysis and variability monitoring available with Insights Pro (Vendor IQ).                                                | Lead times can be set per vendor/item, but they're static, assuming lead time stays constant, which it rarely does.                      |
| Connected items                               | Links related items (sizes, colours, replacements) to share demand patterns and generate AI-driven sales history for items with little to no data.                        | Item substitution available but limited to simple replacement articles.                                                                  |

### 04 Implementation & usability

| Feature       | AGR <span>●</span>                                                                                                          | Business Central <span>●</span>                                                                                 |
|---------------|-----------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| Time to value | Weeks to go-live with guided onboarding. Cloud-based and works alongside your existing ERP. BC connector takes ~45 minutes. | Already deployed if you're a BC customer, but configuring inventory planning properly takes significant effort. |

| Feature               | AGR ●                                                                                                                                                                    | Business Central ●                                                                                                                           |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| ERP integration       | Standard connectors for Business Central, D365 F&O, and NAV.                                                                                                             | Native. The inventory module is built into Business Central.                                                                                 |
| Parameter maintenance | Advanced statistical safety stock and forecasts recalculate automatically. Other parameters (lead time, MOQ, order multiples) are set per item but maintained centrally. | Manual maintenance. Planning parameters (reorder points, safety stock, lot sizes) must be reviewed and updated continuously across all SKUs. |
| Scalability           | Built to replace manual, Excel-based planning. Scales to businesses with 200+ SKUs.                                                                                      | Functional at low SKU counts but parameter maintenance becomes operationally painful as complexity grows.                                    |

### "We already have inventory management in Business Central."

Absolutely, and you should keep using it. BC is great for transactions, purchasing, and warehouse operations. AGR adds the optimisation layer: AI forecasting, dynamic safety stock, and automatic parameter tuning that ERPs aren't designed to do. Think of it as upgrading from manual to automatic transmission.

### "We've already invested heavily in configuring BC's planning."

That investment isn't wasted. AGR reads your BC data and works alongside it. But the challenge is keeping those parameters current, and AGR continuously recalculates what BC requires you to maintain manually, so your planning investment actually performs better.

### "Can't we just use Excel or Power BI for forecasting?"

Excel and Power BI are great for analysis, but they don't close the loop. They don't automatically update reorder points, generate purchase orders, or flag obsolete stock. AGR turns insights into automated actions, forecasting to order in one connected workflow.