

# A Proprietary Tech Named 'Wanda' is what John Putters calls a Visionstate

written by Tracy Weslosky | October 30, 2023

In a recent InvestorNews interview, Tracy Weslosky sat down with [Visionstate Corp.](#) (TSXV: VIS) CEO, John Putters, to discuss the exciting news that broke on October 16, 2023. Visionstate Corp. [announced](#) a significant partnership with Bunzl Canada Inc., setting the stage for game-changing advancements in the global facility-management sector.

## The New Milestone

The heart of the news is a three-year contract with Bunzl Canada Inc., granting them exclusive distribution rights for Visionstate's proprietary product, WandaNEXT, in Canada, Australia, and the UK. This new agreement doesn't just represent a business decision but marks a notable leap for Visionstate IoT, predicting a potential doubling of their existing revenue tied to Canadian distribution. Beyond revenue, this partnership signifies Visionstate's commitment to global expansion and their determination to raise the bar in facility management.

WandaNEXT, Visionstate's premium offering, is an application used across multiple industry sectors to monitor cleaning protocols and elevate service delivery standards. In today's world, cleanliness isn't just about appearance; it's about safety and efficiency. Visionstate's technology plays a pivotal role in ensuring these standards are upheld consistently.

John Putters expressed his enthusiasm about the extended partnership with Bunzl Canada, emphasizing the importance of the

agreement in realizing their global aspirations and underscoring the product's value. The collaboration isn't just about distribution; it's about mutual growth, with both companies playing pivotal roles in refining and enhancing the WandaNEXT platform.

## **A Deep Dive into WandaNEXT**

For those unfamiliar with WandaNEXT, Putters provided a comprehensive overview during the interview. The core product, WANDA™, is designed to track cleaning and maintenance activities across diverse facilities, from hospitals and airports to shopping centers. With the pandemic reshaping how we view cleanliness, systems like WANDA™, which offers real-time actionable insights, have become indispensable.

Putters further expounded on WANDA™'s diverse applications, explaining its use beyond restrooms to provide a comprehensive overview of facility management. By leveraging QR codes, the product tracks cleaning staff activities, resources used, and ensures protocols are met. Such details are invaluable, especially in settings like universities, where assurances of cleanliness directly impact the comfort and safety of students.

An often-overlooked aspect of facility management is liability. With WANDA™, facilities can now provide detailed breakdowns in case of incidents, eliminating the need to rely on rudimentary systems like signed papers.

## **A Future-Focused Vision**

The partnership between Visionstate and Bunzl Canada is more than just a business agreement; it represents a shared vision. As Putters aptly put it, this partnership is spearheading the "digitalization of facility management." With giants like Bunzl Cleaning and Hygiene backing Visionstate, the path forward looks

promising.

In concluding the interview, both Weslosky and Putters echoed a sentiment that resonates with many in the industry: The future of facility management is digital, and partnerships like this will shape its evolution.

The cleaning industry is on the brink of transformation, and Visionstate, with Bunzl Canada by its side, is poised to lead the charge. This partnership symbolizes a shared commitment to innovation, efficiency, and above all, elevating the standards of cleanliness and operational excellence on a global scale. To access the complete interview, [click here](#)

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## 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.

To learn more about Visionstate Corp., [click here](#)

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