Visionstate Corp. Announces Three-Year Contract with Bunzl Canada for Exclusive Distribution of WandaNEXT

written by Raj Shah | October 16, 2023

October 16, 2023 (Source) – **Visionstate Corp. (TSXV:VIS) ("Visionstate" or the "Company")**, is pleased to announce that its wholly-owned subsidiary, Visionstate IoT Inc., has entered into a new three-year contract with Bunzl Canada Inc. (Bunzl Canada) for the exclusive distribution of the Company's proprietary WandaNEXT product. The agreement grants Bunzl Canada exclusive distribution rights for Canada, Australia, and the UK, while Visionstate IoT will handle direct sales into the U.S. utilizing its existing internal sales resources.

The new contract represents a significant milestone for Visionstate IoT and is expected to double existing revenue associated with the exclusive distribution rights in the Canadian market. Furthermore, it opens new territories internationally, reinforcing the Company's commitment to expanding its footprint in the global facility-management sector.

WANDA™, Visionstate's flagship product, is an application widely used across various industry sectors to monitor cleaning protocols and enhance overall efficiency in delivering building services. The technology has proven instrumental in elevating standards of cleanliness and operational excellence.

Commenting on the milestone, John Putters, CEO of Visionstate Corp., stated, "We are thrilled to extend our partnership with

Bunzl Canada and strengthen our position in the global market. This new three-year contract not only underscores the value of our product but also marks a significant step towards achieving our strategic objectives. We look forward to continuing to work in conjunction with Bunzl Canada to drive innovation and deliver cutting-edge solutions to our clients."

The agreement includes revenue-sharing arrangements in the three distribution territories, fostering a mutually beneficial partnership between Visionstate Corp. and Bunzl Canada. The collaboration extends beyond distribution, as both companies work closely on the ongoing development and enhancement of the WandaNEXT platform. Visionstate leverages its expertise in innovative development, while Bunzl Canada contributes its extensive global distribution network for sales and marketing initiatives.

"We are very excited about the new capabilities the next phase of our partnership with Visionstate will bring to our customers," said Margo Hunnisett, Vice President, Marketing & Communications at Bunzl Canada. "Technology is transforming the cleaning industry and we are committed to continually positioning ourselves at the forefront, introducing innovations that empower our customers to be more efficient, more effective, and more sustainable."

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”

Visionstate Corp.

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