



**Gorilla Logic**  
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# Flowhub partners with Gorilla Logic to elevate its compliance and retail management software

## ESSENTIAL TECHNOLOGY FOR DISPENSARIES

Flowhub is a modern cannabis retail management platform that provides essential technology for dispensaries, allowing them to remain compliant in the highly regulated world of cannabis. Dispensaries choose Flowhub for its many retail management offerings, including the company's flagship point of sale software, "Cashier," and compliance integrations, such as inventory management and reporting to regulatory bodies. Flowhub exists to help cannabis retailers increase revenue, simplify compliance, expand operations, and improve operational efficiency from front to back of house.

## A FLOURISHING PARTNERSHIP

Flowhub recognized an opportunity for growth as cannabis legalization continues to spread into new states, so expanding its R&D capabilities was a top priority. The company was looking for a long-term partner to provide software development, quality assurance, and software architecture talent to support its existing technology teams. After working with another vendor that treated the engagement more like a transaction, and reviewing several other vendors (both nearshore and offshore), Flowhub decided to partner with Gorilla Logic, noting that the partnership was a good fit for both parties.

"We found that Gorilla Logic best matched our company culture and also had the nearshore capabilities to scale with us," says Scott Schell, Chief Technology Officer at Flowhub. "Deeply embedding our outsourced resources into our existing team was crucial, so technical as well as cultural fit was extremely important."

## AT A GLANCE

### INDUSTRY

Cannabis Retail Management

### COMPANY SIZE

Small

### PROJECT SUMMARY

With Gorilla Logic's help, Flowhub expands and enhances its retail management offerings and compliance integrations to ensure customers are set up for success in the highly regulated cannabis industry.

### PRIMARY TECHNOLOGIES

- Node.js
- GoLang
- React
- GCP
- PostgreSQL
- MongoDB
- Docker
- Kubernetes (k8s)
- GraphQL
- REST API

## **GETTING INTO THE FLOW**

Before getting started on Flowhub's many cana-solutions, the Gorilla Logic team utilized the Sprint 0 process to get to know the business and gain a deep understanding of Flowhub's industry, products, procedures, and norms. Doing so resulted in a well-defined onboarding process for Gorilla Logic team members, ensuring they could begin producing meaningful work on day one.

Schell mentioned Flowhub most values how, "the Gorillas [as they like to call themselves] have taken the time to truly understand our business and industry, and often provide valuable suggestions and innovative solutions to our product offerings."

## **INNOVATION FROM FIRST SALE TO FULL SCALE**

Cannabis regulations are ever-changing, so compliance features, such as automated age verification and purchase limits, are deeply rooted in each of Flowhub's products. Partnering with Gorilla Logic allowed Flowhub to receive support on a number of its compliance offerings, including:

- Expanding reporting capabilities
- Integrating the collection and declaration of cana-taxes
- Improving overall compliance functionality and integration with Metrc and other regulatory cannabis systems

### **Expanding reporting capabilities:**

Reporting accurate data to regulatory bodies is critical to Flowhub's clients' success. With Gorilla Logic's help, Flowhub was able to expand its reporting capabilities by improving existing reports, combining reports, and defining procedures for creating new ones. By using a single source of truth and centralizing the data, the Gorillas were able to decrease response time by nearly 90%. The team worked diligently to access and integrate multiple data sources using BigQuery and GraphQL, which helped establish a better way to process payments and ensure compliance with the many regulatory requirements in the cannabis industry. The Gorillas created reports for a number of areas, including inventory cost, inventory profit, and sales.

### **Integrating the collection and declaration of cana-taxes with Flowhub's products:**

In order to remain compliant with federal regulations, dispensaries must be able to properly collect and declare cana-taxes. Throughout their partnership with Flowhub, the Gorilla Logic team was able to successfully integrate federal tax information with Flowhub's products, enabling its clients to wholly adhere to cannabis laws. Flowhub had full trust in the Gorillas, even when dealing with federal law, and did not feel that this responsibility needed to fall solely on their internal, U.S.-based team.

### **Improving compliance functionality and third party integrations:**

Flowhub helps dispensaries compliantly report sales, import packages, and reconcile inventory through its integration with a system called Metrc. Metrc is a third party system, which initially made testing before launches an impossible undertaking. Gorilla Logic team members jumped in to build a simulator so that Flowhub would be able to test the integration before deploying to production, resulting in a much better customer experience.

“The Gorillas are fully responsible for the compliance integration on the backend. So they’re helping us not only make our current integration with Metrc better, but they’re also helping us expand nationally into other regulatory providers,” Schell explained.

### **GOING ABOVE AND BEYOND**

In addition to their many compliance-related developments, the Gorillas created a solution that allows Flowhub to utilize Feature Flags in production across each of its products. Doing so has made it possible for Flowhub to fully embrace the DevOps mindset and create an automatic delivery pipeline without disrupting the customer experience.

### **REACHING NEW HEIGHTS**

For Flowhub, the Gorilla Logic team is much more than an outsourced software development services provider. Flowhub’s internal teams see the Gorillas as so technically competent and great to work with that they consider them an integral part of the larger Flowhub team.

“We have deeply embedded the Gorilla Logic resources into our engineering organization. Our delivery manager is top-notch and always provides timely updates. Overall, I would term the relationship as healthy, proactive, and positive,” Schell noted.

Flowhub appreciates the consistent and transparent input from Gorillas, whether it’s about code improvements, architecture decisions, email communications, or meeting flow. The partnership is fueled by mutual respect and appreciation, which results in creative, innovative solutions that drive the best possible results for the organization and its clients.

The addition of the Gorilla Logic teams resulted in a doubling of Flowhub’s staff for software development, quality, and software architecture.

“Gorilla Logic was able to bring on productive resources extremely quickly to allow us to dramatically improve our software engineering capabilities and throughput. We have since grown our Gorilla Logic team to expand our market capabilities ahead of our 2021 schedule,” Schell said.

### **ABOUT GORILLA LOGIC**

Gorilla Logic provides nearshore Agile teams to Fortune 500 and SMB companies, bringing unparalleled expertise in the delivery of full stack web, mobile, and enterprise applications. Since our 2021 acquisition of Modernist Studio, a high-quality design and ideation boutique, Gorilla Logic has expanded its offerings to support clients from the inception of an idea all the way through to the final stages of execution. Our highly collaborative, Agile teams are uniquely qualified to implement complex software initiatives, and are skilled at large Agile implementations as well—we’re a Scaled Agile® Silver Partner. With offices in the United States and multiple nearshore development hubs across Latin America, Gorilla Logic helps clients gain competitive advantages to achieve results faster.

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