Visionstate Accelerates Growth with Surge in WandaLITE Subscriptions Driven by Bill 190 Compliance

written by Raj Shah | August 5, 2025

August 5, 2025 (Source) – Visionstate Corp. (TSXV:VIS) ("Visionstate" or the "Company"), is pleased to report an increase in adoption of its WandaLITE technology in direct response to Ontario's Bill 190 legislation, which mandates digital cleaning and inspection logs in publicly accessible washrooms beginning January 1, 2026.

Since the late spring launch of the WandaLITE product, the Company have secured 21 subscriptions for the WandaLITE platform. The new clients include prominent post-secondary institutions and hospitals in Ontario, where compliance with the new legislation is rapidly becoming a priority.

In this short period since the launch of WandaLITE, the Company has also added an additional 42 customers in its sales pipeline, spanning long-term care homes, building service contractors (BSCs), cleaning companies, school divisions, and more hospitals—all of whom are actively preparing for Bill 190.

The swift acquisition of 21 new clients, paired with 42 active prospects in the pipeline, underscores both the growing market traction and the speed at which our sales funnel continues to expand; all indicators point to continued acceleration as well as high revenue growth once the billings have started on January 1, 2026. Each new onboarded client may have single or multiple locations, in which each location will be required to pay an

annual subscription

Visionstate has taken a proactive and customer-first approach by focusing on onboarding clients ahead of the legislation’s December 31, 2025, deadline, while delaying invoicing until January 1, 2026, when the law becomes enforceable. This strategy has significantly reduced adoption friction and positioned Visionstate as a trusted partner in regulatory compliance.

Typically, the summer months represent a slower period for customer acquisition; however, the recent surge in new subscriptions underscores a growing urgency among organizations to digitalize their cleaning records and comply with emerging legislative standards. The accelerated uptake reflects how Bill 190 is prompting institutions to act well in advance of the January 2026 deadline, with WandaLITE offering a timely, practical solution to meet compliance requirements efficiently.

The Wanda platform is Visionstate’s flagship IoT solution that enables real-time tracking, logging, and analytics of facility cleaning, inspection, and supply status using touchscreen tablets or a mobile application.

WandaLITE, by contrast, is a streamlined, cloud-based version designed specifically to meet Bill 190 requirements with rapid onboarding, no hardware dependency, and simple QR-code-based check-ins. Both platforms offer secure digital record-keeping, audit trails, and performance data to improve hygiene, accountability, and operational transparency.

“Our focus has been on providing a highly accessible, effective solution that supports facilities in meeting new legislative demands without disruption,” said Shannon Moore, President of Visionstate IoT Inc. “WandaLITE offers the same integrity in data tracking as our flagship platform, but in a form that’s easier to adopt and scale. We’re proud to help raise health and

safety standards across Ontario.”

The annual base subscription fee for WandaLITE is $960, and Visionstate earns approximately 80% gross margin on software sales.

Earlier this year, Visionstate shared its objective of onboarding a high volume of customers in response to Bill 190. As customer interest has continued to increase the Company has refined its focus from buildings or locations to subscriptions—a more accurate measure given that many customers, such as hospitals and school campuses, operate multiple buildings under a single subscription, or operate multiple subscriptions in the same location/building.

Visionstate is committed to improving public health and safety by helping facilities transition from outdated paper logs to modern, auditable digital systems. As Bill 190 deadlines approach, the Company is dedicated to onboarding as many customers as possible through scalable, easy-to-use technology.

For more about Visionstate products please visit: www.visionstate.com

About Visionstate Corp.

Visionstate Corp. (TSXV: VIS) 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 and analytics, and sustainability. Visionstate IoT Inc. is a wholly-owned subsidiary of Visionstate Corp. Through Visionstate IoT Inc., it helps businesses improve operational efficiencies, reduce costs, and elevate customer satisfaction with its state-of-the-art devices that track and monitor guest activities and requests. The footprint of its WANDA™ smart device now extends to hospitals, airports, shopping centres, and other public

facilities across and beyond North America. Through building up a collection of synergistic technologies, Visionstate Corp. will continue to innovate, reduce environmental impact, and transform consumer experiences.

Issued on behalf of the Board of Directors,

“John A. Putters”

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