



CLIENT OVERVIEW

A leading cannabis operator—ranked among the top five in the United States—focused on aggressive retail expansion across multiple states. The organization operates a combination of cultivation, distribution, and dispensary locations, requiring highly standardized and rapidly deployable infrastructure to support its growth strategy.

THE CHALLENGES

As the client scaled rapidly, several operational and technology challenges emerged:

- **Inconsistent store infrastructure:** Each new dispensary location required customized IT, networking, and security setups, slowing down openings and increasing variability.
- **Fragmented communications systems:** Headquarters and retail locations operated on disparate phone systems, limiting operational visibility and collaboration.
- **Complex compliance and security requirements:** Cannabis retail environments required robust security systems, surveillance, and controlled access—often deployed inconsistently across sites.
- **Delayed site readiness:** Lack of standardized deployment processes led to extended timelines for store openings.
- **Multiple vendors and coordination overhead:** Managing separate providers for networking, cabling, security, and communications created inefficiencies and accountability gaps.

THE SOLUTIONS

A comprehensive “dispensary-in-a-box” technology framework was developed to streamline and standardize deployment across all new and existing locations:

‘Dispensary-in-a-Box’ Rollout Model

A repeatable blueprint was created for technology deployment across all sites, ensuring consistency in design, equipment, and implementation.

Site surveys & Pre-Build Assessments

Structured site surveys were conducted for each new location to ensure infrastructure readiness before installation, reducing surprises during deployment.

Unified Communications Platform

A single, enterprise-wide communications system was implemented to connect all dispensary locations and corporate headquarters on one integrated phone and collaboration platform.

Connectivity Strategy for Security & Operations

Internet and dedicated cellular lines were deployed to support critical systems, including alarm infrastructure and failover connectivity.

On-Demand IT Field Services Supplier

A standardized IT partner was introduced to execute physical deployments, including:

- Network infrastructure installation
- Structured cabling
- A/V system deployment
- Security camera systems
- Access control systems

All work was performed under a client-defined scope of standards to ensure consistency, compliance, and quality control across all sites.

THE RESULTS

- Accelerated store opening timelines through repeatable deployment processes and pre-engineered site readiness.
- Standardized technology footprint across all dispensary locations, reducing operational variability.
- Improved communication efficiency between corporate leadership and field locations via a unified communications platform.
- Enhanced security posture and compliance alignment with consistent deployment of surveillance and access control systems.
- Reduced vendor complexity by consolidating execution under a coordinated, on-demand IT service model.
- Scalable expansion framework enabling rapid rollout of new dispensaries without redesigning technology each time.

KEY TAKEAWAY

My Resource Partners introduced a scalable technology enablement roadmap for this national cannabis leader by introducing:

- A standardized “tech-in-a-box” model that allows for strong retail growth while meeting strict compliance requirements.
- Early-stage site surveys significantly reduces deployment delays and cost overruns.
- Unified Communications across corporate and retail locations improves operational control and responsiveness.
- Leveraging a single, standards-based IT deployment partner simplifies execution and ensures consistency at scale.
- Building scalability into the technology foundation enables faster market expansion with reduced operational friction.