



CUSTOMER SUCCESS STORY: UNRIVALED BRANDS, INC.

Unrivald's purpose-built integrated HVAC/D system from InSpire Transpiration Solutions lays the groundwork for optimized cannabis cultivation & genetic research



BACKGROUND

Unrivald Brands was formed through the collaboration of like-minded leaders with the goal of building a vertically-integrated cannabis organization. The parent company of multiple cannabis brands spanning consumer products, cultivation, distribution and retail, the company started in California in 2010 and has since grown to become one of the west coast's premier vertically-integrated multi-state operator. The leadership team behind Unrivald believes the future of this industry will be driven by technology and culture, and strives to execute the best genetics, research and development, and brand experience possible to set the standard for the next generation of cannabis.

The Unrivald team sought to dominate a vertically integrated approach to cultivation, manufacturing and distribution in the competitive California market before replicating this model across the country. Today the company successfully operates retail, cultivation and distribution facilities in California and Oregon, with cannabis brands licensed in Arizona and Oklahoma. When it comes to Unrivald's cultivation operations, the company's main goal is to produce cannabis that identifies with the community while providing high-quality genetics and products that are at the forefront of cannabis culture trends.



*"We don't like to do business with just anyone, and **our relationship with InSpire is pivotal to our overall production. Their integrated HVAC/D systems have allowed us to customize our environments and execute our exact desired parameters.** InSpire has an outstanding team with the expertise, transparency and authenticity that we're looking for. We're here to win and our partnership with InSpire is helping us do just that."*

BRITTANY DUNHAM

VICE PRESIDENT OF CULTIVATION
UNRIVALED BRANDS

CHALLENGES

One of Unrivald's cultivation facilities was purpose-built with four flower rooms, one veg room and one drying/curing room. As an existing building retrofit in an urban environment, original designs were falling short when it came to the capacity needed to meet production goals. In addition, there were challenges in terms of mechanical equipment placement and size due to limited space on the lot, on the roof and in the interstitial space above the rooms.

Working toward its goal to be at the forefront of genetics, Unrivald was looking for precise crop steering capabilities backed by science and technology. Each cultivar is different and takes a different type of crop steering – Unrivald needed full control of their environmental parameters to optimize each genetic and harvest. Multi-state operators are expanding rapidly throughout the cannabis industry and Unrivald understood the importance of creating standard operating procedures for cultivating new genetics in order to preserve capital and build a blueprint for future expansion.



SOLUTIONS

The company turned to the team at InSpire Transpiration Solutions to help dial in its environmental control capabilities, while working within the confines that come along with retrofitting an existing urban building with limited space. Due to these space limitations, throughout the facility, the design choice was narrowed to a water-cooled dehumidification system with air handlers in each room.

InSpire's Canopy+ air handling units with integral water-to-water runaround coils, were selected to allow for maximum moisture removal with minimal footprint and electrical infrastructure. These air handlers and the water-source heat pumps serving the comfort cooling spaces are served by a pair of cooling towers and multiple pumps sized for redundancy located on the outside pad.

InSpire provides consistent, temperature and humidity control coupled with design, project management and operational support through many design and construction decisions. In addition, InSpire's Data Cloud platform provides Unrivald with the ability to leverage environmental crop steering techniques with real time control, collecting data along the way to optimize plant performance and maximize phenotypic expression run after run.

"InSpire's purpose-built system is truly incredible. There has certainly been a learning curve, but with their cultivation support we have been able to achieve proper VPD levels throughout our canopy to maximize our production. The support we've received from InSpire is unparalleled."

BRITTANY DUNHAM
VICE PRESIDENT OF CULTIVATION
UNRIVALED BRANDS



UNRIVALED.



"Unrivald has set the bar incredibly high with their focus on top shelf flower and manufactured products. InSpire is proud to have partners like Unrivald who invest in their long-term success with the environmental control required for consistent high-quality yields and low costs of production."

ADRIAN GIOVENCO

INSPIRE TRANSPIRATION SOLUTIONS



REPLICABLE STANDARD OPERATING

PROCURES: With access to data collection and the ability to learn lessons from each harvest, Unrivald is writing SOPs for new genetics and how they should be grown, training staff along the way and creating a blueprint for future expansion across the country.



RESULTS



ELEVATED COMPETITIVE

ADVANTAGE: Thanks to data-driven environmental control capabilities, Unrivald is consistently hitting production numbers of 90 grams/square foot and their flower tests at 30 - 35% THC.



HIGHER QUALITY PRODUCT:

Unrivald has found that fewer plants producing higher quality flower has led the company to success in a competitive marketplace. Taking the very best genetics and allowing them to perform at their highest potential has resulted in higher quality and stronger yield. With InSpire's systems, Unrivald is maximizing phenotypes while minimizing pest pressures.



"Data collection has been a valued asset since working with InSpire. Their cloud-controlled system is invaluable – we would not be able to produce our top quality product without it."

BRITTANY DUNHAM

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