

Webcast

# Best Practices in Cannabis Infused and Edible Product Manufacturing

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# Introductions

...a bit about today's presenters



## Jennifer Spanos

VP, Product and Vertical Strategy

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Jennifer has 14+ years in cannabis and food manufacturing software and operations, working to maximize the efficiency and profitability of customers' businesses.



## Sharon Fuchs

Solutions Architect

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Sharon brings over 20 years of experience in ERP implementation and project management to the table with a focus on cannabis and food & beverage manufacturing.



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# Agenda



- The market
- Challenges facing our cannabis-infused products customers
- About CannaBusiness ERP and NexTec Group
- CannaBusiness ERP Demo
- Q&A



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**“Global Cannabis-infused Edible Products Market size  
to grow USD 22.18 bn by 2024”**

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***Market*Watch**

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# Market Dynamics



- Demographics
- Consumer habits
- Popular products
- COVID impact

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# Unique challenges with Edibles and Infused



- Overconsumption concerns
- Taste profiles/emulsion of oil
- Bioavailability concerns/onset time
- Overlap with F&B regulations
- Keeping production on track
- Reacting to supply chain challenges
- Managing cash flow, financials and planning



# About CannaBusiness ERP





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# CannaBusiness ERP

## Built to help you grow

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More than basic seed-to-sale or compliance-only software, CannaBusiness ERP runs your entire business through production tracking, inventory, sales, finance and quality

- Streamlines financial and operational management
- Supports quality and safety (GMP, US State/Health Canada reporting)
- Improves production management
- Increases inventory accuracy and provides insight to actual costs





# Single Platform Solution

to manage your cannabis cultivation and processing business



## Finance & Operations

- Enterprise financials
- Multi-Company Language / Currency / Legislation / Ledger

## Governance & Compliance

- Support for:
  - GMP standards
  - Global compliance and scalability

## Seed-to-Sale and Traceability

- Plant production, Plant processing
- Traceability
- Real-time access to operational and financial insights
- Production sequencing
- Quality control

## Client Management

- Integrated CRM for client management
- B2B & B2C eCommerce integration capabilities

## Distribution, Inventory, Product Recall

- Global warehousing & logistics
- Integration to other control systems
- Automated product recall management
- Streamlines CAPA process

# Online Help

canna  
BUSINESS  
ERP

## Welcome to CannaBusiness ERP Help Central

Search

Cultivation Release notes CTLS Management Regulatory Integration

New content: Lot attributes | EFT | Cultivation 2020 v12 r2 | Regulatory integration (USA) 2020 v12 r2

### Videos

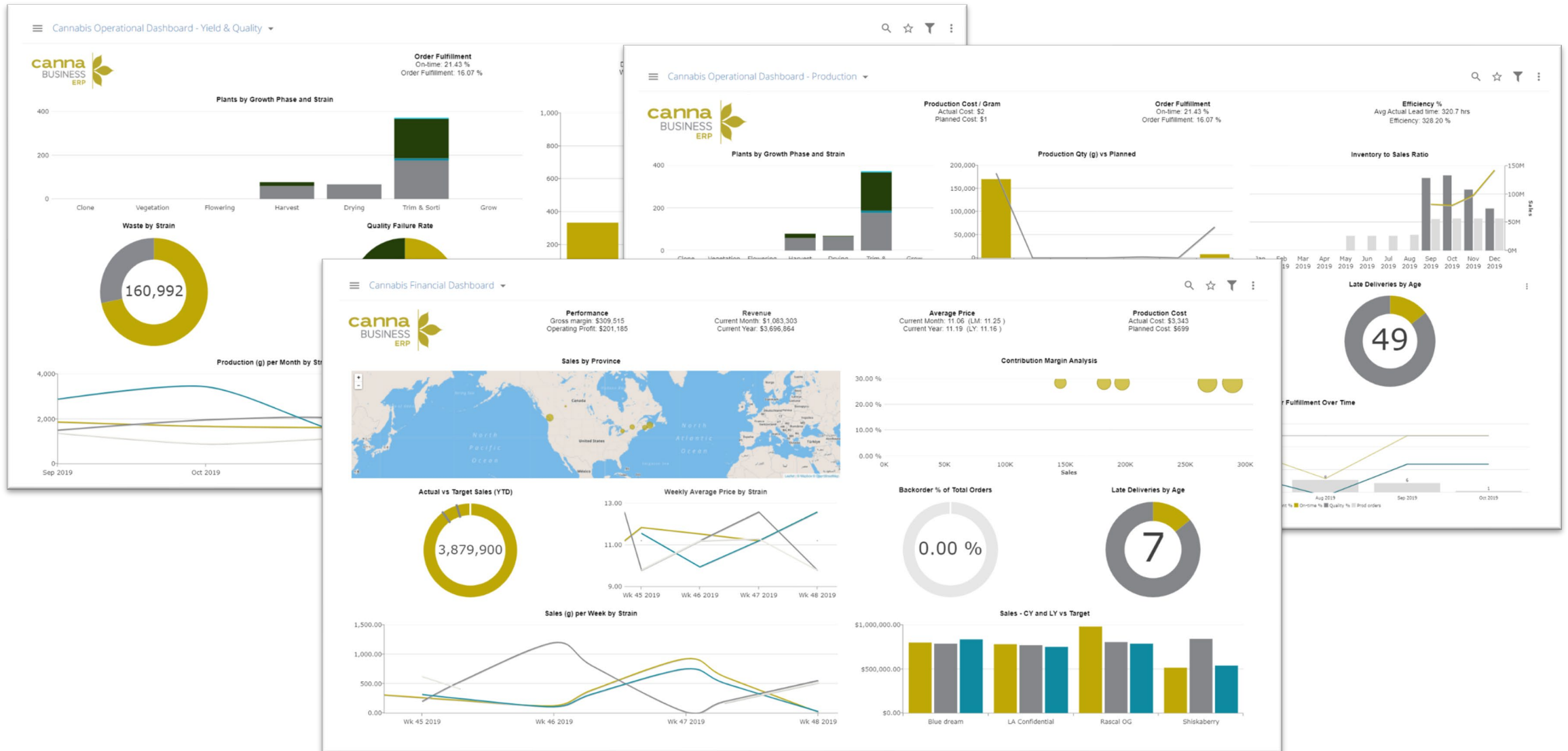
Create a crop  
Cultivation module v12 r3

Create clones from a mother plant  
Cultivation module v12 r3

Report an activity  
Cultivation module v12 r3

# Bringing it all together

ERP + BI





# About NexTec

An award-winning business technology consultancy



ERP, CRM, BI, cloud and on-premise solutions  
for small and mid-sized businesses

Over 600 customers

26 years implementing business technology in  
highly regulated industries, such as:

- Cannabis
- Food and beverage
- Agriculture
- Pharmaceuticals / nutritional supplements
- Chemical



ESTABLISHED IN

**1994**



Doing business in  
**12 countries**  
10 Canadian provinces  
and **50 US states**

**25+**

years helping  
mid-sized business  
with **ERP, CRM**  
and **BI software**



**95%**  
annual client  
retention rate

**600+**

Sage, Acumatica,  
and Microsoft  
**customers**

**50%**

of clients  
chose **NexTec**  
after working with  
another provider

# Proven Cannabis Expertise



iAnthus



CANNA CRAFT



OGEn

PURE GREENS

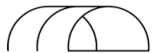


Auxly



CannTrust+

CENTRAL COAST AGRICULTURE LLC





Demo 



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# Purpose-built solutions perform



The benefits of utilizing an industry-specific solution

- Operations are streamlined and simplified
- Overhead costs are reduced
- Financial and operational decisions can be made with confidence using real-time data
- Companies can shift as consumer demand or compliance regulations change
- Product traceability can earn consumer and vendor confidence
- Product recalls can be initiated in minutes
- Companies can learn more about their customers to tailor product offerings and maximize revenue





Q&A







WHITEPAPER

## A CANNABIS-INFUSED MANUFACTURER'S GUIDE TO INTEGRATED SOFTWARE



# Thank you

[www.cannabusinesserp.com](http://www.cannabusinesserp.com)

