



CANNABIS

BEGINNER'S GUIDE TO ERP

sage Platinum
Reseller

canna
BUSINESS
ERP



Beginner's Guide to ERP:

Cannabis

Recognizing when your cannabis business is ready for Enterprise Resource Planning (ERP) software is complicated. Eventually, successful cannabis companies outgrow their basic accounting or seed-to-sale systems and need more complex functionality to manage more complex business processes. As demand for cannabis products continues to skyrocket, top cultivators and processors rely on industry-focused software to scale their operations and manage growth.

THE SUCCESS OF GROWING CANNABIS COMPANIES is dependent on their ability to manage operations and finances synchronously. It's critical for businesses to be able to provide shareholders with visible, trackable operational metrics, which can only be done with the right tools in place. At the same time, cannabis companies need the ability to address complex compliance, inventory management, recall management and quality challenges. To overcome issues inherent to the cannabis industry, leading cannabis businesses turn to integrated software to help scale their operations, streamline business processes and increase profitability.

Purpose-built ERP software that comes equipped with the features and functionality

cannabis cultivators and processors need to grow helps manage all parts of a business, including finance and operations, seed-to-sale, compliance, quality, traceability and more. When all departments, processes and data are connected into one unified platform, decision makers gain the insight, control and visibility they need to take their business to the next level.

This beginner's guide to cannabis ERP includes information on:

- » How ERP software works
- » The benefits of ERP software
- » Features to look for in a solution
- » Why a full-scale ERP system is best

ERP Software Explained

ERP software is a single, unified solution that helps companies manage their entire business through finance, operations, manufacturing, seed-to-sale, compliance, quality, traceability and more.

An ERP system is designed to connect all areas of a business and allow teams to share and view critical organizational data in real time. The strength of ERP software lies in its ability to integrate company-wide information into one system, giving decision makers a big-picture view of the health of their business. Because data from each department is shared across the company and can be centrally accessed and leveraged, leaders can make more informed business decisions based on the most current, accurate information.

With ERP software, cannabis cultivators and processors can track costs to better understand which product lines are most profitable and mitigate the risk of a recall and ensure safety. Leaders can also manage multi-company finance and operations from a single system, keep track of inventory movement and adhere to regulations and GMP standards.



The Benefits of ERP Software

ERP software connects departments, data and processes into a single system, including:

- » Finance and Operations
- » Seed-to-Sale Management
- » Traceability
- » Regulatory Compliance
- » Supplier and Customer Management
- » Quality Control

By integrating your company-wide data into a flexible, scalable business management solution, cultivators and processors can:

Scale and Grow

As a business grows, so too does its level of complexity. To account for increasing sales and administrative tasks, an ERP solution provides leaders with the tools needed to make important adjustments and decisions based on business growth trajectories. ERP software includes functionality that automates time-consuming processes, improves operational visibility and easily handles increases in transaction volumes, workloads and data.

Streamline Operations

With built-in dashboards and customizable reports that provide real-time operational insights, business leaders can make better, quicker decisions based on the health of their organization. ERP software helps cultivators and processors optimize their operations, improve inventory management and reduce processing errors from a single system.

Support Compliance

Navigating complex international, federal and state-specific requirements in the cannabis industry is complicated. ERP software with built-in functionality

supports GMP standards, as well as US state and Health Canada reporting (Metrc, BioTrack and CTLS) to ensure growers and processors can operate with limited disruption.

Manage Cultivation

ERP software built for cultivation and extraction helps simplify processes while maximizing yields and profitability. Comprehensive crop management functionality, harvest management, stock process functionality and fertigation management give cultivators more control, visibility and insight into their grow operations.

Optimize Production

Edibles and infused-manufacturers require software that merges cannabis-specific features with food and beverage-specific ones to help users gain control and visibility throughout the production process and support compliance. ERP software helps cannabis processors streamline operations, reduce overhead costs and improve product traceability to earn consumer and vendor confidence.

ERP Features to Look For

At its core, ERP software is designed to connect departments and automate business processes. But not all solutions are created the same. For cannabis cultivators and processors, it's critical to look for a system that comes with the following features and functionality:

✓ Operations and Finance

- » Track key metrics such as strain, costs and labor using dashboards and audit reports
- » Keep track of costs to better understand which product lines are most profitable and adjust accordingly
- » Manage multi-company finance and operations from a single system

✓ Cultivation and Harvest

- » Track propagation and get visibility into replanting, trellising and more
- » Account for inventory waste and capture inventory adjustments for regulatory reporting
- » Manage fertigation activities such as zone tracking, tank fill and cleanout management and costing

✓ Processing Edibles and Infused Products

- » Automate production sequencing to minimize setup, cleanouts and non-production activity
- » Improve operational efficiency and reduce production waste
- » Manage cannabis and food-specific requirements with functionality that merges both industries

✓ Quality and Compliance

- » Adhere to regulations and support GMP standards and US state/Health Canada reporting
- » Mitigate recall risk and ensure safety with robust product recall management features
- » Leverage quality management and control functionality to optimize compliance

✓ Inventory and Distribution

- » Use accurate inventory data to make better, faster decisions about your business
- » Keep track of inventory movement with advanced lot traceability functionality
- » Manage customers, suppliers and alternate suppliers from a single purpose-built platform

Investing in a Single, Unified Platform

The cannabis software market is rife with solutions that masquerade as full-scale ERP software. These solutions are light in functionality and lacking in depth. And while these systems boast cheaper prices and quicker implementation times, buyer beware: only true ERP software will come with the features needed to streamline operations, manage business growth and scale.

Unlike smaller, lighter business management solutions that promise out-of-the-box functionality, ERP software built for the cannabis industry comes equipped with the tools companies need to be successful. Seed-to-sale or compliance-only solutions require extensive customization, integrations and add-ons to give cultivators and processors the features required to streamline operations and support compliance. Alternatively, a single, unified ERP solution will include all the costing, compliance reporting, recall management and inventory control features cannabis businesses need on a daily basis.

But what about the people behind the product? To get the most from a software solution, it's important to have a capable and reliable team working with you to support your business' growth.

Look for an ERP partner with the following qualities:

Deep Industry Experience

A partner with team members who come from the cannabis industry can better understand your business and what it takes to compete. The right partner will help implement process best practices, suggest ways to make your operations run smoother and guide your team through the selection process, implementation, go live and beyond.

Decades of Expertise

Relying on a partner who knows the ins and outs of your industry helps ensure you're getting the best possible product and support. A team of implementation experts with a proven methodology that is tailored to the unique needs of your business will streamline the process, saving you time and money.

Dedicated Internal Teams

An ERP solution is only as good as the teams behind it, which is why it's critical to look for a partner with proven experience, new features and software releases to reflect market trends and regulatory advances.



Taking Your Business to the Next Level with CannaBusiness ERP

Built in Sage X3 and delivered by cannabis business experts, CannaBusiness ERP includes the features our cultivation and processing customers use to run some of the industry's most respected cannabis organizations.

OVER THE PAST 25 YEARS, our ERP and business process experts have helped organizations across North America streamline business operations and lower costs. Recently, our specialization in developing solutions for the cannabis cultivating and processing industry has resulted in leading cannabis companies around the world managing their day-to-day operations and delivering products utilizing our platform.

Why choose CannaBusiness ERP?

✓	We have proven expertise with some of North America's most successful cannabis cultivators and processors
✓	We hire consultants and professionals from the cannabis industry to best understand your business
✓	We've built years of cannabis business experience into our software and implementations
✓	We understand the software and customer challenges, value teamwork and are passionate about doing great work
✓	We provide clear information that helps customers make informed buying decisions
✓	We stand by our customers to make sure the technology works, is used and produces good results



Contact us at CannaBusiness ERP
and schedule a demo to learn more.

[SCHEDULE A DEMO](#)



Contact us to learn more:
844-466-8477

info@cannabusinesserp.com
cannabusinesserp.com

About CannaBusiness ERP from NexTec Group

CannaBusiness ERP is software purpose-built for cannabis companies. It is built in Sage X3 and configured by NexTec industry experts to deliver a complete cannabis business solution. Over the past 25 years, our ERP and business process experts have helped organizations across North America streamline business operations and lower costs. Recently, our specialization in developing solutions for the cannabis cultivating and processing industry has resulted in some of the most respected cannabis companies around the world managing their day-to-day operations and delivering products off our platform. CannaBusiness ERP by NexTec is the go-to answer for cannabis cultivators and processors seeking a software platform built to help you grow.