



WeedWare

The Cannabis Platform

TRACK & TRACE ERP MANAGEMENT SYSTEM



**GROW &
HARVEST**



PRODUCTION



INVENTORY



WHOLESALE



PURCHASING



**PICKUP &
DELIVERY**



**POINT OF
SALE**



**EMPLOYEE
CENTER - HR**



**DATA &
REPORTING**

First Seed-to-Sale ERP system that solves the unique challenges of the cannabis industry.

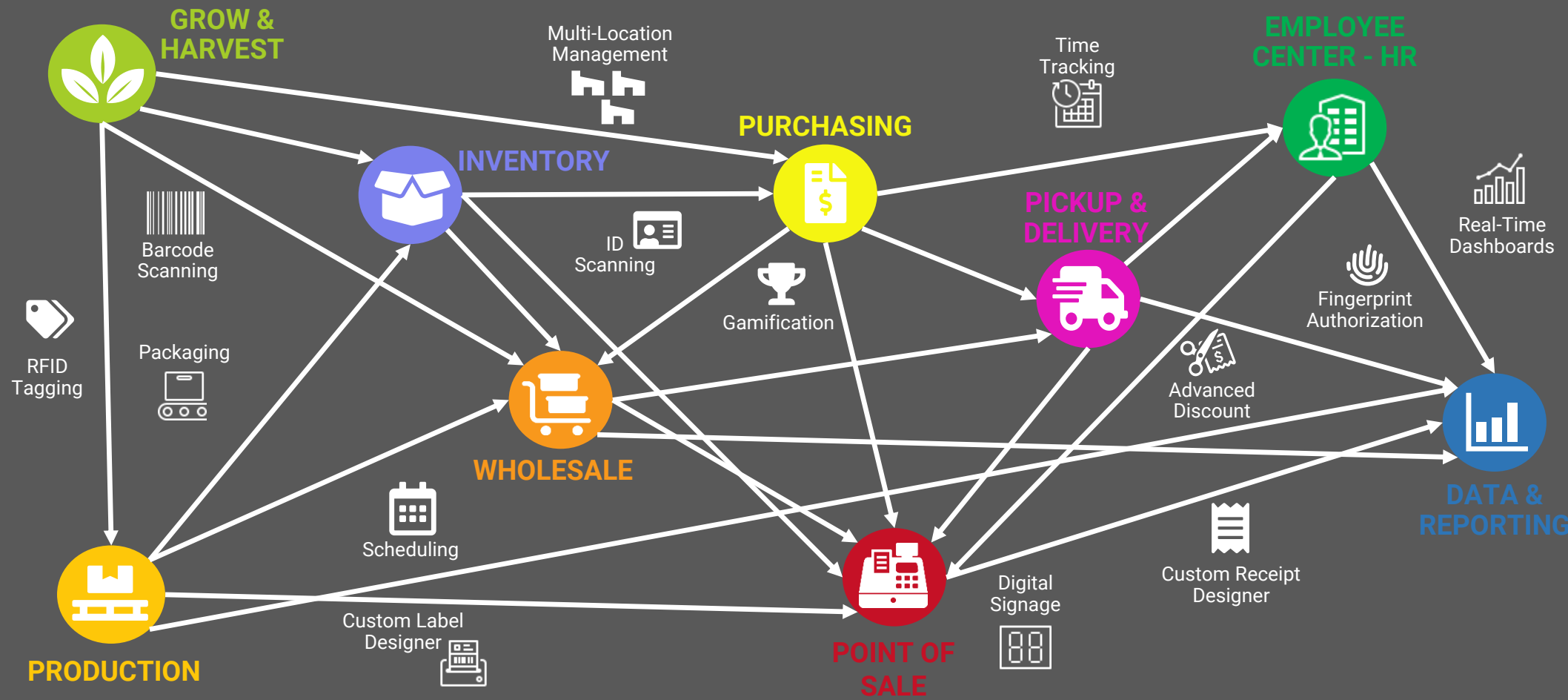
- Core System Developed for Automotive Industry in 2011
 - 700 companies supported, Under 3% annual churn
- WeedWare Founded in 2016 to Focus on Cannabis & Hemp
- METRC State Compliance Validated 2018
- Big Brand Early Adopters
 - Yilo, Emerald Dispensary Group, Infusion MJJ, etc.
- Over 300 Active Users and \$30 million in Sales Tracked
- Development & Marketing Partnerships with HP, Epson, Zebra, and Star



Big Problems

Companies are managing multiple independent software

- * Poor Visibility & Execution
- * Inefficient Processes
- * Scattered Data
- * Overly Complicated Processes



Current Solutions Fall Into 3 Categories

One Thing in Common, They Don't Solve the Problem

Overly Complex ERP Solutions

- Slow to Implement
- Major Customization Required
- Difficult for SMB to Manage
- Overly Complicated to Train & Support



Niche Software Solution

- Only Solve One Piece of the Puzzle
- Inefficient Processes with Limited System Integration
- Loss of Accountability When Outside System Scope

POS Only



Grow Only



Simplified Track & Trace Solutions

- Track Cannabis, Not Business
- Universal Fit Solutions, That Don't Fit
- Poor Operational Visibility
- Solutions That Don't Work
- Inaccurate Reporting



The Solution: WeedWare ERP

Six Sigma Designed Flow to Maximize Operational Efficiency
FULLY INTEGRATED CANNABIS ERP SOLUTION



Innovative Go To Market Strategy

Nationwide Reseller Network

- Over 400 Resellers Allowing Us to Choose the Most Aggressive & Talented
- Resellers Sell Bundled Hardware & Software Solutions (Cannabusiness-In-A-Box)
- Leverage Existing Business Relationships
- Reduced Sales & Marketing Costs
- Minimal Cost to Manage Sales Network
- Immediate Sales Army on the Ground

Reseller Sales Force

POSRG

decisionpointTM
systems, inc.

ACCUCODE

POSDATA



Hardware Partnerships

- Complete Solutions
 - (Cannabusiness-In-A-Box)
- Brand Recognition
- Co-Marketing Dollars Provided
- Co-Developed Solutions
- Prototype Equipment for R&D

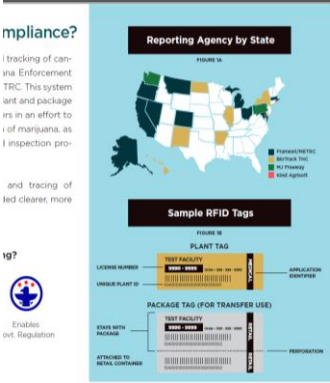
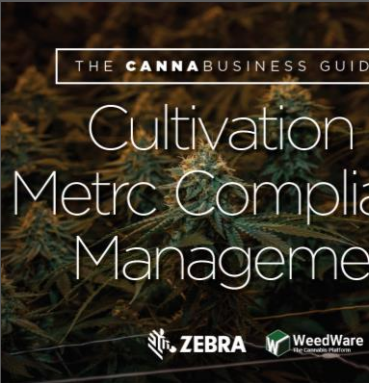


Manufacturer Bundled Solutions






WeedWare and HP
Dispensary-in-a-Box

WeedWare and Zebra
RFID Grow Solution



Our Proof

Customer	Value Driver	Quote
	<p>Improved business visibility to effectively manage operations.</p>	<p>Jeff – Emerald CFO</p> <p>“After viewing demos for numerous different cannabis management software, WeedWare’s functionality is what set it apart from all the others. WeedWare’s robust platform gave us insight in to our day-to-day business operations which helped us to streamline our processes. It reduced our customer wait time, helped us more efficiently track inventory throughout our entire vertically integrated business, and gave us top-of-the-line dashboards and reports to better understand our supply chain and associated costs.</p> <p>WeedWare’s support was also crucial, their response time is unrivaled and will work to find a solution in a very timely manner. I would recommend their product to any cannabis grower, manufacturer, or retailer.”</p>
	<p>Multi-location management to streamline operations and create high ROI.</p>	<p>Carsten – Yilo CEO</p> <p>“One of the real benefits of WeedWare is we can run multiple companies/locations off the same system. We have full visibility into every aspect of our operation and that oversight has helped us gain efficiency and reduce cost.</p> <p>WeedWare lets us provide end to end, well thought out ‘frictionless’ business processes within one system. These procedures are easy and very repeatable.”</p>
	<p>Advanced analytics provide business intelligence.</p>	<p>Paula – Infusion Director of Operations</p> <p>“After reviewing several competing cannabis software products offerings, we decided to partner with WeedWare for our dispensaries, cultivation and manufacturing operation, and are so glad we did.</p> <p>WeedWare captures more data points than competitors and, more importantly, offers exponentially more reporting options that capitalize on the data collected. Getting detailed, refined information on various aspects of the business gives us the insight we need to make well informed business decisions.</p> <p>I would recommend WeedWare to any new or established cannabis operation.”</p>



Competitive Landscape

No Clear Market Leader

- Frustrated Customers
- Lack of Support
- Niche Products
- Overly Complicated

Open Opportunity

- WeedWare is Primed to Lead this Emerging Market



Proven Management Team

Team of diverse and driven leaders who drive business success



Jason Saunders, CEO
Experienced SaaS Business Executive
Track Record of SaaS Growth



Jeff Durham – CFO
Experienced CFO
Managed Large Cannabis Group



Brian Benene, COO
Experienced SaaS Operations Executive



Jose Columbie – CTO
.NET Expert



Wayne Parkhurst – CDO
UX/IA Lead & Designer



Rod Lenniger, Business Advisor
30 years of F500 experience.



Osborn & Maledon, OM Launch Program

We have been chosen to be part of their select, by invitation only, startup program.



Pricing Model

Researching economic patterns, competition, market demand and product characteristics we have created a pricing model that has, and will, attract a wide variety of clients at every stage of growth.

MODULE	CULTIVATION	RETAIL	WHOLESALE
Monthly Price (<i>Per Module</i>)	\$599 (10 users)		
Additional Users Pack	\$250 (5 Users)		
Implementation (<i>One Time Fee</i>)	\$3,500 (<i>Per Location</i>)		

MODULE	COST
Quickbooks Integration	\$299 (<i>One Time Fee</i>)
API Integration (e.g. LeafLink, Mainstem, Leafly)	\$299 (<i>One Time Fee</i>)
Digital Menu	\$199 (<i>Monthly Fee</i>)



Terms and Use of Funds

Terms:

- Unsecured Convertible Promissory Note of \$1,000,000
- \$200,000 has been sold to date
- Total funding to date is \$673,000
- Interest rate of 6%, maturity date of 24 months from initial closing
- 20% discount on conversion

Use of Funds:

- Sales & Marketing - Hire resources to:
 - Increase direct sales and bolster reseller channels
 - Launch targeted campaigns including print, expo's, and digital
- Support & Operations - Add staff to:
 - Expand DIY support tools to reduce support & implementation costs
 - Scale implementation team to onboard growing client base
- Development - Hire developers to:
 - Expand market through additional state validations
 - Create Learning Management System with interactive knowledge base tools
 - Develop mobile app to reduce equipment costs for new businesses
- Infrastructure -
 - Equipment for staff utilization
 - Hardware for R&D
 - Upgrade local servers (backup to cloud)



Exit Strategy

2-5 year exit strategy

- Valuable user base with recurring revenue stream
 - Clear fit into product portfolios
 - 3 Groups have shown interest in acquisition

Market leaders looking
for expansion

Hypr
VENTURES

HARVEST
HOUSE OF CANNABIS

MedMen

Outside companies
looking for entry

 **Microsoft**

ORACLE

SAP ERP



Summary



\$24 Billion Cannabis Market

Emerging Hemp & CBD Industry Fit

No True Leaders - Opportunity is Now

300+ Active Users

Resellers & Marketing Partners In Place

