



# NEWSLETTER

## FALL 2020

## Message from the President

As the global COVID-19 pandemic continues to impact our economy, we are once again faced with the prospect of further lockdowns to contain the spread of the virus. At this point we are assuming the worst and hoping for the best, but like most other businesses, Visionstate is also making plans for its future as it faces these unprecedented times.

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***“Our focus continues to be centered around new technology that will help in the fight against the spread of COVID-19.”***

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**New Wanda interface with occupancy levels shown. The new feature is designed to ensure social distancing protocols are met in defined areas.**

Our focus continues to be centred around new technology that will help in the fight against the spread of COVID-19. The Company has already responded by introducing technology such as measuring occupancy levels for social distancing and ensuring our mobile app is effective in collecting critical data related to meeting new cleaning protocols. We believe that even after new vaccines are introduced to help curb the spread, our society is fundamentally changed, and the new standards will see a dramatic increase in attention paid to the cleaning process and meeting stricter protocols. Visionstate’s commitment is to continue building its customer base while at the same time expanding on our existing technology platform to provide demonstratable return on investment for our customers.

Visionstate wants to thank out valued customers and shareholders who have stood by us through this pandemic. Despite the challenges, Visionstate has continued to make sales for its Wanda solution and diversifying its suite of Wanda products. We wish you well, and please stay safe.

*John Putters, CEO, Visionstate Corp.*

## Sales and Marketing

Visionstate continues to deploy its technology in key industry sectors. This includes large university campuses whereby Visionstate is currently installing its solution in one of the premier educational institutions in Canada. This includes Wanda tablets, IoT buttons, or Wanda QuickTouch as we refer to it, and WandaMOBILE. The Company also completed deployment of WandaMOBILE to an international airport in Canada which is leveraging the mobile app to ensure cleaning compliance protocols are met. Deployment is also completed at a large private real estate equity company based in the US which has also installed the complete Wanda suite of products including tablets, QuickTouch and the mobile app. This location will also be the first to incorporate Visionstate's new occupancy level feature which accurately measures occupancy in defined areas to ensure social distancing.



**Wanda QuickTouch is a battery-powered IoT button for alerts and registering cleanings**

## Business Development

Visionstate is currently working with a global company that manufactures smart dispensers and is planning to roll out the technology in December 2020, integrated with the Wanda platform. This partnership will not only enhance Visionstate's technology solution but will add an important partner to the sales and marketing effort.



The result will be a complete end-to-end solution that includes data feeds on supply levels in the dispensers and their performance. This development increasingly puts Visionstate at the forefront of smart technology in public facilities.

The sensor-enabled Wanda solution opens a new revenue stream for this product. The sensors will integrate with Visionstate's analytics dashboard and can be used in combination with either the mobile app or Wanda tablets. The solution will also be sold by Visionstate's global partner in cleaning and hygiene products.

Visionstate continues to seek value-added partners that enhance the Company's technology and can sell and market the solution globally.

# Product Development

Visionstate has taken significant strides forward in developing its technology further, which is designed to address COVID-19 related concerns and position the Wanda solution as the definitive product for smart technology in public facilities. The Company recently completed testing of its new occupancy level feature which provides accurate measurements of the number of people occupying a defined space. The technology can replace static signage by accurately measuring occupancy levels by using people counting sensors in combination with the Wanda tablet. The technology eliminates guesswork on the number of people allowed into a certain area like restrooms and provides facility managers the ability to easily adjust those numbers.

A demonstration video of the new occupancy feature can be found here:

<https://www.youtube.com/watch?v=2RxEqContbU&feature=youtu.be>

Visionstate is also embarking on an RFID (Radio Frequency Identification) project that will track the amount of time spent cleaning in defined areas. RFID technology is growing rapidly as it continues to be rolled out to track the movement of people and products.

## In the News

Over the past few months Visionstate has released several press releases on its recent successes highlighted by a new agreement with Bunzl, a global company based in London, England, that is focused on the cleaning and hygiene sector. The new agreement introduces new revenue streams for Visionstate in the area of custom development and will assist in expanding the sales and marketing reach for the Wanda solution. The Company also disclosed its new occupancy feature designed to address social distancing in defined spaces such as restrooms, conference rooms, restaurants and other public locations.

### **Visionstate's Wanda IoT Solution to Be Enhanced by New RFID Technology:**

[https://money.tmx.com/en/quote/VIS/news/6663660261882533/Visionstates Wanda IoT Solution to Be Enhanced by New RFID Technology](https://money.tmx.com/en/quote/VIS/news/6663660261882533/Visionstates+Wanda+IoT+Solution+to+Be+Enhanced+by+New+RFID+Technology)

### **Visionstate Develops New Wanda Occupancy Measurement Feature to Address Covid-19 Social Distancing Protocols:**

[https://money.tmx.com/en/quote/VIS/news/7581651536585301/Visionstate Develops New Wanda Occupancy Measurement Feature to Address Covid19 Social Distancing Protocols](https://money.tmx.com/en/quote/VIS/news/7581651536585301/Visionstate+Develops+New+Wanda+Occupancy+Measurement+Feature+to+Address+Covid19+Social+Distancing+Protocols)

### **Visionstate Announces New Global Partnership with Bunzl to Include New and Wider Revenue Streams:**

[https://money.tmx.com/en/quote/VIS/news/8426842171335172/Visionstate Announces New Global Partnership with Bunzl to Include New and Wider Revenue Streams](https://money.tmx.com/en/quote/VIS/news/8426842171335172/Visionstate+Announces+New+Global+Partnership+with+Bunzl+to+Include+New+and+Wider+Revenue+Streams)

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**Highly accurate 3D people counting sensors work with Wanda for measuring occupancy levels**