

WEBINAR

The Must Have FP&A and Tech Software Solutions for Cannabis Companies

KNOWLEDGE

Learning Objectives



Review the continuing evolution of the cannabis industry



Discuss the impact of market trends on reporting and technology



Identify how to build a strategic technology roadmap and the importance of robust reporting



Determine how to use data and analytics to forecast with greater velocity and accuracy

WELCOME

Today's Presenters



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AR MAN I N O

Firm Overview

Count on Armanino to think strategically and provide sound insights that lead to positive action. We address not only your compliance issues, but your underlying business challenges.

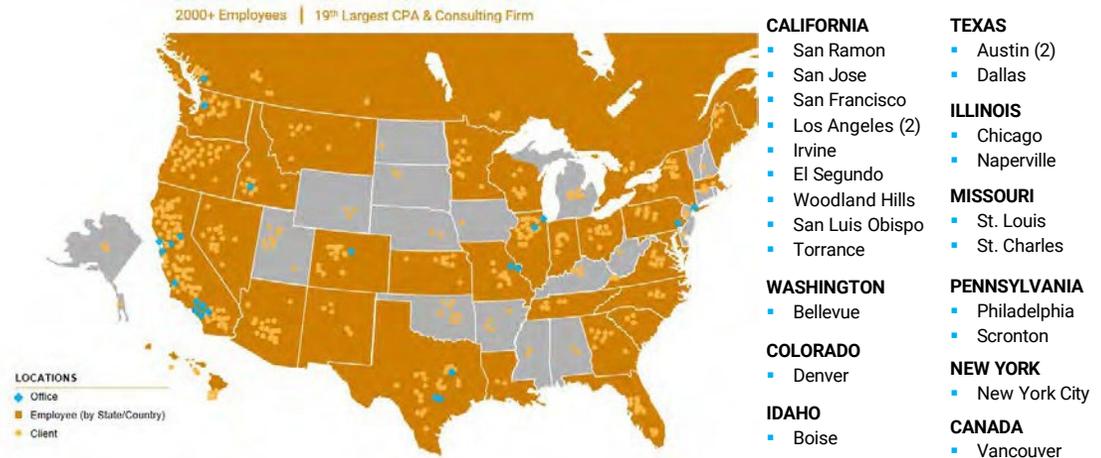
Purpose

To be the **most innovative** and **entrepreneurial firm** that makes a **positive impact** on the lives of **our clients, people and our communities.**

Snapshot

2000+ Employees
 Team Members in 23 States
 19th Largest CPA & Consulting
 Large Cannabis Expertise

Locations



AFFILIATE COMPANY



RECOGNITION & AWARDS



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Challenges

- **Nascent industry with best practices still being developed**
 - Fragmented software options
- **Highly regulated and numerous compliance filings**
- **Data management**
 - Keeping track of cash
 - Keeping track of inventory
 - Growers – flower calendar, flower yields and biomass
 - Distributors and manufacturers – cost accounting
 - Retailers – high volume inventory tracking and numerous filings
- **Financial Reporting**
 - Reconciliations and end of the month reporting
 - Audit readiness
- **Forecasting**

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Tech Stack Review

Dispensaries

- Point of Sale (POS) solutions
 - Hardware (e.g., register, scanner, scale, printer)
 - POS software
 - Inventory management
 - Regulatory compliance

Growers, Manufacturers, & Distributors

- Cannabis-Specific ERP solutions
 - Task management
 - Inventory management
 - Labor costing
 - Invoicing & purchasing
 - Cultivation forecasting
 - Yield tracking
 - Regulatory compliance

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Tech Stack Review

Fully Vertically Integrated

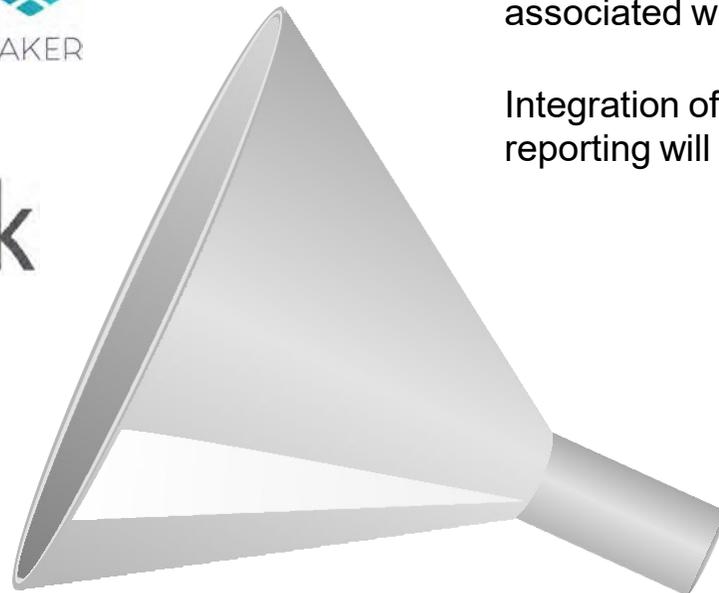
- Usually, three systems
 1. POS
 2. Manufacturing/ERP
 3. Accounting

May be up to three integrations

- POS system → accounting system
- Manufacturing system ← → accounting system
- Manufacturing system ← → POS system

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Building a Robust Technology Ecosystem



A robust technology ecosystem allows management to operate and measure critical performance indicators associated with their business.

Integration of systems for unified and consolidated reporting will be critical as a business grows and scales.

Resulting Output is Robust, Actionable Data

- ✓ Sales
- ✓ Operations
- ✓ Financial
- ✓ Compliance



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Planning (FP&A) Challenges

Spreadsheet Budgeting & Forecasting:

- Manual data loading
- Manual spreadsheets
- Manual template distribution
- Manual workflow
- Manual comments & line items
- Manual forecasting & modeling

Cloud-based Budgeting & Forecasting:

- ✓ Data integration
- ✓ Parameter-driven models
- ✓ Web-based data entry
- ✓ Budget workflow
- ✓ Built-in comments & line items
- ✓ Dynamic forecasting & modeling

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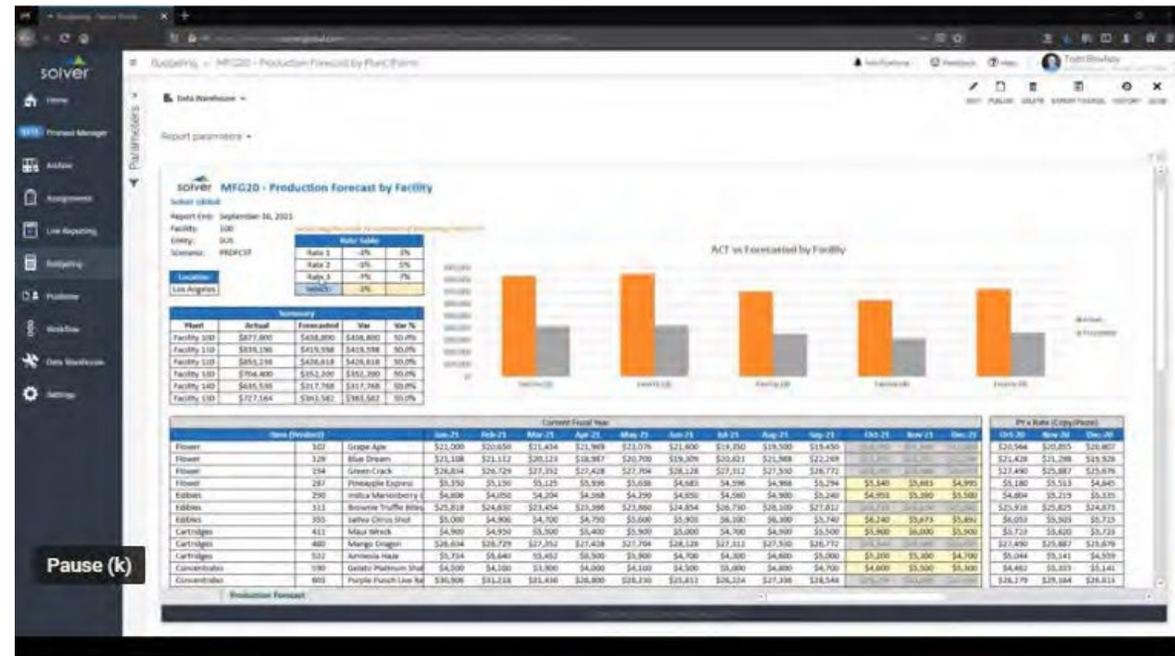
Corporate Performance Management (CPM) Tool?

CPM is a process and methodology that provides an integrated approach to business planning, budgeting and forecasting for finance, sales, marketing, operations and HR.

- Includes forecasting, budgeting and planning functions
- Owned by the Finance function at an organization
- Allows for quick what-if analysis and scenario planning
- Ability to do variance analysis to understand the impact of changes version over version
- Easy access to a single source of truth with real-time results

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CPM (FP&A) Cannabis Demo



Q & A

Thank you for
attending!

Additional Questions?

Reach out to us at:

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