



# NEWSLETTER

## SUMMER 2020

## Message from the President

I would like to first thank all the Visionstate Corp. shareholders for showing patience as the Company moves through the effects of the COVID-19 pandemic. Although our IoT (Internet of Things) technology is an important solution for tackling the virus on the front lines, the Company did experience a temporary slowdown in sales, particularly in the early stages of the outbreak where our customers were focussed exclusively on dealing with the impacts of COVID-19 and the subsequent shut down of the global economy.

However, as our economies and facilities continue to reopen, a new mind set has emerged as it pertains to cleaning and hygiene. No longer are cleaning practices taken for granted, and in fact customers now expect a heightened commitment to cleaning protocols. Additionally, as schools begin to reopen in the Fall of 2020, it is incumbent upon facility managers to ensure the health of these students, in the same way businesses must take proactive measures to protect their own customers.



In the meantime, Visionstate has been responding to the market demand. The Company has released a new compliance feature that provides real time data on cleaning protocols and whether they are being met. Visionstate, using its people counter sensors, has also developed a new feature for occupancy levels in restrooms and other areas, again, a response to COVID-19 and the need to social distance. The team at Visionstate is also working on making Wanda touchless to patrons who want to leave feedback. Complimenting the "Touch for Service" button on the Wanda display will be the ability to scan a code to provide that information on mobile phones. Although we do use an antimicrobial overlay on every Wanda, perception is important, and we feel it's necessary to provide the public with that option.

With the staged reopening of the North American economies over the past 60 days, Visionstate is now experiencing a significant growth in both sales and sales pipeline. The addition of our two new products, WandaMOBILE and IoT Quicktouch buttons for alerts, has helped sales considerably due to their fast deployment and no requirement for infrastructure investment, including power and Internet.

The team at Visionstate looks forward to the coming months as it executes on its sales strategy and continues to develop great technology.

*John Putters, CEO, Visionstate Corp.*

# Business Highlights

WandaMOBILE and Wanda QuickTouch have opened two new and important revenue streams to the company which are starting to pay off. The two products were developed as compliments to the Wanda solution, which includes 10- and 15-inch devices that collect data on customer experience, cleaning activities, supply usage, traffic patterns and third-party sensors.

Wanda QuickTouch meets the needs of customers looking for an easy solution to cleaning or maintenance alerts that require no infrastructure investments. The tiny, 2.5-inch QuickTouch button runs on three years of battery life and automatically connects to the LTE-M network. Similarly, WandaMOBILE expands the breadth of data collection by enabling facility managers to monitor entire facilities and not be restricted to restrooms. Significantly, WandaMOBILE now provides the ability for mangers to establish cleaning protocols that can be monitored and analyzed in real time.

Based on the high margins, scalability, and recurring revenue potential for these new products, Visionstate is actively marketing the solution through direct sales, key word advertising, new product videos and upcoming webinar presentations.



# Sales Updates

Although the COVID-19 pandemic affected our ability to sell the Wanda solution in March, April and May, 2020, the Company has seen a significant uptick in both sales and the sales pipeline in recent months. This is despite the fact that summer months are traditionally slower for Visionstate in terms of sales.

Significantly, first time customers are purchasing additional units of the Wanda tablet. This includes a large real estate company based in the US, as well as shopping centres and hospitals in Canada. These sales are reflected in both set up fees and monthly license fees.

June							Weekly Tasks	Average daily task compliance	
Su	Mo	Tu	We	Th	Fr	Sa		Tables & appliances	177%
31	1 100%	2 100%	3 100%	4 83%	5 95%	6	-	Common touch points	177%
7	8 100%	9 95%	10 100%	11 100%	12 45%	13	-	Floors	102%
14	15 95%	16 100%	17 100%	18 100%	19 0%	20	-	Door knobs	177%
21	22 100%	23 100%	24 100%	25 100%	26 95%	27	-	Recycling bins	100%
28	29 100%	30 0%	1	2	3	4	-	Sinks	176%
<i>WandaMOBILE compliance reporting provides detailed analytics on key performance indicators</i>								Waste bins	102%
								Mirrors	354%
								Disinfect fixtures	118%
								Sanitary bins	109%
								Toilets and urinals	177%
								Safety bars	92%
								Controls	184%

The Company continues to roll out its WandaMOBILE app to a network of warehouses across Canada. There are approximately 55 warehouse locations with up to three licences per location. The roll out was briefly delayed as a result of technology development, specifically in the area of cleaning compliance. The Company's technical department developed the feature in six weeks during June and July, and the roll out has resumed. Cleaning compliance was flagged as a necessary feature for the mobile app as the issue of compliance emerged as a key performance indicator for facility managers.

Wanda QuickTouch is being deployed in the pharmaceutical industry as a method to flag the completion of testing for drugs under development. Although not directly related to the cleaning industry, the project demonstrates the flexibility of this option. Potential customers see the value in a product that can be quickly deployed and does not require infrastructure, including power and Internet.

Moving forward, the Company is focussed on marketing the mobile app and IoT buttons through webinars, keyword advertising, direct sales and new videos to highlight the product’s features. Working off an SaaS, or software as a service model, the products have high margins with significant potential for recurring revenue. The Company’s goal is to sell 1,000 licences at an average of \$70 per month over the next 12 month.

## Technology Updates

Visionstate is working with third party companies to integrate sensors for measuring supply and performance of restroom appliances such as soap, towel and toilet paper dispensers. This not only positions the Wanda device as a data hub for all smart technology in restrooms, but greatly expands the Company’s sales and marketing reach. The objective is to sell a combined solution to ensure maximum return on investment for the customer.

The Company is also working on new features to address the reality of COVID-19. Visionstate continues to improve its cleaning compliance feature, and is working on also displaying occupancy levels in defined areas using its people counting sensors.

Visionstate is also working on a touchless version of the Wanda tablet, by enabling patrons to scan a QR code on the Wanda interface to provide feedback on their mobile phone. Although the product is protected by an antimicrobial overlay, this feature will eliminate potential pushback on the product based on having to touch the screen. This new feature eliminates that issue.



## Upcoming events

Watch for Visionstate to begin executing on installs it has been working on closing over the past few months. The Company will be increasing its marketing and sales initiatives through direct, targeted sales, keyword advertising, webinars and social media campaigns.

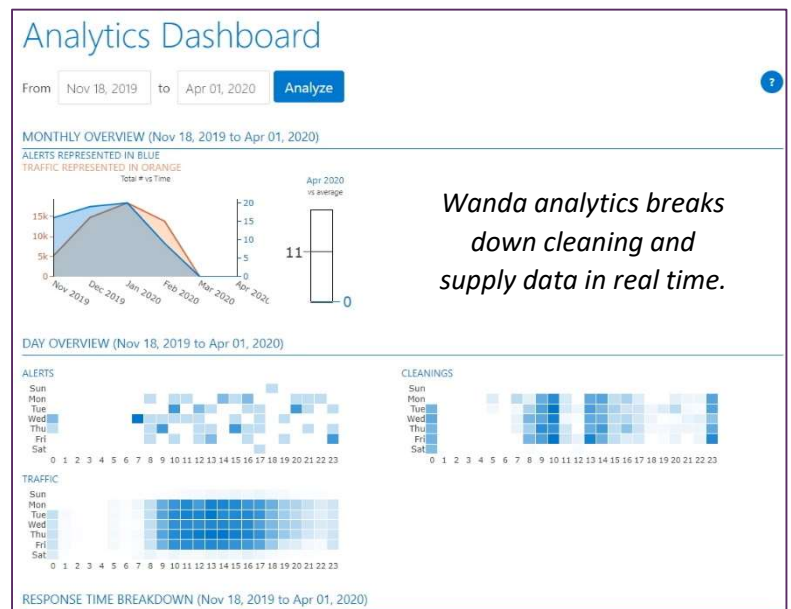
We are excited about our future and the technology we continue to produce in order to meet market demand. Stay tuned for more to come!

For more information about Wanda and Visionstate please don’t hesitate to contact us at:

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*Wanda analytics breaks down cleaning and supply data in real time.*