



My Food & Beverage 365

End-to-End Food Manufacturing, Traceability & Compliance





Our Purpose

Building connected, intelligent operations that drive clarity, speed, and scalable growth with Dynamics 365

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The Food Industry Paradox

Food and beverage organizations operate in one of the most complex environments:

✗ Disconnected Operational Systems

- Recipes managed outside ERP (Excel / legacy systems)
- Quality handled manually or in silos
- Inventory not aligned with batch/ expiry realities

✗ Traceability & Recall Risk

- Difficulty identifying affected batches in seconds
- Lack of forward/backward traceability
- Regulatory exposure (KEBS, HACCP, ISO 22000)

✗ Cost & Margin Inaccuracy

- Yield losses not captured
- Ingredient price volatility not reflected
- Production variances hidden

✗ Perishability & Waste

- Expired stock due to poor planning
- Overstocking driven by inaccurate forecasting
- Inefficient FEFO execution

✗ Regulatory Pressure

- Mandatory audit trails
- Labeling and compliance requirements
- Increasing demand for digital traceability





The Software Dynamics Strategic Approach

Transitioning from Friction

To Intelligent Flow



Our approach is built on Intelligent Food & Beverage Management. We go beyond traditional production or record-keeping systems to unify your recipes, raw material sourcing, batch production, quality control, compliance, and distribution into a single, connected platform that drives transparency, efficiency, and high-performing food operations.



The Food & Beverage 365 Transformation

From Fragmentation → Intelligent Food Operations

Food & Beverage 365 transforms Business Central into a purpose-built food industry platform:

- ✓ Unified recipe, production, quality, and inventory management
- ✓ Shelf-life-aware planning and execution
- ✓ Intelligent costing and margin visibility
- ✓ Real-time batch traceability and recall readiness
- ✓ Unified recipe, Embedded compliance and audit trails, quality, and inventory management





Key Features of My Food & Beverage 365

My Food & Beverage 365 is more than a food and beverage system. It is a preconfigured, integrated business management solution built for Microsoft Dynamics 365 Business Central. Each capability is designed to streamline operations, optimize inventory and sales management, and provide clear insights across every stage of the food and beverage lifecycle.



Recipe & Formulation Intelligence



End-to-End Batch Traceability



Quality Control & Food Safety



Production & Processing Control



Inventory & Cold Chain Management



Procurement & Supplier Intelligence



Sales, Pricing & Trade Optimization



Financial & Costing Intelligence



Demand Planning & Forecasting



Regulatory & Compliance Framework



Mobile & Operational Enablement



Returnable Packaging & Asset Tracking



Recipe & Formulation Intelligence

The Core of Food Manufacturing

Capabilities

- Multi-level BOMs (raw → semi-finished → finished goods)
- Recipe version control (R&D, approved, obsolete)
- Yield and loss factor configuration per process
- Co-products and by-products definition
- Nutritional composition tracking (macro/micro nutrients)
- Allergen classification (mandatory labeling support)
- Unit-of-measure conversions (kg ↔ liters ↔ units)
- Multi-level BOMs (raw → semi-finished → finished goods)
- Recipe version control (R&D, approved, obsolete)
- Yield and loss factor configuration per process
- Co-products and by-products definition
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- Allergen classification (mandatory labeling support)
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ADVANCED LOGIC

- Dynamic cost roll-up based on:
 - Ingredient cost
 - Yield variance
 - Overhead allocation
- Simulation mode for new product costing

THE REAL IMPACT

- Accurate production planning
- Real-time cost visibility
- Faster product innovation cycles



End-to-End Batch Traceability

Built for Compliance and Recall Readiness

Capabilities

Full lot tracking across:

- Procurement
- Production
- Inventory
- Sales
- Forward traceability (batch → customers)
- Backward traceability (customer → source ingredients)
- Batch genealogy visualization

Recall Management

- Instant identification of:
 - Affected batches
 - Customers impacted
 - Inventory locations
- Automated recall workflows

THE REAL IMPACT

- Regulatory compliance
- Reduced recall response time (minutes vs days)
- Audit readiness



Quality Control & Food Safety

Embedded Across the Value Chain

Capabilities

- Configurable quality parameters:
 - Temperature
 - Weight
 - pH levels
 - Moisture content
- Sampling plans and inspection frequency
- Pass/fail criteria and tolerances
- Non-conformance logging
- Corrective and preventive actions (CAPA)

Control Points

- Goods receipt (raw materials)
- In-process production checks
- Finished goods inspection
- Pre-dispatch validation

COMPLIANCE ALIGNMENT

- HACCP
- ISO 22000
- Local regulatory frameworks

THE REAL IMPACT

- Consistent product quality
- Reduced compliance risk
- Improved customer trust



Production & Processing Control

Purpose-Built for Food Manufacturing

Capabilities

- Shelf-life-aware production scheduling
- Batch production orders
- Real-time material consumption tracking
- Output and yield monitoring
- Rework and reprocessing workflows

Shop Floor Integration

- Mobile production reporting
- Barcode scanning for materials
- Real-time operator input

Variance Analysis

- Planned vs actual:
- Material usage
- Yield
- Time

THE REAL IMPACT

- Increased production efficiency
- Reduced waste
- Improved throughput



Inventory & Cold Chain Management

Managing Perishability with Precision

Capabilities

- Batch-controlled inventory
- Expiry and best-before date tracking
- FEFO (First Expired First Out) picking
- Multi-location and cold storage tracking
- Temperature-sensitive storage zones

Variance Analysis

- Batch splitting and merging
- Packaging hierarchy:
 - Unit → Carton → Pallet → Container

THE REAL IMPACT

- Reduced spoilage
- Accurate stock visibility
- Optimized warehouse operations



Procurement & Supplier Intelligence

Capabilities

- Approved vendor lists per item
- Supplier quality scoring
- Certificate tracking (expiry alerts)
- Purchase price history and trend analysis
- Import and landed cost management

Integration

- Link procurement with quality and batch traceability

THE REAL IMPACT

- Improved supplier performance
- Reduced procurement risk
- Better cost control



Sales, Pricing & Trade Optimization

Capabilities

- Multi-channel pricing:
 - Retail
 - Wholesale
 - Hospitality (HORECA)
- Trade promotions:
 - Discounts
 - Rebates
 - Bundles
- Customer-specific agreements
- Route-to-market support:
 - Van sales
 - Direct store delivery

THE REAL IMPACT

- Revenue growth
- Margin protection
- Better market responsiveness



Financial & Costing Intelligence

Capabilities

- Recipe-based costing
- Standard vs actual cost analysis
- Waste and variance accounting
- Landed cost allocation
- Profitability tracking by:
 - Product
 - Batch
 - Customer
 - Region



THE REAL IMPACT

- Accurate margin visibility
- Better financial control
- Improved decision-making



Demand Planning & Forecasting

Capabilities

- Demand forecasting using historical data
- Seasonality modeling
- Shelf-life-aware production planning
- Safety stock optimization



THE REAL IMPACT

- Reduced overproduction
- Lower inventory holding costs
- Improved service levels



Regulatory & Compliance Framework

Capabilities

- Full audit trail (batch → transaction → financial entry)
- Food labeling compliance
- Integration with fiscal systems (e.g., eTIMS)
- Regulatory reporting dashboards

THE REAL IMPACT

- Simplified audits
- Reduced compliance risk
- Faster regulatory reporting



Mobile & Operational Enablement

Capabilities

- Warehouse barcode scanning
- Mobile QC data capture
- Production reporting via tablets
- Offline capability for remote environments



THE REAL IMPACT

- Faster operations
- Reduced manual errors
- Increased adoption



Returnable Packaging & Asset Tracking

Capabilities

- Crate, pallet, keg tracking
- Customer/vendor accountability
- Deposit and return management
- Loss and damage tracking



THE REAL IMPACT

- Reduced asset loss
- Improved logistics efficiency
- Strong differentiator in market



Strategic Industry Accelerators

Eliminating the complexity of traditional development through industry-standard blueprints. We replace "start from scratch" with "start from success." Software Dynamics' suite of Industry Accelerators provides the foundational logic your business needs, pre-configured to meet specific sector demands.

The Software Dynamics Accelerator Advantage:

Industry-First Architecture

Beyond generic platforms with data models and workflows pre-aligned to your specific industry's best practices.

Accelerated Time-to-Market

Bypass months of custom coding. Our pre-engineered solutions allow you to launch core operations in weeks, not years.

Predictable Outcomes

Move from theoretical customization to proven performance. Our ISV integrations are designed for seamless compatibility within the Dynamics 365 ecosystem.

Risk-Mitigated Deployment

Leverage "what has worked before." By utilizing battle-tested logic, we significantly reduce the technical risk of enterprise-scale transformation.





Why Momentum Accelerators?



Microsoft Certified

Vetted for security and seamless D365 compatibility.



Rapid Deployment

Reduce deployment time by up to 85%.



Multinational DNA

Built to handle the unique tax, payment, and regulatory landscape across the world.

Designed to help you move faster, smarter, and with certainty.



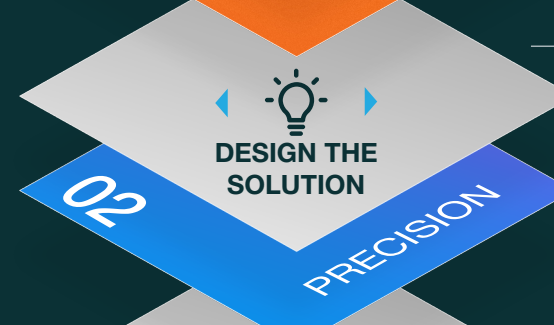
How we Deliver

A Proven Delivery Framework

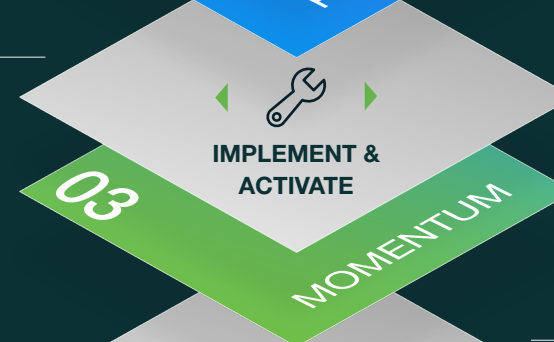
01
Discover & Align
Assess current systems, identify pain points, inefficiencies, and business needs to build a clear foundation for transformation.



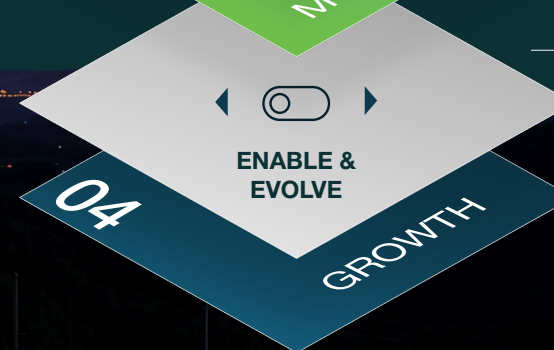
02
Design the Solution
Define optimized processes, future-state architecture, target operating model, and detailed roadmap for Dynamics 365 success.



03
Implement & Activate
Implement Dynamics 365 modules, integrations, customizations, and data migration — delivering a smooth go-live with minimal disruption.



04
Enable & Evolve
Train teams, drive smooth change management, then continuously improve and maximize ROI with ongoing tuning, support, and value tracking.



Transformation is a journey, not a one-time project.



Proof & Impact: The Benchmark for Enterprise Transformation

Trusted Performance. Proven Resilience. Measurable Growth.

We are not just a service provider; we are a strategic Microsoft Solutions Partner with a documented history of navigating complex digital shifts across EMEA. We turn technical debt into operational equity.

Strategic Authority & Global Reach

- **EMEA Implementation Excellence:** Deep technical expertise in executing high-stakes Microsoft deployments across Africa, the Middle East, and Europe.
- **Multi-Sector Mastery:** Proven track record in optimizing high-complexity industries, including Manufacturing, Retail, Financial Services, Logistics, and Non-Profit sectors.
- **Outcome-Focused Engineering:** We move beyond "go-live" to ensure every implementation delivers measurable efficiency and sustainable, long-term growth.
- **Full-Stack Innovation:** Leveraging the total power of the Microsoft ecosystem—Dynamics 365, Power Platform, Azure, and AI—to build secure, compliant, and future-ready enterprises.



A Strategic Microsoft Partnership

Software Dynamics is a deeply integrated Microsoft Solutions Partner for Business Applications. Our elite status grants you direct access to global Microsoft resources, ensuring your transformation is backed by the highest tier of technical excellence.



Why Choose an Elite Partner?

By leveraging Software Dynamics' partnership designation and validated AppSource solutions, you secure a lower-risk implementation, faster time-to-value, and a foundation built on world-class best practices.



Top 1% Global Partnership

Recognized in the elite tier of Microsoft Partners worldwide for exceptional performance and customer success.



Direct Microsoft Incentives

Providing exclusive access to special incentives and offers designed to accelerate your deployment and lower costs.



AppSource Certified Assets

Offering proprietary accelerators validated by Microsoft for security and reliability to ensure seamless ecosystem integration.



Mastery Across the Stack

Leveraging a team of 20+ Certified Experts with advanced specializations in Finance, Supply Chain, and the Power Platform.



Cross-Border Track Record

Utilizing 15+ years of experience and 150+ implementations to transform complex regional challenges into global advantages.



Implementation Consulting Services

To ensure a successful rollout of My Food & Beverage 365, we provide specialized consulting services that guide businesses from initial planning to full deployment. Our approach focuses on aligning food and beverage operations with your Microsoft Dynamics environment, ensuring a seamless, efficient, and fully integrated go-live.

The Expert Team



D365 Functional Consultant

Analyzes food and beverage operations and configures My Food & Beverage 365 to fit business needs.



D365 Finance Consultant

Ensures accurate financial postings, reconciliations, and compliance by aligning food and beverage data with the general ledger.



D365 Integrations Developer

Builds integrations connecting My Food & Beverage 365 with external systems for seamless data flow.

Implementation Phases



Discovery & Design

Business process mapping, requirements gathering, and solution architecture planning.



Build & Configure

System setup, legal entity configuration, and food & beverage process configuration.



Integration & Technical Setup

Integration, technical testing, and migration of legacy food and beverage data.



Deployment & Support

Go-live support, end-user training, and post-launch assistance.

Implementation Complexity Tiers

\$45/hr

>> Standard (Low Complexity)

Ideal for organizations with a single-entity Business Central environment and straightforward food & beverage processes.

Estimated Effort: 256-314 hours

\$45/hr

>> Advanced (Medium Complexity)

Ideal for organizations with multiple entities or additional integrations.

Estimated Effort: 314-640 hours

\$45/hr

>> Enterprise (High Complexity)

Designed for large-scale deployments requiring complex integrations and advanced structures.

Estimated Effort: 940+ hours



My Food & Beverage 365 Pricing Structure

My Food & Beverage 365 simplifies food and beverage operations by centralizing inventory, sales, procurement, and financial management within Microsoft Dynamics 365. Pricing is offered as a simple subscription model, making it accessible for businesses of all sizes.



Business Central

- Billing Basis: Per Legal Entity
- Platform: Microsoft Dynamics 365 Business Central
- Base Fee: \$250 per month

Key Terms & Conditions

- Each legal entity (company) is billed as a separate subscription.
- My Food & Beverage 365 is designed for use with Microsoft Dynamics 365 Business Central.

Subscription	Monthly Cost	Annual Cost
My Food & Beverage 365	\$250	\$3,000



Join Software Dynamics in driving smarter,
faster transformation.

Let's talk Solutions.



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