



Metric at Work

Track-and-Trace Solutions for Regulating Cannabis





What Is Metrc?

Metrc is the most trusted and experienced provider of cannabis regulatory systems in the United States. Our solution combines advanced software, radio-frequency identification (RFID) technology, a dedicated customer-support team, and a secure database to track and trace cannabis from growth, harvest, and processing to testing, transport, and sale.

Metrc serves more than 250,000 users, including growers, manufacturers, testing facilities, transport providers, dispensaries, state regulators, and law enforcement officials across 15 states, the District of Columbia, and Guam. We are proud to play a leading role in ensuring the safety and security of the nation's legal cannabis market.

Governments contracting with Metrc receive an off-the-shelf software-as-a-service (SaaS) system configured specifically to their needs. Our complete solution uses cloud-based tracking software and securely encoded RFID identifier tags to give regulators full supply-chain visibility. In addition, Metrc provides data management, reporting services, third-party integrator support, cloud hosting, technical updates and documentation, along with training and support for government and industry.

What Does Metrc Do?

When states legalize any form of cannabis use, regulators face a host of challenging demands. First among them is protecting the public's health, which requires the establishment of new and comprehensive cannabis-testing protocols, a means to track inventory, a way to report sales, and a strategy to secure the regulated marketplace against illicit product. Metrc is a powerful ally in advancing all of these interests.

To secure cannabis markets against theft and infiltration, the supply chain must be closely monitored. Every cannabis plant and every cannabis product has to be accounted for by licensed cannabis businesses at every stage of growth and production. Innovative solutions and advanced technology pioneered by Metrc have streamlined and simplified these tasks. Our system provides a centralized database for regulators that tracks every cannabis plant and product in the legal marketplace. Using Metrc's system, businesses and states are able to support each other's efforts in protecting the regulated market.

Because the Metrc system tracks all cannabis-based products and plants in the markets we serve, agencies can ensure no illicit cannabis enters the legal market and no regulated cannabis is sold unlawfully outside it. Test results and chain-of-custody information are indelibly linked to each product, simplifying investigations and product recalls, when necessary. Destruction and disposal are similarly recorded to prevent diversion and unlawful sale.

“
[Metrc's] system is widely considered one of the most advanced in the marijuana industry, and is used to track product, limit diversion, improve regulatory compliance, and discourage improper market behavior.”

— John Hudak, Brookings Institute

Metrc by the Numbers

State contracts in **4 of the 5** largest cannabis markets in the U.S.*

15,000+ business licenses

250,000+ system users

\$15 billion in tracked cannabis sales

25+ years of business experience in supply chain processes and tracking

15+ years of track-and-trace technology leadership

60,500,000+ plants commissioned

36,000,000+ packages tracked

*By 2020 tax revenue



Metrc's Approach to Oversight

The tracking system Metrc pioneered in Colorado ten years ago is now standard in the cannabis industry. Our system gives state regulators the means to see the complete production history behind every single cannabis-based product sold in their jurisdiction. Metrc's approach relies on a mix of hardware and software that follows cannabis plants through growth and harvest to shipment, processing, and sale of medical and adult-use products.

Imagine placing a lunch order for a salad online and receiving a confirmation number to track your purchase. Now, imagine that confirmation number allowed you to see who made the salad, the farms supplying the ingredients, nutritional information, and testing results that screen for additives, pesticides, and harmful bacteria. This is the level of insight Metrc provides to cannabis regulators.

Most U.S. states with legalized cannabis require track-and-trace systems that are based on the Metrc model. Metrc's approach:

- Tightens security of regulated cannabis markets
- Simplifies product recall
- Documents chain of custody
- Ensures proper tax revenue accounting
- Eases inspection, auditing, and reporting burdens

Why Metrc?

Metrc is the most trusted track-and-trace provider in the country because of its superior technology and an adaptable system shaped by decades of experience in the field. Here are some of the things that set Metrc apart:

Experience and exceptional system performance.

Metrc designed the first track-and-trace system in close collaboration with state regulators in Colorado in 2011, and now provides track-and-trace solutions to 15 states, the District of Columbia, and Guam—more than any other vendor. Metrc has never experienced a known security breach, has a record of 99.99% scheduled system uptime, and is the only track-and-trace provider with a 100% contract renewal rate.

A partner to state government.

Unlike other track-and-trace providers, Metrc does not offer ancillary consulting services or software solutions to cannabis businesses. Metrc is contracted by state regulators and is aligned with their interests. Together with an extensive network of regulatory partners willing to lend perspective, Metrc's mission is to empower states to safeguard public trust, health, and safety.

Nimble in a constantly changing industry.

Metrc designed its system to be responsive and adaptable to the needs of an ever-changing marketplace. Rule and



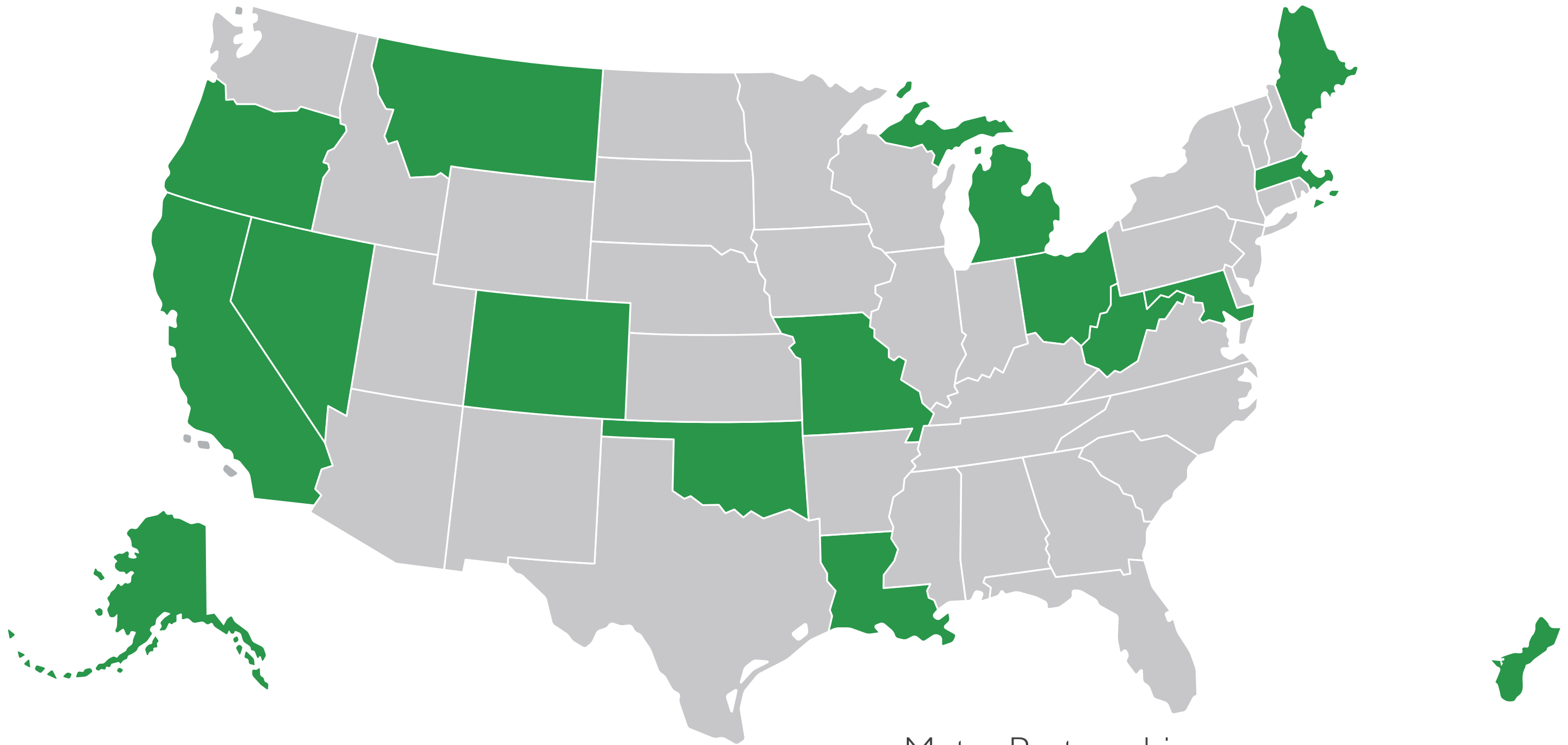
reporting adjustments can be quickly incorporated into the software without costly change fees or down time. Metrc also features an open application programming interface (API), which allows businesses to exchange data between their accounting, business, and inventory systems with the state's track-and-trace program. The same approach also allows state medical registries to validate patient limits at the point of sale.

A top-tier resource for customer support.

Metrc provides unlimited support and training to all users at no additional cost. Our online and in-person courses ensure users can successfully navigate the system and stay up to date with system enhancements. Live U.S.-based support is available 12 hours a day, Monday through Friday, with staff available at all hours to handle any breaking emergency. Metrc also provides extended service on weekends to keep our more than 250,000+ users proficient and compliant with all state requirements.

Transparent, with highly competitive pricing.

Mindful of budget constraints faced by state governments and new agencies, Metrc offers a flexible and low-cost pricing structure. Metrc bears the capital costs to develop, implement, and support its system. There are no hidden fees, no expensive maintenance charges or one-time set-up costs, and no additional software or hardware requirements, other than a computer and internet.



Active Metrc Contracts:

Alaska	Guam	Massachusetts	Ohio
California	Louisiana	Michigan	Oklahoma
Colorado	Maine	Missouri	Oregon
District of Columbia	Maryland	Montana	West Virginia
		Nevada	

Metrc Partnerships

Legal medical and adult-use cannabis is relatively new in the U.S., and laws governing state markets are under nearly continuous review and adjustment. Metrc works closely with agencies to reflect the nuances of each state's regulatory landscape. When market conditions change or are impacted by state directives, we bring our system into alignment without costly change fees or system-wide shutdowns.

Because of our responsiveness as a partner, in 2019 the Colorado Office of the State Auditor called Metrc the "cornerstone of the state's regulatory structure for medical and retail marijuana."



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