

Visionstate Corp. Announces Robust Sales Pipeline and New Technology Launches to Expand Market Reach

written by Raj Shah | April 17, 2025

April 17, 2025 ([Source](#)) – Visionstate Corp. (TSXV: VIS), a leading provider of smart facility management solutions, is pleased to provide an update on the Company's expanding sales pipeline, recent deployments, and the launch of key new technologies that position Visionstate for expanded market penetration.

Visionstate continues to see growing demand for its Wanda platform, an IoT-based solution that tracks and verifies cleaning and maintenance protocols in public facilities. In addition to its flagship product, the Company is proud to announce the completion of WandaLITE, a streamlined version of the Wanda system designed for quick and easy deployment, cutting set up time in half. WandaLITE is tailored to address Bill 190 in Ontario, which mandates real-time public reporting of cleaning times in restrooms and other public spaces.

The current sales pipeline includes a broad mix of municipal governments, healthcare organizations, educational institutions, and facility service providers, all exploring deployment of either Wanda or WandaLITE. Visionstate is currently in active talks with numerous potential clients, which include:

- Multiple municipalities
- A senior living organization with nine facilities

- A major Canadian university
- A large urban municipality in Ontario
- A well-known private college
- A prominent health authority
- A national janitorial service provider

In addition to pipeline growth, Visionstate IoT Inc. has recently delivered an additional 60 IoT alert buttons to one of its larger customers in the United States. These devices, which generate monthly residual licence fees, are being used to notify cleaning teams when boardrooms require service, offering real-time communication and improving operational responsiveness. The Company also completed system upgrades at two major shopping centres in British Columbia, further solidifying its presence in the retail and commercial property sectors.

Complementing these developments, Visionstate team is also excited to unveil MIRA, a powerful new application that facilitates digital inspections in public facilities. MIRA simplifies the process of performing and recording facility inspections, improving compliance, efficiency, and accountability. Both WandaLITE and MIRA will be officially introduced at an upcoming national sales conference, taking place next week in Halifax, Nova Scotia.

“These advancements underscore our commitment to continuous innovation in the smart facility management space,” said Shannon Moore, President of Visionstate IoT Inc. “We are not only expanding our client base across Canada and into the U.S., but also delivering technology that responds directly to emerging regulatory requirements and the evolving needs of our customers.”

Visionstate is also making significant progress in developing

its proprietary AI model, which is being designed to optimize staff scheduling and routing in large-scale facility environments. The model will leverage data collected through Wanda and MIRA to provide actionable insights that improve resource allocation and reduce operational costs. With a growing product portfolio and increasing interest from diverse sectors, Visionstate is well-positioned to scale its impact across North America and beyond.

About Visionstate Corp.

Visionstate Corp. (TSXV: VIS) is a growth-oriented company that invests in the research and development of promising new technologies in the realm of the Internet of Things (IoT), big data, and analytics. Through its wholly owned subsidiary, Visionstate IoT Inc., the Company provides innovative facility management solutions that are shaping the future of smart buildings and public infrastructure.

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