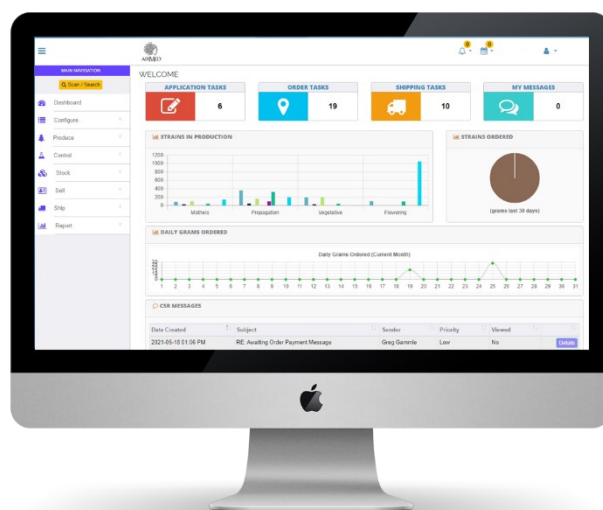


Best Turnkey Cannabis Management System - British Columbia AirMed Canada Systems Inc.

The emerging cannabis industry has gained a lot of attention from people who are visionaries in other sectors. In 2014, a team of technologists began building the AirMed software system which has become a vital part of many companies in this growing sector. In GHP's Commercial Cannabis Awards 2021, the team were recognized for their efforts. We caught up with CEO Justin Hearn to discover how these efforts have secured him and his team such remarkable success.

Since opening their doors in 2014, the team at AirMed Canada Systems have been in incredibly high demand. Their management solution, focused specifically on the challenges of working in the cannabis industry, has garnered a great deal of attention thanks in no small part to its comprehensiveness and its quality. A growing list of cultivators, nurseries, processors, and manufacturers use AirMed to manage their day-to-day operations, but what makes it so appealing?

containing 2300+ unique fields," Justin tells us. "Canada Revenue Agency and other regulators require additional data. To meet these requirements, cannabis producers must report on literally thousands of fields of information with absolute precision. Data entry errors could potentially cause days of work to uncover and account for." As far as the team is aware, AirMed is unique in offering the only software solution that tracks every datapoint required for these reports. The time and manpower saved can potentially add up to hundreds of hours every month.



AirMed's CEO, Justin Hearn, believes that building a culture of quality is an important part of his customers' success. Reflecting that quality in his product has been key to connecting with them. "AirMed was developed to support micro to macro producers and processors and to scale from a thousand square feet to a million square feet and beyond," he explains. "Regular performance testing and tuning ensures our system can handle the needs of even the largest producers." With the ability to meet all Canadian compliance regulations including the Canada Cannabis Act, his product is an essential tool for many operators within the industry.

The challenge for many businesses in the cannabis sector comes from the wealth of paperwork that goes with the industry. "Health Canada requires a monthly report

Of course, no two businesses are the same, especially in the burgeoning cannabis sector, so flexibility is a crucial part of their approach. "Our goal is to help our customers reach their potential by providing the tools they need," Justin says. "The AirMed Ecosystem lets you purchase a turn-key solution for your cannabis business." Hosted in a fully managed, PCI compliant (payment card industry standard) secure Tier 3 data centre in Canada, accessible to clients through the cloud and able to track all employee and client actions to ensure audit-readiness with comprehensive reports and analytics, this is a product that does everything.

In such a young sector, we thought it prudent to ask Justin how he and his team stay at the forefront of emerging developments. "As our customers evolve in this new

industry, we monitor their needs by staying in constant contact," Justin explains. "We document and research those needs and evolve our product roadmap accordingly. Where applicable, best practices and features from parallel industries such as pharmaceutical are adapted to advance the software." This commitment to constant contact has allowed the team to thrive alongside the various businesses they support. This growth has opened the door to many exciting opportunities for the team.

"In Q1 of 2022, AirMed will release a Quality Management System (QMS) with support for standard operating procedures (SOPs) as well as investigation and incident tracking," Justin reveals, before adding that "Q1 will also see the release of a built-in report designer and business intelligence dashboard designer. In Q2 through Q4 of 2022, a series of

releases will provide support for production orders and other ERP functionality." For many, this sort of growth is unprecedented, but it is clear that AirMed is agile enough to move with the times and the needs of their clients.

A thriving company, such as AirMed, stays on top by paying attention to what their customers need. It is not an easy task, but the results speak for themselves. The commercial cannabis industry is one which boasts enormous potential for those working directly in it, and those who support them. By keeping an openminded approach to working within it, AirMed has secured incredible success. We cannot wait to see what they do next.

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