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Joining us today is Silas Garrison, the CEO of HealthSpace Data Systems that trades on our OTCQB Venture market under the ticker HDSLF. Based in Vancouver, HealthSpace is an established government Software as a Service (SaaS) company focused on providing efficiencies to state and local government agencies through its enterprise cloud and mobile platform. The company currently serves over 500 government organizations and public health agencies across North America. Silas, thanks so much for joining us today.

Silas Garrison

Thank you for having me

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Silas. Last year, you joined us for a discussion to introduce HealthSpace's story to our listeners, and we're very pleased to have you back for an update. Talk about your HS cloud suite services and how you're becoming one of the largest providers of environmental health data management solutions in North America.

Silas Garrison

RSS cloud platform is a fully cloud based product. One of the things that government is not really met with in terms of a marketplace, there's a lot of cutting edge technological solution. And I think a lot of people probably recognize that that government has always seen a little bit behind the time that they're slower to adopt newer technologies and our, our cloud platform being really one of the only cloud platforms to serve the, the health department market is really being met with a lot of positive feedback and reviews from our customer base. And the word is really spreading around kind of like wildfire in terms of from California to Florida, to agencies in New York. We're really covering all 50 states almost at this point in terms of getting market traction and having these government agencies adopt our solution to really propel their services forward in terms of managing data more efficiently and helping them actually operate on a regulatory basis much more efficiently than they're able to either with the current provider they have, or a lot of 'em are just using in homegrown solution. So we're seeing a lot of growth all across north America. In fact, have recently closed in sales some contracts up in Canada as well. Again, with these health departments,

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How has the past year affected Health Space business strategy? And do you see long term trends as a world is beginning to see an end to the COVID 19 pandemic.

Silas Garrison

The COVID-19 pandemic obviously changed things for a lot of businesses. And really the biggest thing that it did in my, in our estimation is that it created a, a workforce regardless of the industry that is much more akin to wanting to work remotely from home and government, which is traditionally a non-work from home kind of industry government employees. And workers typically will go to an office of some sort that has really changed. And so one of the things that that introduces is the need for having all, you know, constant access to their data and their information. So many government agencies historically have not been able to access information unless they're in the office, you know, on the, or on their network, their private network. And so what we've been able to do is actually deliver a cloud solution that allows them to work remotely. The other thing about, you know, the pandemic is that it's also introduced in the U.S., a significant amount of federal funding and a lot of attention, you know, before the pandemic health departments were kind of a forgotten element in everyday public life. People in some ways took for granted the work and the value that health departments provided in keeping citizens safe. So now there's an increased level of attention, public awareness, which will drive more traffic towards health departments, having the ability and the desire to adopt something that helps them operate more efficiently, because now in some ways they're more into public eye than they used to be pre COVID. So we see a large trend of additional modernization of software products for these health departments to be adopted. And HS cloud is really at the forefront of helping lead that revolution of agencies upgrading and modernizing their digital solutions and in large part of that is because of how the pandemic changed perceptions in the market.

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Tell us about how you're expanding your business enterprise into FinTech space within your HSA pay program within your various jurisdictions and partnerships.

Silas Garrison

So HSA is one of those things that we were just extremely excited about astonishing enough still government especially at the state and local level within the health department sector, they still collect the majority of the revenue through paper means check in the mail or cash in person. And obviously as the, a

pandemic has changed people's perception, and there's more concern over in-person interaction. You know, it's even a check in the mail becomes something that people are a little less comfortable with opening up, you know, and the other part is that just there's no convenience factor and being able and having to pay manually through a check or through cash. So HS is helping to digitize all of the revenue collection that these health departments make within our current customer base alone, we're talking about 300 million a year in terms of licensing revenue fees, fines that they charged to citizens and business owners, but they have to pay in order to, you know, continue to operate their business. And all of that revenue is now having the ability to funnel through our HSA platform. It helps the business owners and the citizens interact more quickly to, you know, pay for their services and move on. Instead of having to write a, you know, a check and for the government, it actually allows them to get to their revenue faster. They're able to adopt this as something that cuts down on their back office workload, no more bank deposits. So we just started to launch that into several is here this year. And we anticipate that being starting to generate revenue for the company here in the, the summer months so very much in the next few weeks, we anticipate this turning into a revenue generating line for us.

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Silas, as a seasoned business leader and tech entrepreneur. What lessons have you learned along the way?

Silas Garrison

Simply put scale is one of these things that when you're growing a business is the, is the hardest challenge of all. We have grown from just 18 employees a little over a year ago, actually to today we have over 70 employees full time and having to scale a team of that size and having merely doubled our customer base means that you have to do things differently and adopting and adapting to this level of scale that we're seeing the level of demand for our product is one of those things that you, you realize, things that you take for granted in, in a, in a smaller organization, as we're becoming larger is that the people matter the most from the customer down to our team members and having the ability to actually lead them in a way that even I maybe haven't been experienced before, you know, going from 18 to 70 employees is something that is new for a lot of our team members. And so being able to scale the business in a way that is effective and benefits our customers, and we're able to actually benefit our team members alike is one of the most incredible things that we've been able to experience as a company.

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That's great to hear. So, what types of developments, partnerships product do you envision for the future of HealthSpace?

Silas Garrison:

Well, we're really excited that in the new product that we just released and announced a couple weeks ago, which was gov call. So gov call is a first of its kind telev platform. And for our clinical health department, it's a telehealth platform as well. So we're able to actually, within our cloud suite platform enable video conferencing and remote telephone voiceover IP phone calls for our customers. So without having to get a separate license for zoom or a Microsoft team within our application directly related to their data management, our customers can actually interact with the citizens that they serve for private businesses that they're regulating. They actually can now cut down significantly on their workload in the case of an environmental health department, as opposed to having to drive across town, get in your car and go in person to inspect a restaurant, just to verify whether maybe they fix a, a portion from their last inspection. They can actually just schedule a remote video, a conference call with that business owner, have them verify that they did indeed fix it. And it saved the, the health departments an immense amount of time and long term will save them money. This up actually opens the door for us to introduce an additional revenue line. You know, we are able to have them display usage of external systems, such as zoom or Microsoft teams and we're competitive on price within that same marketplace. And it actually opens up the addressable market within government to virtually be well beyond environmental health, having the first really telev so to speak platform out there that is natively embedded within data management is truly transformative and red revolutionary for, for the government market. There are over 20 million people in the us alone that work in state and local government. That is a huge number of people that can actually benefit from having a, a native video conferencing platform, a telev platform that allows them to also so keep track of their data as they go. The intertwining of data management and regulatory work within a video conferencing platform is really a first of its kind. And we believe will revolutionize the way that government is able to get work done and serve their citizens.

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Health Space began trading on the OTCQB Venture Market in July of 2020, and is also traded on the CSE as HS. How does cross trading on the OTCQB Market continue to enhance your investor strategy in the U.S.?

Silas Garrison

Being a U.S. citizen myself, you know, numerous people that I interact with are obviously in the U.S. and allowing us to actually tell the story primarily as well because our customers are the majority in the U.S. really allows us to tell the story and have those who are not Canadian citizens participate in the growth of the company and participate in investments. So being able to list on the OTCQB Market has been a really great experience for us to be able to expand the strategies to U.S. citizens and people living in the U.S. to be able to participate in the upside of HealthSpace. And it allows us to build an additional network that we were not getting before when we were just not listed on the OTCQB at all.

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Well, Silas, thanks so much for the updates and it's been great talking with you.

Silas Garrison

Thank you, Cecilia. I appreciate the time for everyone listening, please check us out. We have a new website up, gethealthspace.com. You can also check us out on Twitter with the handle HealthSpace. Please do stop by - leave us a note, contact us. We're happy to answer any questions you may have

OTC Markets Group:

HealthSpace Data Systems trades under the symbol, HDSLFF on our OTCQB Venture Market.

**This is an autogenerated transcript and may contain typos.*