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## Statement – Senate’s Cannabis Subcommittee

Good morning/afternoon Chairman Cooney and esteemed members of the Senate’s Committees, my name is Dr. Moe Afaneh, and I am the Chief Operating Officer at BioTrackTHC. Since the first sale went through the State’s BioTrack Traceability System on April 21, 2017, New York State’s BioTrack Traceability System has successfully processed more than 2.3 million transactions. The revenue collected as a result of those transactions totals more than \$354.5 million dollars.

The Traceability system is designed to track all plants and inventory activities, from the point of inception, using a unique 16-digit identification number that never repeats. The system tracks the entire plant life cycle, harvests, inventory, inventory conversions, the QA testing process, transfers & manifests, dispensation, and all activities in between. The system captures this information in real-time, enforcing specific state rules, while providing transparency and accountability to OCM.

We are arguably the only company in this industry to successfully provide solutions to both the government and private sector. Due to this, we are uniquely qualified to support industry participants using hands-on knowledge gained from developing custom solutions for the private and public sectors by constantly taking in feedback from both groups to continuously improve the overall operations of markets.

We are proud & appreciative to have been awarded the new Seed to Sale contract by the Office of Cannabis Management last year. We have been serving as the State’s Seed to Sale provider since 2017 for the Medical Cannabis Program.

BioTrack offers multiple solutions to today’s cannabis industry. Over 2,000 medical and recreational cannabis production and retail dispensary facilities across 37 states, Canada, the Caribbean, South America, South Africa, the United Kingdom, and New Zealand utilize BioTrack’s software. Our government solutions are actively being used by 12 state agencies: New York, New Mexico, Illinois, Hawaii, Connecticut, Arkansas, North Dakota, New Hampshire, Virginia, Delaware, Puerto Rico, and Florida. The voluntary adoption of BioTrack by so many government agencies as well as cannabis businesses is a testament to the quality of BioTrack’s people, technology, and subject matter expertise.

Our solutions include a commercial seed to sale system, government traceability system with a robust Application Programming Interface (API), medical patient registry, business licensing system for State agencies, product registration system, and a state-of-the-art analytical tool that provides data insights industry wide. Licensees utilizing existing third-party software can seamlessly integrate their existing systems via a proven and robust API. BioTrack offers one of the industry's only fully documented, open and audited API that is publicly available for any third-party integrator. The open API and all integrations have been audited and are HIPAA-compliant.

Our security is second to none – we host all of our government systems within the Amazon Cloud, which was designed to host sensitive data and regulated workloads in the cloud. We have maintained strict security policies and have earned the SOC 1 & SOC 2, Type 2 and HIPAA-compliant certifications. Our policies and systems go through yearly audits to ensure that we continue to provide the most secure and paramount experience for our end-users.

At BioTrack, government contracts are more than just a standardly signed document. We position ourselves as expert resources for the State and look to create long-term partnerships where we can best serve the state and industry's needs. We do not disappear after the State goes live. We continue to partner with the state's program staff and inspectors on a regular basis throughout the length of our contract. We have weekly phone calls, regular trainings, and keep in constant touch with program staff to quickly address any issues or new needs. Each state has dedicated account and project managers who act as subject matter experts for their state's workflows and knowledge base. This ongoing dialogue helps keep the flow of information going back forth to continue to fine tune and improve the experience and process for all stakeholders. Our business understanding of the markets and licensees practices married with our technology & compliance obligations to the state facilitate an ever evolving solution to meet the needs of all parties.

At BioTrack, we are excited to continue to partner with the New York State to support the State and the New York cannabis industry. I'm happy to take any questions you have.

Warm regards,

A handwritten signature in blue ink, appearing to read 'Moe Afaneh', with a horizontal line extending from the end of the signature.

Dr. Moe Afaneh  
Chief Operating Officer  
BioTrack

