

Visionstate cleaning up with the Internet of Things

The Internet of Things (IoT) is just taking off now. The Global IoT market size is forecast to grow from US\$478.36 billion in 2022 to US\$2,465.26 billion by 2029, at a CAGR of 26.4%. In some cases, the current global supply chain disruptions and rising costs are highlighting the need to have good IoT processes in place and thereby accelerating the rollout of the IOT.

Visionstate Corp. (TSXV: VIS) (Visionstate) is a growth oriented company that invests in the research and development of promising new technology in the realm of the Internet of Things, big data & analytics, and sustainability.

Visionstate has developed their WANDA™ family of IoT software products which are used in hospitals, seniors/aged care centres, airports, shopping centres and other public facilities across and beyond North America. The products include wandaNEXT™ and wandaMOBILE™.

Some common applications for the WANDA™ family of products include:

- **wandaNEXT™** – Is a system that offers real-time ‘notifications, analytics & reporting’ as well as an understanding of staff performance and facility needs. One example might be cleaning services in a hospital or other facility. wandaNEXT™ preassigned managers and designated cleaning staff are instantly notified when a patron requests service through wandaNEXT™. Cleaning staff then use wandaNEXT™ to record their response. wandaNEXT™ captures the exact time service is requested, the specific type of service required, and how quickly the cleaning staff responds to the request. There is

also a dashboard where you can summon reports that give a detailed deep dive into a facility's data (results).

- **wandaMOBILE™** – Uses quickscan QR codes to track the hard work and supplies of frontline cleaning and maintenance workers. As above, staff is automatically notified when someone uses their mobile device and a WANDA™ Quickscan QR Code to request service. Then, with either WANDA™'s available hand-held devices or their own personal phones and tablets, cleaning and maintenance staff use the WANDA™ Mobile App and the Quickscan QR Code to record their response activities.

Visionstate Corp.'s IoT products known as wandaNEXT™ and wandaMOBILE™



Source: Visionstate website

Recent news

In some interesting news reported in April 2022, Visionstate announced that their Internet of Things software solution for facilities (WANDA™) has gone global, with adoption accelerating due to COVID-19. The news stated: “WANDA™ has quickly become an important tool in the fight against COVID-19 and other diseases as the sixth wave of the virus continues to create health concerns across Canada and beyond. WANDA™ is a

mobile application, incorporating QR code functionality, that tracks cleaning and maintenance activities and measures those activities against new and more stringent protocols. “We are very pleased with the growth of Visionstate IoT Inc.,” said Company CEO John Putters. “WANDA™ is quickly becoming the primary tool for businesses, municipalities, and governments to ensure cleaning protocols are met in order to reduce the impact of COVID-19.”

A summary of the latest news in the global rollout of Wanda

The Company provides the following updates on the global rollout of WANDA™:

- The Company has entered into two significant pilot projects with Business Services Contractors (BSC) to test the performance of the WANDA™ mobile app. The successful conclusion of the pilot projects will result in further deployments throughout the portfolios of the BSCs and represents new selling partners.
- The Company has deployed additional WANDA™ tablets to Class A office towers in Florida to an existing customer. The continued expansion of WANDA™ through the customer’s real estate portfolio demonstrates the value of the technology as it continues to become an integral part of the cleaning protocols.
- The sales pipeline for WANDA™ continues to grow and includes seniors’ facilities, municipalities, school divisions, universities, and office towers, to name a few. The opportunities continue to be driven by Visionstate’s global partner which is a leader in the cleaning and hygiene business.
- The Company has partnered with a managed phone solution provider to supply rugged phones to customers who do not currently provide employees with handsets. The managed solution provides the ability to control the use of the phones so that they are used for the purposes of WANDA™ only.

Source: Visionstate news April 14, 2022

Visionstate investments

Apart from its WANDA™ products, Visionstate has invested in two organizations, Exceed Solar and Freedom Cannabis.

Exceed Solar specializes in solar applications including

backyard garden suites and greenhouses that are powered by renewable energy. They use cutting edge technology and building materials to maximize efficiency. The Company is currently developing a smaller, secure, solar-powered backyard greenhouse that caters to the home growing market for cannabis.

Freedom Cannabis is a private, seed-to-sale cannabis company currently in the application process with Health Canada to become a licensed producer. They are completing the first phase of their growing operations of approximately 73,000 square feet in Acheson, Alberta, Canada.

Closing remarks

The IoT sector looks set for very high growth (one forecast is a CAGR of 26.4%) in the next few years and companies that can succeed in this area stand to do very well. Visionstate's primary focus is their suite of IoT software products under their WANDA™ brand. A global rollout is still in the early stages but has been helped by increasing demand as a result of COVID-19.

Visionstate's 2021 revenue was ~C\$540K and the Company trades on a market cap of C\$3 million.