Cannabis Management Software Company of the Year - Canada

# AirMed Canada Systems Inc.



**After nearly a decade of developing software for the cannabis industry, the pioneering team at AirMed realize their clients need more than compliance record keeping or inventory control. Producers need a comprehensive unified solution that also provides order management, manufacturing automation, shop floor data collection, inventory costing, sophisticated reporting, and business intelligence, and real-time integration with other systems. CEO Justin Hearn explains that essentially, their customers need Enterprise Cannabis Management.**

Since launching the company in 2014, AirMed has developed the industry's most comprehensive software for Canadian licensed cannabis producers and is moving into other markets throughout the world.

Justin Hearn, CEO of AirMed Canada Systems, explains, "Our goal is and always has been to provide a responsive solution that not only meets customer needs but anticipates them."

In the beginning, legislation drove feature development at AirMed. Once regulations were established, however, Hearn and his team were able to look beyond the basic requirements. Features were added to cover every aspect of cultivation, processing, packaging, and distribution until AirMed offered the industry's most comprehensive software for Canadian licensed cannabis producers.

As a pioneer software vendor in the legal cannabis marketplace, the team at AirMed watched the industry evolve from the inside — not only in relation to regulations but also in how cannabis producers operate.

"When cannabis was first legalized for recreational sales in Canada, there were no metrics on actual product demand," said Hearn. "With the conventional manufacturing-to-stock business model, oversupply could be an issue for producers."

As the company believes in agile software development, AirMed team members are constantly collaborating with clients to discover how to meet both present and future needs. So, when time permitted, they set about looking for ways to help producers manage supply effectively to become more profitable.

"Just-in-time manufacturing is a production model in which items are created to meet demand, rather than being created in surplus or in advance of need," explains Hearn. "We saw that this model could

help our customers and also offered us an opportunity for improving on the current offerings in the marketplace."

The design team at AirMed aligned its software development roadmap to include enterprise resource planning (ERP) features that would support just-in-time production and set about creating them.

"Our new functionality lets a producer access available packaged product from inventory when an order is placed. But the producer can also access bulk quantities that can be used to create new packages to complete an order. In fact, a producer using AirMed can take an order even if fulfilment means sourcing from a third party or designating crops still in cultivation."

Hearn went on to say that the process from order to shipping is streamlined in AirMed with all required tasks cascading out to relevant staff for completion.

"These new features help a producer manage operations in a more efficient manner and avoid producing goods that don't meet market demand."

As the initial model of manufacturing-to-stock is being replaced by a more flexible and cost-effective manufacture-to-order process, AirMed is adapting to support it. But that's not the only way AirMed is adapting to the marketplace.

"Our objective now is to provide an integrated solution, so our customers won't need separate systems for ERP, inventory control, quality management and business intelligence," said Hearn. "Throughout 2023, we are releasing a range of functionality that will result in AirMed software evolving into a complete enterprise cannabis management system."
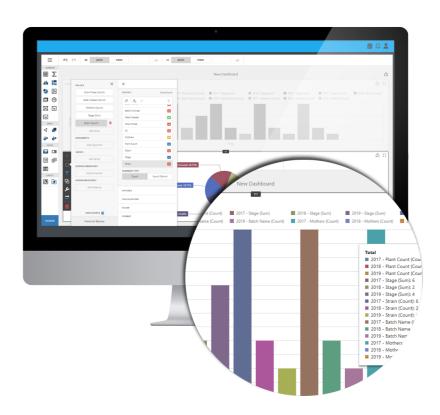
"We have so many features in the final stages of development or testing," said Hearn. "Additional enhancements to AirMed include comprehensive quality management as well as report, label, and e-form designers. And did I mention the two-way application programming interface (API)? Some of these are built into the main system and others are optional, such as our new business intelligence tool that lets you focus on what matters most — your data."

Hearn believes that the long-term success of an enterprise is dependent on accurate, timely mission-critical data. "Understanding the impact of production and manufacturing complexities requires an intuitive reporting platform, one with exceptional performance and customization options."

You might be wondering if a software system that offers that much can still be affordable. But Hearn assures that in comparison to other cannabis software systems, AirMed prices are very reasonable. "We stay competitive by using a lean business model for our company. We're building a future that's sustainable for ourselves and for our clients."

For those willing to look for gaps in the marketplace as AirMed has, the future holds great potential. Hearn and his team embody



the pioneering mindset that aims to make a positive impact on the whole industry.

"The new features in AirMed are designed to give producers the tools they need to remain competitive in the ever-changing landscape of cannabis production and sale in Canada — and around the world," says Hearn. "We will continue to respond directly to customer demands and industry trends to support greater performance, productivity and profitability."

Organizational excellence is an iterative process that requires constant input from everyone involved. With a clear vision to succeed despite seismic shifts in market dynamics and regulations, the team at AirMed goes above and beyond to support clients.

Hearn states, "We help our customers meet compliance at every stage of the seed-to-sale process, but we are also committed to helping them cultivate quality, efficiency, precision, insight and profitability."

This commitment is why AirMed has been recognized as Cannabis Management Software Company of the Year.

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