



CUSTOMER SUCCESS STORY: UNRIVALED BRANDS, INC.

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

BACKGROUND

Unrivaled 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 verticallyintegrated multi-state operator. The leadership team behind Unrivaled 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 Unrivaled 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 Unrivaled'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."

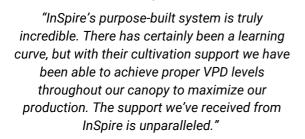
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BRITTANY DUNHAM VICE PRESIDENT OF CULTIVATION UNRIVALED BRANDS

CHALLENGES

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



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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 Unrivaled 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.



UNRIVALED.

"Unrivaled has the set the bar incredibly high with their focus on top shelf flower and manufactured products. InSpire is proud to have partners like Unrivaled who invest in their longterm 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, Unrivaled 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, Unrivaled is consistently hitting production numbers of 90 grams/square foot and their flower tests at 30 - 35% THC.

HIGHER QUALITY PRODUCT:

Unrivaled 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, Unrivaled 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."

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