

# 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.

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# 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 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 Vistonstate’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 Visonstate 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.

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

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# Visionstate cleaning up with the Internet of Things

written by InvestorNews | January 16, 2024

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.

## **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](#).

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

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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.

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# **MiCOVID Cam thermal temperature screening helps schools and businesses reopen safely**

written by InvestorNews | January 16, 2024

## **Direct Communication Solutions leads the way in smart, unmanned screening tech**

COVID-19 continues to spread globally, now at a staggering [22,306,538 confirmed cases and 784,353 deaths](#). Companies developing technologies to quickly and accurately screen for possible COVID-19 cases in the community are seeing their stock prices surge. There is one small company that has developed a new AI thermal detector with cutting edge facial recognition which is currently under the radar of investors.

That company is Direct Communication Solutions Inc. (CSE: DCSI | OTCQB: DCSX) ("DCS"), an Internet of Things (IoTs) solutions company. IoTs 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.

In late July 2020, DCS [announced](#) their latest product, a new AI thermal detector with **cutting edge facial recognition and body temperature detection**, known as MiCOVID Cam. DCS say that by “utilizing the latest AI chipset technology, MiCOVID Cam offers immediate body temperature detection, the longest sensor range, and the highest level of accuracy available in the market today.” The MiCOVID Cam is fully integrated into the DCS Web Services offering. DCS has also developed a [7 in 1 sensor](#) which is significantly cheaper and offers seven sensors packaged together compared to competitors just one sensor.

**Direct Communication Solutions new MiCOVID cam is designed to automatically screen for COVID-19 in businesses and schools**



### [Source](#)

A unique feature to DCS’s MiCOVID Cam is it offers employers a web-based solution **without the need for operators** by using its advanced AI. This makes it a cost-effective solution for screening the temperatures of visitors, employees or students. MiCOVID Cam can even automatically detect if employees or customers are wearing a mask or not. Employers can save the costs of manual screening by automating the whole process. In some cases the US CARES Act has paid for screening devices, recognizing the urgent need for better screening.

Fast mass screening has been a challenge. The MiCOVID Cam solution is capable of automatically screening up to [2,400 persons per hour](#), making it ideal for large businesses, organizations and schools.

**The MiCOVID Cam in use at a Poland School District automatically**

## screening students, staff, and teachers



Source: You can watch the video [here](#).

David Scowby, COO of DCS [explains](#) that the “MiCovid Cam is another milestone achievement for DCS and fits into our strategy of providing our IoT technologies and Web Services to our partners developing next generation software applications... It is a unique time where our economy is needing the support to reopen, and **offering MiCovid Cam is a way for businesses to reopen with advanced safety solutions.**”

These are certainly unique times. COVID-19 continues to spread through the community and screening measures such as the DCS MiCOVID Cam is a much needed smart product to help identify and minimize the spread of COVID-19, or other infectious diseases with a thermal imprint. The automatic screening without the need of staff is a significant and natural advantage for DCS, as they offer a suite of web-connected IoTs solutions for their customers.

DCS’s technologies is already established in California and has a growing number of partners including Sprint, Cellcom, Bluegrass Cellular, Bell, CCA, Inland Cellular, US Cellular, SkyEye GPS, Verizon, and Telus. Strategic partners include Queclink, Cal/Amp. Telit, ATrack, and GoldenM.

## Closing remarks

I think DCS’s MiCOVID Cam is a significant and timely addition to the company’s sensor technologies and can be an important tool in the fight to slow the spread of COVID-19, so a win-win for all. Added to MiCOVID Cam, DCS has three other key IoTs products – MiFleet (GPS tracking), MiSensors (remote monitoring

system), and Brewsee (a beer life cycle monitor & control system). All of this is part of what is a rapidly growing IoTs global market forecast to reach [US\\$1.1 trillion](#) by 2023 and with a forecast [21.5 billion](#) connected devices worldwide by 2025.

Direct Communication Solutions Inc. is currently trading on a market cap of just C\$14.7m despite last year having [C\\$16m](#) in revenue, essentially at a valuation of below 1x revenue, which is generally considered very cheap. This is before factoring in any potential future revenues from their new MiCOVID Cam solution. Investors may not want to wait too long on this one as cutting-edge technologies tend to move quickly once discovered by industry and investors.

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## **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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**Kontrol Energy CEO on solving waste inefficiencies plaguing the \$200B annual energy**

# industry

written by InvestorNews | January 16, 2024

“We are dealing with some of the largest industrial energy users, some of the largest building owners. The industry that we are serving is about \$200 billion annual energy industry. About 30% of that energy is wasted due to inefficiencies. That is about \$60 billion annual industry that is growing at about twice the pace of inflation.” States Paul Ghezzi, CEO of [Kontrol Energy Corp.](#) (CSE: KNR), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

**Tracy Weslosky:** Paul, I love the Kontrol Energy story. This story makes sense to me. Can you just introduce some of the InvestorIntel audience that may not know who you are to what Kontrol Energy is please?

**Paul Ghezzi:** Sure. Kontrol Energy is an energy technology company in the IoT, cloud and blockchain space and we are solving one of the largest energy challenges for North America

**Tracy Weslosky:** Okay. I find this fascinating. I know our audience would love to hear a refreshing change of pace, no offense to our cannabis friends, on what this can do to actually solve some big cleantech, greentech issues on our planet. Can you just kind of give us an overview about who your clients are because you are basically a new company for all intents and purposes?

**Paul Ghezzi:** Yes. We are dealing with some of the largest industrial energy users, some of the largest building owners. The industry that we are serving is about a \$200 billion dollar annual energy industry. About 30% of that energy is wasted due to inefficiencies. That is about a \$60 billion dollar annual industry that is growing at about twice the pace of inflation.

**Tracy Weslosky:** Okay. I am going to back up. How old is Kontrol Energy? I mean, you are relatively new and you are picking up these Fortune 500 companies. Give us a timeline please.

**Paul Ghezzi:** Sure. Kontrol is about 3 years old now. 2015 was the private entry into the market. 2016 we went public on the CSE. We have been trading for about 2 years now. We have done a couple of nice acquisitions in a vertical integration strategy. Our revenues growth has been off the charts and we expect that to continue.

**Tracy Weslosky:** Can you tell us what off the charts mean? I see you are ranked number 7 in the 2018 Start Up 50. What kind of revenue numbers are we actually talking about Paul?

**Paul Ghezzi:** We entered 2016 with about \$400,000 in revenue. We finished at about \$1.9 million. Last year was about \$6.9. This year we are on track for about \$10.5. We expect next year to be close to \$30 million. The growth has been phenomenal. We are very pleased. That is something that we are driving towards, faster growth on a very nice share structure.

**Tracy Weslosky:** Paul, what percentage of your clients are American and what percentage are Canadian presently?

**Paul Ghezzi:** Currently we are running at about 80% Canadian, 20% U.S. We expect that to shift to about 60/40 over the next 2 years. The U.S. is a natural market for us in terms of energy consumption being 10 times bigger than Canada..to access the complete interview, [click here](#)

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