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**Versatile Systems Inc.**  
**Management Discussion and Analysis**  
**Three months ended September 30, 2007**

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The following management's discussion and analysis of the consolidated results of operations and financial condition of Versatile Systems Inc. (the "Company" or "Versatile") is made as of November 7, 2007 on the interim consolidated financial statements and notes for the three months ended September 30, 2007.

The consolidated financial statements of the Company have been prepared in accordance with Canadian generally accepted accounting principles ("Canadian GAAP") and are stated in United States dollars unless otherwise specified. The consolidated financial statements and management's discussion and analysis have been reviewed by the Company's Audit Committee and approved by the Company's Board of Directors.

The preparation of financial statements in conformity with Canadian GAAP requires management to make estimates and assumptions, which affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported periods. Actual results could differ from those estimates.

### **Forward-Looking Statements**

This document may contain forward-looking statements relating to Versatile's operations or to the environment in which it operates, which are based on Versatile's operations, estimates, forecasts and projections. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict or are beyond Versatile's control. A number of important factors including those set forth in other public filings could cause actual outcomes and results to differ materially from those expressed in these forward looking statements. Consequently readers should not place any undue reliance on such forward-looking statements. In addition, these forward looking statements relate to the date on which they are made. Versatile disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.

### **Change of Functional and Reporting Currency to the U.S. dollar**

Effective July 1, 2006, the Company adopted the U.S. dollar as its reporting currency. The change in functional and reporting currency is to better reflect the company's business activities and to improve investors' ability to compare the Company's financial results with other publicly traded businesses in the industry. The Company conducts most of its operations in the United States, derives over 90% of its revenue from customers based in the United States and generates positive cash flow from operations. Furthermore the Company's banking facilities are with a U.S. lender. Prior to July 1, 2006, the Company reported its annual and quarterly consolidated balance sheets and the related consolidated statements of operations and shareholders' equity and

cash flows in Canadian dollars (“CDN”). The financial statements and corresponding notes prior to July 1, 2006 have been restated to U.S. dollars for comparison to the fiscal 2007 financial results.

In making this change in reporting currency, the Company followed the recommendations of the Emerging Issues Committee (“EIC”) of the Canadian Institute of Chartered Accountants (“CICA”), set out in EIC-130, “Translation Method when the Reporting Currency Differs from the Measurement Currency or there is a Change in the Reporting Currency”.

### **Non-GAAP Disclosure**

EBITDA is defined by the Company as net earnings before interest expense, income taxes, depreciation and amortization. The Company has included information concerning EBITDA because it believes that it may be used by certain investors as one measure of the Company's financial performance. EBITDA is not a measure of financial performance under Canadian GAAP and is not necessarily comparable to similarly titled measures used by other companies. EBITDA should not be construed as an alternative to operating income or to cash flows from operating activities (as determined in accordance with Canadian GAAP) as a measure of liquidity.

In addition, the Company has included information concerning its cash flow from (used in) operations before the net change in non-cash working capital items as it may be used by certain investors as further measures of the Company's financial performance.

### **Overview**

The Company's core business is developing solutions that solve customer's problems in the storage, security, transmission and collection of mission critical data. The Company's proprietary software applications, the *Mobiquity*<sup>™</sup> Solution Suite, are a key component of this solution. This enables companies to improve the sales, marketing and distribution of their products. The Company delivers wireless/wired solutions to the consumer packaged goods, retail, financial, pharmaceutical, healthcare, and logistics verticals through an integrated combination of licensed software, professional services, and the re-sale of mobile-computing devices and related hardware. The Company also offers maintenance and support via a 24 hour call centre.

### **Highlights of the quarter**

Highlights of the Company's operations for the quarter included:

- Revenue for the three months ended September 30, 2007 was \$12,615,506 generating a gross profit of \$3,080,117 compared to \$14,504,692 with a gross profit of \$2,978,683 for the same quarter last year. The lower revenue arises from lower product sales, which are expected to be realized in subsequent quarters. The increased proportion within total sales of the Company's higher margin products has offset this reduction, resulting in an increase in gross profit of \$101,434;
- Deferred revenue at September 30, 2007 was \$7,343,606, a record for the Company, compared to \$6,649,991 at September 30, 2006, an increase of \$693,615. The

- increase in the deferred revenue relates to orders completed in the quarter of which \$6,663,521 of deferred revenue is expected to be recognized in the next four quarters;
- Cash and cash equivalents of \$5,564,539 at September 30, 2007 compared to \$3,369,087 at June 30, 2007;
  - As a result of the increase in Research and Development costs, the Earnings before interest, taxes, and amortization for the quarter was \$10,791 compared to \$228,642 for the same quarter last year. Likewise there was a similar impact with the Cash flow from operations, before the non-cash working capital items, of \$760 compared to \$159,449 for the same quarter last year;
  - *Mobiquity Kiosk*<sup>TM</sup>: implementation of a new HSBC-based financial services kiosk which enables electronic processing of private label credit applications, MasterCard loyalty credit card applications, credit limit checks and information on other HSBC financial products and services;
  - *Mobiquity Kiosk*<sup>TM</sup>: implementation of a kiosk-based electronic credit application for Citi Financial;
  - *Mobiquity Transaction Engine 3.0*<sup>TM</sup>: designed, developed and implemented an RFID-based time and attendance module for a Pennsylvania-based organization, specializing in skills development; and
  - *Mobiquity Route*<sup>TM</sup>: implementation of numerous feature improvements to provide for a complete mobile route system.

## **Review of the quarter**

Revenue for the three months ended September 30, 2007 was \$12,615,506 compared to \$14,504,692 for the same quarter last year. The Company enjoyed repeat business from a broad range of industries and customers including Tyco Electronics, Motorola, major Universities and Comcast.

Cost of sales for the quarter amounted to \$9,535,389 resulting in a gross profit of \$3,080,117 or 24.4% of sales as compared to \$11,526,009 resulting in a gross profit of \$2,978,683 or 20.5% of sales for the same quarter last year. This increase in gross profit is principally due to the increased proportion of total sales of the Company's own, higher margin proprietary software and services.

The EBITDA for the quarter was \$10,791 compared to an EBITDA of \$228,642 for the same quarter last year. Net loss for the quarter amounted to \$56,504 (\$0.00 per share) compared to Net Earnings of \$137,580 (\$0.00 per share) for the same period last year.

The cash flow from operations, before the non-cash working capital items, was \$760 compared to cash flow from operations of \$159,449 for the same quarter last year.

### *Cost of sales*

Cost of sales for the quarter amounted to \$9,535,389 resulting in a gross profit of \$3,080,117 or 24.4% of sales as compared to \$11,526,009 resulting in a gross profit of \$2,978,683 or 20.5% of sales for the same quarter last year.

The Company determines its provision for inventory obsolescence based upon historical experience, expected inventory turnover, inventory aging and current condition, and current and future expectations with respect to product offerings. Assumptions underlying the provision for inventory obsolescence include future sales trends and product offerings, and the expected inventory requirements and inventory composition necessary to support these future sales and offerings. The estimate of the Company's provision for inventory obsolescence could materially change from period to period due to changes in product offerings and consumer acceptance of those products. At September 30, 2007 the Company had an inventory provision of \$199,354 (June 30, 2007 - \$199,354).

#### *General and administrative*

General and administrative expenses for the quarter amounted to \$1,103,886 compared to \$983,869 for the same quarter last year. As a percentage of sales the general and administrative expenses were 8.8% in the quarter compared to 6.5% in the same quarter last year.

#### *Technology Investment*

Over the past five years the Company has invested in excess of \$10 million in the form of expense to advance the abilities of its technology and resulting service offering. This investment does not generally contribute directly to revenues during the period that the research and development expenses are incurred.

Research and development expense for the quarter amounted to \$408,259 compared to \$212,021 for the same quarter last year, an increase of 92.6%. The significant expense item in this category is salary and benefit costs. As a percentage of sales the research and development expenses are 3.2% in the quarter compared to 1.5% in the same quarter last year.

During the current quarter the Company's technology investment related to enhanced product functionality and requirements from various partners:

For the *Mobiquity Kiosk*<sup>™</sup>, these included the following:

- Implemented a kiosk-based electronic credit application that involves a direct connection to Wells Fargo thereby eliminating other financial processors;
- Implemented a Canadian version and French Canadian kiosk-based credit application for Wells Fargo;
- Implemented a kiosk-based electronic credit application for Citi Financial;
- Implemented a new HSBC-based financial services kiosk, which enables electronic processing of private label credit applications, MasterCard loyalty credit card

applications, available credit checks, and information on other HSBC financial products and services;

- Completed full end-user documentation for the Rockland 2 kiosk; and
- Expanded device support for the kiosks, including: Opticon Bar Code Scanner, Swe-Coin 8200 large thermal printer, MagTek multi-direction magnetic swipe reader and Elo Touch 19" wide screen rotated touch displays.

For the *Mobiquity Route*<sup>TM</sup> these included the following:

- Integrated DEX into *Mobiquity Route*<sup>TM</sup> product;
- Expanded the functionality to include allowances and charges, vehicle load and unload;
- Created full project archives for customers and stored media off site for security; and
- Expanded hardware support to Intermec CN3 and Symbol MC35 devices.

For the *Mobiquity Transaction Engine 3.0*<sup>TM</sup> these included the following:

- Implemented Smart RFID Buffering technology designed to make RFID events resilient to network outages and system outages;
- Built out low-frequency RFID smart consumer shelf pilot for major cell phone carrier;
- Built new MTE user interface using Google Maps to conceptualize location-based events and services;
- Implemented a web-based Health Care demo focused on location services using RFID and WiFi tags;
- Completion and roll-out of the RFID-based time and attendance module for a Pennsylvania-based organization, specializing in skills development; and
- Initial integration and testing of Complex Event Processing engine into the MTE core system.

#### *Selling and marketing expenses*

Selling and marketing expense for the quarter amounted to \$1,531,330 compared to \$1,528,090 for the same quarter last year. As a percentage of sales the selling and marketing expenses are 12.1% in the quarter compared to 10.5% in the same quarter last year.

### *Amortization*

The amortization of capital assets and intangible assets for the quarter amounted to \$246,036 compared to \$320,749 for the same quarter last year. The decrease is due to the Intellectual Property being fully amortized in the second quarter of the previous fiscal year. The amount of amortization, relating to the purchased technology arising from the acquisition on April 26, 2005 of Perfect Order, Inc. and Versatile Systems, Inc. (formerly Perfect Order Manufacturing, Inc.) (collectively “Perfect Order”), is expected to decline in the fourth quarter of the current fiscal year.

### *Future Income Tax Benefits*

Canadian GAAP requires a valuation allowance to be recorded against any future tax asset to the extent that it is *more likely than not* that the future income tax asset will not be realized.

Prior to the 2006 fiscal year, the Company determined that it had not met this test so the Company recorded a full valuation allowance against the potential value of all of its tax losses and deductions available to be taken against future years’ taxable income. As a result, future income tax assets were fully provided for.

During the 2006 fiscal year, the Company determined that the U.S. subsidiaries were generating sufficient profits such that they were *more likely than not* to utilize the losses and deductions attributable to these U.S. subsidiaries. Consequently, the Company concluded that the valuation allowance be reduced accordingly. The difference between the total value of these tax benefits less the valuation allowance is the amount of the future income tax asset that is recorded by the Company.

For the three months ended September 30, 2007 the Company recorded a \$223,802 (2006 - \$324,941) non-cash income tax benefit related to the adjustment in the future income tax benefits recorded on the Balance Sheet as a result of a reduction in the valuation allowances for Versatile Systems Inc. There were no changes in the valuation allowances for the U.S. and the UK operations.

### **Summary of Quarterly Results**

The table below provides a summary of certain selected unaudited financial information from the Consolidated Statements of Operations for the most recent eight fiscal quarters comprising the Company’s preceding two years:

	Q2 2006 Dec 05 (restated)	Q3 2006 Mar 06 (restated)	Q4 2006 Jun 06 (restated)	Q1 2007 Sept 06	Q2 2007 Dec 06	Q3 2007 Mar 07	Q4 2007 Jun 07	Q1 2008 Sept 07
Revenue	15,128,708	15,534,379	15,288,876	14,504,692	17,140,576	12,391,840	18,193,167	12,615,506
Cost of Sales	12,234,114	11,959,654	11,395,093	11,526,009	13,187,863	9,029,838	13,770,768	9,535,389
Gross Profit	2,894,594	3,574,725	3,893,783	2,978,683	3,952,713	3,362,002	4,422,399	3,080,117
Expenses:								
General and administrative	1,012,790	1,135,408	1,001,277	983,869	1,180,790	1,179,582	1,252,940	1,103,886
Research and Development	419,510	445,581	269,015	212,021	262,261	254,565	339,369	408,259
Selling and Marketing	1,246,735	1,471,623	1,842,837	1,528,090	1,807,753	1,578,391	1,587,817	1,531,330
Stock-based compensation	32,304	30,845	31,278	26,061	134,916	129,571	264,896	25,851
	2,711,339	3,083,457	3,144,407	2,750,041	3,385,720	3,142,109	3,445,022	3,069,326
Earnings before interest, taxes and amortization	183,255	491,268	749,376	228,642	566,993	219,893	977,377	10,791
Amortization	(302,293)	(310,208)	(359,607)	(320,749)	(309,825)	(249,562)	(282,705)	(246,036)
Interest	(61,243)	(101,030)	(252,534)	(94,454)	(80,321)	(56,907)	(69,236)	(35,475)
Income taxes	802,001	789,896	2,387,551	324,141	1,981	157,047	367,130	214,216
Net Earnings (loss)	621,720	869,926	2,524,786	137,580	178,828	70,471	992,566	(56,504)
Per share, basic and diluted	0.01	0.01	0.03	0.00	0.00	0.00	0.01	0.00

The Company's revenues and earnings fluctuate from quarter to quarter. A number of factors can cause such fluctuations, including the timing of substantial orders, the timing of releases of new products, timing of the deployment of solutions and delays by customers. Because the Company's operating expenses are determined based on anticipated sales, are generally fixed and are incurred throughout each fiscal quarter, any of the factors listed above can cause significant variations in the Company's revenues and earnings in any given quarter. Thus, the Company's quarterly results are not necessarily indicative of the Company's overall business, results of operations and financial condition.

## Financial position

The Company had working capital of \$3,160,037 at September 30, 2007 compared to \$2,687,499 at June 30, 2007. During the quarter the Company repaid the Term Loan of \$175,000, which was due on July 17, 2007.

At September 30, 2007 the Company had cash and cash equivalents of \$5,564,539 compared to \$3,369,087 at the year-end. The cash flow from operations, before non-cash working capital items, amounted to \$760 in the current quarter compared to \$159,449 for the comparative period last year.

The Company has a credit line facility of \$3,000,000 with the Commerce Bank. The line of credit bears interest at the State of New York prime rate of lending and is secured with a first charge on the assets of Versatile Acquisition Corporation ("VAC"), Versatile Systems, Inc. ("VSI") and Perfect Order, Inc. ("POI"). As at September 30, 2007 the Company had not utilized the line of credit (June 30, 2007 - \$3,383) and had a bank overdraft of \$533,874 (June 30, 2007 - \$170,422).

The Company has a term loan in the amount of \$2,749,263 from the Commerce Bank, bearing interest at the State of New York prime rate plus 1% and secured with a first charge on the assets of VAC, VSI and POI. Monthly repayments consist of interest only with the principal due at the end of the term on October 6, 2007. The Commerce Bank has agreed, subject to the completion of the necessary documents, to transfer the amount owing under the Term Loan into the Line of Credit with an increase in the line of credit from \$3 million to \$5.8 million.

The amount that may be advanced under the credit line is limited to 70% of eligible accounts receivable of VAC, POI and VSI less than 90 days from invoice date and less the outstanding balance of the Term Loan, which the Company satisfied based on the Borrowing Base Certificate prepared as of September 30, 2007. The financial covenants for these companies include requirements for debt coverage of 1.5 and a minimum Tangible Net worth of \$6,000,000. The Company met these tests.

Included in accounts payable and accrued liabilities is \$6,167,536 owing to a major supplier, which is secured by a second charge on the accounts receivable and other assets of VSI and is subordinated to the bank term loan and line of credit. The Company has a line of credit of up to \$5,000,000 with this supplier. The amount owing at September 30, 2007 exceeded the line of credit due to special terms offered by the supplier on certain purchases.

### **Capital Expenditures**

During the quarter the Company incurred \$186,547 for capital expenditures related to the conversion of the Company's accounting system to MAS500 as well as routine replacement of laptops.

### **Share Capital**

As of October 31, 2007 the Company had 121,851,143 common shares issued and outstanding.

During the quarter the Company received proceeds of \$409,820 (CDN \$433,800) for 1,446,000 exercised warrants.

During the quarter a total of 27,200 stock options were exercised for proceeds of \$6,382.

### **Stock Options**

The Company can grant up to 10,800,000 options pursuant to its stock option plan.

	<b>Number of shares</b>	<b>Weighted average exercise price CDN\$</b>
Outstanding – June 30, 2007	9,293,900	0.57
Granted	-	-
Exercised	<u>(27,200)</u>	0.25
Outstanding – June 30, 2007	<u>9,266,700</u>	0.57

For the period ended September 30, 2007, the Company recognized \$25,851 in stock-based compensation, a non-cash item, for vesting of stock options granted to employees, consultants, directors and officers of the Company in prior years.

## Warrants

The details of the outstanding warrants at September 30, 2007 are as follows:

Expiry date	Exercise Price CDN\$	Number of Warrants	Cost
March 31, 2009	\$ 0.38	1,411,808	107,627
March 31, 2009	\$ 0.414	1,411,808	75,971
March 31, 2011	\$ 0.569	1,411,808	63,309
April 16, 2011	\$ 0.6636	583,770	81,058
Balance - September 30, 2007		4,819,194	\$ 327,965

During the quarter the Company received proceeds of \$409,820 (CDN \$433,800) for 1,446,000 exercised warrants and 200,000 warrants expired on August 11, 2007.

## Related Party Transactions

During the current fiscal year, the Company paid consulting fees and salaries, which are included in the General and administration expense, of \$179,663 (2006 - \$177,542) to Directors and Officers of the Company.

## Subsequent Event

On October 6, 2007 the Commerce Bank agreed, subject to the completion of documentation, to transfer the amount owing under the Term Loan of \$2,749,263 into the Line of Credit with an increase in the line of credit from \$3 million to \$5.8 million.

## Management Changes

There were no management changes during the current period.

## Risk Factors

The securities of the Company should be considered a highly speculative investment and investors should carefully consider all of the information disclosed in this Management Discussion & Analysis prior to making an investment in the Company. In addition to the other information presented in this Management Discussion & Analysis, the following risk factors should be given special consideration when evaluating an investment in the Company's securities.

### *Operating History*

The Company's predecessor company commenced operations in March 1987 to distribute and sell Maximizer products in European countries, as well as provide consulting services and Customer Relationship Management (“CRM”) solutions to companies. In January 1997, the Company changed its focus to research and development of CRM software. The Company purchased Versatile U.S. on June 19, 2000 and Perfect Order on April 26, 2005.

### *History of Losses*

The Company had a history of losses up to June 30, 2005 and has an accumulated deficit of \$35,319,730 to September 30, 2007. Although the Company has decreased its operating expenses in recent periods and increased its revenues, the Company cannot be assured that it can maintain its current level of profitability.

### *No Certainty of Future Profitability*

The Company's product revenues are not predictable with any significant degree of certainty and future product revenues may differ from historical patterns. If customers cancel or delay orders, it can have a material adverse impact on the Company's revenues and results of operations from quarter to quarter. Because the Company's results of operations may fluctuate from quarter to quarter, investors should not assume that results of operations in future periods can be predicted based on results of operations in past periods.

Even though the Company's revenues are difficult to predict, the Company's expense levels are based in part on future revenue projections. Many of the Company's expenses are fixed and, accordingly, the Company cannot quickly reduce spending if revenues are lower than expected.

### *Competitive Market*

The market for the Company's software is intensely competitive, fragmented and rapidly changing. Some of the Company's actual and potential competitors are larger, established companies that have greater technical, financial and marketing resources. In addition, as the Company develops new products, particularly applications focused on electronic commerce or specific industries, it may begin competing with companies with whom it has not previously competed. It is also possible that new competitors will enter the market or that the Company's competitors will form alliances that may enable them to rapidly increase their market share.

Increased competition may result in price reductions, lower gross margins or loss of the Company's market share, any of which could materially adversely affect its business, financial condition and operating results.

### *Technological Change*

The market for the Company's solutions is characterized by rapidly changing technology and evolving industry standards. The market is affected by changes in end user requirements and

frequent new product introductions and enhancements. The Company's products embody complex technology and may not always be compatible with current and evolving technical standards and products, developed by others. Failure or delays by the Company to meet or comply with the requisite and evolving industry or user standards could have a material adverse effect on the Company's business, results of operations and financial condition. The Company's ability to anticipate changes in technology, technical standards and product offerings will be a significant factor in the Company's ability to compete. There can be no assurance that the Company will be successful in identifying, developing, manufacturing and marketing products that will respond to technological change, evolving standards or individual wireless communications service provider standards or requirements. The Company's business will be adversely affected if the Company incurs delays in developing new products or enhancements or if such products or enhancements do not gain market acceptance. In addition, there can be no assurance that products or technologies developed by others will not render the Company's products or technologies non-competitive or obsolete.

#### *Limited Sales and Support Infrastructure*

The Company's future revenue growth will depend in large part on its ability to successfully expand its direct sales force and its customer support capability. The Company may not be able to successfully manage the expansion of these functions or to recruit and train additional direct sales, consulting and customer support personnel.

If the Company is unable to hire and retain additional highly skilled direct sales personnel, it may not be able to increase its license revenue to the extent necessary to achieve profitability. If the Company is unable to hire highly trained consulting and customer support personnel, it may be unable to meet customer demands. The Company is unlikely to be able to increase its revenues as planned if it fails to expand its direct sales force or its consulting and customer support staff. Even if the Company is successful in expanding its direct sales force and customer support capability, the expansion may not result in revenue growth.

#### *Dependence on Business Alliances*

A key element of the Company's business strategy is the formation of corporate alliances with leading companies. The Company is currently investing and plans to continue to invest significant resources to develop these relationships. The Company believes that its success in penetrating new markets for its products will depend in part on its ability to maintain these relationships and to cultivate additional or alternative relationships. There can be no assurance that the Company will be able to develop additional corporate alliances with such companies, that existing relationships will continue or be successful in achieving their purposes or that such companies will not form competing arrangements.

#### *Dependence on Key Personnel*

The Company's success depends largely upon the continued service of its executive officers and other key management, sales and marketing and technical personnel. The loss of the services of

one or more of the Company's executive officers or other key employees could have a material adverse effect on its business, results of operations or financial condition.

The Company's future success also depends on its ability to attract and retain highly qualified personnel. The competition for qualified personnel in the computer software and Internet markets is intense, and the Company may be unable to attract or retain highly qualified personnel in the future. In addition, due to intense competition for qualified employees, it may be necessary for the Company to increase the level of compensation paid to existing and new employees to the degree that operating expenses could be materially increased.

#### *Management of Growth*

The Company expects to experience a period of significant growth in the number of personnel that will place a strain upon its management systems and resources. The Company's future will depend in part on the ability of its officers and other key employees to implement and improve its financial and management controls, reporting systems and procedures on a timely basis and to expand, train and manage its employee workforce. There can be no assurance that the Company will be able to effectively manage such growth. The Company's failure to do so could have a material adverse effect upon the Company's business, prospects, results of operation and financial condition.

#### *Integration of Newly Acquired Businesses or Technology*

The Company may expand its operations through acquisitions of additional businesses or technology. There can be no assurance that the Company will be able to identify, acquire or profitably manage additional businesses or technology or successfully integrate acquired businesses or technology into the Company without substantial expense, delay or other operational or financial problems. Further, acquisitions may involve a number of additional risks, including diversion of management's attention, failure to retain key acquired personnel, unanticipated events or circumstances, legal liabilities and amortization of acquired intangible assets, some or all of which could have a material adverse effect on the Company's business, financial condition and results of operation. In addition, there can be no assurance that acquired businesses, if any, will achieve anticipated revenues and earnings. The failure of the Company to manage its acquisition strategy successfully could have a material adverse effect on the Company's business, financial condition and results of operation.

#### *Potential Fluctuations in Quarterly Financial Results*

The Company's quarterly financial results may be affected by the timing of new releases of its products and/or substantial customer orders. The Company's operating expenses are based on anticipated revenue levels in the short term, are relatively fixed, and are incurred throughout the quarter. As a result, if expected revenues are not realized on a timely basis as anticipated, the Company's financial results could be materially and adversely affected. These or other factors, including possible delays in the shipment of new products, may influence quarterly financial results in the future. Accordingly, there may be significant variation in the Company's quarterly financial results.

### *International Sales*

Sales outside of the United States currently represent less than 10% of the Company's total gross revenues. The Company believes that its continued growth and profitability will require additional expansion of its sales in international markets. To the extent that the Company is unable to expand international sales in a timely and cost effective manner, the Company's business, results of operations and financial condition could be materially and adversely affected. In addition, even with the successful recruitment of additional personnel and international resellers, there can be no assurance that the Company will be successful in maintaining or increasing international market demand for the Company's products.

### *Currency Exchange Rate Risk*

The Company's results have been restated into U.S. dollars as a substantial portion of the Company's revenues and a material portion of its expenses are denominated in US dollars.

### *Dependence on Proprietary Technology and Limited Patent and Trademark Protection*

The Company relies on a combination of copyright and trademark laws, trade secret, confidentiality procedures and contractual provisions to protect its proprietary rights. The Company has yet to file any applications for patent protection and has not registered any trademarks or copyrights. Unauthorized parties may attempt to copy aspects of the Company's products or obtain and use information that the Company regards as proprietary. Policing unauthorized use of the Company's product is difficult, time-consuming and costly as is the pursuing of patents in each jurisdiction in which the Company carries on business. Although the Company is unable to determine the extent to which piracy of its software product exists, software piracy is a possibility. In addition, the laws of certain countries in which the Company's products may be licensed do not protect its product and intellectual property rights to the same extent as the laws do in Canada or the United States. There is no assurance that the Company's means of protecting its proprietary rights will be adequate or the Company's competitors will not independently develop similar technology, the effect of either of which may be materially adverse to the Company's business, results of operations and financial condition.

### *Risk of Third Party Claims for Infringement*

The Company is not aware that its product infringes the proprietary rights of third parties. There can be no assurance, however, that third parties will not claim such infringement by the Company or its licensees with respect to current or future products. The Company expects that software product developers will increasingly be subject to such claims as the number of products and competitors in the Company's industry segment grows and the functionality of products in different industry segments overlaps. Any such claims, with or without merit, could be time-consuming, result in costly litigation, cause product shipment delays or require the Company to enter into royalty or licensing agreements which, if required, may not be available on terms acceptable to the Company. Any of the foregoing could have a materially adverse effect on the Company's business, results of operations and financial condition.

### *Lengthy Sales and Implementation Cycle*

The adoption of the Company's product generally involves a significant commitment of resources by potential customers. As a result, the Company's sales process is often subject to delays associated with lengthy approval processes by potential customers. For these and other reasons, the sales cycle associated with the license of the Company's product varies substantially from customer to customer and typically lasts between 6 to 12 months during which time the Company may devote significant time and resources to a prospective customer, including costs associated with multiple site visits, product demonstrations and feasibility studies, and experience a number of significant delays over which the Company has no control. Any significant or ongoing failure by the Company to ultimately achieve such sales could have a material adverse effect on the Company's business, results of operations and financial condition. In addition, following license sales, the implementation period is expected to involve a time period for customer training and integration with the customer's existing systems. A successful implementation program requires a close working relationship between the Company, the customer and, generally, third party consultants and system integrators who assist in the process. There can be no assurance that delays or difficulties in the implementation process for any given customer will not have a material adverse effect on the Company's business, results of operations and financial condition.

### *Risk of System Defects*

System development involves the integration of the Company's proprietary software and software of others into the customer's operating systems. There can be no assurance that defects and errors will not be found in the Company's product when integrated with other products or systems. Any such defects and errors could result in adverse customer reactions, negative publicity regarding the Company and its product or damages. Consequently, there could be a material adverse effect on the Company's business, results of operations and financial condition.

### *Requirements for New Capital*

As a growing business, the Company typically needs more capital than it has available to it or can expect to generate through the sale of its products. In the past, the Company has had to raise, by way of debt and equity financing, considerable funds to meet its capital needs. There is no guarantee that the Company will be able to continue to raise funds needed for its business. Failure to raise the necessary funds in a timely fashion will limit the Company's growth.

## **Critical Accounting Estimates**

### *General*

Unless otherwise specified in the discussion of the specific critical accounting estimates, the Company is not aware of trends, commitments, events, or uncertainties that it reasonably expects

to materially affect the methodology or assumptions associated with the critical accounting estimates, subject to the circumstances identified above.

Changes are made to assumptions underlying all critical accounting estimates to reflect current economic conditions and updating of historical information used to develop the assumptions, where applicable. Unless otherwise specified in the discussion of the specific critical accounting estimates, it is expected that no material changes in overall financial performance and financial statement line items would arise either from reasonably likely changes in material assumptions underlying the estimate or within a valid range of estimates, from which the recorded estimate was selected.

All critical accounting estimates are uncertain at the time of making the estimate.

### *Accounts Receivable*

#### Allowance for doubtful accounts

The Company considers the business area that gives rise to the accounts receivable, maintains procedures for granting credit terms on sales transactions and performs specific account identification when determining its allowance for doubtful accounts. This accounting estimate is in respect of the accounts receivable line item on the Company's consolidated balance sheet comprising approximately 27% of total assets as at September 30, 2007. In the event the future results were to adversely differ from management's best estimate of the allowance for doubtful accounts, the Company could experience a bad debt charge in the future. Such a bad debt charge would not result in a cash outflow.

The estimate of the Company's allowance for doubtful accounts could materially change from period to period due to the allowance being a function of the balance and composition of accounts receivable, which can vary on a month-to-month basis. The variance in the balance of accounts receivable can arise from a variance in the amount and composition of operating revenues and from variances in accounts receivable collection performance.

### *Inventories*

#### Provision for inventory obsolescence

The Company determines its provision for inventory obsolescence based upon historical experience, expected inventory turnover, inventory aging and current condition, and current and future expectations with respect to product offerings.

Assumptions underlying the provision for inventory obsolescence include the activity levels over previous fiscal years, and the expected inventory requirements and inventory composition necessary to support these future sales and offerings. The estimate of the Company's provision for inventory obsolescence could materially change from period to period due to changes in product offerings and consumer acceptance of those products.

This accounting estimate is in respect of the inventory line item on the Company's consolidated balance sheet comprising approximately 3% of total assets as at September 30, 2007. If the provision for inventory obsolescence was inadequate, the Company could experience a charge to direct cost of sales in the future. Such an inventory obsolescence charge would not result in a cash outflow.

#### *Long-Lived Assets*

The accounting estimates for long-lived assets that include capital assets, purchased technology, intellectual property, customer contracts and licenses, in aggregate, represent approximately 4% of the Company's total assets as at September 30, 2007, presented in its consolidated balance sheet. If the Company's estimated useful lives of assets were different as a result of changes in facts and circumstances, the Company could experience increased or decreased charges for amortization and the Company could potentially experience future material impairment charges in respect of its recovery of long-lived assets.

#### *Capital Assets*

The estimated useful lives of capital assets are determined by a continuing program of asset life studies. The recoverability of capital assets is significantly impacted by the estimated useful lives. Assumptions underlying the estimated useful lives of capital assets include timing of technological obsolescence, competitive pressures and future infrastructure utilization plans. In the event management's best estimate of the useful lives of capital assets was adversely affected, the Company could potentially experience a charge to amortization expense in the future. Such a charge to amortization would not result in a cash outflow.

#### *Purchased Technology*

The recoverability of the Company's investment in purchased technology is determined by an ongoing analysis of the economic benefits attributed to the purchased technology. The Company estimates the future economic benefits attributed to the purchased technology and compares the results with the net book value of the asset. Assumptions underlying the estimated future economic benefits of purchased technology costs include future sales trends, product offerings, timing of technological obsolescence, competitive pressures and consumer acceptance of product offerings. If management's best estimate of the future economic benefits of purchased technology costs was adversely affected, the Company could potentially experience a charge to amortization expense in the future. Such a charge to amortization would not result in a cash outflow.

#### *Customer Contracts*

The recoverability of the Company's investment in customer contracts is determined by an ongoing analysis of the economic benefits attributed to the customer contracts in place at the date of the acquisition. The Company estimates the future economic benefits attributed to the customer contracts and compares the results with the net book value of the asset. Assumptions underlying the estimated future economic benefits of customer contracts include future sales

trends, product offerings, timing of technological obsolescence, competitive pressures and consumer acceptance of product offerings. If management's best estimate of the future economic benefits of customer contracts was adversely affected, the Company could potentially experience a charge to amortization expense in the future. Such a charge to amortization would not result in a cash outflow.

#### *Future Income Tax Benefits*

The amount recorded for Future Income Tax Benefits represents approximately 14% of the Company's assets as at September 30, 2007, presented in its consolidated balance sheet. If the Company determines that the valuation allowances relating to the loss carry forwards and tax deductions should be increased, the Company could experience a reduction in the recorded future income tax benefits.

#### *Goodwill*

The accounting estimates for goodwill represents approximately 24% of the Company's total assets as at September 30, 2007, presented in its consolidated balance sheet. If the Company's estimated fair value were incorrect, the Company could experience increased or decreased charges for changes to the estimated fair value in the future. If the future were to adversely differ from management's best estimate to recover the Company's investments in its goodwill, the Company could potentially experience future material impairment losses in respect of its goodwill. The impairment losses would be recognized and presented as a separate line item in the consolidated statements of loss and deficit. Impairment losses to goodwill would not result in a cash outflow.

### **Evaluation and Effectiveness of Disclosure Controls and Procedures**

The Company has established and maintains disclosure controls and procedures over financial reporting. The certifying officers have evaluated the effectiveness of the issuer's disclosure controls and procedures as of September 30, 2007 and have concluded that such procedures are adequate and effective to ensure accurate and complete disclosures in annual filings.

Additional information relating to the Company can be found on the Canadian Securities Administrators System for Electronic Document Analysis and Retrieval (SEDAR), located at [www.sedar.com](http://www.sedar.com)