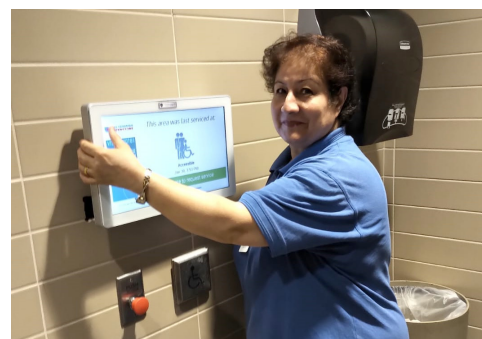




VISIONSTATE™



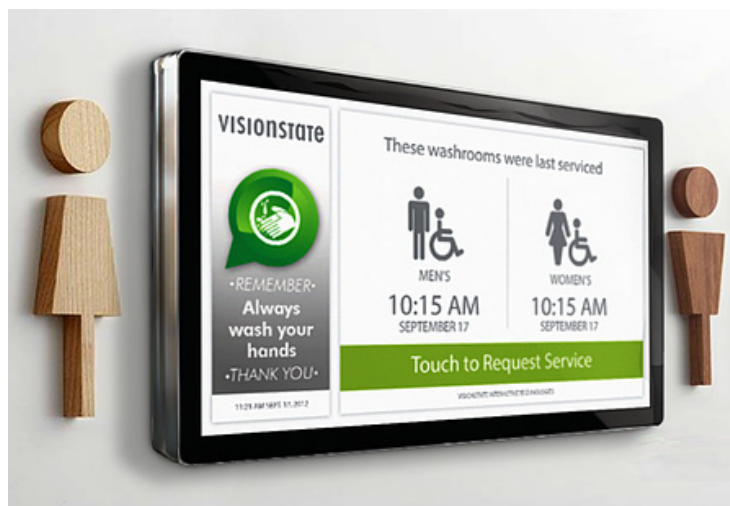
Visionstate Technologies: Bringing the Internet of Things to Public Washrooms

Visionstate Technologies Corp. (TSXV: VIS) should be under the radar of investors, simply because of its unique technology solution, Washroom Attendant Notification Digital (WANDA). WANDA is currently the **only alternative** to the paper sign-up sheet that renders information to the facility management as to a possible toilet flooding, empty soap dispensers or a shortage of toilet paper in some stalls. WANDA's user-friendly touch screen interface is simple to use and transmits critical information back to the facility management. The recent progress with the development of **WANDA Quick Touch** and the new **WANDA Mobile App**, Visionstate is ready to scale up its sales and business. The Company has just completed the marketing collateral for the new products and is actively taking them to market through direct sales, resellers, and in collaboration with its main distributor, Bunzl.



WANDA Quick Touch IoT Button

Easy to install, affordable and no upfront fees WANDA Quick-Touch solves a long-standing challenge for Visionstate in providing an affordable, easy to deploy solution for remote restrooms that may not require a full WANDA solution of the physical tablet at the restroom location. WANDA QuickTouch is a battery powered IoT device that automatically connects to the partners' LTE-M networks. This removes the need for facility managers to invest in infrastructure and connectivity and makes deployment easier and cost efficient. WANDA Quick-Touch provides the ability to send alerts with the simple push of a button. This initiates an alert to management of an issue in a specific area or restroom, as well as the time the alert was issued. By mobilizing cleaning staff to engage the QuickTouch button after addressing an alert, facility managers can track the number of alerts in a specific location, their frequency, as well as times or dates the alerts are occurring. Heat maps in the WANDA analytics dashboard show concentrations of alerts for when they occur most often, providing managers the capacity to plan staffing levels accordingly. The QuickTouch IoT button can also record regular or special cleanings, and measures the difference in time between when an alert was issued and when it was addressed, providing valuable insight on employee accountability and responsiveness.



WANDA Mobile

Wanda Mobile mimics the backend functionality of the physical WANDA units installed at the entrance of public restrooms or common areas in large facilities. It provides the ability for cleaning staff to track cleaning and maintenance activities throughout any sized facility including outside of restrooms. A new feature added to the mobile app provides cleaning and maintenance staff the ability to create new issues, alerts or activities that can be monitored and tracked in the WANDA backend. Similar to WANDA QuickTouch, our new app is also on a SaaS model.



The next big thing: monetizing data

The power of IoT is in the ability to collect data from sensors and other inputs to provide an analytical perspective on performance of both staff and inanimate objects such as soap and toilet paper dispensers. Based on data, facility managers can get real time insights on how their staff is performing, when a dispenser is low on supply, or the likelihood of it failing within a specific time period. Like all other industries, including sports, decision makers are increasingly relying on data to make decisions, and it's paying off. Visionstate's approach is to expand further into data services, such as providing monthly or quarterly performance reports to our customers based on a subscription fee. This strategy not only introduces a new revenue stream but demonstrates the value of the data being collected by the WANDA solution. This is only the beginning of the data revolution and as Visionstate deploys more solutions and products that gather information, such as WANDA Quick-Touch, the volume and value of this data will simply increase.

Sales and Marketing

Over the past two months, Visionstate has been successful in selling WANDA into new industry sectors, from Class A office buildings in the US to recreational centres in Canadian communities. These sales demonstrate the widening appeal of the WANDA solution as IoT applications continue to grow and become adopted. The Company has also seen an increase in repeat orders from existing customers particularly in the hospital and shopping centre sectors. Sales to existing customers are an important measure of the value of Visionstate's solution and enable the Company to expand its recurring residual revenue base. The Company is also working on new resellers to represent the Company's solution. Visionstate announced the addition of a new reseller, Sanitis, in August 2019. Sanitis is located in Texas and has a strong footprint in US based hospitals. The Company has been working with Sanitis to create branded marketing material and other sales assets to assist them in marketing the WANDA solution, which is now underway. The Visionstate team is currently focussed on expanding its reseller network and educating its sales partners on the new products going into the market, including WANDA QuickTouch and WANDA mobile. These products expand upon the existing solution and their ease of deployment makes them lend to the SaaS model.

“Our collaboration with Visionstate continues to enable us to deliver innovation that helps our customers improve efficiency and lower costs. It’s a very important partnership and a win-win for both.”

— Margo Hunnisett, VP, Marketing & Communications at Bunzl Canada.

Bunzl is committed to further developing new technology to further enhance its WandaNEXT™ solution.

Meet John A. Putters, President, CEO & Director of Visionstate Inc.

John A. Putters is a founder of Visionstate Corp. and now serves as its President, CEO and Director, as well as CEO and President of Visionstate Inc. He has an extensive experience in Project Management while possessing a rare combination of technical skills and intuitive understanding of e-commerce systems. In 1995, John Putters founded Canadashop.com and orchestrated a host of other dot-com ventures. He has also spent ten years working as a Publisher and Managing Editor in Bowes Publications Inc., owned by Sun Media Inc. Currently he oversees the strategic direction of Visionstate Corp.

John Putters holds a Bachelor of Arts degree from the University of Alberta, majoring in Political Sciences and Economics.



John A. Putters (Photo source: Edmonton Journal)

\$VIS is currently trading on the TSX-Venture.

Total number of shares out is 36,078,281

“I won’t eat in a restaurant with filthy bathrooms. This isn’t a hard call. They let you see the bathrooms. If the restaurant can’t be bothered to keep those clean, then just imagine what their refrigeration and work spaces look like.”

— Anthony Bourdain

And this applies not only to washrooms, but to all public facilities. Here is where WANDA™ steps in!



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Compensation for this article came from our monthly fees. Partners of CHF Capital Markets owns shares of Visionstate.

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