



AppSource-Certified ISV · Microsoft Dynamics 365 F&SCM

The F&B ERP Gap is Finally Closed.

How purpose-built Dynamics 365 functionality is transforming F&B manufacturing and distribution – gap by gap.

\$6.4B

Global F&B ERP market projected by 2030. Mid-market remains critically underserved.

40%

ISV opportunity on D365 F&SCM unaddressed by native functionality

8

Core ISV modules covering every F&B operational gap

2

Target segments: Manufacturing + Distribution – one unified suite

What Standard D365 Simply Cannot Do

When an F&B company implements D365 F&SCM without a specialised ISV, they face a predictable set of operational gaps. These are not edge cases — they are day-one blockers.

Catch Weight Management

Dynamics 365 tracks inventory in a single unit of measure. Meat, fish, and fresh produce must be bought and sold in both unit and actual weight (e.g. 10 boxes at variable kg).

Without this: invoicing errors, inventory valuation inaccuracies, manual weight reconciliation

Shelf Life & FEFO Enforcement

D365 has no FEFO-enforced picking, no MRSL customer rules, and no near-expiry alerting. Retailers like Walmart and Tesco will fine or delist suppliers who miss MRSL requirements.

Without this: retailer fines, avoidable waste, short-life delivery complaints

Recipe & Formula Management

D365 has a basic BOM but no recipe versioning, no yield-adjusted costing, no nutritional calculation, and no allergen matrix — essential for GFSI certification.

Without this: every recipe change carries allergen and label compliance risk

Allergen Management

D365 has zero native allergen tracking. No allergen matrix, no production sequencing by allergen class, no declaration verification on labels.

Allergen mislabelling is the #1 cause of F&B recalls globally

Quality, HACCP & CoA

D365 has basic quality orders but no HACCP plan integration, no Certificate of Analysis auto-generation, and no CAPA management — all required for BRC, SQF, or IFS certification.

Without this: cannot pass major retailer audits

Lot Traceability & Recall

D365's 2024 Traceability add-in offers limited scope. EU Reg 178/2002 and FDA FSMA mandate full lot traceability with a 4-hour recall response capability.

Without this: regulatory penalties and potential criminal liability

Trade Promotions & Rebates

D365 has no native trade promotion management or customer/supplier rebate accrual engine. Commercial finance teams default to spreadsheets — creating serious revenue leakage risk.

Millions in promotional spend managed without system control

Cold Chain & DSD

No temperature monitoring integration, no Direct Store Delivery module, no ePOD with temperature logging — all regulatory requirements under FSMA Sanitary Transportation Rule.

Without this: regulatory non-compliance, contractual failures with major retailers



8 Modules. Every Gap Closed.

All modules are built as native D365 F&SCM extensions. No separate database. No middleware. No synchronisation risk. Deploy one module or the full suite.

Module 1

Catch Weight & Dual UoM

Dual inventory balance (quantity + weight) per lot in real time. Weight capture at goods receipt, production, pick and despatch via scale integration. Catch-weight invoicing on actual weight × price per kg. GSI label integration included.

Manufacturing Distribution

Module 2

Advanced Shelf Life & FEFO

FEFO-enforced WMS picking. Per-customer MRS L rules validated at ATP and pick. Shelf-life-constrained MRP netting. Near-expiry alerting with configurable thresholds. Food waste tracking for ESG reporting.

Manufacturing Distribution

Module 3

Recipe & Formula Management

Full recipe versioning with audit trail. Yield-adjusted costing per batch. Nutritional auto-calculation from ingredient profiles. QUID and allergen bold-text validation for EU, FDA, and GCC regulatory profiles. Change control workflow with allergen impact assessment.

Manufacturing

Module 4

Allergen Management

14 EU-regulated allergens + configurable additions (FALCPA sesame). Ingredient-level allergen status rolled up to product. Allergen-safe production sequencing with enforced CIP between runs. Label declaration validation before print approval.

Manufacturing Distribution

Module 5

Quality, HACCP & CoA

HACCP plan management with version control. In-process CCP monitoring with immediate production hold on failure. CoA auto-generation per production lot. NCR and CAPA management with root cause, disposition and closure verification. GFSI audit-ready documentation.

Manufacturing Distribution

Module 6

Lot Traceability & Recall

End-to-end lot genealogy from supplier delivery to customer despatch. Full forward and backward trace. GS1 CTE/KDE framework aligned to FDA FSMA §204. Mock recall workflow with timing and completeness scoring. Formal recall management with regulatory notification record.

Manufacturing Distribution

Module 7

Trade Promotions & Rebates

Full retailer promotional programme management with auto-applied pricing. Monthly customer and supplier rebate accrual. Deduction matching against approved agreements. OTIF fine tracking and dispute management. Net margin per SKU and customer after all commercial adjustments.

Manufacturing

Module 8

Cold Chain & DSD

Multi-temperature order classification and routing. Vehicle pre-cool gate management. IoT integration (Sensitech, Emerson, Testo) with temperature excursion workflow. ePOD with temperature capture at delivery. DSD route accounting and settlement on mobile. 2-year cold chain archive for FSMA compliance.

Distribution

Phased Rollout. Value from Day One.

The ISV is delivered in three phases prioritised by operational impact — from day-one blockers to full commercial and distribution coverage.

PHASE 1

Core Compliance & Traceability

Module 1 Catch Weight
Module 2 Shelf Life & FEFO
Module 6 Lot Traceability

- > Highest-frequency pain points.
- > Fastest time-to-value.
- > Core traceability compliance

PHASE 2

Manufacturing Depth & GFSI Readiness

Module 3 Recipe & Formula
Module 4 Allergen Management
Module 5 Quality / HACCP / CoA

- > Deep manufacturing functionality.
- > GFSI certification readiness.
- > Strongest differentiation vs. native Dynamics 365

PHASE 3

Commercial Finance & Distribution

Module 7 Trade Promotions & Rebates
Module 8 Cold Chain & DSD

- > Commercial finance and distribution coverage.
- > Completes the full suite.

“Every other option requires you to leave D365 or accept custom code. The Korcomptenz F&B ISV is the only upgrade-safe, AppSource-certified, modular F&B solution for D365 F&SCM that covers manufacturing AND distribution in a single suite.”

Still Running F&B on Workarounds?

Spreadsheets for trade promotions. Manual weight reconciliation. Allergen checks outside the system. It doesn't have to work this way.

Discover the only AppSource-certified, upgrade-safe F&B ISV for D365 F&SCM — live, in 45 minutes.

[Book Your Live Demo](#)



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