Welcome to Metrc
Agenda

• Introduction
• Who is Franwell
• What is Metrc
• How does Metrc work
• Security and information
• Why RFID
  • How does it work
• Integration with other software
• Training and support

www.metrc.com/massachusetts
Who is Franwell

- 25+ years of business experience in (high flow & volume) supply chain processes & tracking
- 30+ years of experience in computer technologies
- 15+ years focused on auto identification technology (Bar-coding, RFID, etc.)
- In-house
  - Low and high level software design & engineering
  - Digital/hardware design & engineering
  - Solution architecting
  - Help & Support
  - Franwell is the parent company of Metrc
Metrc Focus

- Over 50,000 Industry users enrolled
- Over 250 State users
- Over 68,000 patients
- Over 5,200 licensees registered
- Over 12,000,000 plants commissioned
- Over 9,000,000 packages tracked
- Over 1,500,000 travel manifests processed
- Over 4,500,000,000 dollars transacted

Up-Time better than 99.9%
What is Metric?
Scope

- Metrc™ is a compliance management solution used by regulatory bodies for the oversight of the marijuana industry.

- Metrc is a cloud hosted on-line software reporting system used by licensed marijuana businesses to manage and report supply chain activities as required by state rules.
Different System / Different Applications

**Regulatory Tracking** – Compliance with rules, regulations and statutes. Used to monitor and track compliance and product for public safety.

**Materials Resource Planning** – Business Management Software used for production planning, scheduling, and inventory control.

**Enterprise resource planning** - Business Management software used for the integrated management of core business processes, Production, Inventory, Shipping, Finance.
What Makes up Metrc

The system consists of:
- A web application
- Web services
- A mobile application for site inspection
- A mobile application for industry use
How Metrc is Built

- Private dedicated hardware
- Secure on-line access
- Real-time with data backup and failover

Massachusetts Marijuana Industry
How Does Metric Work
How Metrc is Organized

Regulating
- Licensing (licensing, zoning)
- Inspecting (inspection)
- Auditing (audit)
- Enforcing (enforcement)
- Analyzing (analysis)
- Collecting (collection)

Cultivating
- Vegetation
- Propagation
- Plants
- Packages

Selling
- Patient Purchase
- Packages

Testing
- Labpack
- Testing

Infusing
- Health

Government Agencies

Industry
• After you have received your license
• First time credentialing
"Welcome to metrc" email,
• Follow these steps to complete your login credentials:
• Click on the first link. You will be directed to the website.
• Setup a user Profile
Setup Business Profile

1. Receive Metrc Administrator credentials
2. Add facilities
3. For each facility add:
   A. Employees
   B. Strains
   C. Items
   D. Locations

Permissions for each type of facility

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<th>Craft Marijuana Cooperative</th>
<th>Marijuana Microbusiness</th>
<th>Marijuana Transporter</th>
<th>Marijuana Retailer</th>
<th>Marijuana Research Facility</th>
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## Setup Product Profile

### Categories
- Buds
- Concentrate
- Concentrate (Each)
- Immature Plants
- Infused-Edible
- Infused Non-edible
- Kief
- Shake/Trim
- Shake Trim by Strain
- Seeds
- Waste

### Items
- Item names are used to identify what type of item is packed into a package.
- Category
- Type of product
- Quantity
- Unit of measure
- Used for traceability and recalls if necessary.
Tags and Tracking
Tagged Inventory in Metrc

• There are two types of tagged inventory in Metrc: **Plants and Packages**.

• **Plants** are immature, vegetative, or flowering. All plants must enter the system through immature plant batches. However, immature plants will be entered as un-tagged Planting Groups in Metrc.

• **Packages** are created from immature plants, harvest batches or other packages.
Chain of Custody

- Immature Plant
- Vegging Plant
- Flowering Plant
- Harvest Batch
- Receive
- Transfer
- Package

The Harvest Batch ID connects the package to the plant.

Same Plant ID #

Same Package ID #
Package

- Peal and stick – adhesive backing.
- Package tag is used for transferring packages and tracking of finished product for each licensee in the chain of custody.
- The package tag is perforated with the “Package ID #” printed on the upper and lower sections. (example: can be used for jar labeling in order to identify associated package).
Tag Attached to Larger Plant
Attachment to Small Plant

Point of strap used for inserting into small plant container

Strap inserted into growth media
Plant Tag Strap User Instructions

Multi-Use straps

When assembling the tag to a strap, move the tag up until the notch catches the label through the hole, so that the label will not slide down.

When hanging the tag, release one end of the label, then tie the strap around the plant.
Metric Plants
Plant Tracking

- Each phase of plant life captured
- Each plant location captured
- Ability to Destroy Plants
- Complete event history
- Each plant uniquely serialized
Harvest Steps

• **Harvest** – Create harvest with associated plants

• **Weigh** – the plant in its entirety after being cut from root ball (stem, stalk, bud/flower, fan leaves, trim leaves, etc.)

• **Waste** – can be multiple entries but must be reported the day it is created

• **Package** – pack and tag product (buds, or shake/trim)

• **Transfer** – must create transfer manifest to move product to Testing Lab, Processors, Wholesalers etc.

• **Finish** – when Harvest Batch is completely gone
Harvest Tracking

- Each harvest captured
- Harvest details captured
- All associated plant data captured
Packages
Packages - Definition

• Any amount of marijuana or infused product that may be sold, processed or transferred and must be placed into one or more containers, each having a unique tag created in Metrc.

• Any product intended for transfer must have a package tag.

• Metrc allows you to repack any package into a new package.
Package Tracking

Each package uniquely serialized
Complete package status & history
All associated plant data captured
Product Manufacturers
Packages & Intermediate Processes

• For in-coming packages used in an intermediate process such as making concentrate.
  • Pull from existing packages and create a new package for the concentrate.
  • The new packaged concentrate may then be partially used in an infused product such as an Infused Edible or Infused Non-Edible or another Concentrate.
Edible/Non-Edible Process

Production Batch

Trim

Trim

Trim

Trim

OIL

PB 1

PB 2

PB 3

PB 4

Manifest

6/28/2018
Transfers
Transfers

• A transfer must be created anytime a package moves from one physical location or licensed facility to another.

• A transfer can be rejected by package or completely.

• A rejected package will require the originating Licensee receive the package back into their custody.
Transfer Tracking

Transfer manifest created, moved and monitored by the system

Detailed transfer manifest and history captured
Lab Test Results

Lab test results by batch, controlled by a testing facility

Test Result Tracking

Customizable test results with notes
Sales

- Recording of Sales in Metrc is for “reporting last event in chain of custody”
  - Quantity
  - Unit of Measure
  - Total dollars of the sale
- There is sales data import functionality currently with Point of Sale (POS) companies
  - POS companies will provide more details.
  - Comma Separated Value (CSV) File upload
Sales Reporting

Sales Receipts

Record Receipts

Sales Receipt # 1

Sale Date/Time: 10/30/2017, today
02:46 PM

Customer: Consumer

Package # 1: ABCDEF012345670000025183
Quantity: ex. 100.23

Available: 6.9251 oz
Total Price: $ ex. 100.23

Record Sales Receipts
Cancel
Reports

Sales
Cultivation
Transfer
Package
Reports configured with trend Analysis
Exportable to MS Word, MS Excel and PDF formats
RFID, What & Why
Speed / Accuracy / Precision
What is RFID?

- **Radio Frequency Identification**
  - A technology that identifies objects using low-power radio frequency technology.

- **RFID Solutions consist of three components:**
  - Hardware (Reader and Antenna)
  - RFID Tag
  - Software

The graphic seems odd to me. Maybe better to explain how ID code contains different sections and how to understand them (without a tag reader).
How Passive RFID Works

Host Computer

Reader

Antenna

“164B28F34”
Why RFID

- Read Range – 10+ Feet
- Line of sight is not required
- Speed 8 to 10 times faster than bar-code
  - Improved Accuracy
  - Faster compliance
  - Search and find feature
Integration
Use Caution and Seek Clarity

- Metrc does not outsource, partner or validate 3rd party companies
- Not all aspects of Metrc are available in the API
- Remember the state does not look at other systems only the system the state procured
Application Programming Interface

- The API supports data transfer FROM vendor applications to METRC
- The API supports data transfer TO vendor applications from METRC
- The API supports data transfer FROM agency applications to METRC
- The API supports data transfer TO agency applications from METRC

*Third party vendors validation process currently in process*
Support Resources

Support Tab

• Metrc Manual/User Guide
• Quick Reference guide
• Training

• Interactive Support
• E-mail
  • Support@metrc.com
  • Metrc support line - 877-566-6506
Contact Information

Support Desk
877-556-6506
Support@metrc.com

www.metrc.com/massachusetts