



# NEWSLETTER - SPRING 2020 -

## Message from the President



**John Putters,**  
President & CEO, Director,  
Company Founder

This awakening has in many ways changed our world. The “new normal” following the pandemic will touch virtually every one of us, and every business in every corner of the planet. **Cleaning compliance** will be paramount, not just to prevent the spread of disease, but because people will demand it, and will be very reluctant to attend at locations that have demonstrated a poor record in terms of cleanliness. Even prior to the outbreak unclean facilities were a turn off; today, as we know, they can be life threatening.

Like any event causing global upheaval, the world becomes a different place once the threat has passed. New technology emerges to address the threats and inevitably make our lives better. The COVID-19 pandemic is no exception.

**Technologies like WANDA**, Visionstate’s IoT solution for facility management, will no longer be ‘nice to have’, but **will become ‘a must have’**. People will expect clean environments, and ensuring that happens will take technology to track it. Only through IoT technology can cleaning compliance be enforced and catalogued through detailed reporting and analytics. In this context, a sheet of paper affixed to the wall of most cleaning areas has become an anachronism. Welcome to WANDA and the new world.

The COVID-19 pandemic has awakened our collective need to be diligent on a global scale about the importance of effective cleaning and hygiene. On countless occasions over the past several months medical practitioners around the world have emphasized the need to wash our hands and to disinfect touchpoints and well travelled areas in order to stop the spread of the disease.

The implications of not taking precautions can be life threatening, and countries that did not take immediate action to **reduce the spread of COVID-19** have paid a hefty price. No longer are cleaning and hygiene an afterthought; suddenly they have become the first line of defence in the battle against the coronavirus.

## Business Update

As the world continues its fight against the novel coronavirus, Visionstate's IoT solution for facility management becomes even more relevant. In a post pandemic world, new standards will be set for cleaning and maintaining public areas, and Visionstate stands to benefit from this new reality. Although the focus for now is on the fight, we **anticipate a significant increase in deployments** once the curve has flattened and businesses start to emerge from the global shutdowns. We are preparing accordingly by having our technology ready for quick deployment (Wanda Kit Version & Wanda QuickTouch) and gearing up our marketing efforts.



In the meantime, the Company **has deployed its first IoT buttons called Wanda QuickTouch** to hospitals on the West Coast of Canada. QuickTouch is an easily deployed solution that tracks cleaning and maintenance alerts, cleaning events and alert response times. Relying on battery power and automatically connecting to the LTE-M network, QuickTouch requires virtually no infrastructure, and can be deployed quickly and affordably.

Visionstate is also pleased to announce the **first significant deployment of its new mobile app called WandaMOBILE**. The app is being used in a network of 30 warehouses across Canada to track cleaning and supply

consumption, and to ensure high cleaning standards are being met. WandaMOBILE enables facility managers to track cleaning events outside public restrooms, greatly expanding the functionality of the overall WANDA solution and opening new revenue opportunities.

The pipeline for new business continues to grow rapidly and the Company is gearing up for a significant **marketing campaign** over the next few months. This includes target lists of companies hit hard by the pandemic, including cruise lines, schools, hospitals, and other large public facilities affected by pandemic related shutdowns.

## Sales and Marketing

Visionstate, along with its global partners, is gearing up for a massive sales and marketing campaign that will ramp up once the threat of COVID-19 has passed. The campaign will include print and online advertising, and training of sales teams on Visionstate's new products, including QuickTouch and WandaMOBILE. The training will also focus on the plug and play version of WANDA that significantly reduces the complexity of installation. The Company is also developing new videos to go along with each of the products which will focus on functionality, return on investment, and compliance to cleaning standards.

Management believes that as the pandemic subsides, companies around the world will be looking for technology solutions to address proper cleaning and maintenance of their facilities, in part to protect themselves from potential liability. The marketing campaign will therefore focus on the urgency of deploying this technology to be proactive in the fight against any disease outbreak.



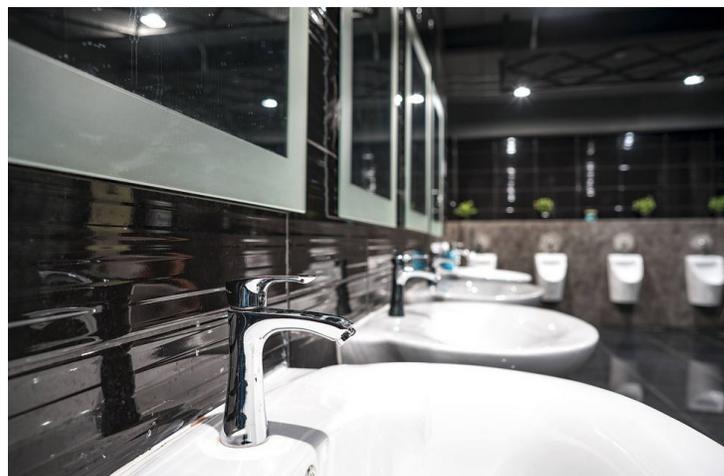
## Wanda Kit Version

WANDA installations have been historically challenged by lack of infrastructure at the customer location, particularly the reliance upon existing Wi-Fi networks for connectivity. In order to scale for large deployments, Visionstate worked with its partners in distribution, connectivity and technology to package a kit version of WANDA that is now plug and play. The WANDA tablets automatically connect to the new IoT dedicated cellular network which provides Visionstate with a full control over connectivity and enables building managers to easily install the solution. This is an important step forward for Visionstate as it scales for larger deployments of its solution.



## Wanda QuickTouch

Visionstate is highly responsive to customer needs, and has identified a market for a solution that can be quickly deployed and requires no localized infrastructure to install. QuickTouch is an innovative IoT button that runs on battery power and automatically connects to the LTE-M network once activated. QuickTouch was developed by Visionstate to address remote restroom or cleaning areas that may not require a full WANDA solution, including the tablet. The new technology provides a more comprehensive solution to our customers as they can deploy QuickTouch easily and affordably. QuickTouch is based on **software as a service (SaaS)**. The Company has deployed its first set of IoT buttons and will be following up with a new sale in the US at a location with existing WANDA devices in place.



## Research & Development

Visionstate continues to invest in its technology to expand its solution in the facility management sector. The Company is currently working on agnostic sensors that can retrofit any existing restroom dispenser. Among other data points, **sensors will measure performance, supply levels and frequency of use and will feed data to Visionstate's analytics**. It is anticipated the sensors will be available on the market in the Fall of 2020.

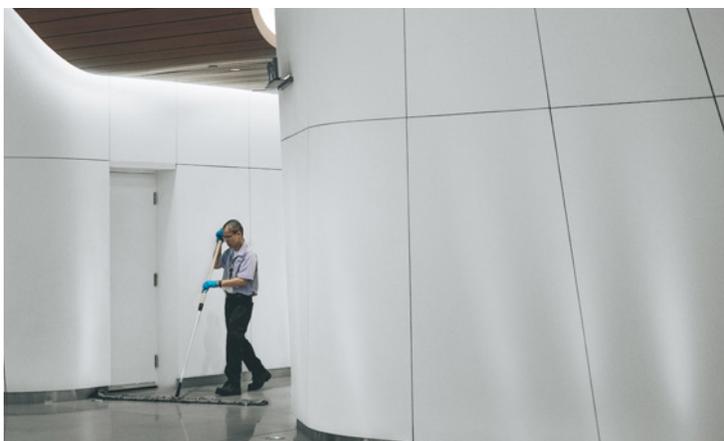
Other development includes **radio-frequency identification (RFID) tracking of people and supplies** in facility management. This data is important in determining optimal cleaning schedules and effectively measuring resource use. It will also assist in tracking high-value assets such as floor cleaners.

Visionstate developers are also refining the reporting features of WANDA to better enable managers to prepare compliance reports or be flagged on areas where compliance has not been met. Compliance testing is a unique feature in WANDA and has become even more important as a result of the COVID-19 pandemic. Meeting and exceeding compliance measures are particularly important with lingering threats from pandemics, and non-compliance can affect public safety and liability.

## Visionstate Corp. Welcomes New Director

Visionstate Corp. is pleased to announce the appointment of Ned Dimitrov to the Board of Directors, adding valuable knowledge and experience in capital markets to the Visionstate team as it explores new growth strategies for the Company.

Mr. Dimitrov is a results-oriented multilingual professional with a strong affinity for business development and technology implementation and a track record of identifying new business niches and developing new markets. He is also familiar with raising capital through capital markets and individual investors, with over 8 years' experience in sales, securities and options trading, financial advice, and consulting.



**For more information, please contact:**

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## Visionstate in the News




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**March 17, 2020: [Visionstate's WANDA is First Line of Defence in COVID-19 Breakout](#)**

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**March 23, 2020: [Visionstate Ships First IoT Buttons for Rapid Response to Cleaning Alerts](#)**

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**March 27, 2020: [Visionstate Appoints New Director as Part of its Accelerated Growth Strategy](#)**

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**March 30, 2020: [Visionstate Corp. Announces Final Approval for Closing of Over-Subscribed Private Placement](#)**

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**April 9, 2020: [Visionstate's Latest Technology to Raise Bar on Hygiene Compliance Amid COVID-19](#)**

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