



Where Connected Cannabis Happens!

Wednesday, December 14<sup>th</sup>, 2022

## Moderator:

**Joshua Gilstrap**  
Marketing Manager, e2b teknologies



**John Moss**  
VP Customer Success



**Lynne Henslee**  
COO



**Tyler Evinsky**  
Sales Manager





## Why Canna Suite?

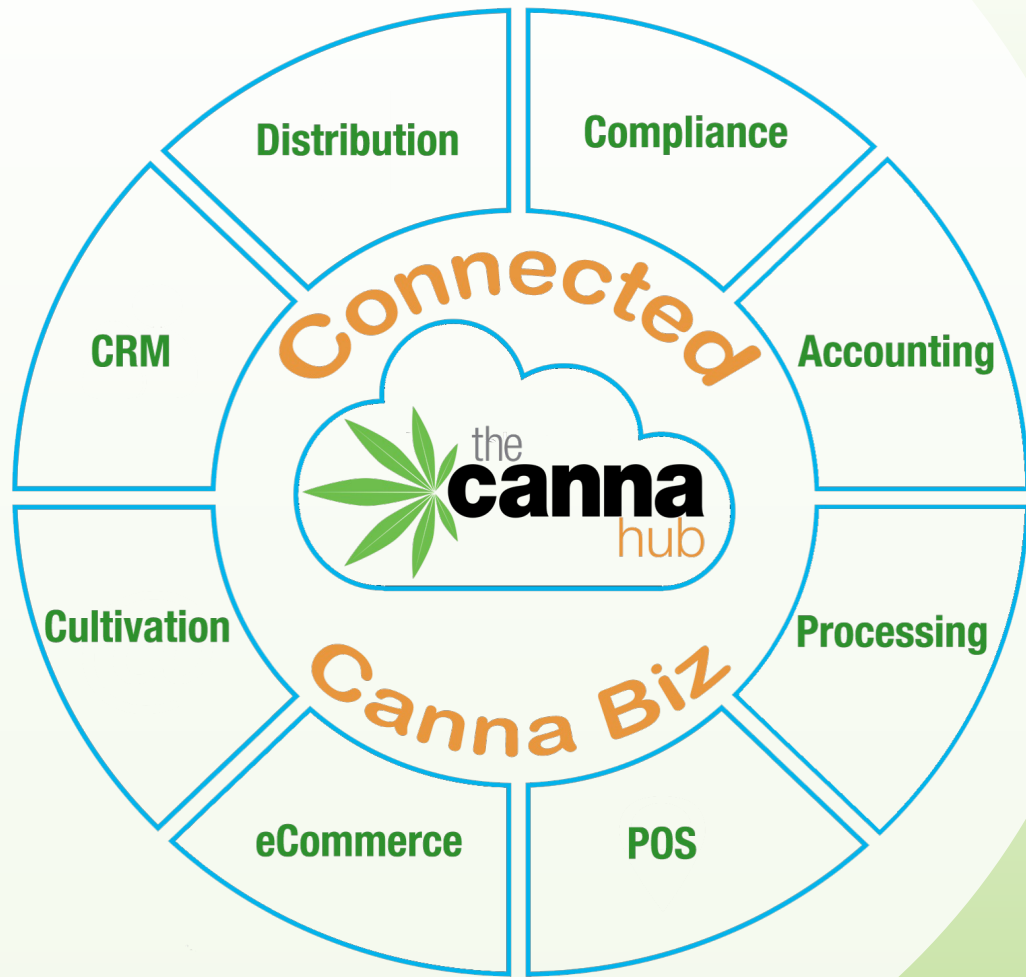
With over 30 years of software experience, we saw a hole in the cannabis industry and looked to fill it with our software integration expertise.

# Questions to Consider

- How many software applications are you using today?
- How much time do you spend sifting through or re-entering data?
- Do your software applications communicate with each other?







- Immediate Access to the right Data
- Time saved by reducing data entry
- Centralized Data Warehouse
- Customizable Dashboards
- Easily Reportable
- Cloud-Based solution
- Access to it Anytime, Anywhere

*“Our Canna Suite platform supports your best-of-breed solution by offering integrated connections to our hub. We make your data reportable and accessible anytime, anywhere.”*



### **Application Connector (Intacct, CRM, Wherefour, Leaflink, Leaflogic, etc...):**

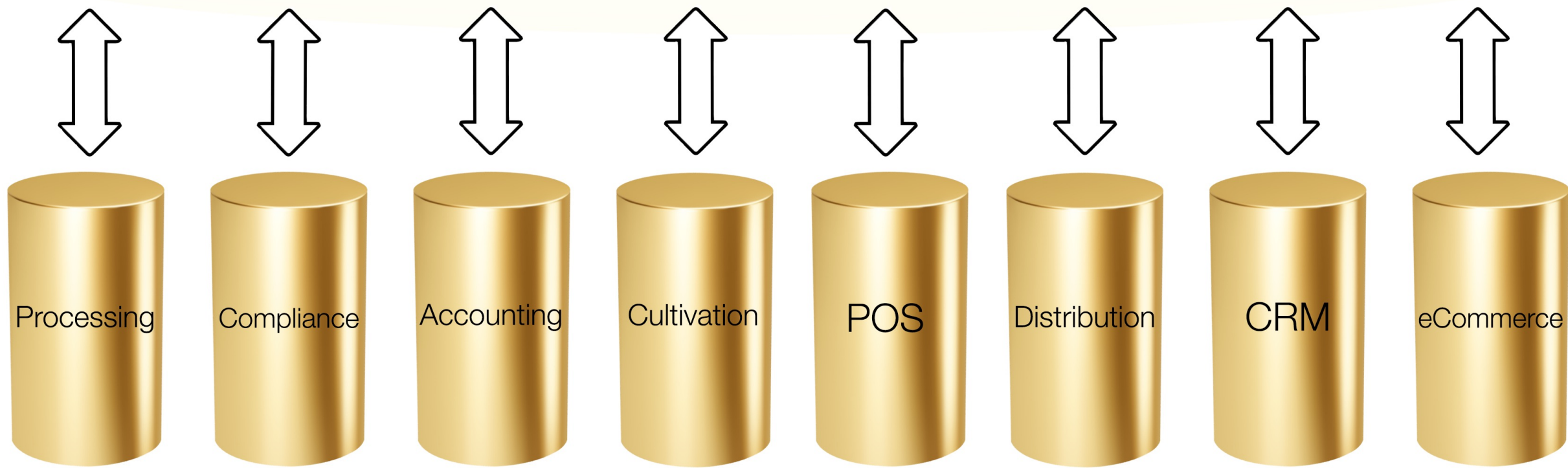
The Application Connector is a bi-directional Interface. It can be used to send Data to the Data Hub creating a single source of truth.

### **Compliance Connector:**

Used to send or update data to and from your Compliance Software and your other Business Software Applications.

### **Reporting Connector (Power BI, etc...):**

The Report Connector provides read only access to data being stored in the Data Warehouse. Sample Reports can be used, or users can create their own reports.



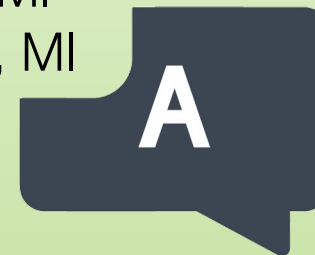




A company with several dispensaries across multiple states **struggles to pull together a consolidated view of the overall sales and team performances**. Within their current environment they are required to login to each sites' POS system to gather the data, enter it on various tab within excel in order to have complete view. **This was taking hours to put together and there were numerous data errors.**



Dispensary A - Sebring, OH  
Dispensary B - Marysville, OH  
Dispensary A - Detroit, MI  
Dispensary B - Holland, MI



Using Cannahub's POS Connector, this company can easily extract data from each location and store the information within Cannahub. Leveraging Cannahub's dashboard and reporting capabilities this company will be able to see:

- Number of items sold by State, by Dispensary, by Budtender or Consolidated
- Number of transactions per day by State, by Dispensary, by Budtender or Consolidated
- **Sales Revenue by State, by Dispensary, by Budtender or Consolidated**

Date

Multiple selections

State

MI

OH

Dispensary

Cuya24

Det24

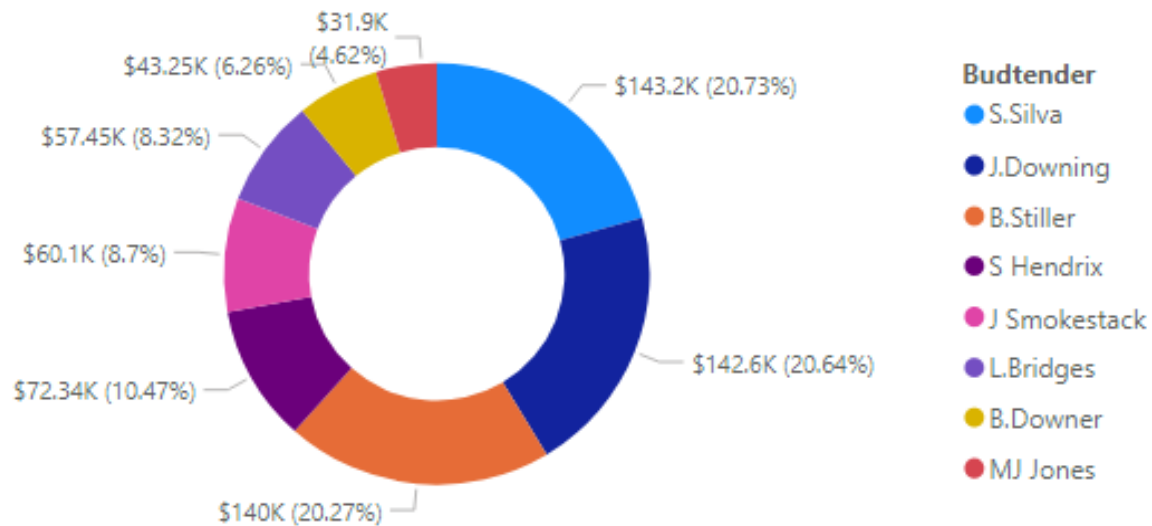
Hol21

Lan45

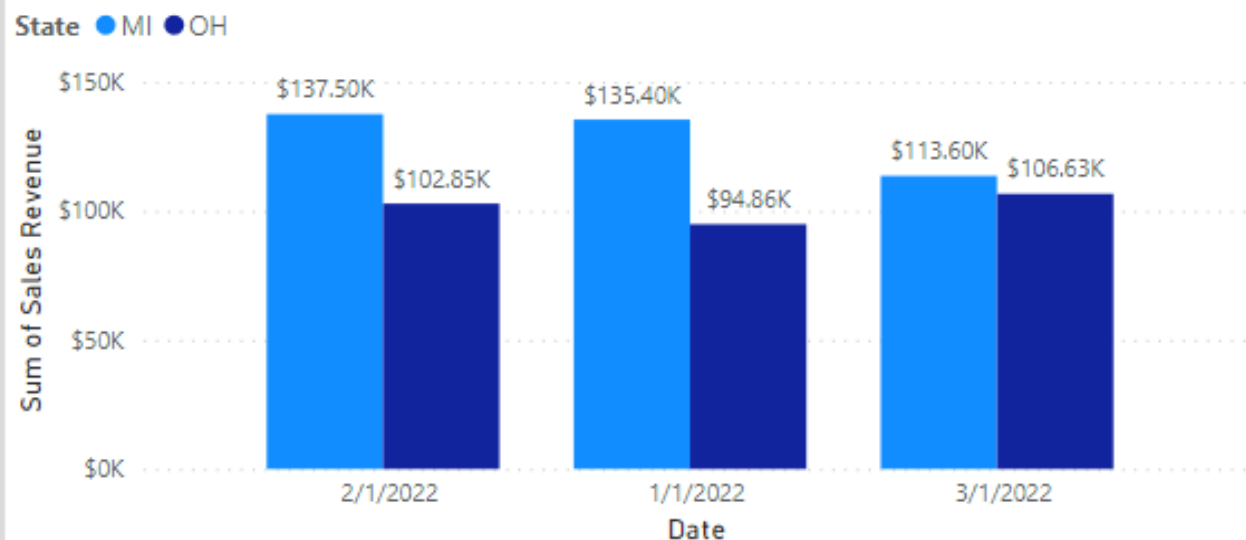
Port12

Sum32

### Sales Revenue by Budtender and State

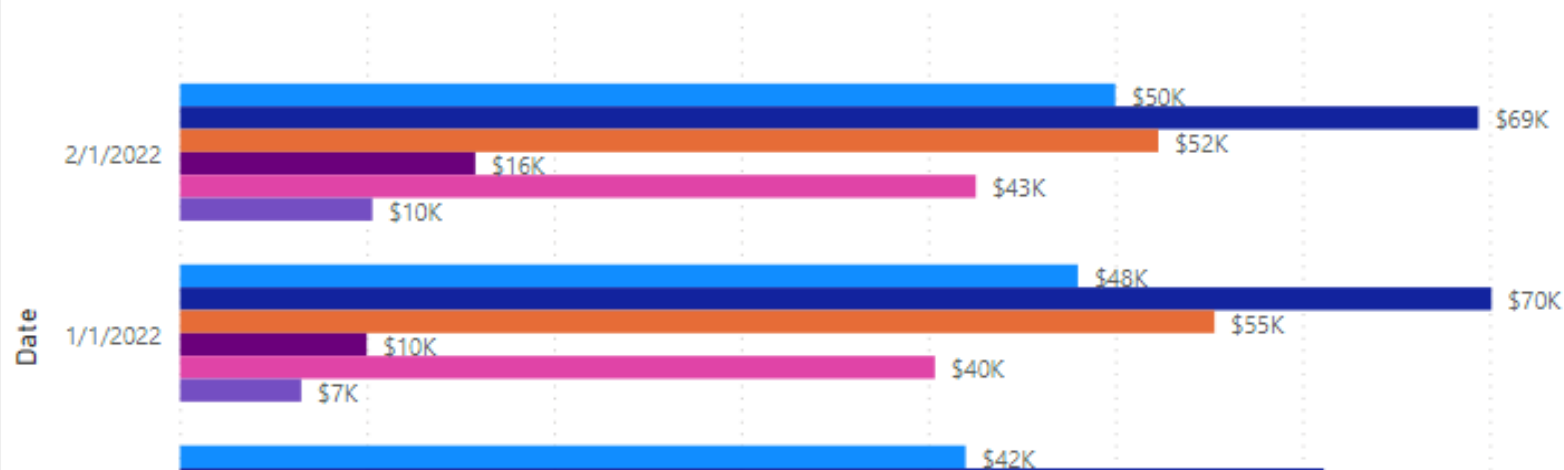


### Sales Revenue by Date and State



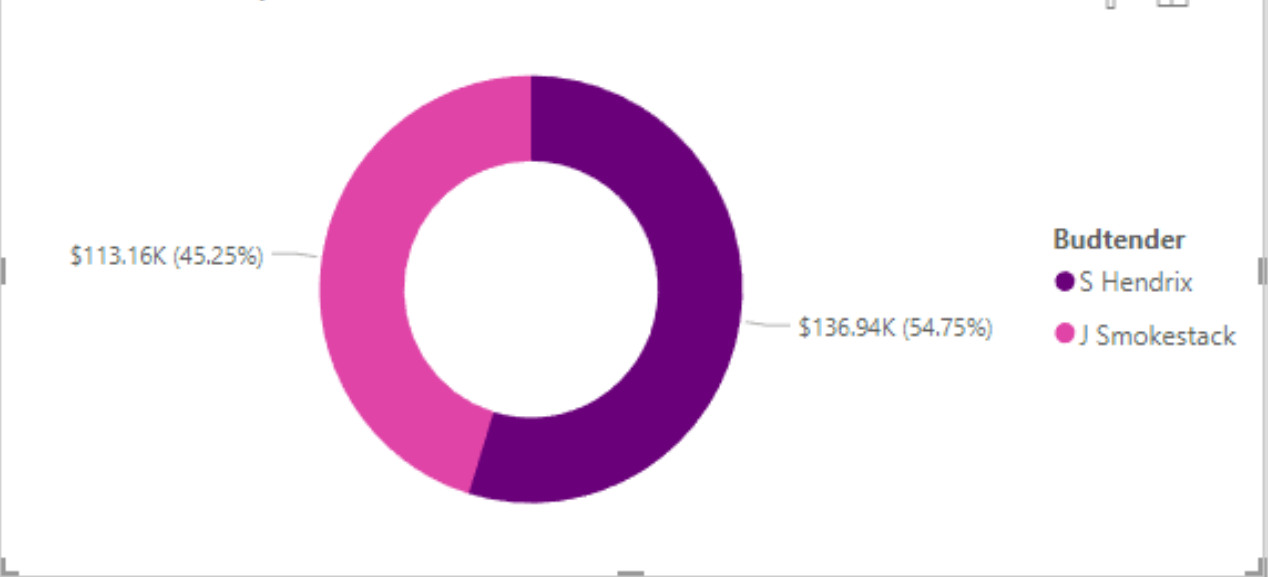
### Sales Revenue by Dispensary

Dispensary Cuya24 Det24 Hol21 Lan45 Port12 Sum32

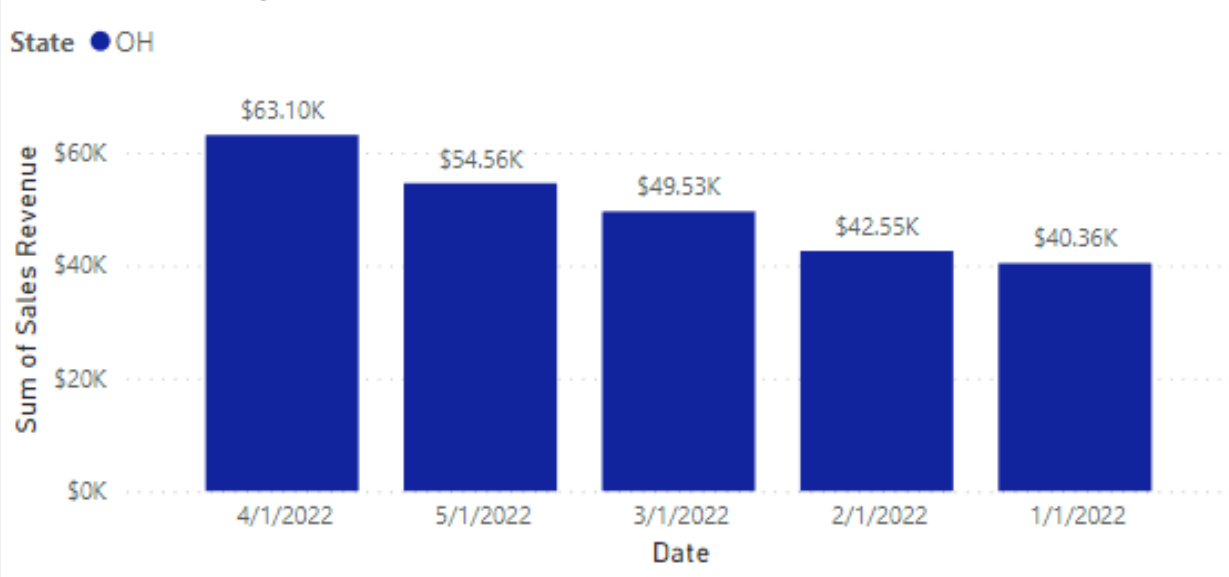


Dispensary	Date	Sum of Sales Revenue	State	Budtender
Cuya24	1/1/2022	\$48,000	OH	B.Stiller
Det24	1/1/2022	\$15,000	MI	L.Bridges
Det24	1/1/2022	\$55,100	MI	S.Silva
Hol21	1/1/2022	\$55,300	MI	J.Downing
Lan45	1/1/2022	\$10,000	MI	B.Downer
Port12	1/1/2022	\$15,025	OH	J.Smokestack
Port12	1/1/2022	\$25,335	OH	S.Hendrix
Sum32	1/1/2022	\$6,500	OH	MJ.Jones
Cuya24	2/1/2022	\$50,000	OH	B.Stiller
Det24	2/1/2022	\$17,000	MI	L.Bridges
Det24	2/1/2022	\$52,400	MI	S.Silva
Hol21	2/1/2022	\$52,300	MI	J.Downing
Lan45	2/1/2022	\$15,800	MI	B.Downer

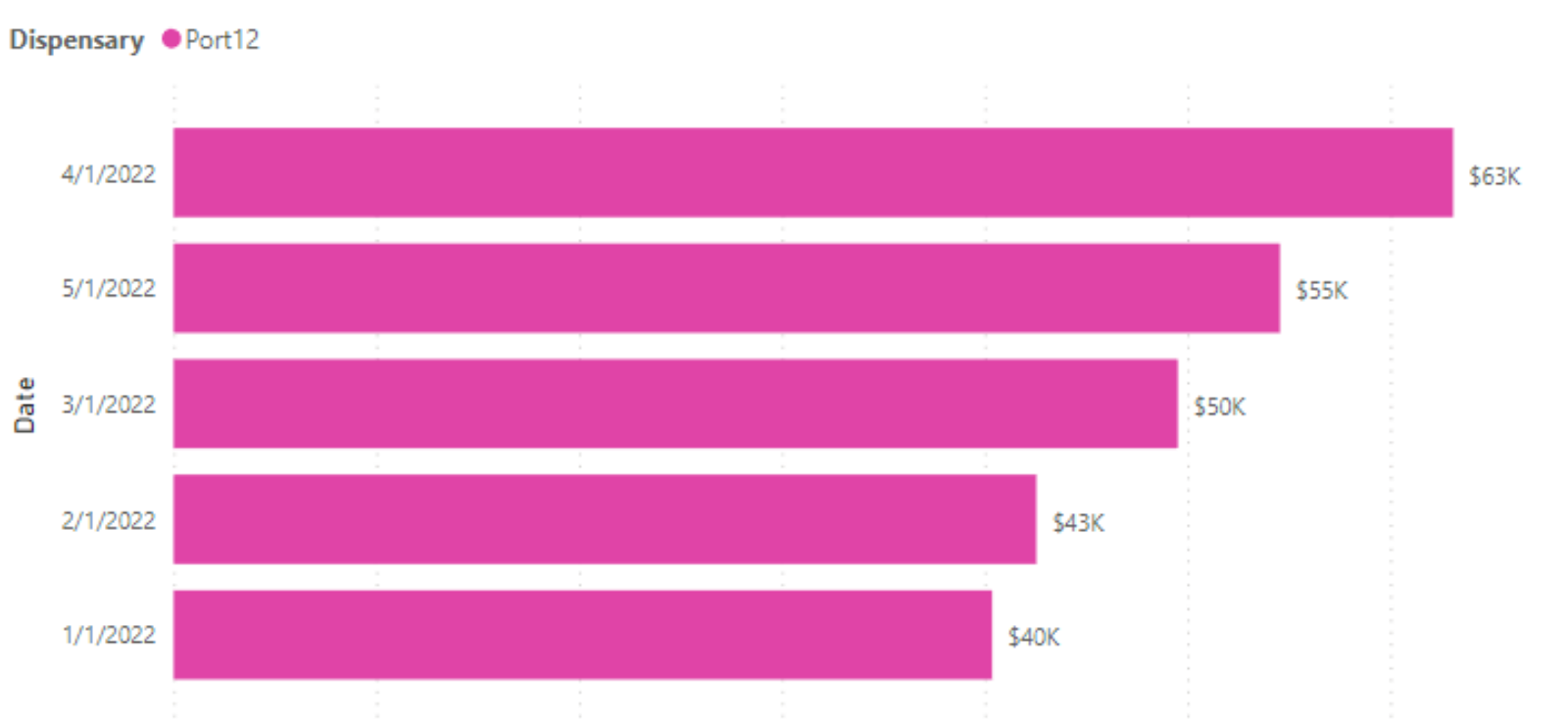
Sales Revenue by Budtender and State



Sales Revenue by Date and State



Sales Revenue by Dispensary



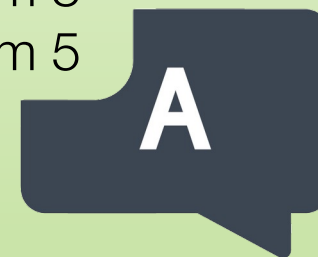
Dispensary	Date	Sum of Sales Revenue	State	Budtender
Port12	1/1/2022	\$15,025	OH	J Smokestack
Port12	1/1/2022	\$25,335	OH	S Hendrix
Port12	2/1/2022	\$10,050	OH	J Smokestack
Port12	2/1/2022	\$32,500	OH	S Hendrix
Port12	3/1/2022	\$35,025	OH	J Smokestack
Port12	3/1/2022	\$14,500	OH	S Hendrix
Port12	4/1/2022	\$27,500	OH	J Smokestack
Port12	4/1/2022	\$35,600	OH	S Hendrix
Port12	5/1/2022	\$25,555	OH	J Smokestack
Port12	5/1/2022	\$29,000	OH	S Hendrix
Total		\$250,090		



**A company with multiple growing facilities throughout one state was struggling to be able to see all their grow data within in one centralized area.** They need to be able to see how varieties were doing within each area allowing for faster and more effective decision on which plant variety should be produced within each grow house.



Grow Room 1  
Grow Room 2  
Grow Room 3  
Grow Room 5



Using Cannahub's application connector, you can extract data from each location and house it within Cannahub. Leverage Cannahub's dashboard and reporting capabilities to see:

- **Yield by grow site, by room, by plant variety**
- Cost per pound by grow site, by room, by plant variety.

Warehouse

Multiple selections

Plant Variety

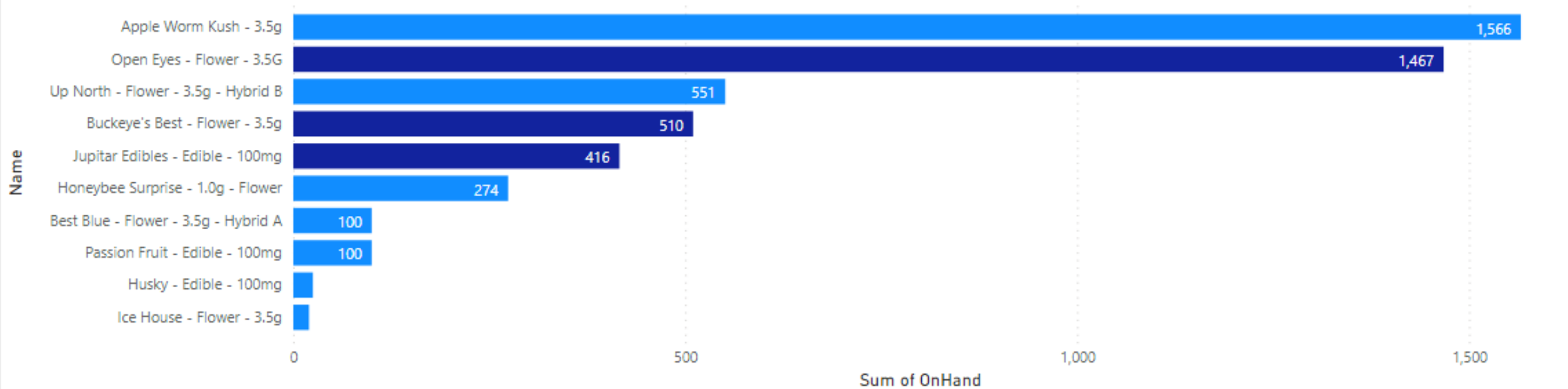
Hybrid Indica Sativa

Room

R1 R2 R3 R5

On Hand by Name and WarehouseID

WarehouseID GS02MI GS04MI



Total Qty On Hand

5,000

ItemID	WarehouseID	Room	Plant Variety	Sum of OnHand	Name
55234225	GS02MI	R1	Hybrid	551	Up North - Flower - 3.5g - Hybrid B
55523422	GS02MI	R3	Indica	1,566	Apple Worm Kush - 3.5g
55543450	GS02MI	R2	Sativa	25	Husky - Edible - 100mg
55548376	GS02MI	R1	Sativa	274	Honeybee Surprise - 1.0g - Flower
55554534	GS02MI	R1	Hybrid	100	Best Blue - Flower - 3.5g - Hybrid A
55584753	GS02MI	R2	Hybrid	100	Passion Fruit - Edible - 100mg
55588823	GS02MI	R1	Sativa	20	Ice House - Flower - 3.5g



Warehouse

Multiple selections

Plant Variety

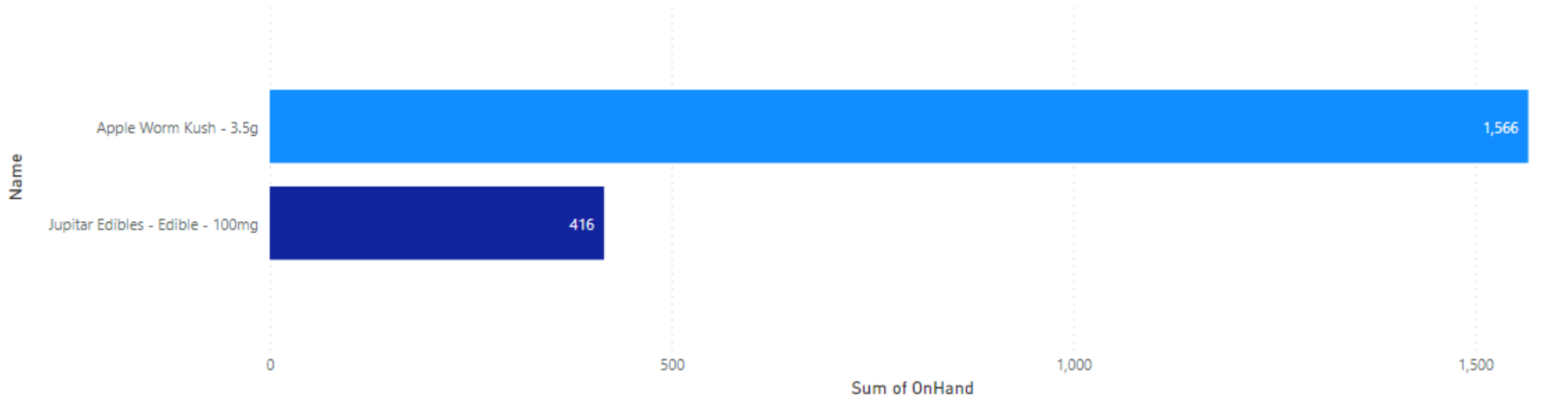
Hybrid Indica Sativa

Room

R3

On Hand by Name and WarehouseID

WarehouseID ● GS02MI ● GS04MI



Total Qty On Hand

ItemID	WarehouseID	Room	Plant Variety	Sum of OnHand	Name
55523422	GS02MI	R3	Indica	1,566	Apple Worm Kush - 3.5g
55537822	GS04MI	R3	Indica	416	Jupitar Edibles - Edible - 100mg
Total				1,982	

Q



The Supply Chain Planning process within a grow or processing facility is highly dependent on multiple data points, real time access to these data points is critical to the process. Different types of cannabis products can be produced based on the percentage of THC. **Testing results and percent of THC are necessary to determine the path of the finished product.**



- Bud / Flower
- Concentrates
- Edibles
- Etc.

A

Using several data points of your choice – Cannahub helps you access your lab test results in order to determine what products will be produced.

- Quantity
- Category
- Location Name
- **Potency**

THC Potency

20.61

23.55



Source Harvest Name	Sum of Quantity	THCPotency
CauliflowerKiss1	4,753.10	21.61
FireballKush	3,580.00	20.94
JelloJiggleBlue	1,492.80	21.16
JelloJiggleGreen	2,650.00	21.76
MonkeyLove44	2,930.00	21.77
QuietCalm	1,204.20	21.22
SandBar	1,790.00	22.81
SouthsideJohnny4	4,463.00	22.87
SouthsideJohnny4	4,251.20	23.13
TackleBerry28	9,730.00	23.37
<b>Total</b>	<b>52,668.80</b>	

# AD003033: Southside Johnny 4 Flower

Item Name	Label	Lab Testing State	Location Name	Quantity	Source Harvest Names	THC Potency
AD003033: Southside Johnny 4 Flower	WW5557045403412D000029012	TestPassed	Hold	4,251.20	SouthsideJohnny4	23.13

Lab Facility Name	Overall Passed	Product Category Name	Result Released	Result Release Date Time	Test Passed	Test Performed Date	Test Result Level	Test Type Name
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	25.79	THCA (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	23.13	Total THC (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	12.10	Moisture Content (%) Dispensary Plant Mat
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.51	THC (%) Dispensary Plant Material

Item Name	Label	Lab Testing State	Location Name	Quantity	Source Harvest Names	THC Potency
AD003033: Southside Johnny 4 Flower	WW5557045403412D000029012	TestPassed	Hold	4,251.20	SouthsideJohnny4	23.13

Lab Facility Name	Overall Passed	Product Category Name	Result Released	Result Release Date Time	Test Passed	Test Performed Date	Test Result Level	Test Type Name
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	25.79	THCA (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	23.13	Total THC (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	12.10	Moisture Content (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.51	THC (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.38	Water Activity (Aw) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.09	CBDa (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.08	Total CBD (%) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.00	Abamectin (ppm) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.00	Aflatoxin B1 (ppb) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.00	Aflatoxin B2 (ppb) Dispensary Plant Material
Test Laboratories, Inc.	True	Bulk Flower/Buds	True	11/22/2022 10:26:04 PM	True	11/22/2022 12:00:00 AM	0.00	Aflatoxin G1 (ppb) Dispensary Plant Material







# Additional Information

- [The CannaSuite Website](#)

