

Dispensary Management Software Category

FALL 2025 Customer Success Report







Dispensary Management Software Category

The needs of a cannabis dispensary are much different from those of general retail businesses. Therefore, you require more than a standard retail management application and need to invest in a dedicated cannabis dispensary management software to handle your operations. Dispensary management software is a point-of-sale (POS) and retail management solution designed for the requirements of a cannabis retail store.



The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:



CONTENT SCORE

- ✓ Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- Customer reference rating score
- Year-over-year change in amount of customer references on FeaturedCustomers platform
- ✓ Total # of profile views on FeaturedCustomers platform
- ✓ Total # of customer reference views on FeaturedCustomers platform



MARKET PRESENCE SCORE

- ✓ Social media followers including LinkedIn, Twitter, & Facebook
- ✓ Vendor momentum based on web traffic and search trends
- Organic SEO key term rankings
- Company presence including # of press mentions



COMPANY SCORE

- Total # of employees (based on social media and public resources)
- Year-over-year change in # of employees over past 12 months
- ✓ Glassdoor ranking
- ✓ Venture capital raised



Award Levels



MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

2025 Customer Success Awards

Check out this list of the highest rated Dispensary Management Software based on the FeaturedCustomers Customer Success Report.



































* Companies listed in alphabetical order









ABOUT COVA



Cova software is specially designed for cannabis retail. Its award-winning Point of Sale (POS) is the most recognized in the industry, powering more than 2,000 dispensary locations and helping entrepreneurs across North America simplify compliance and streamline the path to cannabis retail success. Offering industry-leading reliability—with unmatched 100% uptime every 4/20—Cova is backed by highly-praised implementation service and ongoing support. Constantly evolving to stay one step ahead of regulatory changes and help retailers stay compliant and competitive, Cova's software suite—eCommerce, POS, payments, inventory management,...

TOTAL CUSTOMER REFERENCES



FEATURED TESTIMONIALS

Cova is an amazing partner. Their expertise in cannabis retail with out of the box API and ours in Microsoft ERP Implementation allow us to integrate an all-in-one ERP + POS solution for our cannabis clients. This gives our customers a powerful tech ecosystem that can capture seed-to-sale and all other business processes seamlessly, so they can run their enterprise operations with ease.

MICROSOFT DYNAMICS

Cova is already implementing changes in their compliance reporting before we even know that the AGCO is making a change, and that's a huge factor for us, because license is always first.

THE HUNNY POT CANNABIS CO.

Cova POS is very user-friendly, so we can train budtenders fast and dive deeper into how to provide service that sets our dispensary experience apart.

ROB NUSBAUM

Cova's suite of cannabis retail tools has helped Green Releaf's staff provide excellent service and enhance the customer experience.

JAY PATEL

TRUSTED BY

CANNABIS XPRESS











ABOUT DUTCHIE



Dutchie is an all-in-one technology platform offering a full suite of solutions to simplify operations: Point of Sale, Ecommerce, Payments, and more. Their mission is to provide consumers with safe and easy access and supports the wave of positive societal change that cannabis is bringing to the world. With technology that simplifies their operations, all the customers can focus on what matters most bringing the benefits of cannabis safely to consumers.

19

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

**Working well, we instruct customers to review the information to make sure that it is all correct... Literally picture perfect, smooth like that. **

GREEN THERAPY DISPENSARY, LLC

■ Easy to use. Everything has been working great. No complaints from the staff or customers whatsoever. ■

COLLECTIVE CANNABIS BILLERICA

**The Dutchie platform is fantastic, but the people have been the best part.

They have been here for us every step of the way since our launch. **

TWEED

■ Payments system works quite well that part has been great, most of the time working flawlessly. ■

BLUE SKY LAB LLC





TRUSTED BY





CONBUD





ABOUT FLOWHUB



Flowhub provides intuitive point of sale software, inventory management, and mobile solutions for cannabis dispensaries. Built specifically to serve the highly regulated industry, Flowhub's award-winning software simplifies compliance for hundreds of cannabis retailers and cultivators in the United States. Founded in 2015 by former Compliance Officer, Kyle Sherman, Flowhub processes over \$1B in cannabis sales annually and is the top cannabis compliance technology recommended by state agencies.

145

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

If Iowhub gives us everything we need to know about the products on the floor right on our iPads. That combined with the awe-factor of the store aesthetics and variety of products we offer really keeps people coming back. They love the technology aspect of the overall experience and we love Flowhub because it's a user-friendly and integrative system.

MAI VO SALES ASSOCIATE, COOKIES MELROSE

I Flowhub made sure ecommerce was seamless on our website, just as much as it is in the store. We actually have a bigger cart total purchase on the online orders.

BRENDAN SCHAFFER
FLOOR MANAGER, GREENS GREENERY

If Iowhub is retail-focused first. I've gotten to know a lot of people at Flowhub. The relationship became clearly more of a partnership than just a vendor of ours.

JONATHAN KLAR CO-FOUNDER AND COO, QUALITY ROOTS

Flowhub has increased our business, because it's so much faster to get our patients in and out, happy. *

MARIANA TOMA
BUDTENDER, HOUSE OF DANK















ABOUT LEAFLINK

ll leaflink

LeafLink is the unified B2B platform for the cannabis industry that has revolutionized the way thousands of brands, distributors, and retailers manage their operations. Their industry-defining suite of tools makes it easier for cannabis businesses to create, manage, pay for, and ship their orders, so they can focus on growing their businesses. LeafLink's marketplace processes over \$4.6 billion in annual orders, making up an estimated 39% of U.S. wholesale cannabis commerce. Currently, LeafLink serves 30 markets across the U.S. and Canada with a team of 200+ in offices in New York City, Los Angeles, and Toronto. Backed by leading venture capital firms and...

87

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■ LeafLink Advertising has provided us with the tools needed to reach both potential leads as well as current customers with messaging around new product launches and new state launches.

Advertising has also helped us to increase brand awareness and to stay top of mind while dispensaries shop on LeafLink.

JULIA BRIGHT

We were frontloading all of our inventory purchases and our vendors were expecting us to pay on net terms. But some products don't sell quickly enough to recoup the cost, and that makes paying on net terms difficult.

STEVE MICHEL
CHIEF FINANCIAL OFFICER, IGADI

We use LeafLink as a purchase order management tool, primarily because of the exposure in the market. In Missouri, all the retailers in the state already buy on LeafLink, so we don't have to convince them to use an untested platform.

DAVID CRAIG

VP OF MARKETING, ILLICIT

III knew that with a team of four people, it would be impossible not to have some sort of system like LeafLink. I needed a place where retailers could place orders instead of contacting me directly.

THE LAB

TRUSTED BY

≡ HARBORSIDE





A P O T H E C A R E







ABOUT MJ FREEWAY



MJ Freeway's software, MJ Platform, enables entrepreneurs and multi-state operators to manage, scale, and optimize more competitive operations at any point, or across, the entire legal cannabis supply chain including cultivation, manufacturing, distribution, and retail. By using visual dashboards to access and present realtime data, analytics, and business intelligence relating to the most important industry workflows, operators can make more informed decisions about running their business. MJ Platform's API-driven Compliance Service Bus Architecture allows for unified integration with compliance and other operational software, such as accounting...

17

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

III MJ Freeway's onboarding process was not just a set it and forget it. We have been operating on MJ Platform now for about six weeks, and to this day, we are still in contact with our representatives on a weekly, if not daily, basis even if it's with issues not related to their systems. They always offer easy solutions to our staff who are open to and welcome their advice.

TONY TARBOX
EDUCATION AND TRAINING DIRECTOR, THE FARM

IVII With MJ Freeway, from day one, it was a partnership. The level of service and attention that I got from the onboarding process gave me the confidence that I could use their software. I tell others in the industry about MJ Freeway all the time they have the experience and understand how the cannabis industry works.

MAJDAH BIN-SALAMON
PRINCIPAL, MOTHER'S FYNEST

**MJ Platform gives our team visibility through real time data and analytics which enables our organization to make customer oriented business decisions. The MJ Freeway team and support helps us meet new challenges daily and is a key differentiator that separates them from other Software companies in the cannabis space.

CHASE CHAMBERS

II MJ Freeway valued our relationship, even through we are just a start up. Their approach was they wanted to work with us to make this a cornerstone partnership. Add to that, the customer service was amazing, and without a doubt, they put their money where their mouth is.

DARREN VARGA

















ABOUT GROWERIQ



GrowerIQ is the first cannabis-specific platform to integrate all of the fragmented systems required by production facilities around the world. They have modules for every team: Cultivation, Manufacturing, Warehouse, CRM, Orders, and Quality Management. GrowerIQ has now become the operational backbone for producers around the globe - enabling true seed-to-sale traceability & enabling compliance with government regulations.

26

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

If GrowerlQ is certainly well experienced and consulting with them saves us time. We can be very sure they will bring us successfully through the process. I can warmly state for myself, also on behalf of our company, thank you for your unique, creative, and constructive advisory services. We are also very grateful for your patience in solving our previous challenges. We look forward to our future successful cooperation.

MATT F.
MANAGING DIRECTOR, GERMANABIS

■ The GrowerlQ team is also highly responsive and knowledgeable about the cannabis industry. This made them the perfect partner for It's Never 2 L8's needs. Thanks to GrowerlQ, we are now able to easily track our cannabis products from seed-to-sale, and ensure that they meet all quality standards. ■

JONAS D. FOUNDER, IT'S NEVER 2 L8

In One of the standout features of GrowerlQ is its intuitive interface, which simplifies complex tasks such as crop monitoring, inventory management, and compliance tracking. With just a few clicks, I can effortlessly monitor the growth stages of each plant, track inventory levels in real-time, and generate comprehensive reports for regulatory purposes.

ANDREI CRONIN
PRESIDENT, ORGANIC GROWERS

I have worked with several other seed-to-sale companies and their program doesn't touch this system, nor is the customer service even close to what GrowerIQ offers!

ZACH BLABER
GENERAL MANAGER IDIE CRAET CANIN

TRUSTED BY

309LAB

LATTITUDE 56°

IT'S NEVER 2L8









ABOUT GROWFLOW



GrowFlow is an all-in-one business management and compliance solution for cannabis wholesalers and retailers. Through Growflow, cannabis businesses can streamline seed-to-sale operations — from inventory and point of sale to analytics and state reporting. Today, GrowFlow provides real-time support to over 1,000 cannabis businesses.

51

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

II GrowFlow is a helpful addition to a production facility of any size. The "flow" of the material from seed to sale is streamlined, easy to understand, and I am never waiting on a loading screen.

Customer service is top-notch — with other systems, it can be days or weeks to get a response. GrowFlow allows us to get things moving in a timely manner.

DAN T.
IRON LUNG

•• One thing that I do really like about GrowFlow is that the way it's laid out compared to Metrc.

KAMERON C.

III honestly feel GrowFlow has become part of my team. The response time is quick and the problem/question always gets resolved in a timely manner. I have recommended GrowFlow many times and will continue to do so!

WHIDBEY ISLAND CANNABIS COMPANY

■ Use GrowFlow – They're totally awesome, they make things nice and easy for me. ■

TONY
SEATAC PROCESSORS

TRUSTED BY

Lanette











ABOUT MEADOW



Meadow builds industry-leading software solutions for the modern cannabis industry. Meadow's all-in-one dispensary management and POS system has the tools you need to efficiently run and scale your business, with intuitive interfaces and thoughtful workflows to manage your entire front and back of house operations. Centralize sales and inventory and seamlessly complete all core business functions from one centralized dashboard, easily navigate between managing inventory, tracking orders, running reports, reviewing sales trends, activating a new promotional code and communicating directly with your customers. Optimized based on real-world feedback...

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■ The Green Cross switched to Meadow and we haven't looked back. We power our sales floor, online menus, delivery, inventory, and purchasing all through Meadow's efficient platform. Along with its user-friendly interface, Meadow delivers quick solutions with its on-call support team. We are also grateful for all of the training and seminars that Meadow hosts to help improve its functionality within our business. Meadow makes it simple!

JULIEN BUTLER

■ We share one common goal: growth as a company while expanding access to cannabis to those in need. With Meadow, that vision became reality.

JORDAN KUHL

■■ Meadow makes it easy to manage all our operations. Setting up inventory and creating a menu for new locations is awesome with their feature to import from Weedmaps. Creating an invoice could take up to an hour to receive, but with this feature it cuts it down by 30 minutes minimum.

MARISSA MOLLOY

■ Meadow is the best platform we've used. It's user-friendly, fast, and backed by incredible support.

LESLIE ARELLANO











ABOUT TREEZ

TREEZ

Treez is a market-leading, enterprise-grade business management platform offering retail automation and control for the cannabis industry supply chain. The company's innovation benefits brands and retailers, with point of sale (POS), integrated payments, and a broad range of data software capabilities that span the vertical. Increasingly recognized are analytics that provide real-time insights and automated inventory control. Treez was founded in 2016 initially as a point of sale. Today, the company is noted for numerous industry-changing innovations beyond original flagship point-of-sale capabilities, particularly...

32

TOTAL CUSTOMER REFERENCES



FEATURED TESTIMONIALS

**ITreez is the backbone of our operation. If it wasn't for their fulfillment process and e-commerce, we wouldn't be where we are today. As a retail center who does 80% of our business curbside, we needed a platform that could handle the volume and organize an easy ordering, fulfillment, and pickup process. When we adapted our process to the Treez workflow, we found massive success that's continued even after reopening for in-store sales.

NIC HERNANDEZ

DIRECTOR OF RETAIL FLURESH

■ The Treez platform is the Maserati of cannabis point of sales software. We have seen the platform evolve very quickly and we know that the Treez team will be in the trenches with us when inevitable problems occur. ■

MARK MCMILLAN

DIRECTOR OF SYSTEMS HARBORSIDE

ITreez is much better and more user-friendly than any other POS system we've tried. The customer support is a gamechanger compared to previous systems like FlowHub and MJ Freeway. They make compliance easy and we know we're in good hands when METRC arrives.

GREG LONGACRE
GENERAL MANAGER, BARBARY COAST

■ Treez has always been open to our suggestions. They take our feedback seriously and understand the necessity of certain features we need to be successful. ■

DAVE DALLAL
MANAGING DIRECTOR, TORREY HOLISTICS

















ABOUT APEX TRADING



Apex Trading is decisively disrupting conventional wholesale cannabis commerce channels. Developed by a team of entrepreneurs armed with extensive real-world cannabis applications experience, their platform is built to streamline existing inventory, order and sales management while also providing multiple sales channels in the form of marketplaces and custom storefronts. The Apex platform provides cultivators, product manufacturers, distributors and retailers with comprehensive tools and services, exceeding all available systems.

49

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

II Finding and connecting with individuals in the cannabis industry has always been tough. Over the past few weeks, I have had the amazing ability of using Apex trading. This platform has transformed our sales process, allowing our business to track inbound/outbound leads, search for new prospects, and coordinate who we should be reaching out to. This last step is extremely important, as Apex has created a database, where each sales rep is easily able to understand who is already contacted and who should he contacted. Our process is much more efficient and streamlined with Apex at our hands! Thank you so much.

AVERY SOCIETY

*IThank you for the heads up! We love working with Apex. Y'all are always improving a product we already see as perfect.

ALPINE ESSENTIALS

**IThank you for letting us know and, more importantly, developing this aspect of APEX. You guys are onto so many important aspects of overall business development and we LOVE and applaud your efforts! You sure make great partners—looking forward to taking this new powerful email feature out for a spin. **I

MAJIK EDIBLES

Apex Trading is very user friendly and great to get invoices out on the fly!

BIG BEARD FARMS

TRUSTED BY



CoilBrothers











ABOUT CANIX



Canix is a cannabis ERP software and seed to sale platform for cannabis companies. Serving both large commercial operations and single owner-operators, Canix provides a suite of tools for cannabis cultivators, manufacturers, and distributors to operate efficiently while remaining compliant with legislative authorities. The needs of business operators today range from hand-held RFID scanning technology and bluetooth scale integration to comprehensive COGS reporting and financial data.

43

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

I like that [Canix] has such a robust system in place, and it makes it easy for us to categorize all of our pieces of each recipe properly. We can use packaging, actives, and all of our necessary components. Cost tracking, manufacturing raw materials tracking, BOM tracking, METRC track and trace, helps with invoicing, helps with CRM needs for sales team, and helps with monthly reporting!

MILES POWERS
BRAND MANAGER, INANNA MANUFACTURING

Canix helps to place all of the inventory and the required labs in one spot. This helps to keep our business to meet the requirements of each state for sales.

REX T. LAB TECHNICIAN, RIVER ORGANICS **As a growing business, Canix has helped us understand the cost of production, including labor, of each project we tackle. It also helps us organize inventory which has been a struggle as we have several different warehouses and production locations.

ASHLEY LOWELL
PRODUCTION MANAGER, TRUCENTA

■I give Canix a 5/5 for onboarding and implementation!

HANNAH K
COMPLIANCE LEAD, ALCHEMY PLIRE















ABOUT DISTRU



Distru is the modern seed to sale software trusted by hundreds of the top cannabis brands across the nation, giving them the ability to manage inventory, orders, and customer relations all from a single platform. Say goodbye to spreadsheets, centralize your data, and focus on the path to profitability. Distru features like one-click inline repackaging, granular cost accounting, and automating route generation help you save hundreds of hours per week.

22

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

Before Distru the average [turnaround time] was four to seven days from start to finish. Now with Distru in place, our average time is twelve to twenty four hours before the product is in the customers' hands.

BRYAN COULTER
INVENTORY & SYSTEMS MANAGER, CHEEF

It was a no-brainer that Distru was the one software that had all the functionality we needed to operate our business.

ADAM LASI
CHIEF EXECUTIVE OFFICER, ARGENT CANNABIS

Prior to Distru, we were searching multiple spreadsheets to find information. Now [with Distru] everything is conveniently located in one place.

AMANDA
GENERAL MANAGER, CHEEF

We love Distru because it keeps everything connected to Metrc.

VICTOR PAZ

OPERATIONS MANAGER BANGO















ABOUT FLOURISH SOFTWARE



Flourish is a seed to sale supply tracking and chain management platform built specifically for the cannabis, CBD, and hemp industries. Companies who cultivation, extract, manufacture, distribute, or retail cannabis, CBD, or hemp use Flourish's software to manage their supply chain and stay compliant with easy to use functions such as inventory management, bills of material, purchasing, order management, shipping, and robust reporting. Find out more by visiting www.flourishsoftware.com

14

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

II Since implementing Flourish in 2019 we've been able to manage all of our manufacturing and distribution operations efficiently. We're able to handle intake, inventory management, and outbound to our retail stores with ease. The in-depth scheduled reporting feature is essential for any multi-licensed operator. It has allowed us to make data-informed decisions to grow our operation. The agile development and feature updates have...

OREN LEVY

I We've been using Flourish for 7 months and it is far superior to any of the track and trace systems I've had experience with. Specifically, we have leveraged the new manufacturing module which allows us to manage and track extraction runs at each stage of the process by extraction type, machine hours, process duration, temperature and non-cannabis consumables. Flourish has also made sure we have the proper reporting and analytics... *I

JACK STEEL

INVENTORY DIRECTOR CA CANNARIS FACTORY

IFlourish has been a great technology partner during our first year. They are doing an outstanding job of guiding us through the project plan to go live with METRC in the very near future. Besides helping with the onboarding of METRC to be compliant with the state of California, Flourish has helped completely optimize our internal supply chain flow of receiving goods and materials, through extraction and into the manufacturing process.... *I

BRENDAN PERRY
OWNER, DABBLICIOUS

**IFlourish has been an invaluable partner in our success by creating a seed to sale system that is both comprehensive and also flexible enough to meet the varied and ever changing regulations and requirements of the Cannabis Industry across multiple States. **IF

MEREDITH ANTON
IT DIRECTOR, PARALLEL

TRUSTED BY

TOKYO * STARFISH













ABOUT WEBJOINT



WebJoint is an all in one cannabis software and traceability platform. The software allows dispensaries and delivery services to white label their own .com website with the powerful backend tools WebJoint provides. Business owners can manage their inventory, sales, patients/users, loyalty program, rewards/referral program, and much more.

8

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

In This software is everything we needed for our delivery service. WebJoint was the only solution we found with delivery specific features to track our drivers and inventory.

JOEY LANDON
SIMPL. DELIVERY

■ WebJoint has allowed us to scale at a very fast pace — 2x in sales over the last year. ■

JOHN J.

We were able to scale up and improve our business by having the technology that WebJoint provided to us.

ISAAC A. KUSH RUS

■ WebJoint is going to be the key to us scaling our business. ■

SHAWN BEAN









