

News Release

MOBILEPOINT PARTNERS WITH BECKMAN COULTER CLINICAL DIAGNOSTICS TO PROVIDE DISTRIBUTOR SALES REPRESENTATIVES WITH INTERACTIVE SELLING CONTENT

With MobilePoint's selling tool and Beckman Coulter's selling materials, distributor sales representatives can demo, quote and close on sales calls

Irvine, CA – (May 14, 2008) – MobilePoint Corporation announced today that it has partnered with Beckman Coulter Clinical Diagnostics to provide selling content for their immunoassay, hematology and rapid diagnostic products. The selling tool, which is a combination of the latest tablet PC-based technology running MobilePoint's sales-ready content software, enables distributor representatives to conduct a value-based sales discussion with healthcare professionals about the advantages of performing in-office laboratory testing.

MobilePoint's pen-based, gesture-driven technology allows distributor representatives to easily navigate through Beckman Coulter's product information, accessories and pricing, configure a solution and generate a quote in real time before they leave the customer's office.

"We are excited about forming this partnership with Beckman Coulter Diagnostics," said Tim Titus, MobilePoint's President and CEO. "The delivery of primary care in-office laboratory solutions creates a unique value proposition for the buyer and cements the relationship between the representative and buyer as a trusted practice advisor."

About Beckman Coulter, Inc.

Beckman Coulter, Inc. is a leading manufacturer of biomedical testing instrument systems, tests and supplies that simplify and automate laboratory processes. Spanning the biomedical testing continuum—from pioneering medical research and clinical trials to laboratory diagnostics and point-of-care testing—Beckman Coulter's 200,000 installed systems provide essential biomedical information to enhance health care around the world. The company, based in Fullerton, Calif., reported 2007 annual sales of \$2.76 billion with more than 78 percent of this amount generated by recurring revenue from supplies, test kits and services.

About MobilePoint Corporation

MobilePoint Corporation is a leading supplier of field-based software sales tools that increase sales, increase margins and reduce non-selling activities. MobilePoint is headquartered in Irvine, California. For more information about MobilePoint, visit the company's Web site at www.mobilepoint.com or call 949.754.3080.

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