WEBINAR

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

Certified

B

Corporation

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

Todd Bowlsby

Senior Manager
Solution Architect
Armanino

Parnia Pandkhou

Director
Cannabis Industry Expert
Armanino

Brianna Johnston

Manager
FP&A Expert
Armanino

ARMANINO

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.
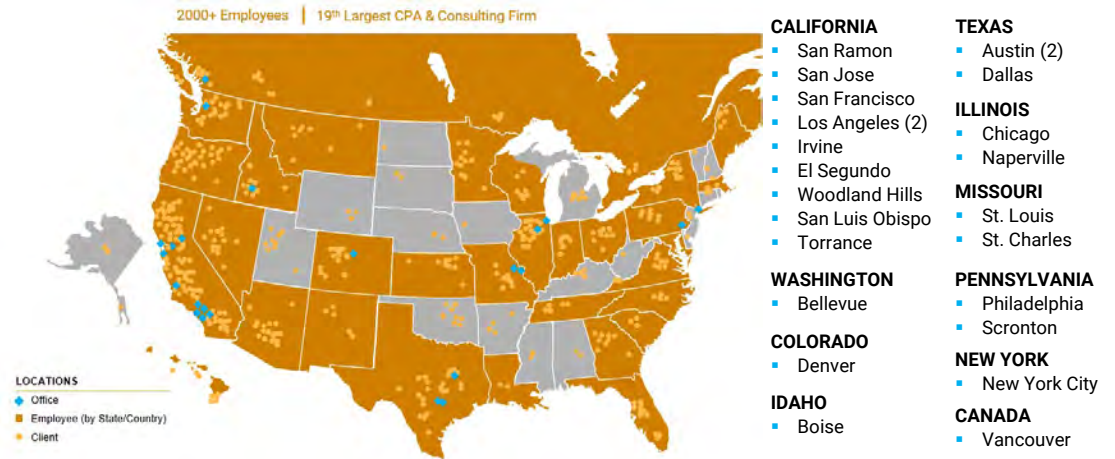
Purpose

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

2000+ Employees | 19th Largest CPA & Consulting Firm

LOCATIONS
◆ Office
■ Employee (by State/Country)
● Client

CALIFORNIA
- San Ramon
- San Jose
- San Francisco
- Los Angeles (2)
- Irvine
- El Segundo
- Woodland Hills
- San Luis Obispo
- Torrance

WASHINGTON
- Bellevue

COLORADO
- Denver

IDAHO
- Boise

TEXAS
- Austin (2)
- Dallas

ILLINOIS
- Chicago
- Naperville

MISSOURI
- St. Louis
- St. Charles

PENNSYLVANIA
- Philadelphia
- Scranton

NEW YORK
- New York City

CANADA
- Vancouver

AFFILIATE COMPANY

AMF MEDIA GROUP

RECOGNITION & AWARDS

INSIDE PUBLIC ACCOUNTING TOP 100 FIRMS 2022

INSIDE PUBLIC ACCOUNTING FASTEST-GROWING FIRMS 2021

INSIDE PUBLIC ACCOUNTING BEST OF THE BEST FIRMS 2022

2017-2021 BEST of Accounting CLIENT SATISFACTION DIAMOND AWARD 5

Certified B Corporation

BAY AREA GREEN BUSINESS

Vault TOP RANKED

accountingTODAY 2022 VAR 100

CANNABIS

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
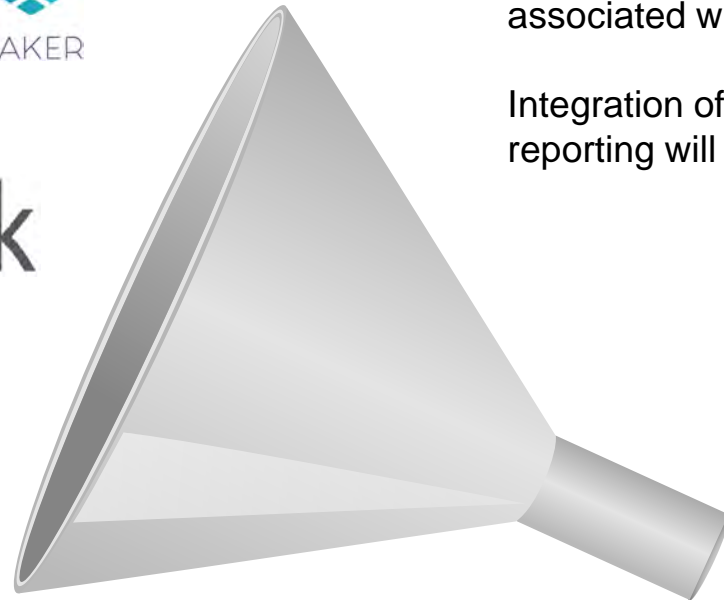
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Planning (FP&A) Challenges

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
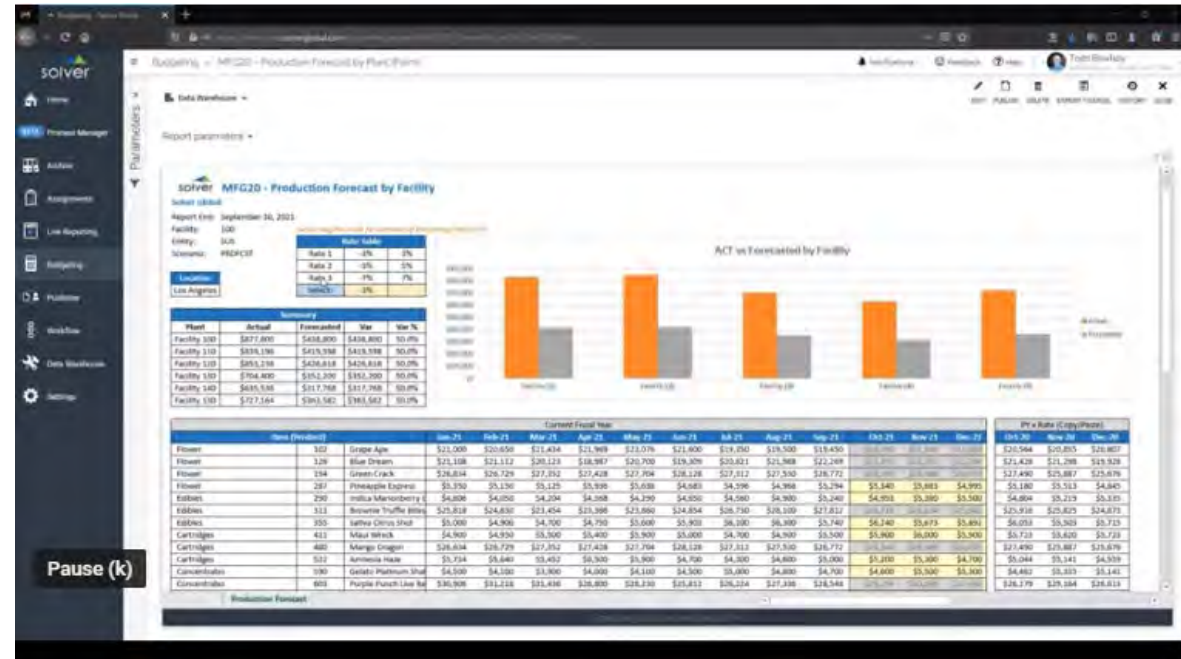
Q & A

Thank you for attending!

Additional Questions?

Reach out to us at:

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