

Tree of Life Deploys Mobiquity Route™ with Intelligent Orders™ on AT&T Data Network

Natural Foods Distributor to Go Live With 1,100 Routes by November

Seattle, Washington September 23, 2008 – Versatile Systems Inc. (Trading symbols on the TSX Venture Exchange: VV and on AIM: VVS) announces the rollout of 580 routes featuring the pre-sales configuration of **Mobiquity Route™ 4.0**. These are the first of over 1,100 routes to be deployed across the U.S. serving major retailers and smaller independents. The rollout follows the successful completion of automated data integration between the **Mobiquity Server™** and host ERP systems at Tree of Life.

Tree of Life will use the new **Intelligent Orders™** components of **Mobiquity Route™ 4.0** to reduce out-of-stock products on the retailer's shelves. These components give users:

- Visibility of warehouse stock-on-hand to avoid orders for unavailable products.
- Warnings if the user attempts to order discontinued products.
- Warnings if the user attempts to order an unauthorized product.
- Notification of newly approved products.
- Historical trend data for each product by customer.

Notifications are displayed during the order creation process; giving the user the data they need at the time they need it. In addition to enabling better decisions by the user it also results in real-time order validation.

“Automated ordering systems have been around for decades,” says John Hardy, Chairman and CEO of Versatile, “and they all accurately record sales data. Even building orders with a barcode scanner is nothing new. What makes Versatile’s **Mobiquity Route™** different is the business intelligence that takes place in the fraction of a second after the scan. During that sub-second interval the software searches through more than 130,000 product records stored on the handheld. The software has a lot to do once it retrieves the product,” continues Hardy, “it validates the product against the Tree of Life distribution center product assortment, validates against the customer’s Approved Product List, displays quantity available and displays historical trend data to aid in the ordering volume decision making process.”

The speed with which the software carries out these processes is a considerable portion of the ROI Tree of Life can expect. “Our pilot users have reported a significant reduction in the time it takes to build each order,” says Tree of Life Project Manager Scott Neeper. “When the solution has been deployed to all 1,100 routes it will process over 750,000 line items every day, so saving just one second per scan amounts to a savings of over 200 man-hours per day.”

According to Jerry Bogle, Director of Sales Execution for Tree of Life, as significant as the time savings have proven to be, that was not the only driving force behind the project. “Tree of Life was looking for a system that would completely integrate our external Field Sales Team with all of Tree of Life’s internal departments. Warehousing, Transportation, Account Support, Information Technology and Human Resources will all benefit from the real time information available through this solution. Tying our ‘closest to the customer’ resource directly with all internal departments also provides great advantages to our Retail Trading Partners. New item availability and speed to shelf are both improved. The information shared also improves our daily in-stock position while reducing our customers’ on-shelf inventory levels”.

Communications for the system will be carried over AT&T's wireless data network. **Mobiquity Route™ 4.0** replaces an older DOS based system which served Tree of Life for over 12 years. That system relied on built-in acoustic modems to transmit data from the field over the retailer's borrowed land lines. The user listened for the appropriate success signals that meant the session was complete. This monitoring tied up the user, and prevented them from continuing with their work. **Mobiquity Route™** allows the user to initiate communications and walk away, freeing them up to continue with more productive tasks. The system communicates anywhere there is cell coverage via HTTP protocols over the AT&T wireless data network. **Mobiquity Route's™** use of standardized TCP/IP internet protocols ensures communication success and data integrity. If the user is outside a coverage area, the system holds the transactions until it can access the network.

Mobiquity Route™ 4.0 is an AT&T certified application which has recently been accepted for the AT&T Demo Equipment Program, allowing AT&T Enterprise Account Managers to demonstrate **Mobiquity Route™** to their accounts.

About Tree of Life

Tree of Life, Inc. is a leading marketer and distributor of natural and specialty foods, serving customers throughout the United States and Canada. Tree of Life, Inc. is a wholly owned subsidiary of Royal Wessanen NV based in The Netherlands. Learn more about Tree of Life at www.treeoflife.com.

About Versatile

Versatile provides business solutions that enable companies to improve sales, marketing and distribution of their products. Versatile also provides information technology services for the implementation, maintenance and security of mission-critical computer environments. Versatile has the ability to architect solutions involving both proprietary and third party components. For more information visit www.versatile.com.

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