

News Release

MOBILEPOINT PARTNERS WITH WELCH ALLYN TO PROVIDE DISTRIBUTOR SALES REPRESENTATIVES WITH INTERACTIVE SELLING CONTENT

With MobilePoint's selling tool and Welch Allyn's electronic selling materials, distributor sales representatives can demo, quote and close business on sales calls

Irvine, CA – (June 25, 2009) – MobilePoint Corporation announced today that it has partnered with Welch Allyn, Inc. to provide Welch Allyn's distributor partners interactive selling content for their medical diagnostic and monitoring equipment. The selling tool, which is a combination of the latest tablet PC-based technology running MobilePoint's sales-ready content software, enables distributor sales representatives to conduct value-based sales discussions with healthcare professionals on using Welch Allyn products in the clinical setting.

MobilePoint's pen-based technology allows distributor representatives to easily navigate through Welch Allyn's product information and pricing, configure solutions and generate quotes in real time before they leave the customer's office.

"We are excited about forming this partnership with Welch Allyn," said MobilePoint's Vice President of Sales, Jeffery Caldwell. "The delivery of Welch Allyn's product information and interactive product demonstrations on a tablet PC creates a unique value proposition for the buyer and cements the relationship between the distributor sales representative and buyer as a trusted advisor."

About Welch Allyn

Headquartered in Skaneateles Falls, New York, (USA), Welch Allyn is a privately-held, internationally-recognized manufacturer of innovative medical diagnostic equipment and therapeutic devices, patient monitoring systems, and miniature precision lamps. We are the only company that focuses on what we like to call the "frontline of care" - doctors' offices, hospital emergency rooms, clinics, and skilled nursing facilities - the places where 95 percent of all patients seek treatment. For nearly 100 years, Welch Allyn has built a reputation for providing the most advanced technologies and solutions available to caregivers in frontline settings. For more information, please visit our company Web site at www.welchallyn.com

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, please visit the company's Web site at www.mobilepoint.com or call 949.754.3080.

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