metrc.

Leveraging the power of RFID technology

How Metrc integration helps streamline cannabis operations

Industry leading integrated technology

Radio frequency identification (RFID) technology is central to Metrc's industry-leading track-and-trace solution, and the concept is simple: custom-coded RFID-enabled tags are used to create a one-of-a-kind digital identifier to track plants and products as they move through the supply chain.

While RFID technology is a key component in maximizing the Metrc solution to its fullest, the benefits of our state-of-the-art RFID technology we deploy in states throughout the country is best realized through third-party integrators, like Outlaw Technology, who offer a suite of solutions that drive operational efficiency, streamline regulatory reporting, and automate compliance for licensed cannabis businesses.

OUTLAW TECHNOLOGY

With over **52 years of combined RFID expertise**, and continued development of systems designed with growers, processors, and dispensaries in mind, the combination of two powerhouse technology solutions – Metrc and Outlaw Technology – licensed cannabis businesses in Maryland, and across the nation, are reaping the rewards.

Simplifying compliance to strengthen operations

In an increasingly data-driven world, it is critical for regulated cannabis businesses to capture key data points accurately and efficiently for compliance, inventory management, and more. And with evolving regulations across a range of jurisdictions, simplified, reliable processes are key to operational success and compliance.

The cannabis industry in Maryland is no exception. Licensed businesses are similarly challenged with finding ways to save and reallocate time and money to focus on improving and expanding their business, while maintaining safe, smart, and compliant operations.

> "If you have a partner like Outlaw who truly wants to learn what works best for you the operator and then is able to build those tools to accommodate those needs that is the ultimate vendor/customer partnership. Our partnership with Outlaw has made it possible for us to go from multiple people and hours auditing inventory down to 1 person who if they wanted could inventory a 9-flower room grow facility in less than 1 day."
>
> Meagan Zaffaroni
> Green Leaf Medical, Compliance Director

Solution

Automating data collection

While Metrc provides signature RFID tags to licensees in Maryland, third-party integrators like Outlaw Technology play a key role in equipping licensees throughout the state with the technological resources needed to get the most out of RFID.

How RFID integration works

Metrc embeds a custom-coded RFID inlay in every regulation-compliant tag which provides each plant and package with its own unique identifier (UID) to track a complete history throughout the plant and product lifecycle. This unique custom coded inlay allows for automated data collection via radio waves along the entire supply chain.

Through the Metrc application programming interface (API), Outlaw Technology integrates its cultivation, production, and dispensary solutions, including

OG Harvest, Desperado Handheld, and Maverick Dispensary, which enable efficient data capture and eliminates manual recording, manual input, and human error, while reducing time and labor by 50 to 80%, on average.

The RFID difference

In the complex and rapidly changing world of cannabis, using RFID in daily operations means the ability to do more with less.

So, how exactly does the integration of Metrc and Outlaw Technology solutions help Maryland's cannabis licensed businesses? Based on insights shared, the resounding feedback cited employing Outlaw Technology solutions maximized use of Metrc's RFID-enabled product which, in turn, improved operations, strengthened compliance practices, and enhanced business expansion initiatives.

RFID solution spotlight

Improving operations through time and money savings

"Hours," was what Verano Cultivation Manager, Dustin Barth, said when asked where his company's biggest savings came from when using RFID. "It could take you one to two, maybe three hours to enter in these numbers, find the tags, find the correct plants in Metrc ... as opposed to approximately 20 minutes scanning the tags, capturing it all in on the handheld, pushing one or two buttons, and it's all done for you."

As Jay Bouton, Senior Director of Cultivation for CULTA, put it, "The first harvest, where we actually used the OG Harvest system with RFID, it was pretty much a game-changer." Now, his business relies on Outlaw's Desperado RFID handheld to capture inventory, move plants, and record plant destruction, all within minutes by utilizing integrated RFID solutions to their fullest.

SunMed is a licensee which leans on Metrc's RFID capabilities during harvest, where there is a limited window of time to process plants, according to Compliance Manager, Justin Garcia. This has become especially important given the company's growth – going from 60,000 square feet of greenhouse space in 2016 to more than 300,000 square feet today.

Creating compliance safeguards

The benefits of RFID extend beyond just saving time, money, and labor, as it's also a critical tool in helping companies remain compliant, something that is even easier for the licensees working with Outlaw.

Quality and Metrc Manager of a major Maryland cultivator, Jennifer Minor, specifically cited how much RFID has helped when regulators visit her facility: "If they wanted to do inventory that day, we could go get it done ... it would take no time at all, and we would have the results for them while they're still there."

Dustin Barth (Verano) pointed to his Outlaw readers' sync function, which reflects new data in Metrc right away and ensures that auditors have access to up-to-the-minute information when they visit a facility.

Justin Garcia (SunMed) echoed a similar sentiment, saying, "This is a good thing that we're doing this in a centralized, accountable, and trackable way," adding "We build our business around, 'How do we do this compliantly?'"

> "Efficiency and confirmation ... It removes human error."
>
> Justin Garcia
> Compliance Manager, SunMed

Reducing errors to further efficiency

Another benefit noted on RFID use is the way it creates easier visibility into inventory errors and other processes before things move too far along.

Meagan Zaffaroni from Green Leaf Medical spoke to how this applies across her business – whether that is avoiding errors inputting data manually or finding out after moving hundreds of plants that some were missed, forcing her company to track them down both physically and digitally.

Jay Bouton's team at CULTA did not always use RFID for inventory, something he noted has "lots of potential for errors" that complicated the process. When asked to share how they benefit from RFID when it comes to data collection, Jay says "[Using the Desperado RFID handheld] takes human error out of the equation."

Catching errors is something Outlaw Technology solutions are particularly useful for, according to SunMed's Justin Garcia, with its scanners alerting him to errors in real time when moving products.

So, what would licensed cannabis businesses be like without RFID?

"An absolute nightmare," said Verano Cultivation Manager Dustin Barth, who noted that he would have to manually enter thousands of numbers before he began utilizing RFID scanners, and relying on barcodes would severely disrupt business operations.

"Could we live without it, sure. Do we want to live without it now that we know it's capabilities, absolutely not," is what Green Leaf Medical Compliance Director Meagan Zaffaroni had to say. "RFID has been a game changer when it comes to inventory management. Instead of inventories lasting multiple days to complete an entire facility like our PA grow/processor where RFID has not been provided, we can inventory a whole facility like our MD grow or processor in less than 1 day by leveraging the capabilities of the RFID Metrc tags."

"It would be awful," according to Quality and Metrc Manager Jennifer Minor. She noted that with RFID, she can scan 4,000-5,000 plants in an hour and all of the facility's rooms of plants in a day, something that would take "at least a week or two" having to go through the process without RFID tags.

For licensees in Maryland using this technology to their advantage, the benefits of Metrc and Outlaw integrated RFID solutions are clear.

Getting started with RFID

While many industries have succeeded through leveraging the power of RFID technology, licensed cannabis businesses are learning more and more that RFID is the key to achieving the value data capture and automation offers to streamline compliant operations.

OUTLAW TECHNOLOGY

To learn more, visit
https://outlawtechnology.net

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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 400,000 users, including growers, manufacturers, testing facilities, transport providers, dispensaries, state regulators, and law enforcement officials across 22 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.

Visit metrc.com for more information.