

VCAS™ PILOT PARTNER PROGRAM

DMV Proof of Concept Initiative

Washington DC | Maryland | Virginia | February 2026 | Confidential

Program Overview

Vendra Intelligent Systems is launching the VCAS™ Pilot Partner Program to collaborate with cannabis operators across the DC-Maryland-Virginia corridor. Selected partners deploy VCAS into existing or planned retail operations—reducing labor costs, automating compliance, and positioning for Virginia’s January 2027 adult-use launch.

Pilot partners deploy under their own brand via white-label integration, or license a VendraIS consumer brand—HERB N’ GO™, The Budega™, or Kush N’ Karry™—to match their market position.

The DMV Opportunity

Market	Opportunity
Washington, DC	Licensed medical operators competing against 100+ unregulated Initiative 71 shops. VCAS gives licensed operators the efficiency and compliance edge to win.
Maryland	Adult-use live since July 2023. 100+ dispensaries. Margin compression as competition intensifies. VCAS delivers immediate labor savings and throughput gains.
Virginia	350 retail licenses open July 2026. Adult-use sales begin January 2027. VCAS in license applications demonstrates advanced compliance and Schedule III readiness.

Ideal Pilot Partner

We’re looking for licensed operators in the DMV corridor who want to lead the next generation of regulated retail. The ideal pilot partner:

- Holds an active cannabis license in DC, MD, or VA (or is applying for a VA license)
- Operates or plans to open a retail dispensary location
- Wants to reduce labor costs, improve compliance, and increase throughput
- Values technology and data-driven operations
- Is willing to share performance data to refine the platform

What is VCAS™ ?

The retail equivalent of hospital Pyxis systems—identity-verified custody control for regulated products. The phone is the key. Face ID/Touch ID at every step. No custom biometric hardware.

Operator Economics

Metric	Traditional	With VCAS	Savings
Labor	8-12 staff	3-4 staff	60-70%
Space	2,000-5,000 sq ft	800-1,500 sq ft	40-60%
Throughput	50-80/day	150-250/day	2-3x

Annual savings: \$400K+ per location.

Brand Options for Pilot Partners

Option	Best For	Setup
HERB N' GO™	Premium urban markets	1-2 weeks
The Bodega™	Urban neighborhood markets	1-2 weeks
Kush N' Karry™	Suburban/value markets	1-2 weeks
White-Label	Operators with strong existing brand	4-6 weeks
Hybrid	Operator brand + VendraIS co-brand ("Powered by")	2-4 weeks

Pilot Partner Benefits

- Deploy VCAS into existing or planned operations—immediate ROI from labor savings and throughput gains
- Include VCAS in Virginia license applications—demonstrates Schedule III readiness
- Choice of licensed brand or white-label deployment
- Preferential pricing locked for 3 years
- Priority access to compliant vending and robotics phases
- Direct VendraIS engineering support throughout pilot

Pilot Economics

Option 1: SaaS Licensing (Preferred)

- \$3,000–\$6,000/month platform fee (pilot discount)
- Hardware lease or purchase (\$35,000–\$45,000)
- 3-year price lock for pilot partners

Option 2: Revenue Share

- Reduced or no upfront cost
- Share percentage of verified efficiency gains
- Transitions to SaaS licensing after pilot period

Timeline

Phase	Timeline	Activities
Selection	Q3 2026	Evaluation, agreements, brand selection
Development	Q4 2026	Integration, training, brand setup
Installation	Q1 2027	Deploy, test, soft launch
Full Operation	Q2 2027	Open to all customers; data collection
VA Launch	Jan 2027	VCAS proven for adult-use; scale deployments

Evaluating partners through Q3 2026 for Q4 2026–Q1 2027 deployment.

Next Steps

1. Submit inquiry: info@vendrais.com
- 2. Initial call: 30 minutes
- 3. Facility assessment and brand selection
- 4. Custom proposal
- 5. Execute and implement

