

John Putters on how the AI driven WANDA™ from Visionstate is Changing the Standards for Cleanliness in Facility Management

written by InvestorNews | January 16, 2024

In a recent Investor.Coffee interview with host Tracy Weslosky, John Putters CEO of [Visionstate Corp.](#) (TSXV: VIS) discussed the growing need for effective cleaning protocols to prevent disease outbreaks and how **WANDA™** has the potential to change standards for facility management cleanliness from airports to restaurants.

Specifically, they discuss the most [recent deal](#) that Visionstate IoT Inc., a subsidiary of Visionstate Corp., has entered into with Bunzl Canada Inc. This 3-year deal assigns Bunzl Canada the exclusive rights to distribute Visionstate's WandaNEXT product in Canada, Australia, and the UK. Concurrently, Visionstate IoT will manage direct sales of WandaNEXT in the U.S. through its internal sales team. This partnership is a strategic move for Visionstate, positioning them for further expansion in the international facility-management sector. The contract's implications are substantial, particularly in the Canadian market, where it is anticipated to increase Visionstate's existing revenue.

WandaNEXT, the flagship product of Visionstate, is an innovative AI-driven application widely utilized across various sectors to monitor and enhance cleaning protocols, thereby improving overall efficiency in building services. The technology has been

pivotal in elevating the standards of cleanliness and operational excellence, marking a significant advancement in the facility management industry.

The collaboration between Visionstate Corp. and Bunzl Canada extends beyond mere distribution rights. It encompasses a revenue-sharing arrangement across the three territories and involves joint efforts in the continued development and enhancement of the WandaNEXT platform. John Putters, the CEO of Visionstate Corp., expressed enthusiasm about the extended partnership with Bunzl Canada. He highlighted the contract's importance in aligning with Visionstate's strategic objectives and strengthening its position in the global market. For more information, [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 subsidiary 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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A Proprietary Tech Named 'Wanda' is what John Putters calls a Visionstate

written by Tracy Weslosky | January 16, 2024

In a recent InvestorNews interview, Tracy Weslosky sat down with Visionstate Corp. (TSXV: VIS) CEO, John Putters, to discuss the exciting news that broke on October 16, 2023. Visionstate Corp. announced a significant partnership with Bunzl Canada Inc., setting the stage for game-changing advancements in the global facility-management sector.

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

written by InvestorNews | January 16, 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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John Putters of Visionstate on the path to profitability for WANDA and its portfolio companies

written by InvestorNews | January 16, 2024

In this InvestorIntel interview, host Tracy Weslosky talks to [Visionstate Corp.](https://www.visionstatecorp.com)'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 16, 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.

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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.

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](#).

Dr Jon Gluckman provides an update on Sixth Wave Innovations' pathogen detection technologies

written by InvestorNews | January 16, 2024

In a recent InvestorIntel interview, Tracy Weslosky spoke with Dr. Jon Gluckman, President and CEO of [Sixth Wave Innovations Inc.](#) (CSE: SIXW | OTCQB: SIXWF) about Sixth Wave's virus detection technology for SARS-CoV-2 and about their [partnership with TraceSafe Inc.](#) for the detection of viruses and pathogens in animals.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Dr. Gluckman said that Sixth Wave's virus detection technology is based on molecular imprinted polymer and "...can detect the COVID-19 virus and all its variants, at levels that are better than immunoassay tests." He went on to highlight the growing instances of disease outbreaks in animals caused by viruses and pathogens that can impact our food supplies. Dr. Gluckman also explained how Sixth Wave is working with TraceSafe to develop a first-of-its-kind solution that can prevent and contain deadly viruses and pathogens in animals and provide real-time updates across the entire food supply chain.

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

About Sixth Wave Innovations Inc.

Sixth Wave is a development stage nanotechnology company with patented technologies that focus on extraction, purification,

and detection of target substances at the molecular level using highly specialized Molecularly Imprinted Polymers (MIPs). The Company is in the process of commercializing its, IX0S[®], a line of extraction polymers for the gold mining industry.

Sixth Wave can design, develop, and commercialize MIP solutions across a broad spectrum of industries. The company is focused on nanotechnology architectures that are highly relevant for detection, purification, and separation of viruses, biogenic amines and other pathogens, and nutraceuticals for which the Company has products at various stages of development.

To learn more about Sixth Wave Innovations Inc., [click here](#)

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Continuing to grow revenues in the fast growing IoT sector, DCS promises to “connect anything, anywhere”

written by InvestorNews | January 16, 2024

The number of Internet of Things (IoT) devices worldwide is forecast [to almost triple](#) from 8.74 billion in 2020 to more than 25.4 billion IoT devices in 2030. The global market for IoT end-user solutions is expected to grow from US\$212 billion in size at the end of 2019 to around [US\\$1.6 trillion by 2025](#). That would be a spectacular 7.5 fold increase in revenue. Another forecast is to reach [US\\$1.2 trillion](#) by 2022 which would clearly mean

even more rapid adoption.

One niche IoT company that could potentially ride the wave of the IoT movement is [Direct Communication Solutions Inc.](#) (CSE: DCSI | OTCQB: DCSX) ('DCS'). DCS is a technology solutions integrator focusing on connecting the IoT. DCS's solutions provide better ways for businesses to collect and assess business-critical data from all types of assets and devices using their hardware, software applications and scalable cloud services.

DCS's advantage and cloud-based IoT product portfolio



Source: [Company presentation](#)

DCS [describe their service](#) as follows:

"DCS's experience harvesting solutions in this industry for years positions them to develop and deliver seamless end-to-end, hardware to software solutions in the most efficient and cost-effective manner. The end result – solutions for mass adoption. Saving its clients time, money and effort."

Some examples of DCS's technology and services are:

- [MiFleet](#) – A GPS fleet monitoring and tracking software. It can be used for tracking, logistics, proof of delivery, and fuel consumption.
- [MiSensors](#) is a set-and-forget event cloud-based platform and end-user web application remote monitoring system, that can give intelligent data feedback from IoT devices/sensors. Applications are numerous but some include monitoring and/or automation of factories, power plants, pipelines, network operations centers, transport services, airports, and even spacecraft. On Nov. 25, 2020,

DCS announced the addition of MiTag, a commercial-grade wireless sensor that incorporates eight sensor functions into one compact design. DCS [stated](#): “The overall cost of a MiTag sensor deployment is up to 70% less than competing products, giving its users the opportunity to expand their use of sensors throughout their entire business.”

MiTag – 8 in one IoT sensor



[Source](#)

- [MiCovid Cam](#): A temperature monitoring detection system. It has an AI thermal detector with cutting edge facial recognition and body temperature detection and is fully integrated into the DCS Web Services, allowing clients online instant access and results. You can read more [here](#).
- **AnalytIQ** – An IoT device deployment & management system.
- **Web Services API's** – A rapid web/ mobile development platform.

In recent news, DCS has [partnered with Hyperion Partners](#) (mobility solutions) and also with [Micron Wireless](#) (a global supplier of machine-to-machine (M2M) technology and products).

DCS's business model

DCS operates as a Software as a Service company. Clients can buy the hardware such as MiFleet, MiSensors (includes MiTag) or MiCovid cam and DCS collects a revenue based on the user activity. These revenues have the potential to be recurring and hence build each year as the business grows. 2019 revenue was [US\\$16.06M](#).

DCS's Channel & Strategic partners



Source: [Company presentation](#)

Closing remarks

DCS is an up-and-coming IoT company with a motto to “connect anything, anywhere”. With global IoT revenues forecast to grow 7.5x from the end of 2019 to 2025, it looks like DCS is in the right place at the right time.

Over the past year, DCS’s product range has expanded considerably. Given this and their competitive advantages, it looks likely revenues will continue to potentially increase in the years ahead.

Direct Communication Solutions is headquartered in San Diego, California and has a market cap of C\$27M. One to watch in 2021 as they continue to commercialize their competitive IoT products and platform services.

Chris Bursey on being an end-to-end IoT solutions enabler and the compelling valuation of DCS

written by InvestorNews | January 16, 2024

“We did \$16 million last year in revenue. We are on track to ship some of that revenue into more recurring revenue stream at

higher margins. We are undervalued...” starts Chris Bursey, CEO and Founder of [Direct Communication Solutions, Inc.](#) (CSE: DCSI | OTCQB: DCSX) (DCS), in an interview with InvestorIntel’s Tracy Weslosky.

Chris went on to say that DCS is focusing on being a solutions enabler. DCS builds solutions for companies that allow them to take advantage of the Internet of Things (IoT). MiSensors is a part of the overall solution. He added, “If you look at the market today, it is one sensor function per sensor. We have combined eight sensor functions into one sensor. It is going to allow us to be disruptive in the market. It is an open architecture that we have built in the backend. You will be able to inject other sensors and other technologies as well.”

Chris also spoke on DCS’ Brewsee platform which is a beer life cycle monitor and control system. He said that the average loss in a keg of draft beer is roughly 20% across the industry. He continued, “We have designed a solution that will monitor the temperature, the flow, the CO2 pressure, foam over beer and shutoff valves. The bar and restaurant owners can take that data and see how many ounces of beer were poured versus how many are actually sold.”

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

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