

**Executive Summary 2019** 



# **COMPANY AND PRODUCT** POSITIONING STATEMENTS

### COMPANY OVERVIEW

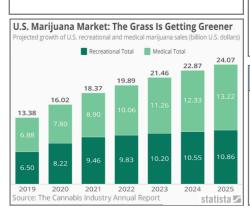
WeedWare is a SaaS platform that allows you to manage your entire organization with streamlined business processes and integrated business intelligence. It creates operational efficiencies, reduces costs and drives revenue - all in one affordable, scalable ERP software solution.

#### VALUE PROPOSITION

Provides the only comprehensive, secure, 2<sup>nd</sup> generation, enterprise level, Seed-to-Sale software solution.

### MARKET ANALYSIS & DEMAND

- By 2023, the market will exceed \$20 billion; Growing to \$24 billion in 2025
- · Cannabis jobs growth to average 21% a year through 2022
- The industry could surpass an economic impact of \$75B by 2022
- · Hemp growth due to Farm Bill passing



### COMPETITIVE ADVANTAGE

WeedWare is a true, second generation ERP, seed-to-sale platform, enabling businesses to operate effectively across all sectors of the rapidly evolving cannabis industry.

#### TARGET MARKETS

**Current State** 

- Dispensaries (License Holders)
- Growers
- Producers/Processors
- Resellers
- CBD Stores

**Future State** 

- State Tracking Systems
- Major ERP Corps

### SALES CHANNEL

We have partnered with BlueStar, an IT distributor with over 17k resellers. They have chosen us as the preferred software partner for the cannabis industry, leading Zebra, HP, Epson, Star, and ELO to commit marketing dollars to our launch.

#### MARKETING ACTIVITIES

Through our partnership with BlueStar we will have over 500 reps on the ground representing WeedWare by year end. Our marketing activities will encompass tradeshows, expo's, magazine advertising, banner ads, social media, etc.

## **COMPETITORS OUR ADVANTAGE** MJ Freeway Improved Data Security BioTrackTHC Built in Label Management

Complete Seed to Sale ERP

## MARKET PROBLEM

Green Bits

Currently there are many companies that claim to offer "Seed to Sale" management systems.

In reality, these 1st generation systems provide state auditing capabilities to meet licensing requirements, but fail to address primary business needs for tracking and managing operational efficiencies.

### **WEEDWARE SOLUTION**

WeedWare has integrated best practices including manufacturing, procurement, sales, and staff management, and has leveraged the experience of our Cannabis industry partners.

We have solved the largest pain points of competing systems making sure we provide a true 2<sup>nd</sup> generation "Seedto-Sale" ERP system to a market experiencing unprecedented growth.

#### **LEADERSHIP TEAM**

## Jason Saunders, CEO



Jason brings industry experience presiding over consistent SaaS revenue growth over 40% annually as President of Alliance Software Group.

Jason has two Masters Degrees: Business Admin & Engineering. He also holds a Certificate of Advanced Statistics and is a Six Sigma Black Belt.

## Brian Benene, COO



Operations Executive with experience working in various global markets. Excels at implementing processes to improve efficiencies and delivering the company strategy.

# Jeff Durham, CFO



Drive efficiency and profitability by defining controls for timely and accurate reporting and decision-making. Defining a vision and creating a culture that can deliver on that vision.

# Rod Lenniger, Business Advisor



25 years C-Suite experience, M&A accomplishments, Entrepreneur, Management Consultant in business planning; adjunct faculty at Grand Canyon

### **FUNDING NEEDS**

- Unsecured Convertible Promissory Note of \$1,000,000
- Interest rate of 6%, maturity date of 24 months from initial closing
- 20% Discount on conversion

#### MARKET SIZE - ERP SOFTWARE



ERP - Market Size \$392.4M

Source: New Frontier Date