



WRITTEN TESTIMONY OF

TIMOTHY RUYBAL JR.

FOUNDER AND CEO OF DYSPENSE TECHNOLOGIES

BEFORE THE STATE OF COLORADO SENATE JUDICIARY COMMITTEE

SUPPORTING HB18-1092, PILOT PROGRAM FOR MARIJUANA DELIVERY

ON

April 11, 2018

### QUALIFICATIONS

Currently serving as Founder and managing member of Colorado based **Store2FrontDoor** as well as current CEO/Founder of Colorado based **Dyspense technologies**. Our Team at Dyspense brings the insight and knowledge of 28 years' combined experience in fields of supply chain technology, wholesale distribution/delivery services for some of Colorado largest retailers and Data analysis and software implementation from the Liquor and wine industry.

### Introduction and Summary

With the legalization of recreational marijuana, we as Colorado residents have seen the benefits that the sales generate our state, but also have been witness to exploited loop holes that prevent the industry's growth when it comes to home delivery. Since the first legal sales, self-proclaimed businesses not working within the States regulations have found creative ways to deliver legal marijuana sales out of the closed loop system. Some of the ways we have seen deliveries conducted are by a delivery person legally purchasing product from a licensed dispensary. Then in turn delivering the purchased product to the ordering parties' location and collecting a "delivery" fee or "Donation" equal to the sale price and service fee. There are many issues that arise through these particular models.

These current delivery method operates out of the closed loop system we have in place to track the sale and monitor the age requirements on purchases. It also leaves law enforcement divisions in the dark as

to how and what types of product is being moved on our local streets. These “delivery” models provide no method to regulate and enforce the current laws, and also creates an increase in illegal activity as no one really knows where the transaction of the “deliveries” are being conducted (Ex. campus dorms, hotels, businesses, federally funded housing). The increase in illegal activity adds to the workload of our enforcement agencies. There are also many instances where Law enforcement has been able to shut down illegal delivery operations only to have more unregulated delivery services jump in to take their place.

With a Yes vote and your support on HB-1092, together we as an industry can start to work with Law Enforcement agencies and the Marijuana Licensing Authority/MED to create a continued closed loop delivery system. With a Yes vote, we can implement new technology in the ways we track and monitor product when it has left a licensed facility, regulate household daily limits on deliveries, verify customers information and begin to collect pertinent data to report back to the Marijuana licensing authority/MED on the pilot program. Dispense technologies has already introduced a method of communication between Law enforcement and state licensed transport companies, that allows access or verification to manifest information either by phone or directly thru the mobile app access 24 hours a day. This feature was implemented for the safety of our officers and drivers out on Colorado roads daily. Transparency on transport details allows law enforcement a way to distinguish between legal and illegal transports instantly. We feel strongly that this type of technology would greatly benefit the delivery pilot program as we learn together, ways to eliminate illegal home deliveries that are happening now and work towards implementing home delivery into closed loop seed to sale system.