

Michel Pepin on Cisco's Record Revenue Growth in 2023 and Key Executive Appointment

written by InvestorNews | January 29, 2024

In a recent Investor.Coffee interview with host Tracy Weslosky, [Cisco Corp.](#)'s (CSE: CISC | OTCQB: CISCF) President and CFO Michel Pepin shared insights into Cisco's strong [revenue growth](#) for 2023 and strategic initiatives moving forward. Michel proudly announced that Cisco achieved a 95.9% increase in revenue in 2023, growing from \$14.766 million to \$35.014 million. This growth was also reflected in their gross profit, which rose from \$2.785 million to \$6.772 million, marking a 143.2% increase.

Michel attributed this success to the dedicated efforts of the Cisco team and the company's robust and profitable business model. Central to this model is a client-centric approach, a strategic focus, minimization of overhead costs, and investment in future opportunities. Michel also shared Cisco's ambitious acquisition plans. Targeting one to two acquisitions annually, Cisco is currently exploring a potential third acquisition for 2024. He stressed the importance of strategic alignment and rigorous due diligence in their acquisition process to ensure that they are accretive to Cisco.

To bolster its leadership and operational capabilities, Cisco announced the appointment of Sheri Rogers as the EVP Managing Director of Prospect Media Group (PMG), one of its key subsidiaries. Michel shared that Sheri brings a wealth of experience and a track record of success in leading major agencies and client portfolios.

To access the rest of this interview, [click here](#)

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About Ciscum Corp.

Ciscum Corp. is a Canadian company investing, acquiring, and managing companies in the ICT sector. Potential acquisition targets are entrepreneurs seeking equity, transition, or that do not have a defined succession plan. Target companies are generally substantial SMEs and have a proven track record/history of profitability.

With this approach Ciscum enables owners/founders to crystalize their equity, while remaining active in the business. Consequently, acquisitions are immediately accretive to shareholders' value.

To learn more about Ciscum Corp., [click here](#)

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Cisco Surges Forward with Strong Q3 Results and ICT Strategic Acquisitions

written by Tracy Weslosky | January 29, 2024

In a remarkable financial turnaround, Cisco Corp. (CSE: CISC), a leader in the Information, Communication, and Technology (ICT) sector, has recently announced its Q3 2023 earnings, showcasing a period of significant growth and positive results. The acquisition of PMG, a key player in AdTech/MarTech, has been a catalyst in this upward trajectory, reflecting a strategic move by Cisco in expanding its market reach.

John Putters and Shannon Moore on Visionstate's WANDA Technology Partnership with Bunzl

written by InvestorNews | January 29, 2024

In this InvestorIntel interview, Tracy Weslosky talks to [Visionstate Corp.](#)'s (TSXV: VIS) CEO John Putters and President Shannon Moore about Visionstate's WANDA™ technology and the partnership with Bunzl Canada.

As an IoT (Internet of Things) application designed to track cleaning and maintenance protocols in public facilities, Shannon discusses how Visionstate's WANDA™ technology is extremely competitive with other companies. With a solid foundation of subscriptions for its WANDA™ technology in Canada, Shannon added how Visionstate plans to duplicate the success in other key markets.

To access the full InvestorIntel interview, [click here](#)

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About Visionstate Corp.

Visionstate Corp. (TSXV: VIS) 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 and analytics, and sustainability. Visionstate IoT Inc. is a wholly-owned division of Visionstate Corp. Through Visionstate IoT Inc., it helps businesses improve operational efficiencies, reduce costs and elevate customer satisfaction with its state-of-the-art devices that track and monitor guest activities and requests. The footprint of its WANDA™ smart device now extends to hospitals, airports, shopping centres, and other public facilities across and beyond North America. Through building up a collection of synergistic technologies, Visionstate Corp. will continue to innovate, reduce environmental impact and transform consumer experiences.

To learn more about Visionstate Corp., [click here](#)

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John Putters of Visionstate on the path to profitability for WANDA and its portfolio companies

written by InvestorNews | January 29, 2024

In this InvestorIntel interview, host Tracy Weslosky talks to [Visionstate Corp.](#)'s (TSXV: VIS) CEO John Putters about the increase in sales and diversification of its client base for its WANDA family of facility management software, as well as its investment in portfolio companies.

John tells Tracy the need for facilities maintenance software increased dramatically during Covid, and "we're seeing a dramatic increase not only these sales but the adoption of our software across many different sectors." As a result of increased sales, he continues, "based on the last six months in terms of growth and installations, we fully expect to be profitable by the end of our fiscal year 2023, which would end September 30th in 2023, and we're well on that path."

In the interview John also talks about Visionstate's portfolio companies, including Freedom Cannabis Inc., a Canadian producer of cannabis products, that signed a definitive agreement to acquire the assets of Calgary-based Boaz Pharmaceuticals and recently set a record for monthly revenue at \$2 million. "They're growing fast and they're one of the dominant companies now in the Canadian landscape in terms of their sales on the retail side of things," John says. "The reason why Visionstate

invested in them is because we worked with them on IOT [Internet of Things] technology... and we're working with them to expand that throughout the cannabis sector." The goal, John explains, is for Freedom Cannabis to become a public company, providing Visionstate with liquidity.

To access the full InvestorIntel interview, [click here](#)

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John Putters of Visionstate talks about doubling its WANDA facilities software subscribers

written by InvestorNews | January 29, 2024

In this InvestorIntel interview with host Tracy Weslosky, [Visionstate Corp.](#)'s (TSXV: VIS) CEO John Putters talks about the recent rapid growth in company's "software as a service model" (SAAS) customer base and revenue, particularly its WANDA™ family of facility management software.

In the interview, which can also be viewed in full on the InvestorIntel YouTube channel ([click here](#)), John explains how Visionstate provides IoT [Internet of Things] software through its proprietary WANDA product which tracks, verifies and validates cleaning protocols in hospitals, seniors homes, airports, shopping centres and other public facilities. Covid, he says resulted in a "renewed commitment to meeting these protocols," making "this technology more important than ever."

John also talks about Visionstate's recent success. "Customer acquisition is a very common way of measuring the performance of software as a service models, and our subscription base has doubled in the past year. In fact that happened over the last nine months." Looking forward, John says that Visionstate is "adding new customers at a pace that we've never experienced before," largely due to the introduction of the low-cost and easy to deploy wandaMOBILE™ app.

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Visionstate cleaning up with the Internet of Things

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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 Quicksan QR Code to record their response activities.

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.”

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](#).

**Innovative Predictiv AI
products ThermalPass and
Alertfleet hit the
commercialization phase**

written by InvestorNews | January 29, 2024

Imagine if you could predict the future. The implications are enormous across so many areas from finance, technology, health, security, environment etc. Well now there is a way of predicting events by using Artificial Intelligence (AI) and big data analysis. Today's company offers AI solutions such as mass

thermal screening tests to help fight against COVID-19 and AI software to predict/forecast the weather up to 72-hours in advance to help with safety and economics of fleets.

[Predictiv AI Inc.](#) (TSXV: PAI) ('Predictiv') is a cutting edge technology company which helps businesses and organizations make smarter decisions using advanced AI, deep machine learning, and data science techniques.

Predictiv's main initial focus is on commercializing their technology across 'smart cities' in areas such as public safety, energy management, smart buildings, mobility, technology, infrastructure, and healthcare sectors.

Predictiv state that the AI potential of the above areas of the smart cities market is potentially worth as much as [US\\$1.56 trillion by 2025](#). Of course if you can predict future outcomes using AI then the world is your oyster. As investors of the stock market know automated 'quant' or algorithmic trading is rapidly growing in popularity and could be worth as much as [US\\$18.8 billion pa](#) in revenues by 2024. AI is already succeeding in the stock market and perhaps soon in the lucrative robotaxi/autonomous vehicle market (aka Tesla (NASDAQ: TSLA)).

Predictiv's two wholly-owned subsidiaries focus on the public safety opportunity

AI Labs Inc.

AI Labs is the research and development business arm of Predictiv. AI Labs designed, engineered and developed ThermalPass™, a fever detection system approved by Health Canada, to mitigate the spread of contagions in public places.

AI Labs plans to commercialize ThermalPass™ under SMRT Labs Inc., offering two offerings, the ThermalPass Portable (US

\$6,900) and ThermalPass Pro (US \$7,300). As of Jan. 5, 2021 Predictiv [reports](#) that they have received orders for 62 units of ThermalPass following the commercial launch in mid-October 2020, including initial orders from hospitals, long-term care facilities and prisons in Canada, as well as hospitals and public schools in the US.

A recent [commercialization deal](#) was made with TFG Concepts to represent ThermalPass to its clients across Canada.

Predictiv's subsidiary AI Labs owned ThermalPass™ for mass public temperature screening – Highly useful in the fight against COVID-19



Source: [Company presentation](#)

Weather Telematics Inc.

Weather Telematics Inc. provides ground truth weather. Through its' patented AI and sensor technology, the Company is able to provide up to 72-hours advance proprietary predictive weather data to sectors including government, insurance, agriculture, public safety and fleet management.

Weather Telematics has developed 'Alert Fleet', a cost-saving software/sensor system that provides fleet owners with the tools they need to run significantly safer and more efficient fleets.

Weather Telematics has formed a new strategic channel partnership with inField Solutions Inc. to commercialize Alert Fleet. Weather Telematics has already secured a multi-year agreement with Synoptic Data PBC for data provision services. The Company [state](#) that "this licensing contract will generate seven-figure revenue over the term for Weather Telematics and will launch its next generation of weather and road temperature

sensors, which turns vehicles into their own mobile weather stations.”

Predictiv’s subsidiary Weather Telematics Inc. owned Alert Fleet with weather alerts etc for fleet safety and economics



Source: [Company presentation](#)

Michael Lende, President and CEO of Predictiv AI, recently [stated](#):

“Our goals for 2021 are to continue to extend and strengthen our innovative product portfolio, to ramp up sales of ThermalPass and AlertFleet, both internally as well as through strategic channel partners, and to continue targeting whitespace categories and verticals which we view as innately scalable. In 2021, our focus remains on building the business by increasing revenue and driving shareholder value.”

Closing remarks

Generally speaking the best time to jump on board with promising companies is not too early in the invention phase, but rather at the beginning of the commercialization phase, just as revenues are about to hopefully take-off. This is the stage that Predictiv AI is now entering and they have already had some good early success.

Predictiv AI trades on a market cap of only C\$13.2 million, therefore it is potentially still very early days for the Company.

I wonder what Predictiv AI’s software forecasts for their stock price in 2021? It certainly looks like it should be an excellent year ahead for Predictiv AI.

The race to 'borrow' your financial Information is on.

written by InvestorNews | January 29, 2024

"That kind of surveillance is basically the business model of most of the tech giants. That Wall Street Journal story is interesting because it shows how Facebook is actively cultivating relationships with traditional banks and hoping to get its hands on your financial information. There are a couple of goals that they have there. Of course, they are not alone; Google and Amazon are trying to get into that business as well, which is first and foremost to use financial information that has been revealed to them to target ads." States James Slaby, Senior Manager, Product Marketing at [Acronis](#), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

Tracy Weslosky: Your publicist wrote me a note with; The Wall Street Journal is reporting that there has been a bigger battle between Facebook and financial firms, bigger than the public ever knew. Okay, let us start with that James. What is the big thing that we should all be worried about?

James Slaby: As you all know companies like Facebook and Google are in the business of harvesting information about you that you, kind of, willingly give up in return for the services, like search and the ability to share information with your social networking friends. They take that information about you and sell it to their advertisers who use it to cleverly target ads at you to get you to buy stuff or influence your political views and so forth.

Tracy Weslosky: You know we work in the stock market. There is a lot of websites where I tell people all the time, do not go to information sites where you provide your username and password because they are creating algorithms and what you are in to and what shares you want to buy, what stocks you are interested in. We are big advocates for personal privacy. Can you tell me if I am correct or am I just creating fear where there should not be any?

James Slaby: No, you are absolutely correct. That kind of surveillance is basically the business model of most of the tech giants. That Wall Street Journal story is interesting because it shows how Facebook is actively cultivating relationships with traditional banks and hoping to get its hands on your financial information. There are a couple of goals that they have there. Of course, they are not alone; Google and Amazon are trying to get into that business as well, which is first and foremost to use financial information that has been revealed to them to target ads. Increasingly also they want to get into the traditional banking business and effectively go after things like the payment system, lending, providing financial information to you, fraud alerts, and so forth.

Tracy Weslosky: I will tell you, what you do is fascinating. We could literally have you on once a month. Because I want to jump to one of the rumors we had here at InvestorIntel a couple of months back was, Tracy do not run any stories with cryptocurrency in the title or put any emails to your friends with that you are going to have an audit with your taxes at the end of the year. This is the type of fearmongering that is happening out there. I know you actually can speak to cryptocurrency as well. Can you comment on this for us?

James Slaby: Certainly. There are a couple of things that are fascinating about cryptocurrency. One is that it is making

inroads as an alternative to traditional fiat currencies, but if you are not familiar with it, it is basically an online currency that uses blockchain technology. Think about it as very complicated cryptographic mathematics to be able to verify the financial exchanges...to access the complete interview, [click here](#)