



Compliant Seed-to-Sale ERP Software for Cannabis, Hemp, and CBD Businesses

Acumatica's modern cloud platform supports leading North American cannabis, hemp, and CBD product cultivators, processors, manufacturers, distributors, and dispensaries with extensive financials, comprehensive reporting, inventory, order management, and manufacturing. Acumatica's Cannabis solutions are developed and supported by industry-leading cannabis software publishers, MaxQ Cannabis and Quantum Leaf.

Key business benefits

- Complete seed-to-sale management with accounting, sales, manufacturing, inventory, CRM, and more.
- Track nearly unlimited data points for sales, purchasing, and production processes.
- Get real-time end-to-end visibility to plan customer demand and accurate labor and materials.
- Secure and 100% compliant – automatically generate required compliance transactions.
- Cannabis-specific features provided by MaxQ Cannabis and Quantum Leaf.

Related resources

- Simplify Quality and Compliance with Acumatica > [LEARN MORE](#)
- Batch Process Manufacturing Industry Brief > [LEARN MORE](#)

Business Management for the Cannabis Industry that Goes Beyond Compliance

The Acumatica Cloud ERP platform allows cannabis leaders to meet the strict requirements of the industry with a modern, flexible, and extensible ERP platform.

Optimize Compliance and Production Workflow

- Reduce Compliance Headaches. Track certificate of analysis (CoA) content for cannabinoid profiles, as well as virtually unlimited data points, throughout your production process.
- Optimize Packaging and Manufacturing. Plan production runs to meet customer demands and understand true labor and material costs.
- Automatically Generate Required Compliance Transactions. Integrate with state compliance track-and-trace systems to avoid manual data entry errors.

Fulfill Accelerated Market Demands

- Streamline Order Tracking and Fulfillment. Integrated barcode scanning and lot and serial tracking ensure customers get the correct product—on time.
- Stay Ahead of Demand. Monitor inventory of ingredients and components (not just cannabinoid content) to avoid packaging and raw material shortages.
- Foster Relationships. Acumatica's integrated customer relationship management provides a 360-degree view of customers from marketing, sales, delivery, and post-sale support.

Modernize Business Applications

- Reduce IT Costs. Lower costs with cloud computing and unlimited users.
- Always Be in Control. Access Acumatica securely from any device, any time.

"We are able to upload all our COAs (certificates of analysis), our microbial tests, and quality tests, and if we're audited and someone wants to know what happened in April, we're able to pull a PDF. The quality department always tells me how much easier it is now."

– Dustin Dickerson, ERP Analyst, cbdMD

> CUSTOMER STORIES

Platform and Tools

The versatile Acumatica architectural framework can be easily customized to how you do business using standard web technologies with built-in automation, tailored workflows, and low-code and no-code personalization. Therefore, business logic can be created or modified using platform tools. Add as many users as you need with no additional license fees with mobility that provides anytime, anywhere access on any device. Acumatica is built on the world's best cloud and mobile technology and provides the tools to re-imagine business applications for an interconnected world.

Financial Management

Powerful financial applications are simple enough for small companies and scalable for complex organizations, including multi-state operators (MSO), Acumatica's Financial Management delivers standard financial processes (GL/AP/AR) and reports used by national and international organizations. The unified suite also features an extensive range of financial and business management capabilities, including multi-entity and intercompany accounting, payments, fixed assets, recurring and deferred revenue, advanced expense management, bank feeds, payroll management, global financials, cash management, advanced financial consolidation, and multicurrency.

Inventory and Order Management

Determine profitability by warehouse, product line, location, or business unit, while reducing costs across your entire supply chain. Acumatica includes Sales Orders, Advanced Inventory, Requisition Management, and Purchase Orders. In addition, it is fully integrated with Warehouse Management (WMS), Distribution Requirements Planning (DRP), CRM, and Project Management for visibility across your entire organization. Last mile features include flexible pricing, unit of measure conversions, seed-to-sale traceability, barcode printing, item suggestions, stock reservations, connected label design software, expiration dates, and more.

Retail Sales

Acumatica's open platform and strategic relationships with MaxQ and Quantum Leaf provide many options for cannabis-specific retail point-of-sale platforms.

Customer Management

CRM Management dashboards and reports provide real-time data on quotes, orders, invoices, payments, and support cases or service calls. Embedded sales automation enhances information flow, reduces sales cycles, increases close rates, and improves sales efficiency. Integrated marketing connects with financials and content management to improve collaboration between sales, marketing, and support teams and ensure maximum ROI for marketing spends. A self-service Customer Portal lets you give customers access to the data they need.

Manufacturing Management

Implement multi-step manufacturing and varied production methodologies, including make-to-stock, make-to-order, batch process, and repetitive manufacturing with flexible Bill of Materials and Routings, Production Management, and Material Requirements Planning (MRP). Optional applications include Advanced Planning and Scheduling, Engineering Change Control, Manufacturing Data Collection, and more. Analyze production costs, track quality during manufacturing, manage by-products such as trim and useful waste, and track costs of goods sold (COGS) for federal and state-level reporting, necessary for Federal Tax Code 280E.

Cannabis Business Management

Track and trace regulated materials from raw material sources through production processes, such as extraction, distillation, edibles, packaging, and delivery. Full management of your entire cultivation lifecycle. Make better decisions by using extensive analytics to see a complete view of your entire operation. Improve your labor efficiency and reduce costs. Automatically generate transactions for BioTrack, METRC, Health Canada, and other compliance systems.

Optional Quality Control

Ensure product quality with the optional Quality Management Suite (QMS) for Acumatica. Define and perform quality tests during inventory receipt, shipping, kitting, production, or returns with certificates of analysis (COA), non-conformance (NC) tracking, and corrective and preventative action (CAPA) plans.



MaxQ Technologies, Inc. is a leading value-added reseller and independent software vendor providing business solutions for the cannabis industry. A recognized leader for 35 years, MaxQ is committed to helping cannabis companies organize, update, optimize, and grow their business using cloud technology with the right software. The commitment to innovation, industry expertise, and exceptional service is just one reason why so many cannabis companies rely on MaxQ Cannabis.

Quantumleaf

Quantum Leaf is an intuitive, easy-to-use Enterprise Resource Planning platform (ERP) designed from the ground-up to enable cannabis business leaders to easily navigate the industry's dizzying layers of regulations while also giving them accurate, clear, real-time insights into all aspects of their operation. Quantum Leaf eliminates the need for spreadsheets and multiple software systems. Company leaders can manage their entire operation, whether cultivators, processors, manufacturers, or distributors, from one intuitive and fully integrated ERP platform.

ABOUT ACUMATICA

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on [LinkedIn](#).