

GROW CANNABIS PROFITS

with a Unified Business Management System





Grow your business with MaxQ Cannabis

MaxQ Cannabis provides cannabis manufacturers with the fully integrated business management platform needed to streamline operations and maximize profitability. Supporting growth-oriented and large-scale cannabis production operations, including multi-site and multi-company accounting, MaxQ Cannabis helps companies navigate complex compliance plus interstate and international trade. Built on Acumatica—the highly scalable, award-winning ERP, CRM, accounting and project management suite—MaxQ is a modern cloud-based system with integrated architecture, comprehensive functions, user-friendly interface, advanced automation capabilities and more.



Full-Spectrum Integration

Optimize business management through unified accounting, ERP, CRM, supply chain and e-commerce system.

Complete Cost Tracking

Track, analyze and control costs.

Complete Product Tracking

Maximize yields and product mixes, optimize sales and handle recalls with ease. Full tracking from cultivation to manufacturing to packaging, distribution and sales, including RFID, barcode and scale integration.

Total Tax and Government Compliance

End-to-end accounting, tax auditing and compliance, including 280E capabilities and Metrc integration.

Rich Automation

Streamline operations through automation of planning, product data management, lab testing, labeling, reporting, cost tracking, product tracking, tax accounting and compliance.

Advanced Analytics

Monitor key metrics, make real-time decisions, refine strategy and forecast outcomes.

High Scalability

Able to handle the needs of the largest cannabis operations.

Grow cannabis profits with a unified business management system

To thrive in the volatile cannabis business, your organization needs to have full visibility into performance and be ready to turn on a dime. And, because cannabis production is complex, you need connected systems that can drive sales, track lots, manage manufacturing and simplify compliance reporting. In this eBook, we'll show you how a unified business management system, designed specifically for the cannabis industry, can provide the control to increase productivity, track costs accurately and drive innovation.

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01.

Prepare to scale with a unified business platform

Replace disparate solutions

As startups, cannabis producers commonly used QuickBooks plus a variety of disparate solutions and spreadsheets to run the business. In addition to making compliance and tax reporting challenging, disparate applications create silos of data and make connected workflows impossible.

Deliver comprehensive tracking and reporting

A unified business management provides a single source of information, with data flowing across the organization. Interruptions at any step in your processes—from sales to shipping—are reflected through dashboards and alerts to help your employees react and adjust.

Support growth and diversification

As your organization explores new markets, you need a business management system that supports multi-faceted operations and multi-channel distribution. Automated workflows and financial consolidations will help you grow and diversify profitably.



02.

Automate workflows across sales, production and supply chain

A unified business management system supports automation of business processes, approvals and notifications. The intersection of functions across the organization allows you to establish standard business processes that are driven by automated workflows.

"MaxQ Cannabis gives us full traceability...If there is an issue with a product, we can trace it back to the batch in which it was created and who we sold it to with ease."

Brad Friedlander,
CIO Curio Wellness

Streamline sales processes

Improve the efficiency of your sales force with workflow-assisted lead assignment and sales process management. Automated sales order processing and shipping order generation are connected to inventory availability and production schedules to give salespeople instant feedback.

Automate seed to sale tracking with RFID

To manage the complexities of cannabis strains, the system should standardize product creation and automate tracking for each item through barcoding and RFID tracking. Automated systems should provide standardized templates to automatically create SKUs, BOMs (bills of materials), kits and bundles for each product.

Coordinate planning and production

Through an MPS (master production schedule), an effective system will automatically build production schedules based on forecasts as well as actual orders. MRP (materials resource planning) will create work orders and purchase orders based on the MPS.

03.

Automate Metrc compliance, lot tracking and quality control

Track and control strains, extraction and blending

A cannabis management system should automatically track lab results, and attach Certificates of Acceptance (COAs) to invoices. Data from the extraction and blending processes, including material consumption, finished product weight, labor and processing time should be recorded automatically.

Integrate with Metrc

To reduce the manually intensive reporting, your system should include a bidirectional integration to Metrc and automated transmission of compliance data to all appropriate government agencies. RFID, inventory and Metrc balances should be monitored to ensure full compliance.

Support full lot traceability

Full lot traceability through all phases of cannabis processing, including harvesting, processing, packaging and distribution is critical to meet compliance requirements. Flexible, powerful lot tracking should record by lot number, grower, processor, ingredients, package size and type in addition to delivery data.



04. Optimize cannabis business performance

The connected data of a unified business platform allows your team to work from sales order through delivery in one seamless system. Management can analyze data to identify opportunities to streamline processes, improve productivity and control costs.

Support diverse cannabis requirements

A unified business management platform will include data management and business process support for all stages of the operation—including planning, cultivating, harvesting, testing, curing, extraction, manufacturing, packaging, distribution, inventory management and sales.

Track costs accurately and adhere to 280E

Your business management system should calculate estimated cost through every stage of the operation, as well as create production cost comparisons for each product. As products move through production, the system should capture actual costs and compare those with the estimates. With detailed cost tracking, 280E costs are captured automatically for transparent reporting.

Analyze data for proactive response

With centralized data, your sales and operations teams can monitor and analyze key metrics to make better decisions and proactively impact business outcomes. Leadership can use data analytics to measure performance at every level and make more informed, strategic decisions.

05.

Connect and streamline production processes

Production of cannabis-derived products can take many forms, including MTS (make to stock), MTO (make to order), ETO (engineer to order), job shop, project-centric, repetitive and batch process. Your cannabis management solution should be flexible enough to support different types of production so you can add new product lines.

Track plant production lifecycle

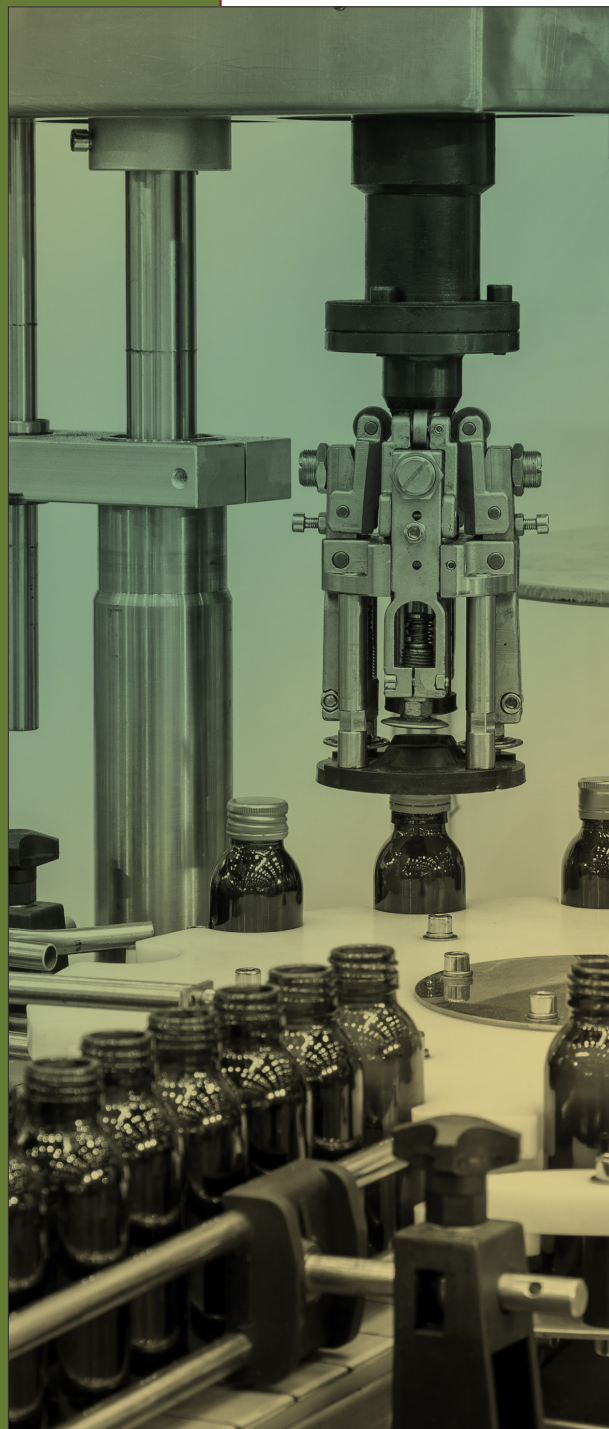
Plant tracking should be fully automated and integrated through barcode, supporting RFID reader devices. Plants can be tracked from cultivation to manufacturing to packaging, distribution and sales, supporting traceability through all phases of cannabis growth, manufacturing and distribution.

Optimize manufacturing scheduling

To optimize the complex matrix of manufacturing, packaging and labeling steps, you need comprehensive planning through MPS (master production schedule). MPS automatically calculates every step in production, from when harvesting should begin to when the batch will arrive at the labeling machine.

Manage materials effectively

At the time of sale, your system should create the BOM (bills of material), and routings required for production, plus track engineering changes, completions, WIP (work in process) and scrap. The system should also automatically manage strain-specific product offerings including automatic inventory items, BOMs and kits.



06.

Deliver clear insight at every level

With the accurate, real-time visibility into business activities and performance, a unified business management system empowers your people to work proactively. Dashboards should deliver personalized KPIs (key performance indicators) to help accelerate decision making.

Support multi-company, multi-currency reporting

As your organization grows, so does the complexity of financial reporting—with inventory transfers, vendor payments and cash management. Your business management system should support multi-company and multi-warehouse transactions plus automate financial consolidations, inter-company eliminations and reconciliations.

Dashboards to track key metrics across departments

Employees need to see performance data in real time to be able to make proactive decisions that will impact results. Dashboards provide clear, focused information, allowing managers to monitor key metrics like sales by customer, forecast to actuals and inventory levels.

Support data analytics for continuous improvement

With powerful data analytics integrated to your business management software, your organization can leverage the full value of data. Analytics can be used to monitor and optimize the entire business, including sales, marketing and operations. From finding opportunities to cutting costs to identifying new product potential, analytics can drive your business profits.

"Our executive team uses it for sales and key metrics, sales by customer, what products are trending, how things are selling within categories, in both quantity and dollars, we can view data in real time, daily, weekly, monthly, and quarterly."

Brad Friedlander,
CIO Curio Wellness



Business Solutions for **Maximum** Performance

**Let's talk about
your cannabis
operations.**

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