

CASE STUDY | HIGHTECH LABS LLC

The Cannabis Industry is Evolving Quickly

And Wherefour customizes and adapts according to your needs.



HIGHTECHLABS

CHALLENGE MEETS OPPORTUNITY

When Laboratory Process Scientist, Michael Kearney, joined the team at Hightech Labs LLC, he knew that administrative improvements were needed. Like so many small operations, all their production and sales records were being done by hand. They were ripe for improvement and poised for growth.

That's when one of their packaging vendors suggested, "How about Wherefour?" Kearney jumped at the chance to implement changes and he never looked back.

INTEGRATION MADE EASY

Hightech Labs LLC experienced immediate improvements in efficiency with Wherefour's cloud-based ERP platform. "We started by integrating our sales data with Quickbooks. Being able to connect our day-to-day tasks directly to accounting made a huge difference," said Kearney. He explains that while the sales department's needs initiated the move to Wherefour, all other departments saw improvements too. "Being able to track all of our materials — what I refer to as our 'islands of inventory' — in a cloud-based platform, gives us a huge organizational advantage. We have raw flower materials, edible ingredients, four main extraction substances, and countless packaging materials under one roof. Being able to manage our formulas with easy assemblies, bill of materials (BOMs), and pick lists makes all aspects of our business work together seamlessly."

“ We’ve experienced growth that wouldn’t have been possible without Wherefour. It has enabled our success in the seed-to-sale markets of both medical and adult use cannabis. ”

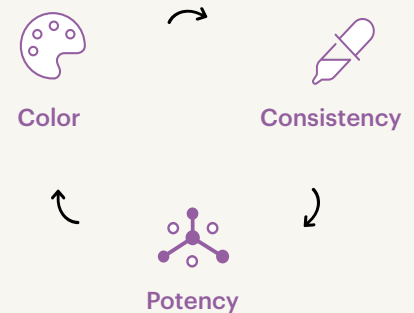


Laboratory Process Scientist
Michael Kearney

HIGHTECH LABS

UNIQUE NEEDS OF THE CANNABIS INDUSTRY

The cannabis industry has unique needs in comparison to other industries. Unlike food production where yields are relatively predictable, cannabis extraction yields a variety of results. Whereas five cups of peanuts predictably yields two cups of peanut butter, cannabis extraction constantly fluctuates. “Each production run is strain-dependent,” Kearney explains. “Color, consistency, and potency are different every time. Wherefour allows us to easily manage that data in real time.”



CHANGING REGULATIONS REQUIRE DATA SECURITY

The cannabis industry is changing faster than most other industries in today’s economic market. New regulations are being debated and legislated all the time, and it’s a huge advantage to have an ERP partner who responds to clients’ changing needs just as quickly. Until federal regulation is mandated, individual state regulations dictate how companies can operate. Certification and compliance are evolving just as fast, and it pays to have data security. “Wherefour provides traceable data storage. Our old methods of using spreadsheets left a lot to be desired. Data loss is no longer a fear with Wherefour,” says Kearney.

When Hightech Labs partnered with Wherefour, they immediately started their own product development efforts. Wherefour’s ease of use freed up enough time to make this possible and profitable. “The ‘before’ and ‘after’ in using Wherefour are like apples and oranges,” says Kearney. “We’ve experienced growth that wouldn’t have been possible without Wherefour. It has enabled our success in the seed-to-sale markets of both medical and adult use cannabis.”

