

CASE STUDY

Three systems, three exports, one manual spreadsheet, and still no answer.

Regulated agricultural operations generate data at every stage of production and sales. When that data lives in Google Sheets, Metrc, and LeafLink with no connection between them, you spend more time building reports than reading them.

Does this describe your reporting?

- Production and sales data live in separate systems with no integration
- Knowing whether you're over- or under-producing requires a manual pull each time
- Naming and SKU conventions differ across systems, requiring reconciliation by hand
- Reports are stale before anyone acts on them
- No consistent threshold system to flag production alignment issues
- Adding a new product category means starting the reporting process over

What Armely built for a regulated agricultural producer

A regional cultivation and processing company with three facilities and approximately \$42M in annual revenue had its production data in Google Sheets, sales data in Metrc (state-mandated), and rate-of-sales data in LeafLink. No integration layer connected them.

Armely built a Microsoft Fabric Lakehouse with Medallion architecture (Bronze, Silver, Gold), automated data pipelines from all three sources, and five Power BI dashboards. A red/yellow/green indicator system now surfaces production-to-sales alignment at a glance, with drill-through to strain and SKU.

Before	After
Production and sales tracked in 3 separate systems, no integration	Unified Fabric Lakehouse with automated pipelines from all 3 sources
Production-to-sales alignment required manual pull and reconciliation	Automated, available on demand via Power BI with date-range filtering
SKU and naming differences across systems required manual mapping	Standardized in Silver layer, applied consistently across all reports
No threshold system: production alignment checked manually	Red/yellow/green by category with drill-through to strain and SKU
Reports required manual rebuild each time, stale on arrival	Scheduled automated refresh; 5 Power BI reports always current
No path to add new sources without starting over	Medallion architecture: new sources connect to existing Lakehouse

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