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News Release

MOBILEPOINT DEPLOYS ANDOVER HEALTHCARE'S SELLING CONTENT TO THEIR MEDICAL PRODCUTS DISTRIBUTORS

With MobilePoint's Tablet PC-based selling tool and Andover's electronic selling materials, distributor sales representatives can demo, quote and close Andover product solutions on sales calls

Irvine, CA – (August 3, 2009) – MobilePoint Corporation announced today that it has partnered with Andover Healthcare to provide Andover distributors interactive selling content to promote their wound care dressings, cohesive bandages and medical tapes. 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 about using their product solutions in the clinical setting.

MobilePoint's pen-based technology allows distributor representatives to easily navigate through Andover'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 Andover," said MobilePoint's Vice President of Sales, Jeffery Caldwell. "The delivery of Andover's product information in real time 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 Andover Healthcare

Headquartered in Salisbury Massachusetts, Andover Healthcare is a leading manufacturer of cohesive bandages and tapes for the healthcare, animal health, and sports medicine industries. Founded in 1976, Andover is committed to new and innovative technology and distributes its patented products around the world. All Andover products are proudly made in the USA. For more information about Andover healthcare, please visit the company Web site at www.andovercoated.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's products and services, please visit the company's Web site at www.mobilepoint.com or call 949.754.3080.

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