

John Putters of Visionstate on Ontario's Bill 190 and the New Year Rollout of Digital Cleaning Records for Public Washrooms

written by InvestorNews | November 26, 2025

A new Ontario law is turning digital cleaning records from a niche software feature into a compliance requirement, and [Visionstate Corp.](#) (TSXV: VIS) is positioning its technology at the centre of that shift.

Visionstate is a growth-oriented company that invests in the research and development of technology in the realm of the Internet of Things, big data and analytics, and sustainability. Through its wholly-owned subsidiary Visionstate IoT Inc., it helps businesses improve operational efficiencies, reduce costs and elevate customer satisfaction with devices that track and monitor guest activities and requests. Its WANDA™ smart device has been deployed in hospitals, airports, shopping centres and other public facilities across and beyond North America, forming the foundation of a Software-as-a-Service model built around monitoring how facilities are cleaned and maintained.

In an interview with InvestorNews.com host Tracy Hughes, CEO and Director John Putters linked that existing product set directly to Ontario's Bill 190, which mandates digital cleaning records in certain public washrooms. "Bill 190 is essentially legislating digital cleaning records for health and safety," he said. "So Bill 190 is really to protect people, to make sure that there's access to the cleaning records and what's been done

and when and by whom and all the rest of it, which is essentially what Wanda did in the first place.” Putters noted that “our product and that legislation meet in the middle at a very nice point,” and said the company has “been capitalizing on it.”

Public-health concerns provide the backdrop. “Obviously, we live in a world now where disease and infections can become pandemics,” Putters said, adding that “in Canada we’ve even lost our status as measles-free.” While he was careful not to overstate the impact of any single technology—“I’m not going to say Wanda is going to address that”—he connected clean, well-kept facilities with efforts to reduce the spread of disease and framed digital records as a way to provide verifiable evidence of what has been done.

The company is using Bill 190’s January 1st effective date to drive new customer adoption. Putters acknowledged that the law represents a burden for operators: “Nobody likes legislation, right? Nobody likes to be legislated. You know, I’m doing things and the government comes along and says there’s new legislation that you’ve got to comply with, and if you don’t comply with it, it’s going to be a \$10,000 fine.” Visionstate’s response has been to remove an immediate cost barrier. “We decided we’ll onboard all these companies up until December 31st and not bill them until January 1st, which is when the legislation comes into effect,” he explained. “This has been extremely effective as a strategy. So it does forego some revenue in the short term, but as a Software-as-a-Service model, these contracts can go on for years and years and years, and we have an 80% margin on our software once it’s out there.”

That approach, Putters said, is already visible in the company’s metrics. “Our acquisition rate has gone up year over year probably 200 to 300% as a result of that strategy, and all of

those companies will be billed starting January 1st," he told Hughes. He described the emphasis on scale and data as deliberate: "Our whole strategy is to get as much of the market as possible as quickly as possible to increase the value, and frankly to increase the ability to collect data—because it's all about the data at the end of the day, which is why the five largest companies in the world are all essentially data companies, whether that's Meta or X or whatever."

Alongside its Canadian rollout, Visionstate is using its AI tools to enter the U.S. market. On November 4, 2025, the company announced a pilot project with a "leading U.S.-based facility management company" focused on innovation and sustainable practices, beginning with three hospital locations and with potential expansion to 15 facilities under the pilot terms. The same announcement outlined several additional deployments. Visionstate reported that it has onboarded a new customer for its MIRA inspection platform, beginning with 10 locations and a potential portfolio of an additional 70, including two large trucking companies and a large construction company. It also added another Ontario-based hospital, which is intended to serve as an ongoing case study for the impact of its technology on cleaning and compliance, and noted increasing adoption in long-term care facilities where cleaning compliance and accountability requirements are evolving. These additions extend the footprint for Visionstate's SaaS-based revenue model into healthcare, logistics, construction and seniors' care. In the near term, shareholders are watching how these elements appear in reported results. Putters pointed directly to the first quarter of the new year. "January to March is going to be a really interesting one based on the fact that all the billings under Bill 190 are going to be going out," he said. "So, you know, look for a strong quarter. I think that certainly that's not inside information whatsoever—we've disclosed fully that

we've been onboarding companies with the intention of invoicing starting January 1st." He added that as "we get our TidyLogic AI fully to market," he is "very excited about the impact of that, because it spans different sectors, not just facility management," and said Visionstate is "going to market that strongly and sell it through our distribution network like we do."

To access the complete InvestorNews interview, [click here](#)

Don't miss other InvestorNews interviews. Subscribe to the InvestorNews YouTube channel by [clicking here](#)