# flourish

# Product and Platform Overview

Flourish in Action: A visual tour of how our software can elevate your business.

@finallyflourish

flourishsoftware.com

#TimeToFlourish

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# Welcome.

Take a closer look at Flourish Software.

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Flourish Software is a leading provider of vertically integrated seed-to-sale supply chain software built specifically for the cannabis & hemp industries. We're a diverse team of seasoned supply chain engineers, skilled software developers, and experienced cannabis operators. Our software is built to streamline and optimize the entire seed-to-sale in cultivation, manufacturing, distribution, and Omnichannel retail operations. Our industry-leading API and extensive and robust partner integrations cover the whole supply chain.

## CULTIVATION

Enhances agricultural management by providing tools for monitoring plant growth, nutrient scheduling, and environmental controls. We support detailed tracking from seed-to-sale, ensuring compliance and optimizing yields through data-driven insights.

## DISTRIBUTION

Optimizes both inbound and outbound logistics, facilitating seamless order fulfillment and inventory management. It offers real-time tracking, automated replenishment, and detailed analytics to enhance efficiency and accuracy across the supply chain.

## MANUFACTURING

Streamlines production processes, enabling efficient management of recipes, batch tracking, and compliance reporting. It supports real-time inventory updates, cost analysis, and integrates seamlessly with sales and distribution for a cohesive workflow.

## OMNICHANNEL POS

Web-based Omnichannel POS with intuitive UI, powerful built-in features, and robust partner integrations over eCommerce, loyalty, payments, and more. Drive results and increase satisfaction with streamlined workflows across all customer channels: in-store, online, and mobile.

# Brands Grow on Flourish

Our intuitive software seamlessly integrates with state track-and-trace systems as well as the rest of your technology stack, enabling our customers to grow, sell, scale, and flourish.

**AWARD-WINNING TECHNOLOGY**
2022: Named "Best for ERP Scaling and API Integrations" by Benzinga Magazine

**SUPPLY CHAIN SOLUTIONS**
Custom-built for cannabis and hemp supply chain workflows

**STREAMLINE OPERATING PROCEDURES**
Unify Inventory, automate business processes & reduce data entry.

**FROM SEED TO SCALE**
On top of the best API in cannabis technology, Flourish & partners have built extensive integrations delivering driving efficiency

**EXTENSIVE INTEGRATIONS**
Robust integrations for compliance, financials, omnichannel, and more. Extend with with REST API, Webhooks, and Zapier with full app coverage

**MOBILITY**
Supports mobile POS workflows with a tablet and enhances inventory management through a dedicated handheld app and hardware.

**SOC 2 TYPE II**
Obtaining the rigorous SOC 2 Type II report underscores our commitment to the safety and security of client data.

AICPA SOC
aicpa.org/soc4so
SOC for Service Organizations | Service Organizations

# We understand that cannabis operators face unique challenges.

That's why we've developed a comprehensive suite of tools that cover every aspect of your business, from maintaining compliance to inventory management and financial tracking and everything in between. By utilizing our platform, business owners can easily generate and collect comprehensive data sets, which we then translate into actionable analytics. These insights can guide informed decision-making and drive business success.

**With Flourish, businesses can streamline their operations and gain valuable insights that help them stay ahead of the competition.**



*Do you ever feel like you're working in KC Green's 'This is Fine' comic strip?*

## Optimizing and connecting the cannabis supply chain.

**Reduce functional silos**
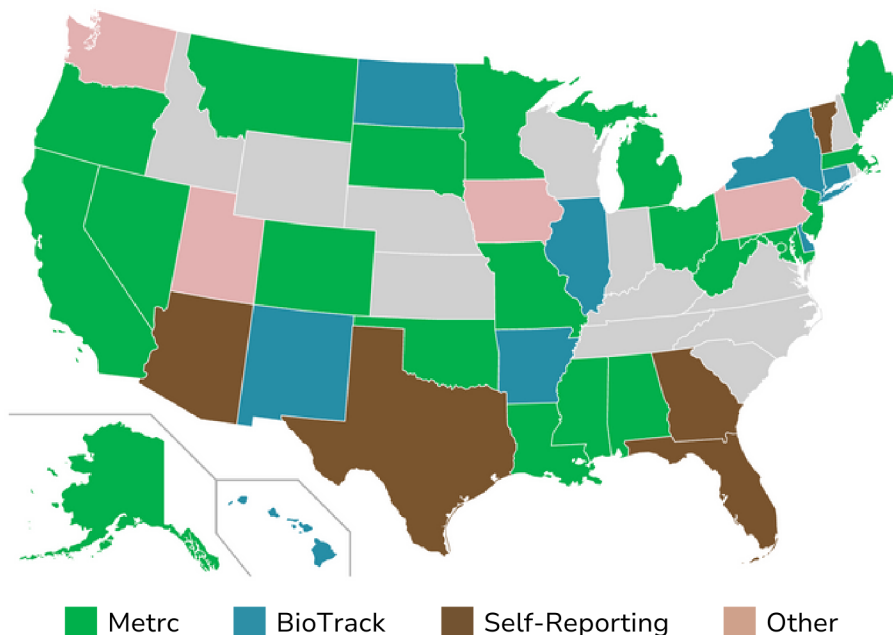
**Connect all your systems**
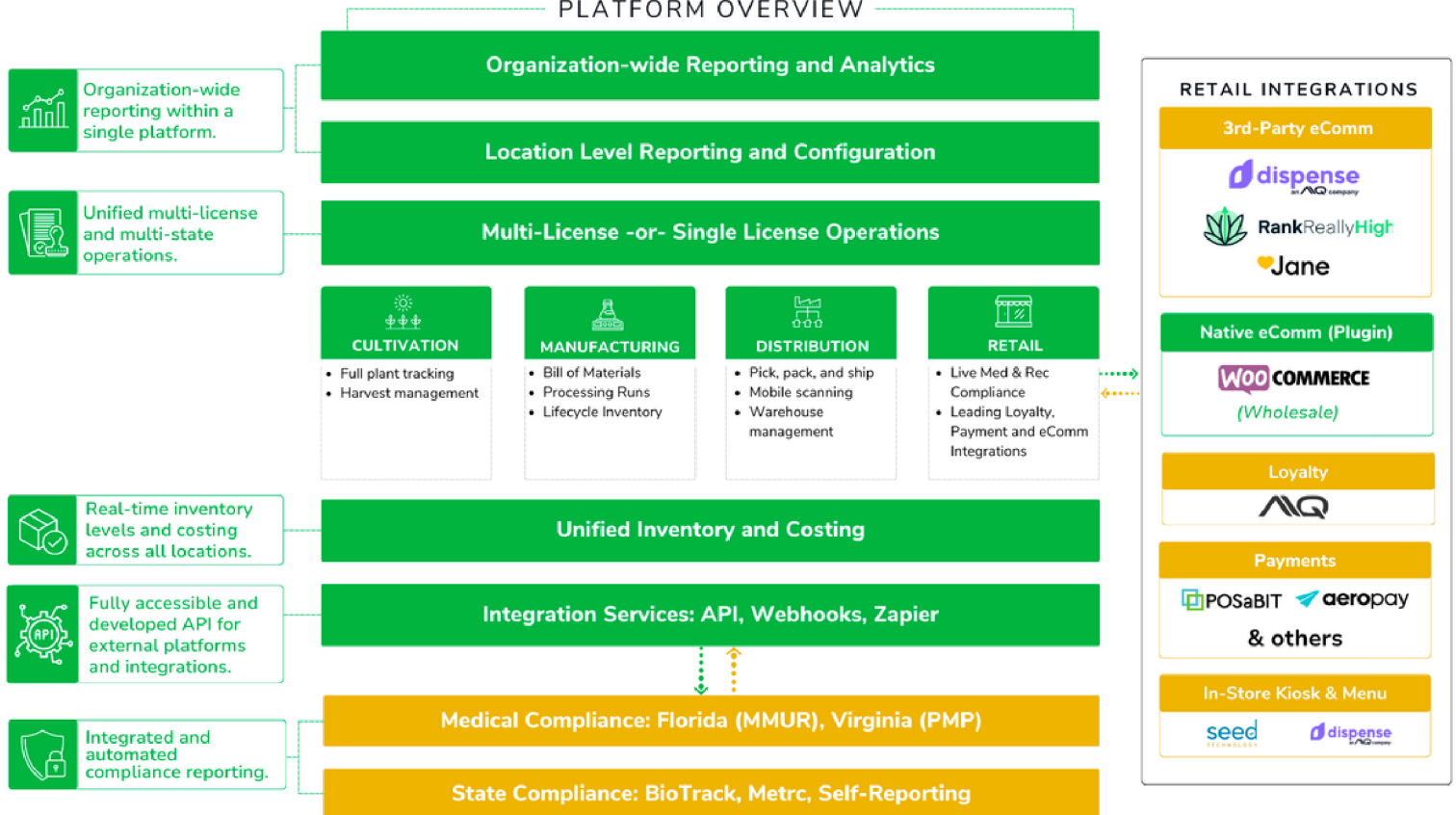
**Ease compliance**

**Scale with confidence**

## Flourish Reach

Flourish is fully integrated in all Metrc and BioTrack states and can report to or conform to Arizona, Florida, Georgia, and Virginia traceability requirements.



■ Metrc   ■ BioTrack   ■ Self-Reporting   ■ Other

# Built to streamline your operations.

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### PLATFORM OVERVIEW

| Organization-wide reporting within a single platform. | **Organization-wide Reporting and Analytics** |
| | **Location Level Reporting and Configuration** |
| Unified multi-license and multi-state operations. | **Multi-License -or- Single License Operations** |

### CULTIVATION
- Full plant tracking
- Harvest management

### MANUFACTURING
- Bill of Materials
- Processing Runs
- Lifecycle Inventory

### DISTRIBUTION
- Pick, pack, and ship
- Mobile scanning
- Warehouse management

### RETAIL
- Live Med & Rec Compliance
- Leading Loyalty, Payment and eComm Integrations

| Real-time inventory levels and costing across all locations. | **Unified Inventory and Costing** |
| Fully accessible and developed API for external platforms and integrations. | **Integration Services: API, Webhooks, Zapier** |
| Integrated and automated compliance reporting. | **Medical Compliance: Florida (MMUR), Virginia (PMP)** |
| | **State Compliance: BioTrack, Metrc, Self-Reporting** |

### RETAIL INTEGRATIONS

**3rd-Party eComm**
- dispense an AIQ company
- RankReallyHigh
- Jane

**Native eComm (Plugin)**
- WOO COMMERCE *(Wholesale)*

**Loyalty**
- AIQ

**Payments**
- POSaBIT
- aeropay
- & others

**In-Store Kiosk & Menu**
- seed TECHNOLOGY
- dispense by AIQ company

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## CULTIVATION

Track your plants across the full lifecycle while staying compliant. Save time and labor during harvest. Understand your cost per pound to produce and align cultivation with downstream activities.

## INVENTORY, DISTRIBUTION, WAREHOUSING

Manage and streamline all fulfillment operations, including sales rep tracking, order approvals, scanning, and manifesting paired with world-class reporting. Ship in full, on time, with the correct labels and documentation every time.

## MANUFACTURING

Use production runs and bills of material to create and transform inventory, calculate costs, and enable traceability back to the original batch or harvest.

## RETAIL & OMNICHANNEL

Sell with confidence with our fully integrated Retail solution. Offering both back-of-house, omnichannel order management and dedicated front-of-house POS. Advanced features and integrations include an industry-leading discount engine, native Metrc, Biotrack, MMUR (Florida) integration, POSaBIT debit, Aeropay ACH, enterprise loyalty with Alpine IQ, Jane eCommerce, and many more.

# Industry First, Partner Friendly



*"Best for ERP Scaling and API Integrations"*

BENZINGA MAGAZINE

# flourish
# Quick Facts

- **Experience:** Founded in 2017, purpose built for Cannabis

- **Footprint:** 25 Cannabis States, 100+ Operators

- **Security:** AWS Hosted. SOC 2 Type II since 2021

- **Size:** Largest clients have over 1,000 employees

- **Cultivation:** Deployed in over 1,000,000 sq. ft. of cultivation across all grow types

- **Inventory:** Multiple high volume clients who manage over 2,000 SKUs across single or multiple warehouses

- **Distribution:** Tens of millions in wholesale sales go through Flourish each month.

- **Retail:** Focus on multi-store chains and vertical operators such as Parallel Brands' ~50 store chain.

- **Integrator:** Best integration capabilities on the market with 20+ partner solutions built against Flourish

- **Support:** 4.8 out of 5 approval. 7:44 min average response time

- **Pricing:** Flexible pricing based on need, usage, and integration access. Visit: flourishsoftware.com/flourish-software-price

# Reports and analytics that fuel growth.

Flourish's reporting and dashboard features provide operators with valuable visibility into their operations. With trustable, real-time data and powerful reporting tools, operators can make informed decisions about inventory planning and management, adjust production schedules, and optimize operations.
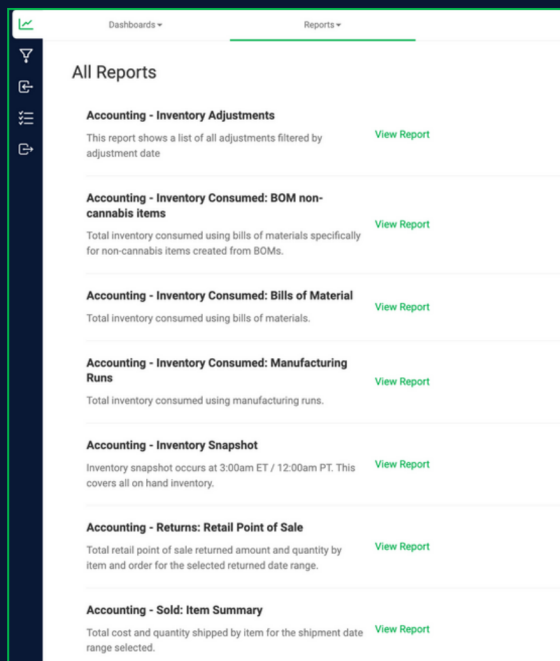


## Standard Report Library

- Accounting Reports
- Compliance Reports
- Reports by License Type
- Integrations Reports
- Inventory Reports
- Purchasing Reports
- Sales Reports
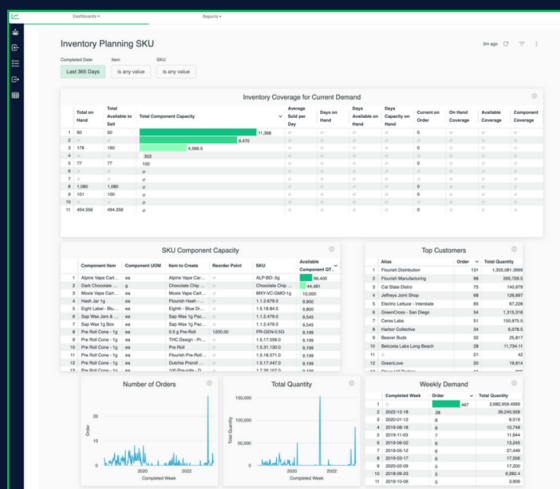


## In-Depth Dashboards

- Powered by Looker
- Dynamic prompts and filters
- Drill capabilities for supporting data
- Data grid or charts & graphs
- Export all data to Excel
- Data is updated in real time
- Standard Dashboards by License type

# Effortlessly manage inventory across multiple sites.

## Streamline your inventory management with:

- Location tracking, adjustment codes, lock codes
- Manage cannabis and non-cannabis inventory
- Simple inventory conversion (split/combine/convert)
- Inventory counts and auditing
- Lab test management
- Sample tracking
- State compliance visual sync status and error handling
- Label printing



**Get a quick view of global inventory levels across multiple locations.**



**Lock inventory.**



**Generate and print labels.**



**Create inventory from packages.**



**Perform inventory counts and verify packages.**



**Enable and set custom adjustment codes.**



**Automate processes with the Flourish mobile app.**

# Complete **management** of inbound and outbound workflows.



## Inbound: Purchase Orders & Transfers

- Standard purchase orders for both cannabis and non-cannabis
- State system integration will automatically sync packages received in a manifest
- Capture landed costs
- Associate testing and harvest data to inbound inventory
- Supports consignment payments



## Outbound: Sales Orders & Shipments

- Robust sales order management
- Draft sales order for quotes before assigning packages
- Breakdown and allocated packages during order process
- Custom manifest
- Status levels for both orders and shipments for reporting

# Ensure **safety and quality.**



## Recall & Ancestry Tracking Reports

- Scan or type in package tag number
- Ancestry to see history of cannabis materials
- Decedents to see all finished goods made from a harvest
- Easily track all source materials during recall

# Enhanced reporting & **accurate auditting.**



## Inventory Control Reports

- Complements the Dashboard reporting capabilities
- Inventory auditing
- Inventory ledger
- Purchasing
- Point of Sale

# Cultivation tools to help grow operations.

Flourish's cultivation management technology offers a centralized hub for plant lifecycle tracking and efficient information management, along with data models for insightful reporting and analysis, allowing you to make informed decisions, forecast harvest projections, and boost profitability.
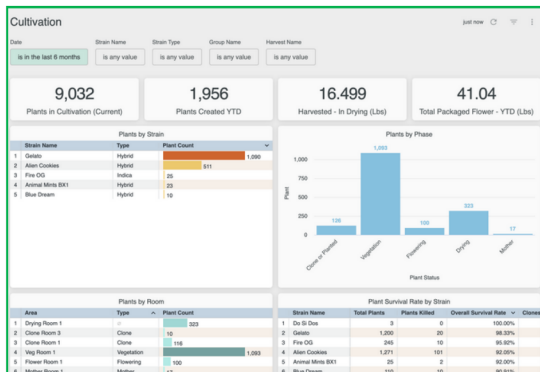


## Cultivation Dashboards and Analytics

- Dashboard specific to the cultivation business
- Plants by location
- Weight by strains
- Revenue generated from a harvest
- Success rate by strain by phase
- Global search to easily find groups, strains, plant ID
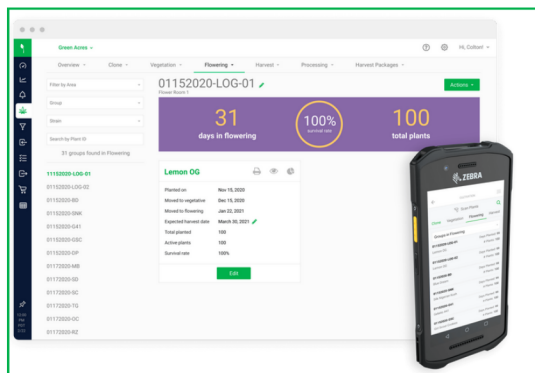


## Cultivation Management

- Complete plant lifecycle management
- View and filter by Group
- Movement by room type and phase
- Success rate by strain by phase
- Compliance syncing
- Mobile app for scanning barcode/RFID tags and locate or move plants, bulk kill clones and more
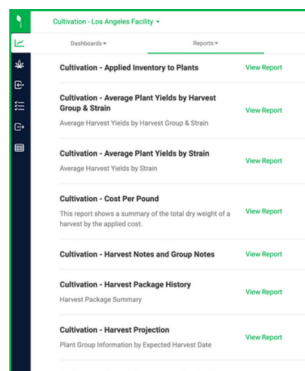


## Detailed Operations Reports

- Applied Inventory to Plants
- Cost Per Pound
- Harvest Projections
- Harvest Yields to Price
- Waste and Kill Logs

# Streamline manufacturing procedures.

Our cannabis manufacturing software ensures consistency and cost visibility. It captures compliance data, documents machines, and determines true costs for each product. Optimize your processes, increase productivity, and reduce costs with our comprehensive suite of features specific to cannabis extraction.
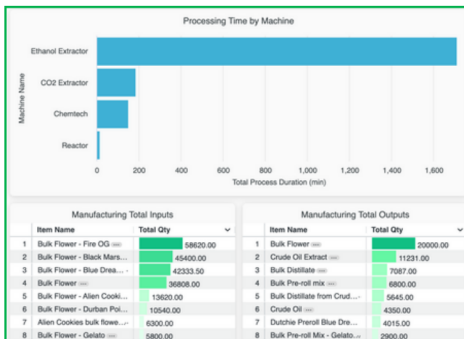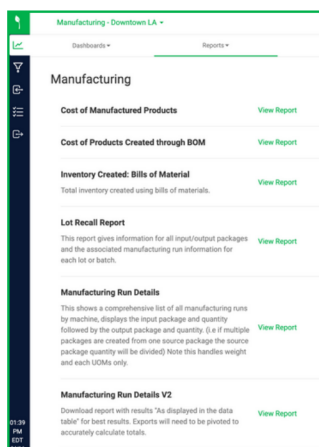


## Manufacturing Execution

- Set up and execute process runs, assemblies, and recipes
- Track components, non-cannabis goods, and costs at each step of your manufacturing process
- Lot tracking and additional features aligned with FDA and GMP guidance
- Capture key data points for compliance and analytics
- Understand WIP, re-order points, and production capacity
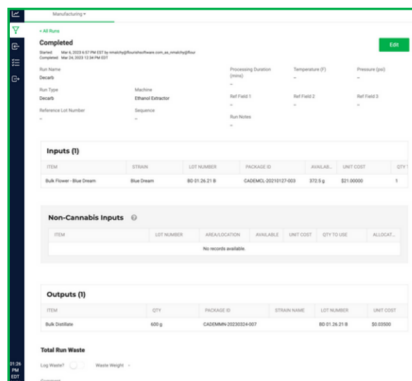


## Bill of Materials

- Assigns new package tag automatically
- Reports batch # to state tracking if there is a transformation
- Multiple BOM options for single Item Master
- Document what machines and extraction methods you use; Capture the time, temperature, and pressure for each run



## Detailed Operations Reports

- Costs of Manufactured Products
- Inventory Created: Bills of Materials
- Lot Recall Report
- Manufacturing Run Details
- Runs in Progress

# Warehousing and distribution management that delivers results.

We've developed a comprehensive inventory, compliance, and supply chain management software specifically tailored to meet the needs of cannabis distributors. Take control of your warehousing and distribution processes to deliver exceptional results.

## Maintain an Outstanding Perfect Order Index

- Manage all sales orders and transfers efficiently
- Gain complete visibility and control
- Track sales reps
- Enable order approvals
- Add custom notes
- Streamline multiple fulfillment workflows
- Achieve and maintain an outstanding perfect order index by fulfilling orders with precision, timeliness, and consistent quality
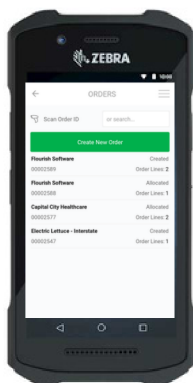
## Mobile App & Scanning Capabilities

- Android-based mobile app for easy inventory and barcode scanning
- Pair the mobile app with our approved Zebra hardware for accurate label creation and printing
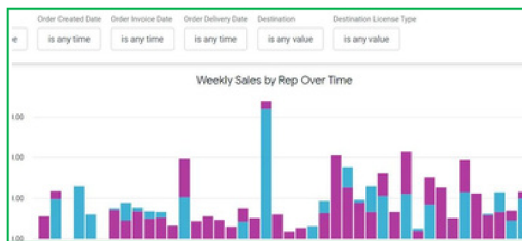
## Comprehensive Reporting and Analytics

- Real-time visibility with our seed to sale distributor ERP
- Seamless integration with industry-leading platforms
- Ensure data alignment across your entire supply chain
- Automated reports on weekly and monthly sales, and order fulfillment rates
- Intuitive dashboards for instant insights
- Easily export data to Excel for offline analysis

# POS for Medical and Adult Use dispensaries.

For retailers and dispensaries, Flourish offers a comprehensive POS system and retailer inventory management platform that is built for multi-site and multi-state retailers. The system includes a dedicated Point of Sale app backed up with full API coverage to enable best-in-class integrations with a range of providers.

## What does that include?

- Built for the multi-site and multi-state retailer
- Core platform for back-of-house management
- Simple but powerful POS, including an AI recommendation engine
- Full API coverage to facilitate rapid innovation and integrations
- Best in class integrations with: Alpine IQ, Jane, POSaBIT Debit, Aeropay, CanPay and many more
- Target customers are vertically integrated and enterprise-minded retailers

## Flourish POS
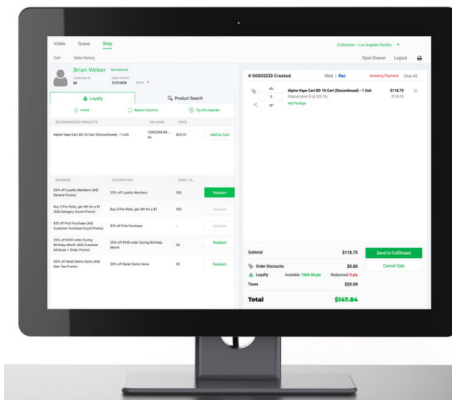


### Multiple Workflows Supported

- Dedicated POS App
- In Store Shopping
- Buy Online, Pick Up in Store
- Buy Online, Delivery
- Sell at counter
- Back-of-house packing workflows
- Mobile Delivery



### Advanced Retail Integrations

- Best-in-market AlpineIQ integration: Drive larger basket size & visit frequency
- Discount alignment across e-com, loyalty, and in-store
- Compliant and proven payment solutions
- Build your own e-com or deploy turnkey with Jane

# Retail Operations Management

Behind the scenes, Flourish is logging retail sales data and helping store managers efficiently monitor inventory levels, control discount codes, manage orders, and intake new products. With a unified operating system for your business you can guarantee product consistency, which is of paramount importance for multi-location stores.



## Core Back of House Features

- Inventory management
- Order management
- Customer management
- Discount engine
- Integrations
- Detailed Operations Reports



## Delivery & Retail CRM

- Used by call center or to check users into a store
- CRM for customers
- Quickly search and see customer purchase history
- Add new customers by scanning IDs



## Retail Summary View
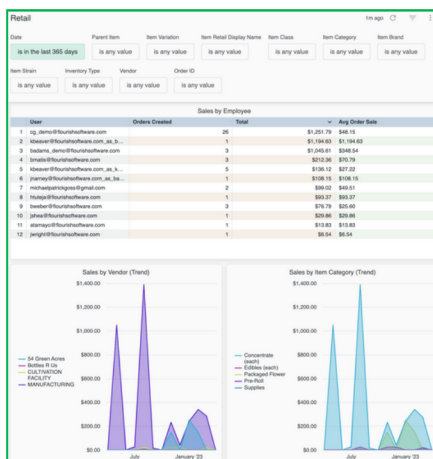
- Manage orders across multiple stores
- Drill down to the retail store for retail management
- Supports buy online pick up in store, delivery, back order, and other workflows

# Flourish Case Study: Distribution

## PHARMER'S MARKET

Pharmer's Market is a multi-warehouse operation in Oregon that distributes cannabis-infused specialty, wellness, and ancillary products to retailers throughout the entire state.

| THE CHALLENGE | THE SOLUTION | THE RESULTS |
|---|---|---|
| Pharmer's Market was struggling to implement Viridian Sciences' SAP-based ERP. They spent nearly a year struggling with laborious manual data entry and oversold orders. They needed an inventory and fulfillment solution that makes it easy to streamline workflows, manage thousands of SKUs across multiple brands, and fulfill orders accurately. | Pharmer's Market implemented Flourish Software to standardize their inventory intake and operational warehouse processes. Flourish offered a seamless integration to LeafLink, routing multiple brand page orders across two warehouses, and to QuickBooks to support invoicing. | Pharmer's Market documented 30+ hours per week in labor cost savings, has increased brand accounts by 70%, and has zero oversold orders, enabling them to dominate Oregon's cannabis distribution market. We are setting the standard for what a 3rd Party Logistics provider looks like in this industry. |

> *"The ability to bypass METRC tasks by using Flourish's bulk actions and tagging makes our warehouse staff very happy. Being able to keep our entire distribution inventory live and in sync with our advanced multi-warehouse, multi-LeafLink integration on one page instead of working in multiple tabs is amazing. The reporting function is something we can no longer do without. Each of our operators gets a daily inventory report at 6 am which has been such a helpful task to automate. Flourish is one of the most robust and useful tools in our arsenal."*

## #BrandsGrowOnFlourish

WONDERBRETT · BAKED R BROS · TIERRA GROW · CLOUD CANNABIS CO. · LEVEL · HOLISTIC WELLNESS EST. 2015 · CBD American Shaman

# Flourish Case Study: MSO Deployment

## PARALLEL / SURTERRA

Parallel is a leading multi-state operator, with a presence in Florida, Massachusetts, Pennsylvania, and Texas, operating under the Surterra, Goodblends, and NETA brands. They are vertically integrated, with cultivation, high-volume extraction and manufacturing plants, as well as both storefront and delivery retail operations.

| THE CHALLENGE | THE SOLUTION | THE RESULTS |
|---|---|---|
| In 2017, Parallel needed a vertically integrated supply chain management system to service the enterprise and help them scale operations quickly to dominate the Florida market and expand to multiple states. | Parallel implemented Flourish Software to drive daily supply chain decisions, maintain a system of record for inventory and compliance, and enable all sales and fulfillment. | Parallel raised over $400MM to grow alongside the partnership with Flourish, and now processes over $100MM in annual sales flowing through their platform across 45+ stores and 4 states. |

> *"Flourish has been an invaluable partner in our success by creating a seed to sale system that is both comprehensive and also flexible enough to meet the varied and ever changing regulations and requirements of the Cannabis Industry across multiple States."*

## #BrandsGrowOnFlourish

BRIDGE CITY COLLECTIVE   TOKYO STARFISH   DRAGONFLY   CLOVR   SUNSET CONNECT · GROWN & RAISED IN THE CITY ·   FTH FROM THE HILLS

# Flourish Case Study: Vertically Integrated

## RDC COLLECTIVE / SOCAL THE SYNDICATE

RDC Collective / SoCal The Syndicate is a collective based out of Los Angeles. RDC is a vertically integrated operation with one manufacturing license and two distribution licenses that replenish inventory to its 15 retail stores. Prior to using Flourish, RDC was using Distru to manage its distribution operations and had yet to expand past their first few stores.

| THE CHALLENGE | THE SOLUTION | THE RESULTS |
|---|---|---|
| RDC's retail stores faced sales losses due to manual inventory management, leading to customer dissatisfaction. They spent excessive time duplicating data, printing labels, and creating reports, resulting in high overhead costs while managing $4 million in monthly sales. Before Flourish, sales order fulfillment relied on inefficient handwritten notes exchanged between reps and fulfillment staff, increasing the risk of errors. To improve operations, RDC aimed to centralize inventory management at their distribution center to prevent further sales losses and facilitate expansion. | METRC integration to reduce double data entry and improve order accuracy.<br><br>Reporting to save time and offer accurate live inventory data.<br><br>The Flourish mobile app to streamline communication between sales reps and the fulfillment team, enabling order creation and tag scanning directly from mobile devices, ensuring team synchronization and Metrc updates. | A streamlined supply chain solution paired with Flourish's professional services gave RDC the tools necessary to establish their distribution center as the main control for inventory and open additional retail stores within Southern California.<br><br>• 100% order accuracy for retail stores<br>• 30% admin time saved for managing employees<br>• Better customer experience<br>• 40% faster fulfillment time for bulk inventory. The mobile app saves time and mitigates error. |

> "We brought in Flourish to replace our previous inventory management system. The implementation project was organized and well communicated, and we worked closely with the Flourish team to go live with the Metrc integration. Their ability to provide some additional solutions architecture consulting during and after the project plan was a key in making this a success."

## #BrandsGrowOnFlourish

# Social Media, Blog, and Flourish Hub
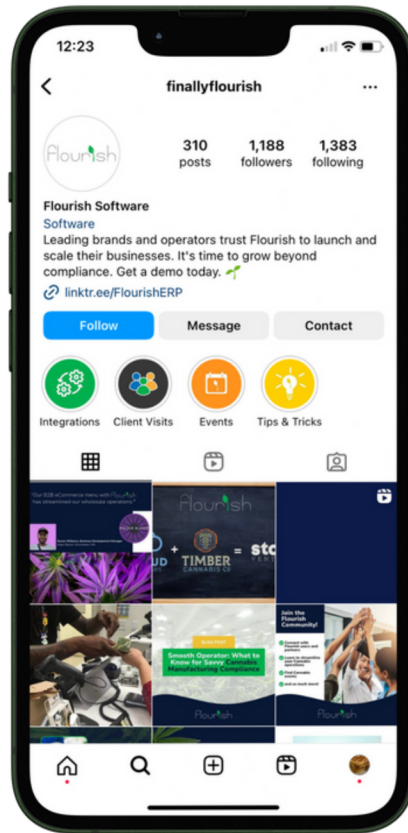


in company/flourishsoftware

Instagram @finallyflourish

Twitter @finallyflourish

Facebook @finallyflourish

YouTube Flourish Software YouTube Channel
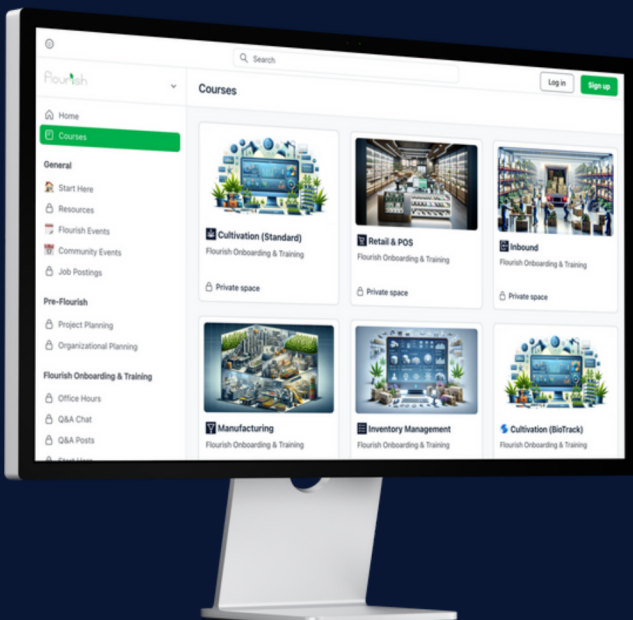
BLOG Flourish Blog

Flourish Hub

# HASHTAGS
#TimeToFlourish
#BrandsGrowOnFlourish
#FlourishInCannabis

## Flourish Hub



We built the Flourish Hub to give our partners, our Flourish customers, and other cannabis operators nationwide a hub to collaborate and get the resources they need to build a Flourishing cannabis business.

➤ Connect with Flourish users and partners

➤ Learn to streamline your cannabis operations

➤ Find events and networking opportunities

➤ And more!

*Create your profile and join the conversation at:*
https://hub.flourishsoftware.com/c/start-here/