

BLACK ROCK CONSULTANCY LLC • MAY 2026

# Cannabis Lab Pivot

A practical architecture for laboratories transitioning from cannabis extraction to kratom and botanical wellness processing.

*Source the leaf. Convert the lab. Build the bridge.*

# Your infrastructure still has value.

- Cannabis labs have invested heavily in extraction equipment, compliance systems, trained staff, and facility buildouts.
- Market compression and margin pressure are pushing operators to seek new product categories.
- Starting over is costly; adapting existing capacity toward kratom and botanical wellness is a practical pivot.
- Black Rock offers a structured pathway — not a commodity leaf sale alone.

# What runs through your lab.

- 1

Receive — documented botanical intake; farm-partner supply coordinated by Black Rock
- 
- 2

Process — adapted extraction on your equipment with chemist-supported workflows
- 
- 3

Assure — QA checkpoints, testing, batch documentation your license holder defends
- 
- 4

Ship — material to buyers Black Rock helps connect
- 

*You keep facility and team; you change the category on your lines.*

# How Black Rock fits in.

- Your lab: facility, operators, production execution, final quality sign-off.
- Black Rock: supply, conversion roadmap, chemist support, SOPs, buyer introductions.
- Together: feasibility-gated plan, aligned supply schedule, offtake before scale bets.
- Gates: discovery → feasibility → supply alignment → controlled launch → sales integration.

# Built for labs ready to pivot with structure.

- ✓ Formerly focused on cannabis extraction or processing
- ✓ Interested in botanical wellness and kratom-derived products
- ✓ In need of SOP development and technical support
- ✓ Ready to pivot with guidance, not guesswork
- ✓ Equipped with relevant extraction or processing infrastructure
- ✓ Seeking reliable raw material supply and long-term procurement
- ✓ Looking for sales channels and downstream relationships

# The Black Rock pivot model.

## Source

Reliable access to high-quality Southeast Asian kratom leaf.

## Convert

Transition cannabis lab infrastructure into kratom-capable processing.

## Standardize

SOPs, quality controls, and repeatable workflows.

## Validate

Testing, documentation, and QA that build trust.

## Sell

Connection to retailers, brands, distributors, and buyers.

# Full-circle pivot architecture.



# From discovery to scale.

01

Discovery

02

Feasibility

03

Supply alignment

04

Technical conversion

05

QA framework

06

Production launch

07

Sales integration

08

Scale

# Source the leaf.

Black Rock bridges Southeast Asian family-owned farm partners with U.S. laboratories — consistent supply, logistics support, quality assurance coordination, and long-term alignment between farm capacity and lab demand.

# Convert the lab.

We evaluate how cannabis-processing infrastructure — extraction systems, facility layout, team skills — can adapt for kratom and botanical workflows. Feasibility, gap analysis, and a practical operational transition plan.

# Standardize and validate.

New SOPs for receiving, documentation, processing, extraction protocols, testing, batch tracking, packaging, safety, and compliance practices — moving from cannabis-specific workflows to accountable botanical production.

# Sell with connection.

We help connect processed material or finished goods with retailers, product brands, distributors, and buyers seeking reliable kratom-derived inputs — completing the circle from source to market.

# More than a supplier. A bridge-builder.

Integrity

Quality

Equitable prosperity

Harmony

Service

Responsibility

Holistic wellness logistics and quality assurance — grounded, ethical, protective of every partner in the chain.

# How engagement begins.

|   |                                    |
|---|------------------------------------|
| 1 | Discovery call                     |
| 2 | Facility and equipment assessment  |
| 3 | Feasibility and supply alignment   |
| 4 | Technical conversion and SOP build |
| 5 | Controlled production launch       |
| 6 | Sales integration and scale        |

*Commercial terms are defined per partnership after discovery.*

# Schedule a discovery call.

Explore whether your lab infrastructure, team, and market goals align with the Cannabis Lab Pivot architecture.

Book discovery call

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# Important disclosures.

Kratom and botanical processing regulations vary by U.S. state and locality. Laboratories must verify licensing, product definitions, and permitted activities with qualified counsel and applicable regulators.

These materials are B2B partnership marketing only. They do not constitute legal, regulatory, or investment advice. Black Rock does not guarantee licensing outcomes, inspection results, or commercial performance.

Supply descriptions refer to sourcing relationships in general terms. Specifications, certificates of analysis, and import documentation are established per partnership.

Technical support and chemist coordination are scoped in separate agreements. No revenue, margin, or yield projections are presented herein.

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