

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

offering for the fleet sector

IT and technical services is a huge area and it is only getting bigger each year as we embrace new technologies such as the Internet of Things (IoT), cloud computing, data analytics and monitoring, and Artificial Intelligence (AI). One company that is making steady progress in providing these services is Direct Communication Solutions Inc. (CSE: DCSI | OTCQX: DCSX) (“DCS”).

DCS is an up-and-coming IoT company with a motto to “connect anything, anywhere”. DCS develops network ready IoT solutions that will make a difference in business efficiencies, productivity, reliability and profitability. DCS does this by providing better ways to collect and assess business-critical data from all types of assets and devices using their hardware, software applications and scalable cloud services.

DCS states:

“DCS has developed key relationships over the past decade, by providing and becoming a Technical Services Provider (TSP) that clearly enables the IoT industry with hardware, software services, managed services and technical expertise throughout the IoT process.”

Direct Communications Solutions business is reaching over 400+ partners

Tapping into the Trillion Dollar market one solution at a time.

DCS provides business solutions with intelligence, creativity, logical and innovation strategies that improve business efficiencies, productivity, reliability and profitability.



EST. 2006



2000+ Unique Solutions



900K+ Devices



400+ Partners

Source: DCS company presentation

DCS's new orders are bringing in significant revenue

DCS has grown revenues from US\$9 million in 2017 to US\$14 million in 2020. While that is not a bad performance it is looking like DCS is just getting warmed up. Announced on April 6, 2021, DCS received "a purchasing commitment from one of its long time clients. The purchase order represents \$6.88 million in products and services." Further details of the deal were not disclosed. A \$6.88 million order is significant to DCS and bodes well for future earnings announcements.

MiFleet + Vision update

In further good news in April DCS announced that their MiFleet + Vision products have been approved for use on US cellular's 4G-LTE network. This is a key step towards commercialization and should potentially lead to significant adoption and in time revenues for DCS. MiFleet + Vision allows fleet managers to see their vehicles and drivers by providing real-time video within the MiFleet platform. It is also useful for training drivers and can provide video intelligence in the event of an accident, theft or potential litigation.

Mike Lawless, EVP of DCS stated: "When you look at the fleet management industry, bringing multiple data points together in

one platform is where fleet managers really start to realize the benefits of using technology to manage their fleets.”

In May news DCS announced that it has partnered with Bluesky Communications to offer MiFleet to Bluesky customers. The initial deployment between the companies will be to upgrade 300+ vehicles across the Bluesky Communications network footprint.

DCS also announced in May that it was appointed the first distributor in the North American market by TOPFLYtech to provide distribution, logistics and technical support. TOPFLYtech offers long battery life devices for virtually any asset monitoring use case. Their solar powered GPS device solves the problem of monitoring high value assets that have no direct access to power.

More details about DCS

DCS operates as a Software as a Service (SaaS) company and sells several services and product solutions. Services include engineering, logistics and wireless data. Product solutions include MiFleet (tracking software), MiSensors (includes MiTag an 8 in one IoT sensor) or MiCovid cam (a COVID-19 detection device). DCS is becoming a leader in providing fleets with GPS and other monitoring services.

You can read more details on the DCS product solutions [here](#) and [here](#).

Some of DCS's cloud-based product solutions



Source: DCS company presentation

Closing remarks

DCS's solutions combine the future's most relevant technologies – IoT, 4G, Cloud Based Platform, SaaS, Data Analytics, AI & Sensor Based Monitoring. These are high growth areas and represent significant revenue potential for DCS as they offer businesses complete end-to-end solutions.

DCS has a market cap of just C\$17 million and the US listing is up 97% over the past year. One to follow.

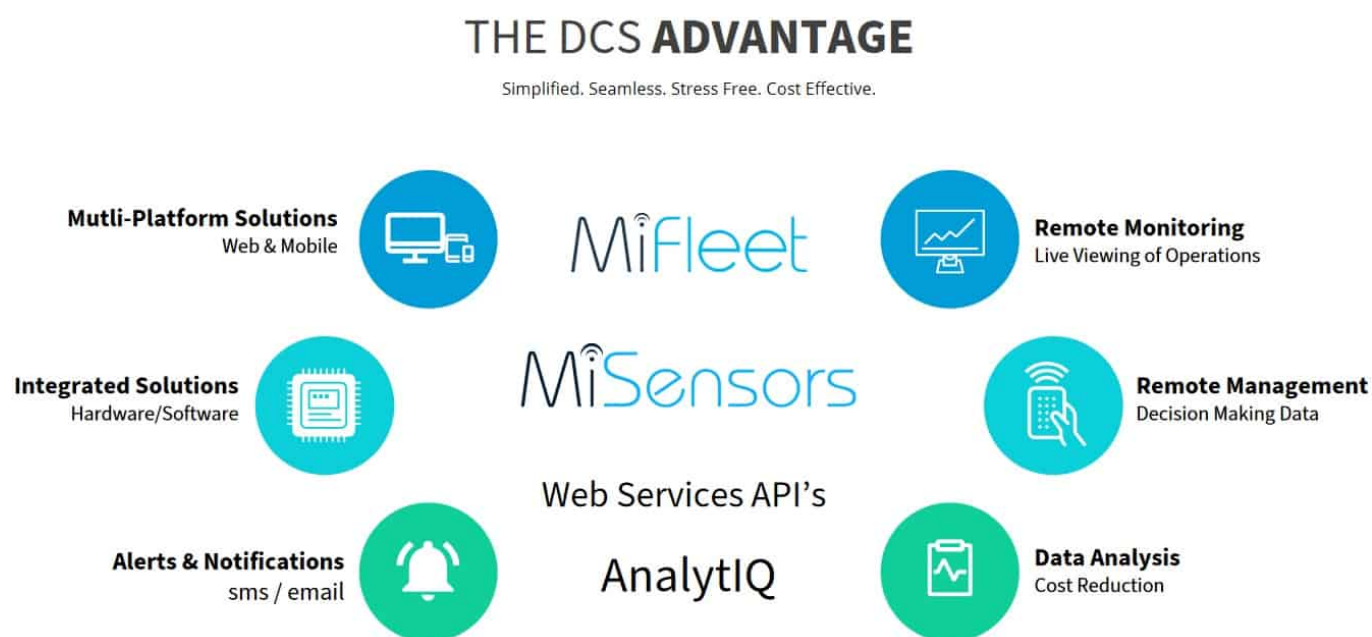
Continuing to grow revenues in the fast growing IoT sector, DCS promises to “connect anything, anywhere”

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



MiTag

\$89.00

The MiTag Multi-Sensor is a battery powered, long range Bluetooth 5.0, IP67 8-in-1 sensor built specifically for IoT Applications. The MiTag Multi-Sensor packs in more than just an IP67 Temperature Sensor, it also includes Humidity, Pressure, Open/Closed Contact Switch, Light & Motion/Impact Detection, and a Multi-Functional Alert Button with BLE beaconing capabilities.

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

CHANNEL PARTNERS



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.

MiCOVID Cam thermal temperature screening helps schools and businesses reopen safely

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

INTRODUCING MiCOVID CAM



Reopening your business or school? MiCOVID CAM provides thermal temperature screening for your patrons and students. MiCOVID CAM is fast, accurate and gives your business a cost effective monitoring solution to ensure a safer workplace or school.

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 IoT 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.

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

of DCS

“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](#)

Disclaimer: Direct Communication Solutions, Inc. is an advertorial member of InvestorIntel Corp.

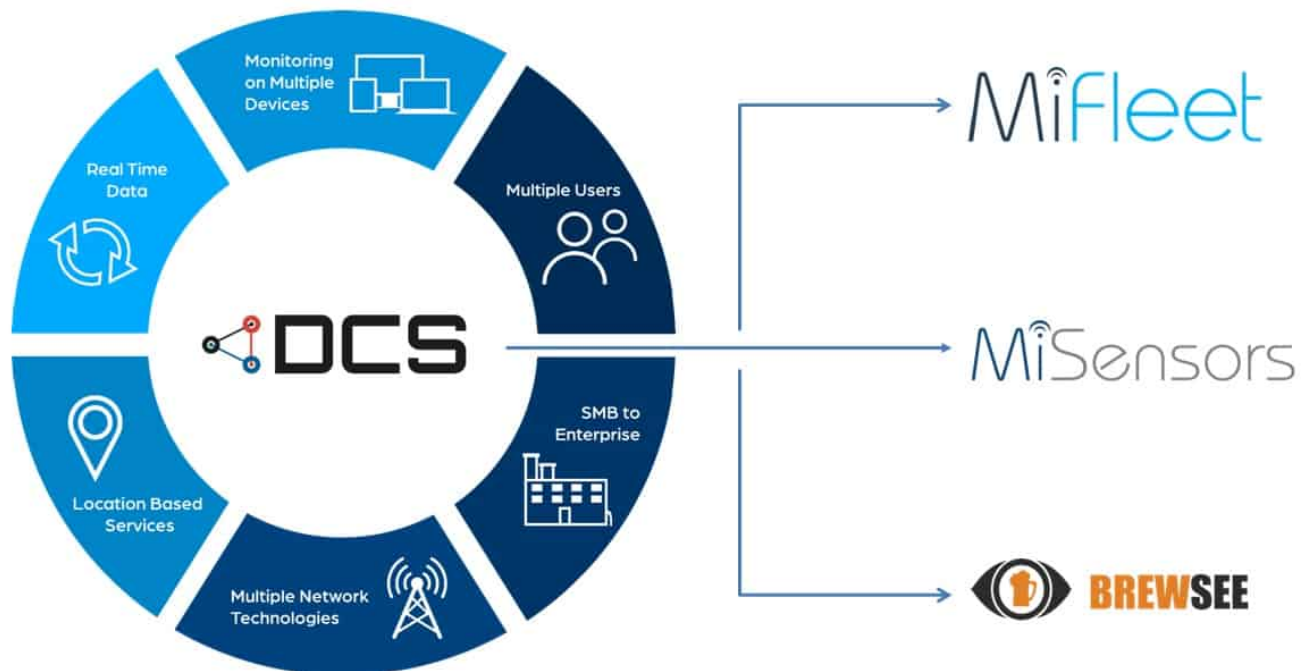
A newly listed IoT that can “connect anything, anywhere” is aptly called Direct Communication Solutions

It is now widely recognized that this decade will see a massive boom in the Internet of Things (IoT), worldwide spending on IoT is forecast to grow to US\$1.1 trillion by 2023. By 2025 it is forecast that there will be 21.5 billion connected devices worldwide. A huge opportunity exists in the area of design and sale of smart software platform solutions (web based or phone Apps) that can help the customer view the data and respond as needed (often automatically and remotely).

And there is a company that offers to do just that and it is trading at a compelling valuation. The Company just listed on the OTCQB this month and the CSE earlier this year. That Company is Direct Communication Solutions Inc. (CSE: DCSI | OTCQB: DCSX) (“DCS”).

DCS offers clients end-to-end IoT solutions that are enabled by the latest technologies using a simple all in one cloud based platform. DCS’s platform combines IoT, 4G, cloud, Software-as-a-Service (SaaS), data analytics, Artificial Intelligence (AI) and sensor based monitoring.

DCS Advantage



DCS uses advanced software applications and databases that can analyze as well as manage the data that IoT hardware has collected. This provides businesses the opportunity to receive real-time data in order to make better decisions about their business.

DCS offers three simple to use platforms depending upon the client's needs:

- **MiFleet** is a GPS Fleet monitoring and tracking software. It offers multiple applications and cellular technology offerings. Some examples include tracking, logistics, proof of delivery, and fuel consumption.
- **MiSensors** is a set-and-forget event based remote monitoring system. Sensors connect to a gateway, then to a network, then to a platform/mobile app. On the platform/mobile app you can see up to date information instantly. Applications are numerous and some example include monitoring and/or automation of factories, power plants, pipelines, network operations centers, transport services, airports, and even spacecraft.
- **Brewsee** is a beer life cycle monitor and control system.

It includes smart handling of temperature, CO2 pressure, inventory management, critical timing and prevent after hours pours or staff giveaways/waste and/or theft. The system can also combine digital signage integration and security system integration.

Brewsee is an all in one IoT management system for the hospitality industry



SOLUTIONS

Beer Life Cycle Monitor & Control System

Smart handling of Temperature, CO2 Pressure, Inventory Management, critical timing and prevent after hours pours or staff giveaways.

A comprehensive inventory tracking system helping clients to reduce waste, theft and non-automated interfaces – promoting better production.

Key Features of BrewSee®

- To be able to track key metrics of keg from distribution facility to restaurant and/or bar.
- Illuminate industry into asset IoT management.
- Higher profits for business and more employee accountability



Point of Sale (POS) Integration



Digital Signage Integration



Security System Integration

Direct Communications Systems has significant advantages over their competition. Their new, proprietary MiSensors product, fully deployed, and based on a recent use case of a similar platform can be delivered up to a 70% discount to the cost of competing solutions with a fraction of the time and effort. One MiSensor can do the job of 6 competing sensors. This saves clients time, effort and money. These benefits are making IOT platforms easier and cheaper to build and customers are starting to notice. Revenues have exceeded expectations since the company started building their own sensors and moved to a recurring revenue model.

While MiSensor's is likely the most important initiative at

DCS this year there is still so much more to tell. DCS garners sales through major Telcos like US Cellular, Sprint, and T Mobile. Telcos are incentivized to sell DCS services because a successful IOT platform helps sell more airtime. Furthermore, sales teams from Telcos get commissions to refer DCS products. Thus, marketing expenses are not a huge line item for the Company. When a Telco refers a client, that client is offered a one stop solution for their IOT needs. If you have ever tried to link your software to someone else's hardware you will understand how hard this can be. Many customers complain there is no customized solution within the industry until they get to DCS. It is this END to END solution, linking software to hardware with customized platforms that is winning new business for DCS. Or as CEO of DCS Chris Bursey says: *"Making life easier for our clients is our primary mission"*.

DCS started out as a hardware reseller. When margins compressed in that industry, Chris Bursey made the decision to pursue a higher margin recurring revenue model. Today, close to 15% of the company's revenue achieves a 70% EBITDA margin, and that number is expected to grow as clients everywhere begin to figure out they can save money, time and effort by switching to an, END to END service offering with customized solutions. As Chris Bursey was heard quoting recently: *"There is endless opportunity in this industry for a team that can make the difficult job of connecting hardware and software easier, quicker and cheaper. We think DCS is in a prime position to execute on that promise. We can connect anything, anywhere."*

About Direct Communication Solutions Inc.

DCS provides business solutions with intelligence, creativity, logical and innovation strategies that improve business efficiencies, productivity, reliability and profitability.



EST. 2008



2000+ Unique Solutions



900K+ Devices



400+ Partners

Source

Why the undervalued valuation?

DCSX trades at a US \$9m market cap, despite its US\$16m in 2019 revenue. That is close to 0.5X 2019 revenue. Most IOT company's trade at least 2x revenue. MCloud Technologies (TSX: MCLD) (MCLDF) is similar in sales and size of customer base and trades with a US\$55m market cap. This under valuation of DCSX is an opportunity for investors. DCS's public issuance happened at C\$2.00 or US\$1.40. From their US \$1.40 IPO price, the shares have dropped to US\$0.25 during the COVID-19 period and have since rebounded to US\$0 .62. Improved volume suggests that the stock has rebounded from its lows and is now being accumulated. If DCSX were to trade at 2x revenue, like its peers, it would be a \$34m market cap versus the \$9m it trades at today.

Closing remarks

In summary, DCS offers cloud platform, data analytics, software as a service, remote sensor monitoring, and other related activities. The Company believes that they have a competitive advantage with their MiSensor able to do the job of 6 competing sensors. Valuation appears very compelling with a market cap of only 0.5X revenue.

As we rapidly move into the era of the IoT the demand for

platforms that can simply help the customer with their business needs using smart end-to-end systems is going to be enormous. Software as a service companies usually trade on high multiples, which makes it all the better for investors who can get in early on DCS having only listed in early 2020.

2018 was a big year for tech, so what's in store for 2019?

Technology innovation is moving so fast you can be forgiven for thinking it's moving too fast. What was predicted one year ago to be the next big thing may have already been replaced with the latest and greatest concept.

2018 was a big year for innovation in technology with that trend expected to continue in 2019. For entrepreneurs this presents a challenge as not all new technology ends up catching on, so it's important to be careful with R&D dollars and investments. Remember technology is a tool to enable business to run more efficiently and more economically.

Big technology trends in 2019

Three big trends for 2019 evolve around 5G, the Internet of Things (IoTs), and Artificial Intelligence (AI). Many other new technology trends will be enabled under these umbrellas accelerating research and development (R&D) in blockchain, mobile app development, autonomous vehicles, data analytics, smart cities and buildings, and ideas yet to be thought of.

5G is the next generation of radio access (wireless) networks delivering predicted speeds of up to 100 times faster than 4G. 5G is starting to be rolled out now in selected capital cities

around the globe. Many new smartphones in 2019 will offer 5G connectivity and hence incredible online performance.

The Internet of Things will involve all things being connected online, and will be supported by 5G networks. For example a motion sensor in your home will inform your smartphone of a possible intruder, or you can remotely turn on your washing machine from work.



Artificial Intelligence is a general term for machine learning. We already see this with online “bots”, some personal robots or assistants (Amazon “Echo” etc), and with the way big companies such as Facebook use their “like” system for targeted advertising. Of course this is just the very beginning of AI, and it will perhaps be the biggest technology trend of the next decade.

Blockchain is a secure decentralized digital ledger that can't be altered. It's possible that in the future every recorded piece of digital data can be stored this way. It can mean all transactions an individual or a company makes can be recorded. Looking ahead it is quite likely we will follow China's lead

and use our smartphone to simply purchase all our goods wherever we go. A cashless society recorded on the blockchain.

A brief look at a few of the innovative technology related companies we follow at Investorintel

Cobalt Blockchain Inc. (TSXV: COBC) is working with partners to develop a blockchain-based reporting platform to provide greater certainty of provenance and further assurance that all minerals (notably cobalt) procured are ethically sourced.

Global Blockchain Technologies (CSE:BL0C) “BL0C” is an investment company that provides investors access to a mixture of assets in the blockchain space, strategically chosen to balance stability and growth. BL0C invests in new markets enabled by blockchain technology. On December 17, 2018, BL0C made a key acquisition by acquiring 100% of the issued and outstanding shares of X2 Games. BL0C and X2 Games have initiated a comprehensive strategy to optimize BL0C’s assets towards gaming, eSports, and AI. BL0C’s assets will be leveraged to support X2’s pursuit of disruptive gaming interfaces.

Global Cannabis Applications Corp. (CSE: APP | OTCQB: FUAPF) designs, develops, markets, and acquires data technologies for the cannabis industry by applying artificial intelligence, blockchain, and crypto-currency to improve cannabis health sciences. The Company mission is to build a technology-enabled community to improve health and wellness.



Internet of Things Inc. (TSXV: ITT) operate as an Internet of Things technology accelerator and industry investment acquisition company. In other words they buy up early stage promising IoTs companies.

NanoSphere Health Sciences Inc. (CSE: NSHS) do not technically fit into this category but they are doing some good things with bio tech. One of their great products is the only patented nano-particle delivery system to transport the highest level of therapeutic agents directly to the bloodstream, therefore removing the need for needles.

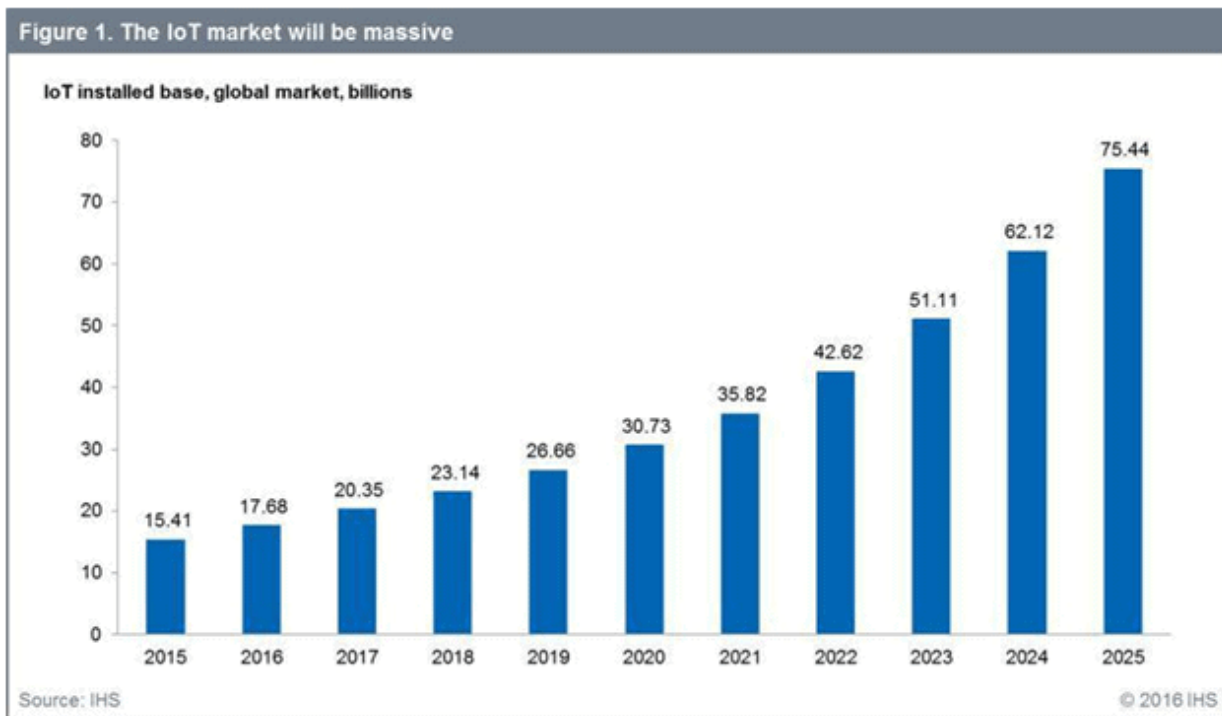
Siyata Mobile Inc. (TSXV: SIM | OTCQX: SYATF) provide an all in one 4G device that reduces clutter on company fleet dashboards. The tablet style device runs mobile apps that eliminate the use for a cell phone, a 2 way radio communications device, or even a GPS navigation system. Siyata plan to be first to market with a 5G dedicated in-vehicle device.

By no means is this a complete list but rather a brief look at some key 2019 technology trends, many of which will be showcased at the upcoming Cantech Investment Conference in Toronto Canada, January 29-30, 2019. InvestorIntel will be attending as a media partner, so we hope to see you there.

Internet of Things ahead of the pack for a new global future.

The Internet of Things (IoT) concept is basically connecting any device with any other device on the internet. Or put formally “the interconnection via the Internet of computing devices embedded in everyday objects, enabling them to send and receive data.” This includes everything from cellphones, coffee makers, and almost anything else you can think of. This also applies to components of machines – For example, a jet engine of an airplane or the drill of an oil rig. If it has an on and off switch then chances are it can be a part of the IoT and can be operated from anywhere with the help of internet. In the very near future this will create opportunities for the direct integration of the physical world and the computer based world. The result will be improved efficiency, accuracy, and economic benefits.

IHS forecasts that the IoT market will grow from an installed base of 15.4 billion devices in 2015 to 30.7 billion devices in 2020 and 75.4 billion in 2025 – That’s a massive 5 fold increase in a decade.

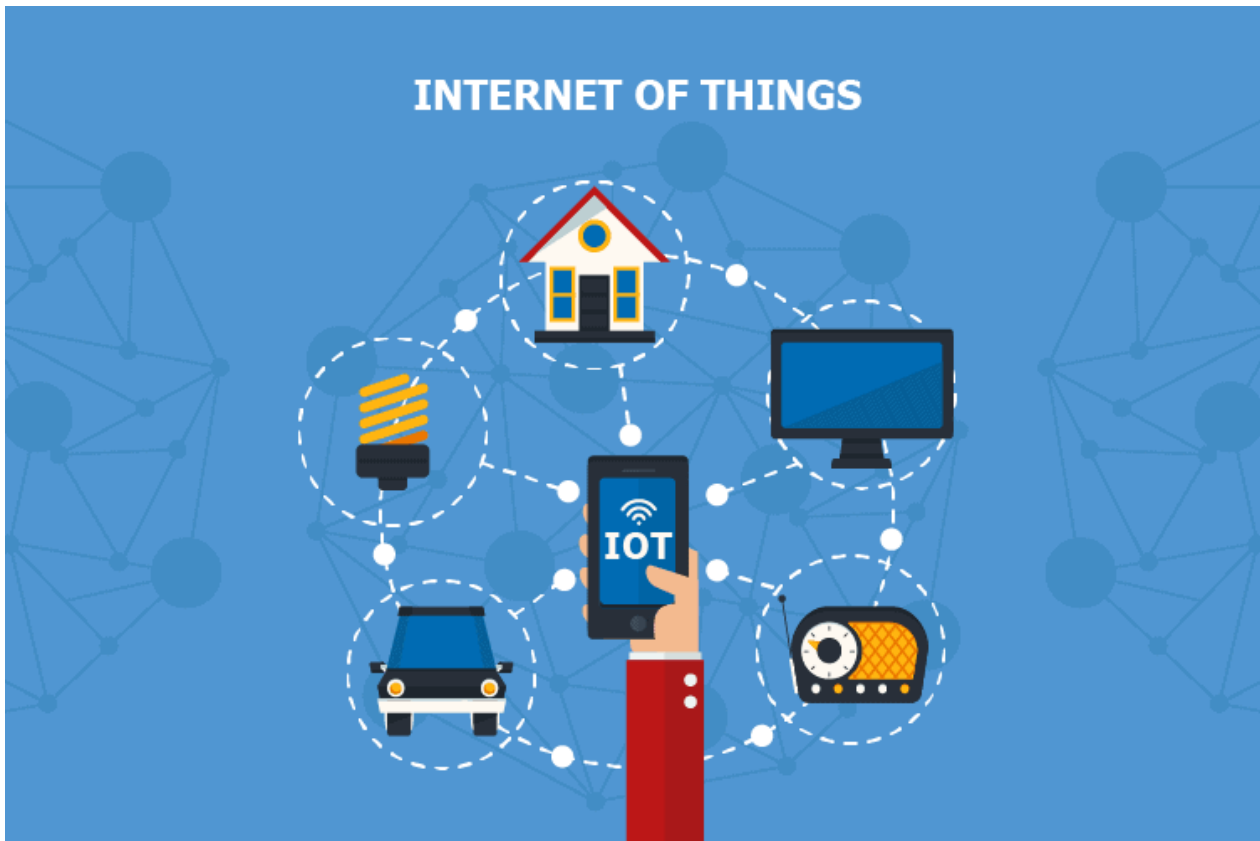


The Internet of Things market will be massive.

An even bigger forecast – “SoftBank believes 1 trillion connected devices will create \$11 trillion in value by 2025.”

The Internet of Things is about to explode with so many opportunities available and many we just haven't thought of yet. By way of an example, by 2020 you will be able to get the latest weather report from Weather Telematics Inc. as you travel home in your autonomous vehicle (AV), while checking if you have turned on the air-conditioner and washing machine using an app on your 5G enabled mobile device.

Internet of Things Inc. (TSXV: ITT) operates as an Internet of Things technology accelerator and industry acquisition company, with an objective to generate positive cash flow through a portfolio of innovative technology growth ready assets.



Internet of Things

The Portfolio

New Hope IOT Intl. Inc.

With more than 600 subsidiaries New Hope Group is one of China's largest privately-owned entities. Internet of Things has formed a joint venture with New Hope Group to become one of the top domestic 'intelligent plant' big data platform operational service providers. The focus will be on data monitoring and analytics by means of professional consultation and manufacturing process optimization, transforming traditional manufacturing operations into advanced 'smart' industrial internet of things facilities.

Weather Telematics Inc.

A Canadian based global IoT company that offers road safety data through a proprietary hyper-local mobile sensor network to generate road weather data products for enterprises, governments, and consumers. Weather

Telematics is at the forefront of the explosive growth opportunity presented by the combination of Artificial Intelligence (AI) and the rapidly expanding Autonomous Vehicle (AV) market.

Braingrid Corp.

Braingrid is a blockchain cannabis tech company who use a wireless sensing and data collection platform that enables medical cannabis growers to securely monitor, analyse, and optimise their cultivation data. Braingrid provides an affordable versatile quick to install sensor platform to mitigate crop risk, increase yield, assist with compliance, and decrease operating and utility costs.

Blockstrain Technology Corp.

Blockstrain is another blockchain cannabis technology company. It has developed a comprehensive cannabis genetics archiving platform with the aim to transform the way global cannabis business transactions and operations are conducted. Blockstrain provides an incorruptible ledger environment that automates and encodes transactions from seed-to-sale. Blockstrain has created solutions to mitigate risk, ensure transparency and accountability, and provide security and validation for all involved parties.



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Kontrol Energy CEO on solving waste inefficiencies plaguing

the \$200B annual energy industry

“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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