



Automate your Harvest Data Collection by Utilizing the OG Scale System with METRC Issued Tags

EXECUTIVE SUMMARY

States require growers to accurately report and track each plant's weight, movement, and ultimately its sale. This "seed to sale" requirement results in hundreds of transactions being recorded as part of the life cycle of a cannabis plant. This data is required to be uploaded into the state compliance system's run by METRC on a near real-time basis. To successfully accomplish this requirement data first needs to be accurately captured. This can be accomplished manually, by "pen and paper", or it can be enabled through system automation.

Because of this need for automation, Outlaw Technology has created data collection solutions designed by licensees for licensees. Our goal is to utilize the METRC RFID Plant and Package tags to save licensees time and money through reduced labor used in data collection and compliance updates.

The process starts with the assignment of a METRC RFID Plant tag. Once assigned it is this unique ID that is used to track the plant production, movement and ultimately its harvest. Today many growers are manually writing ID numbers and then hiring personnel to hand-type weights / ID's in to the cloud-based METRC system. This process takes hours and is easily prone to human error.

For this reason Outlaw has created the OG Scale system to automate METRC required data capture at harvest. The OG system is designed to operate in CO, NV, CA, MI, MA, MD and any other METRC certified states. The system reads in milliseconds the RFID plant tag, which links the plant weight capture directly from the licensees scale. Once captured it is updated into the Outlaw web-based console. Here data can be reviewed, edited and directly uploaded to METRC in seconds or into existing software systems utilized by the licensee. This process has proven return on investment (ROI) in real world cannabis cultivators.

- **Ensure Accurate Harvest Update into METRC-** NO Manual Entry Errors
- **Eliminates Hours off of your Harvest-** Proven to save 30 seconds per plant
- **Minimizes Out of Compliance Fines/Risk-** Updates on Time and Accurately

State of the Industry

The harvesting process in general, across most licensees, involves manually capturing the METRC plant ID, followed by weighing the plant and writing down the captured weight. Upon finishing the harvest, or sometimes during, the licensee accesses the METRC system in order to search each Plant ID to then manually enter each weight captured. A typical 500 plant harvest can take 6 to 8 hours of labor to manually capture all the necessary data, followed by an additional 3 to 5 hours of manual input into the state's METRC system. OG eliminates over 50% of the capture and 100% of the input.

Outlaw Technology was founded by a group of RFID experts in order to unlock the value of utilizing the METRC RFID plant and RFID package tags for data capture. The RFID inlay allows for rapid automation of information, which in turn increases accuracy and efficiency across the entire cannabis supply chain. The current manual process is labor intensive, time consuming, and prone to error due to the number of people required at each step to correctly read, record, and manually enter the data into the state mandated compliance system.

The OG Scale System automates this process. The system is designed to read the unique RF tag ID with direct connection to the licensee's existing scale. Once the ID and weight are captured and sent to Outlaw's cloud-based console the entire harvest can be uploaded directly into METRC or into existing MRP/ERP software that in turn updates METRC as part of the completed harvest. This automation results in an accurate and efficient harvest with no manual data collection.



OUTLAW TECHNOLOGY



The System

The OG Scale System is designed for both plant harvest and the creation of package tag association, where weight capture is of critical importance for compliance, inventory and retail sales. The system includes a custom touchscreen monitor, an RFID certified reader, and a direct data connection to the licensee's existing scale (OHAUS models pictured).

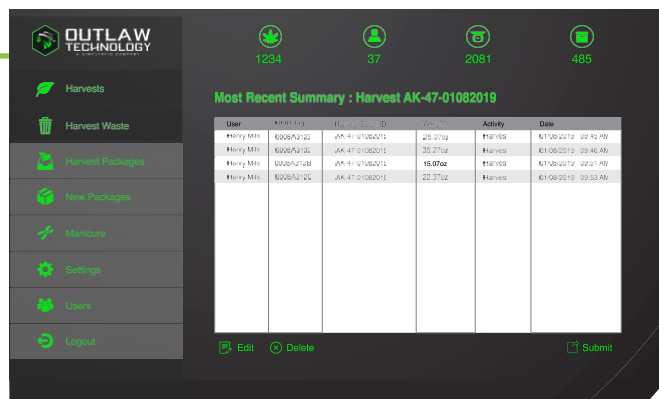
The Outlaw Solution software was created with input from actual licensees and users to manage Harvest, Harvest Waste, Harvest Packages, Packages, and Plant Manicuring to capture the key data points, while maintaining a direct API integration into METRC or into other API supported systems.

The Process

- In OG, the Licensee sets up the harvest name, the room the plant is coming from, and the drying room it is being moved into for cure upon harvest.
- During harvest, the plant RF tag is waved across the reader for instant Plant ID Capture



- The Weight of the plant is automatically captured from your existing scale setup* and linked to the scanned METRC tag ID.
- The User clicks “add plant” and the system is ready for the next plant in the harvest. There is no need to retype the harvest name or room data since this was completed during harvest setup.
- This process is repeated until the harvest is complete. All harvest waste is weighed and captured to net out the total into METRC.
- Upon completion the harvest is closed out and is available within the Outlaw Technology cloud-based console where the licensee can review and ensure all data is correct prior to upload.



User	Activity ID	Harvest ID	Weight	Activity	Date
Henry MHI	8206A2120	AK-47-01082019	25.27oz	Harvest	8/10/2019 02:42 AM
Henry MHI	8206A2120	AK-47-01082019	35.27oz	Harvest	8/10/2019 02:46 AM
Henry MHI	8206A2120	AK-47-01082019	15.07oz	Harvest	8/10/2019 02:51 AM
Henry MHI	8206A2120	AK-47-01082019	22.27oz	Harvest	8/10/2019 03:53 AM

- Once the data has been reviewed and validated as accurate, the "submit" button is clicked and the Harvest data is transmitted into the METRC system through a certified State by State API connection.

In actual deployments, the system has been proven to save over 30 seconds per plant by eliminating the need for manual data capture during harvest. As an example, a 1000-plant harvest results in over 8+ hours of time saved. The time savings is further increased by eliminating the need for manual entry directly into METRC, which can range from 4-6 additional hours per harvest.

"Utilizing the OG Scale system from Outlaw Technology has saved over 30 seconds per plant in harvest, we have eliminated the need for manual data capture."

Jim Elftmann, GM, Green Leaf Medical.

The above numbers have been validated by Green Leaf Medical in Fredrick, MD. Outlaw works directly with industry leaders and Green Leaf was an ideal partner to ensure the system capture and management of the data required during harvest into the state mandate METRC system is both accurate and up to date.

"By automating the data capture, we are now able to review and ensure an accurate harvest prior to METRC upload. What took us hours of manual entry of each plant into the Maryland Seed-to-Sale system is updated in seconds."

Meagan Zaffaroni, Compliance Officer, Green Leaf Medical

The goal was simple, to create systems that automate key processes within cultivation, processing, and dispensary. Each aspect of the cannabis supply chain has differing needs and requirements, but the common connection always comes back to the need to both maintain and update all data within METRC.

By utilizing the OG system for harvest, the data of each plant is now captured digitally and is updated into the Outlaw cloud-based system. This eliminates the need to manually enter and update each plant into METRC. The licensee can recoup value in their own operations by leveraging the required METRC RFID plant and RFID package tags as tools for data collection. As the industry continues to grow, the need to maintain accurate and efficient reporting data will only increase. Outlaw Technology is working directly with the cannabis industry to deliver solutions that enhance data capture, so time can be better used to focus on product quality and yield vs. ongoing compliance.

Additional Outlaw Technology solutions include our Desperado RF/Barcode based hand held for inventory capture and item-level tracking, our METRC tag printer solution to allow for re-printing of licensee data onto a METRC plant or package tag. In addition we are developing our Strongbox-inventory cabinet and our Validation Station for automating the process of shipping and receiving. The validation system is being designed to auto-populate into the Transfer Manifest template, which can then be loaded into METRC to finalize the manifest document issuance.

In the end automation is the key to meeting state-mandated requirements. Minimizing and/or eliminating human input will result in a more accurate compliance that is less labor intensive and more cost-effective. Do more with less.

If you have any custom requirements or seek consultative assistance on how best to deploy a data collection system our team is eager to meet your needs.
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