



# Annual General Meeting

Richard Slack, President & CEO

September 24, 2009

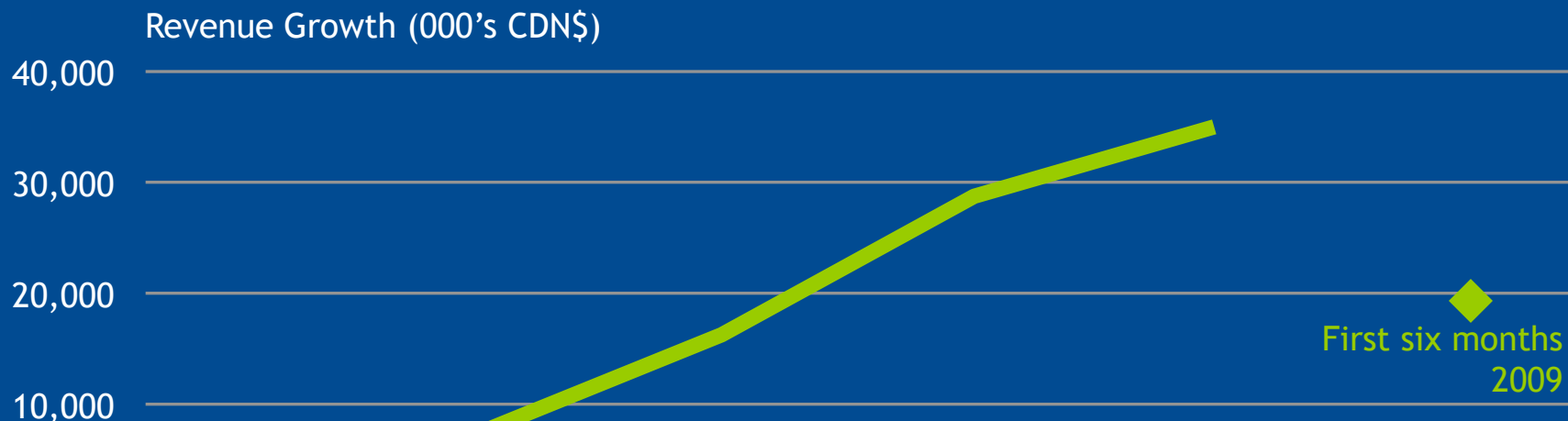
# Forward Looking Statements

This presentation contains forward-looking statements. Some forward looking statements may be identified by words like "expects", "anticipates", "plans", "intends", "indicates" or similar expressions. The statements are not a guarantee of future performance and are inherently subject to risks and uncertainties. The Company's actual results could differ materially from those currently anticipated due to a number of factors, including, but not limited to, successful integration of structural changes, including restructuring plans, acquisitions, technical or manufacturing or distribution issues, the competitive environment for the Company's products, the degree of market penetration of the Company's products, and other factors set forth in reports and other documents filed by the Company with Canadian securities regulatory authorities from time to time.

# A Strong Beginning

- Major changes in 2008 including new management, cost restructuring, & debt restructuring
- Strategic refocus on sustained growth with profitability
- Strong first half, 2009
  - Grew EBITDA and Net Income by \$5.7 million each over same period in 2008
  - Contributed \$4.6 million in positive EBITDA
  - Received US\$3.3 million EDC insurance payment; will be included in third quarter revenue

# 5-Year Financial Review



In 000's of CDN\$	2004	2005	2006	2007	2008	H1 2009
<b>Revenue</b>	5,547	7,324	16,006	28,834	35,309	19,117
<b>Gross Profit</b>	3,574	4,485	11,605	17,426	19,638	13,246
<b>Gross Margin</b>	64%	66%	73%	60%	56%	69%
<b>EBITDA</b>	(103)	271	2,669	125	(4,111)	4,615
<b>EBITDA Margin</b>	-2%	4%	17%	0%	-12%	24%
<b>Net Income</b>	(188)	(727)	637	(3,647)	(27,659)	1,030

- Develop enterprise applications for energy customers, worldwide
- Designed to help customers manage their businesses, better... by
  - Providing cost-effective solutions
  - Enabling access to the most critical business information
  - Improving “speed to action”
  - Organizing data, transforming data complexity to business insight



A single oil well  
can generate  
**1,000's**  
of accounting entries  
in a month



How do you manage  
a company with  
**20,000**  
wells?

**Division of Interest**

This truck needs a  
**\$200,000**  
set of new tires every  
**10,000** hours



How do you manage  
parts and maintenance  
for a fleet of  
**100+** in a  
**24/7** operation?



**Preventative & Corrective Maintenance**

**1,000,000**  
barrels of crude oil  
flows through this  
pipeline each day

How do you manage a  
fluctuating commodity  
price on a daily basis?

WTI

574.31

44.53

**Scheduling Nominations**

**900M**  
transactions

**437**  
customers

**60**  
countries

**888**  
percent revenue  
growth over  
five years

Data **complexity**  
to business **insight...**

# Product Summary



Product	Solution	Launch	Customers	Markets
OMS/COBRA	Crude oil marketing management system for oil producers and shippers / Crude oil & condensate delivery process for pipeline operators	2000	40	Canada
BOLO	North American solution to automate the integration of accounting, land and production functions	1995	>150	North America
IDEAS	International solution to automate finance and administration functions of multi-nationals	1982	>200	Worldwide
Energy Financial Management	Worldwide accounting and reporting solution for the oil and gas industry that utilizes Microsoft Dynamics AX applications	2008	11	Worldwide
Energy Broker	Commodity marketing and logistics solution for trade execution, contract management, scheduling and transportation	2008	1	Worldwide
Enterprise Asset Management	Asset management and optimization: asset utilization, costs, history and ROI for improved efficiencies and optimize deployment	2007	13	Worldwide

# Benefits

**We manage**  
data we don't just  
record it

**We help**  
identify the issue  
by eliminating  
the interference

**We increase**  
speed to action

**Streamline**  
regulatory  
compliance

**Optimize**  
utilization of  
assets

**Improve**  
operational  
efficiencies

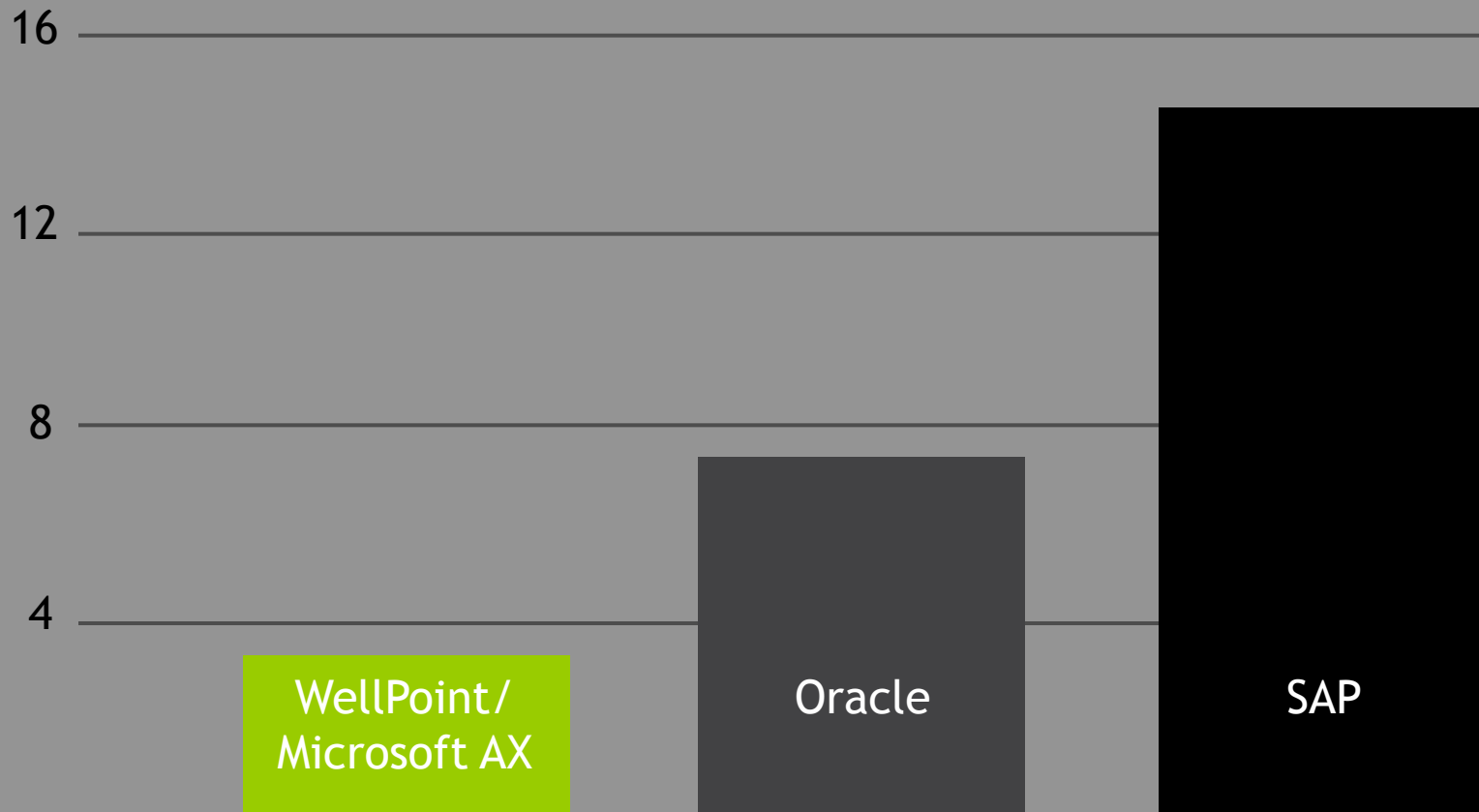
Increase  
earnings



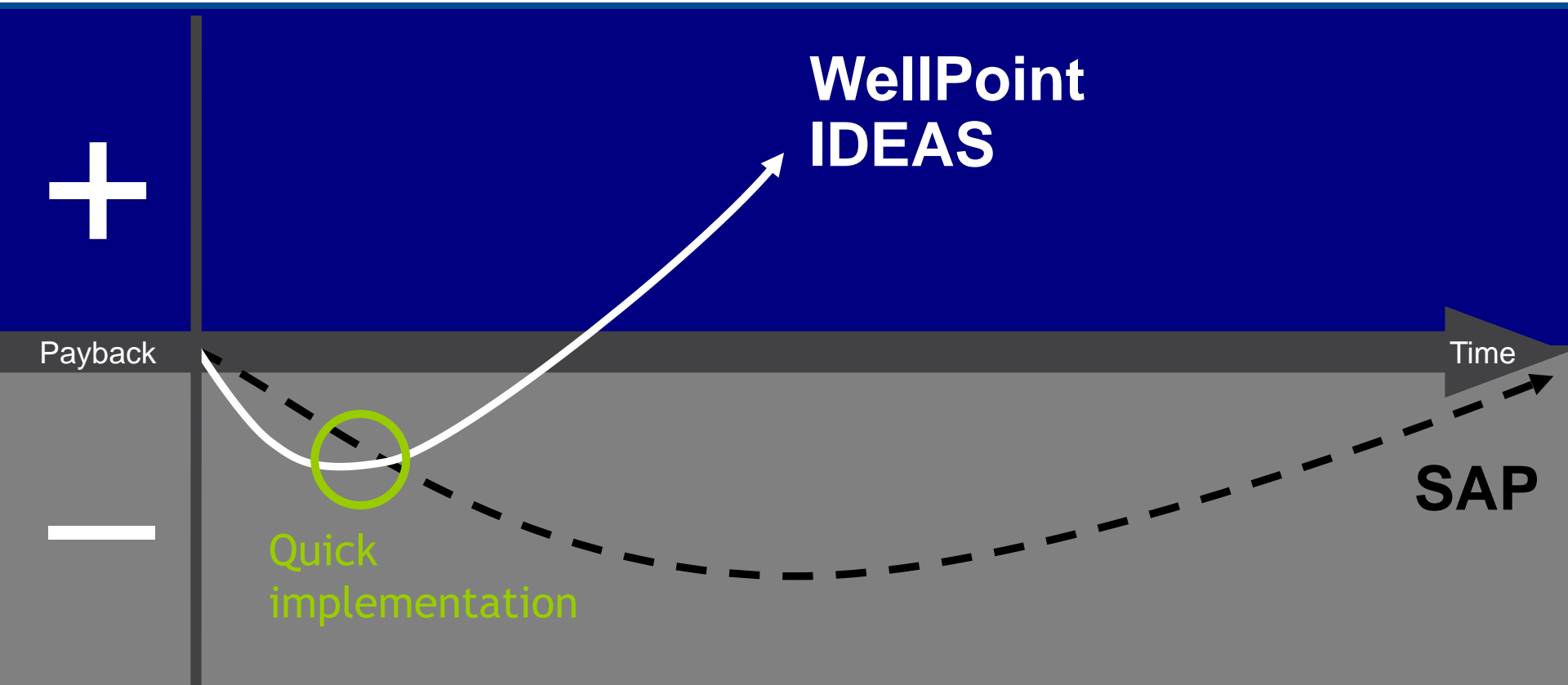
Decrease  
operating  
costs

# Cost Effective Solutions

Millions US\$



# Faster Return on Investment



“The WellPoint solution time to ROI is less than six months compared to an average of 36 months for competing solutions.”

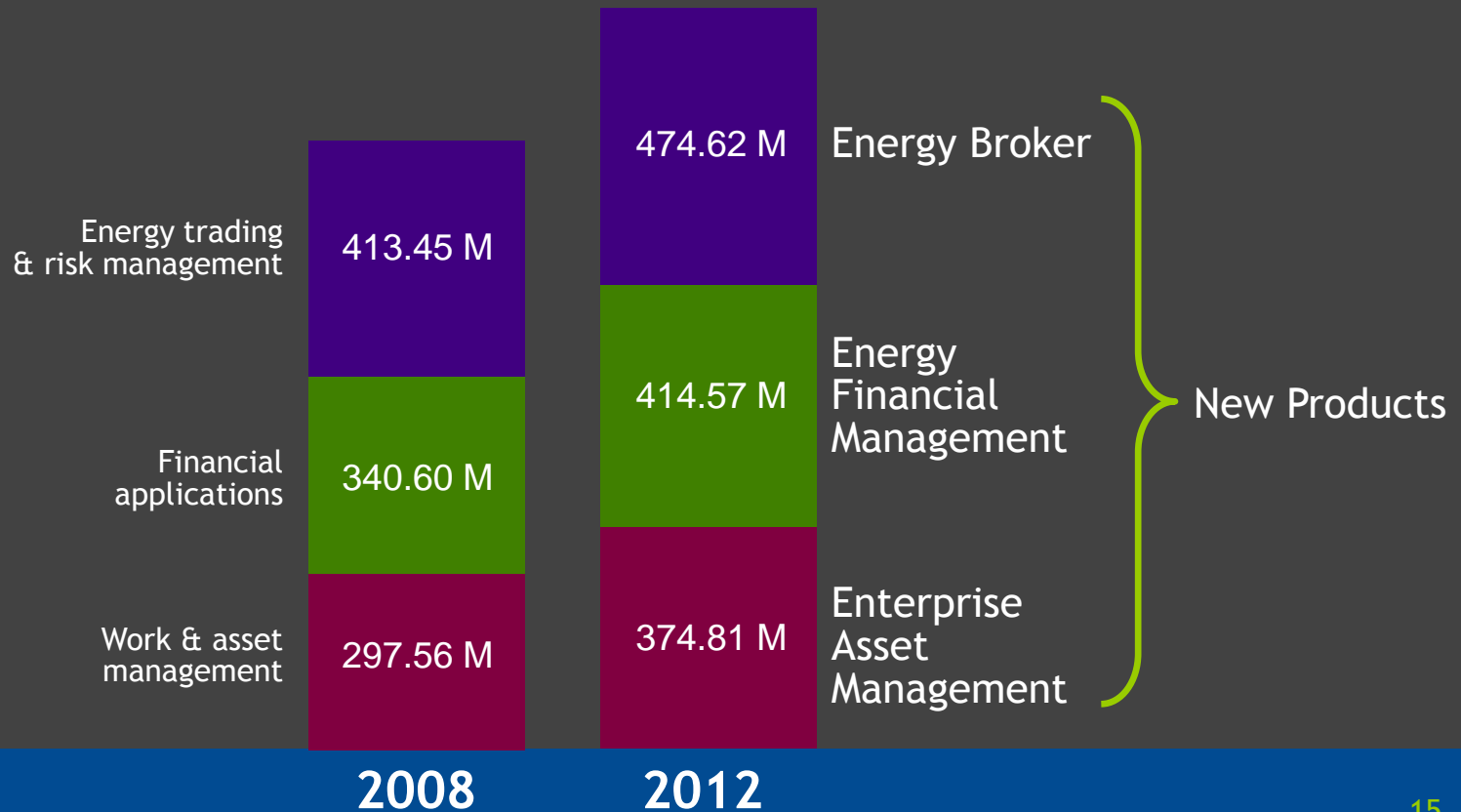
# Core Goals

**50%** of revenue from software licenses by 2012

**20%** Minimum EBITDA margins

**50%** of license revenue from outside of North America by 2012

## Oil & Gas Enterprise Applications Market Size



# Revenue Base



59%



International

23%



Canada

18%

# Grow International Sales to 50% of Revenue

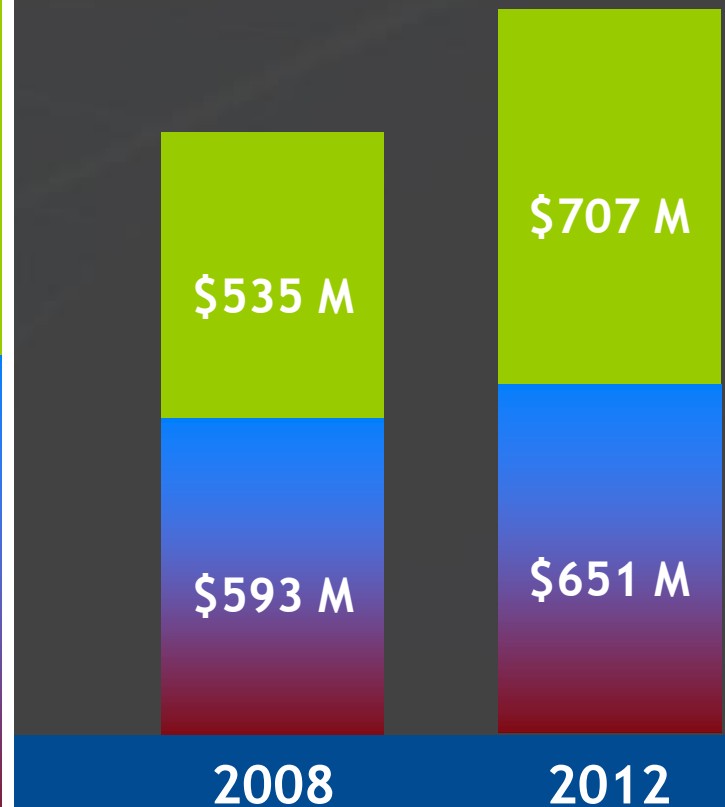
## WellPoint Systems



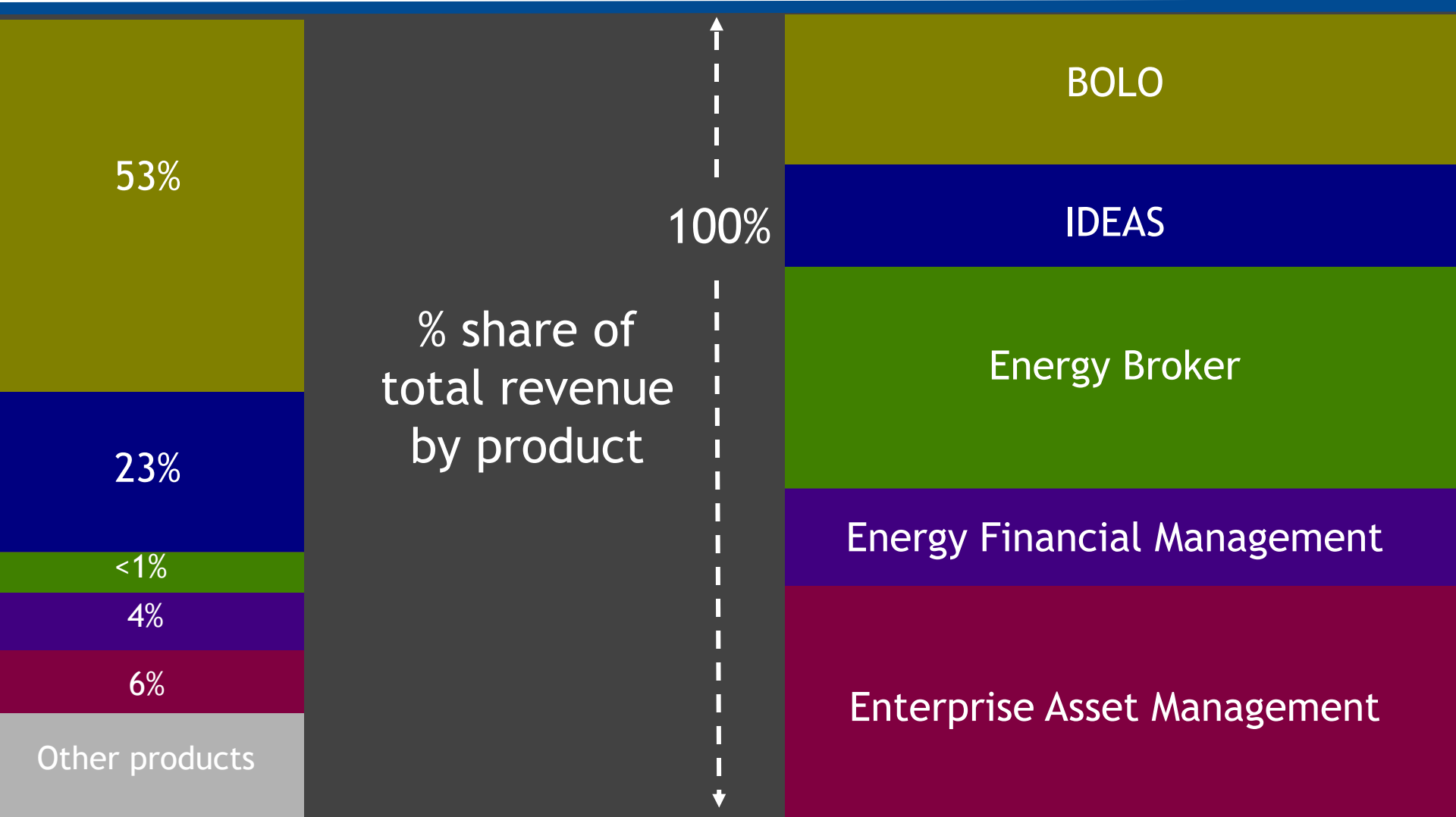
## Oil & Gas Enterprise Applications Market

 International

 North America



# New Products Diversify Revenue Base



Today's Revenue

Tomorrow's Goal

# Data **complexity** to business **insight...**

- Energy focused
- Strong growth strategy
- Diverse product portfolio targeting high growth categories
- Growing international markets
- Improving financial performance



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