



# Investor Presentation

Richard Slack, President & CEO  
Bharat Mahajan, CA, CFO  
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# 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 single oil well  
can generate  
**1,000**  
accounting entries  
in a month



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

**Division of Interest**

A company has  
operations in  
**9** countries

How do you effectively  
meet different reporting  
standards

**36** times a year?



## Regulatory Reporting

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?



**Settlement**

# You can't manage what you can't measure

## Manage information

- From multiple sources
- In gross figures
- From numerous regions

## To make the right decisions

- Acquire / divest property
- Invest / redirect capital
- Buy / shelve equipment

Division  
of Interest

Regulatory  
Reporting

Preventative  
& Corrective  
Maintenance

Settlement

# Leasehold

## Land/Contract Management

Lease Management	Contract Management	Property Management	Obligations	Lease Payments	Division of Interest	Assignments	Depth Restrictions
Legal Descriptions	Lease Mapping	AFE Management	Joint Operating Agreements	Business Associates	Fields	Prospects	Right of Way

# Operational Accounting

Production Accounting		Revenue Accounting		Mid-Stream Marketing		Joint Venture Accounting	
Well Test	Down Time	Contract Management	Pricing Scenarios	Deal Capture, Risk Mgmt Assessment	Contract Management	Budget vs Actual Tracking	Operating Overhead
Daily/Monthly Volumes	Inventory	Allocations to Owners	Legal Suspense	Pricing Scenarios	Scheduling Nominations	Drilling Overhead	Cost Center Allocations
Daily/Monthly Reporting	Production Allocations	Purchaser Receivables	Ownership Changes	Settlement Invoicing	Transportation Optimization	Cash Calls	Allocations to Owners

# Financial Management

Financial Accounting		Reporting		Compliance	
Accounts Payable	Accounts Receivable	Income Statement	Balance Sheet	Regulatory Reporting	Reporting & Internal Controls
Budget/Forecast	Tax	Cash Flow	Lease Operating Statement	Government/Legal	Audit Trails
General Ledger	Cash Management	AFE Reports	Cost Center Reports	SOX	GAAP/IFRS

# Asset Management

## Asset Management

Preventative & Corrective Maintenance	Maintenance Work in Progress	Service Requests	Warranty Management	Incident & Accident Management	Failure Management	Modifications Management	Asset Contract Management
Operational Work in Progress	Predictive Maintenance	Permit Management	Management Reporting	Asset Condition Surveys	AX EAM Enterprise Portal	Timesheet & Expense Claim	Interface for Trade Logistics Finance, Fixed Assets

**900M**  
transactions

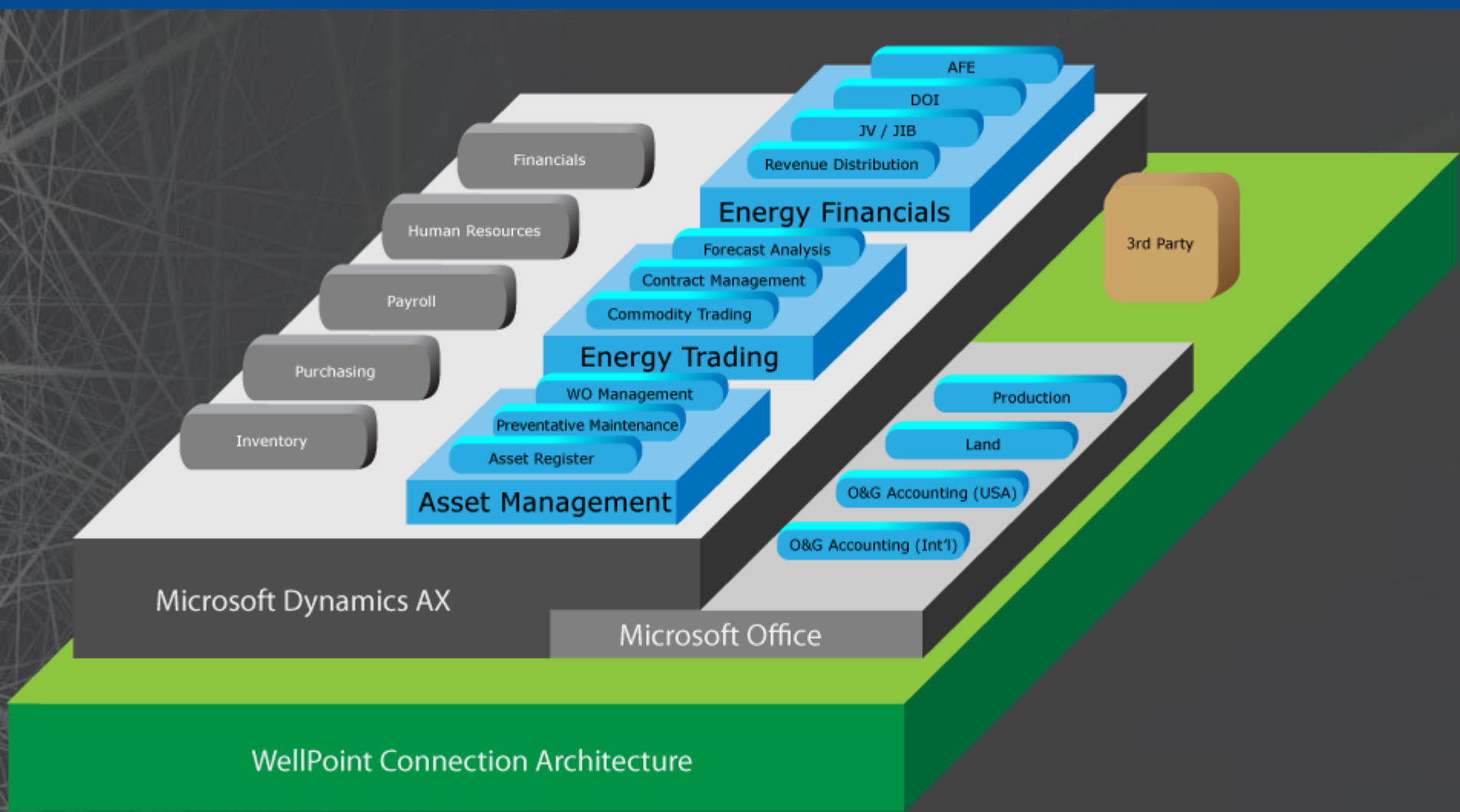
**437**  
customers

**60**  
countries

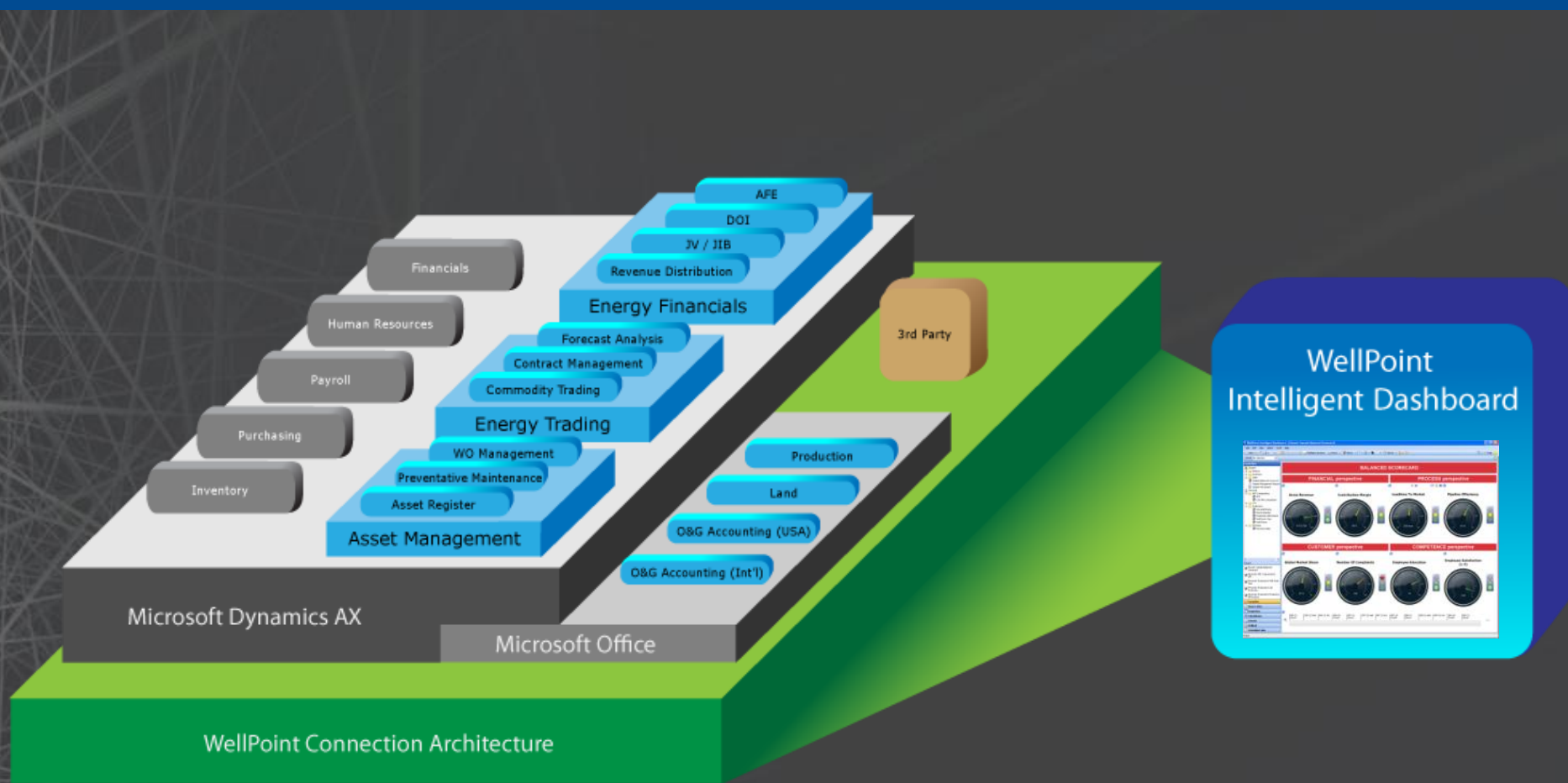
**888**  
percent revenue  
growth over  
five years

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

# WellPoint Energy Solution



# WellPoint Intelligent Dashboard



# 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

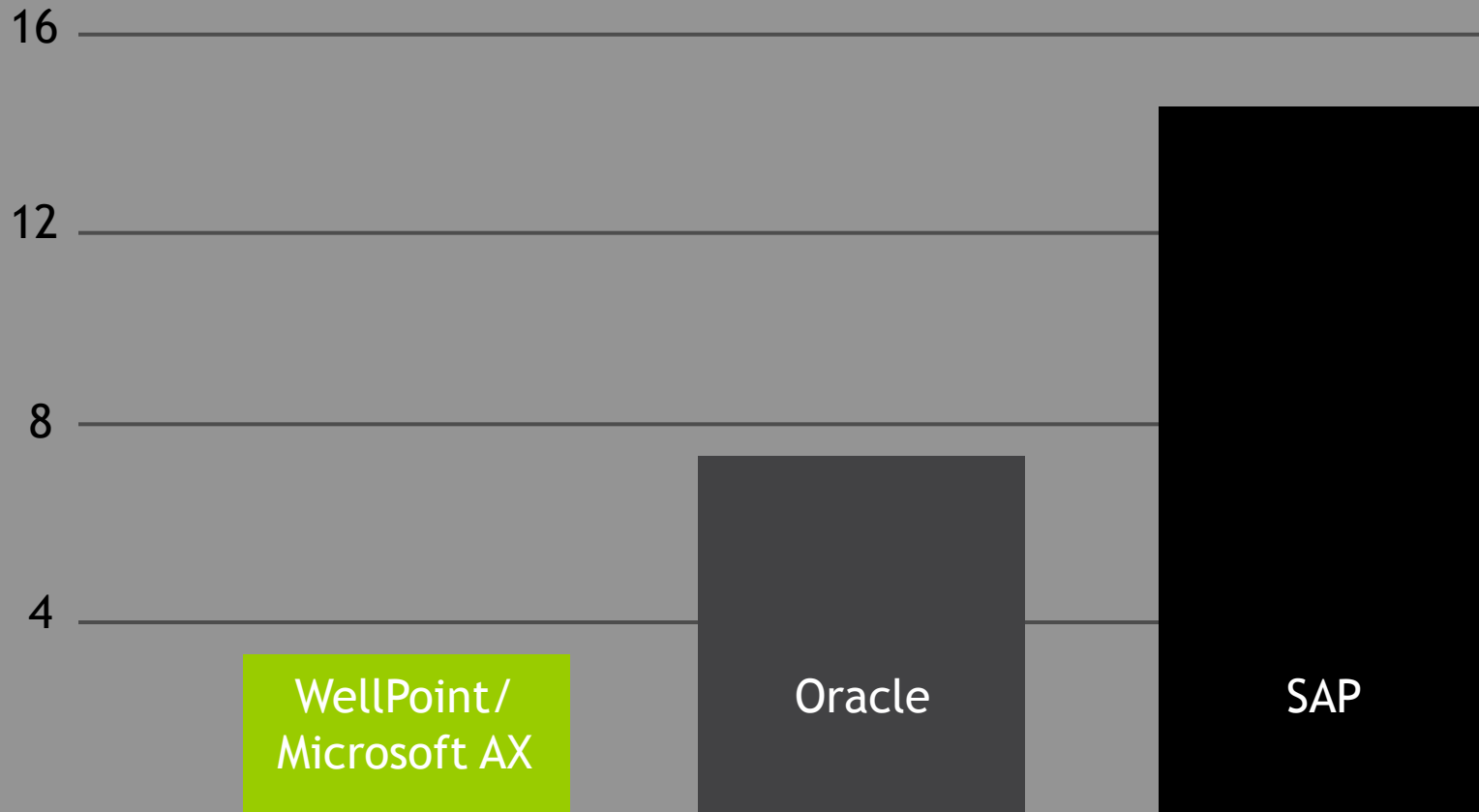
Increase  
earnings



Decrease  
operating costs

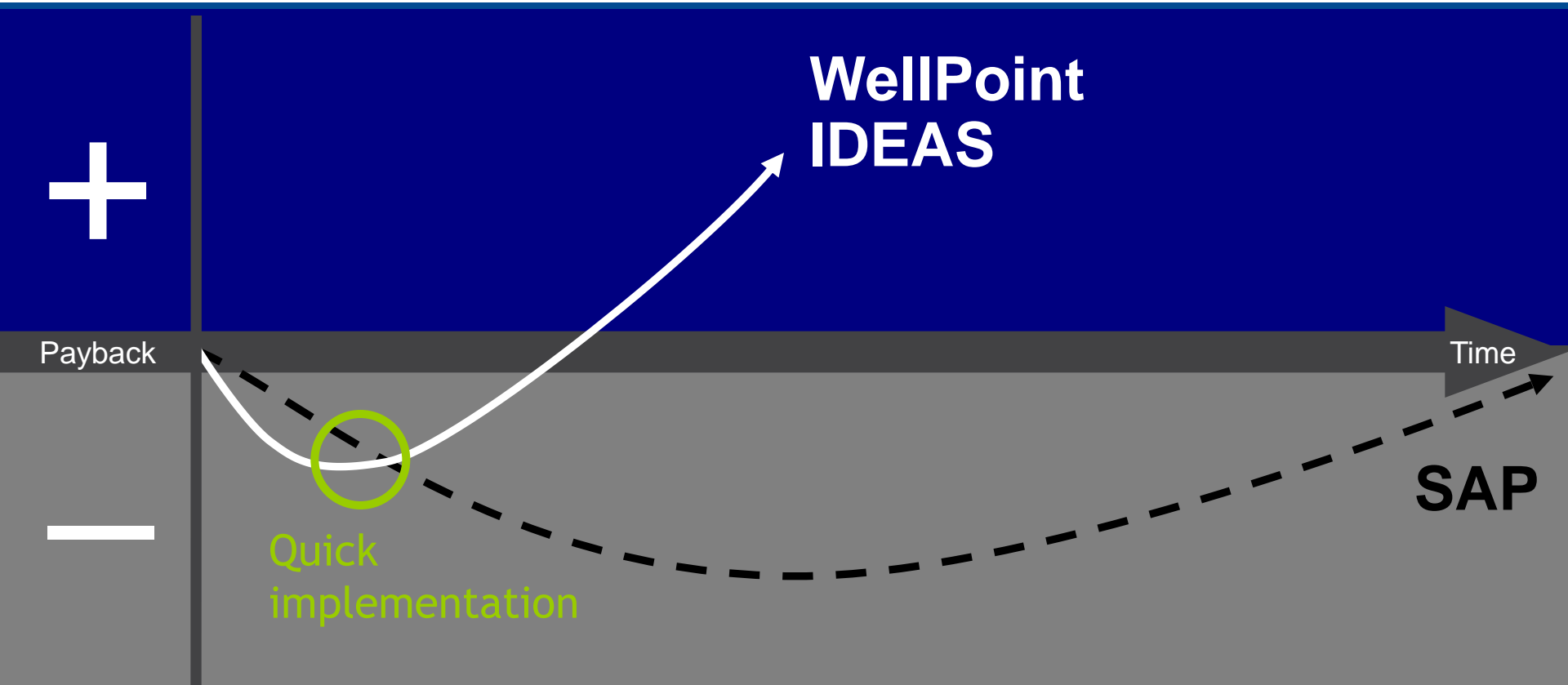
# Cost Effective Solutions

Millions US\$



\* "The Real ROI from Microsoft Dynamics AX,"  
Nucleus Research, 2004

# 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.”

# Product Summary



Product	Solution	Launch	Customers	Markets
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	Europe, Africa, Asia, South America
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

# Breakdown by Product



**BOLO**

**53%**

**IDEAS**

**23%**

Energy Financial Management

4%

Energy Broker

<1%

Enterprise Asset Management

6%

Other products

13%

Revenue: Six-months ended June 30, 2009

**100%**

# Selected Customers

## BOLO



## IDEAS



## Energy Financial Management/ Energy Broker



## Enterprise Asset Management



# Revenue Base



59%



International

23%



Canada

18%

# Case Study: Legend Natural Gas II

**Acquisition-based company**

**Objective**  
Lower costs and increase efficiencies of acquisitions


**Product**  
BOLO

**BOLO automates back office to manage costs**

- Tracks leaseholds
- Records expenses
- Records revenue
- Fulfills operator distributions
- Fulfills reporting requirements

**Legend believes BOLO made it**

- A nimble competitor
- With assets easier to sell
- Via informed negotiations
- Which built buyer confidence

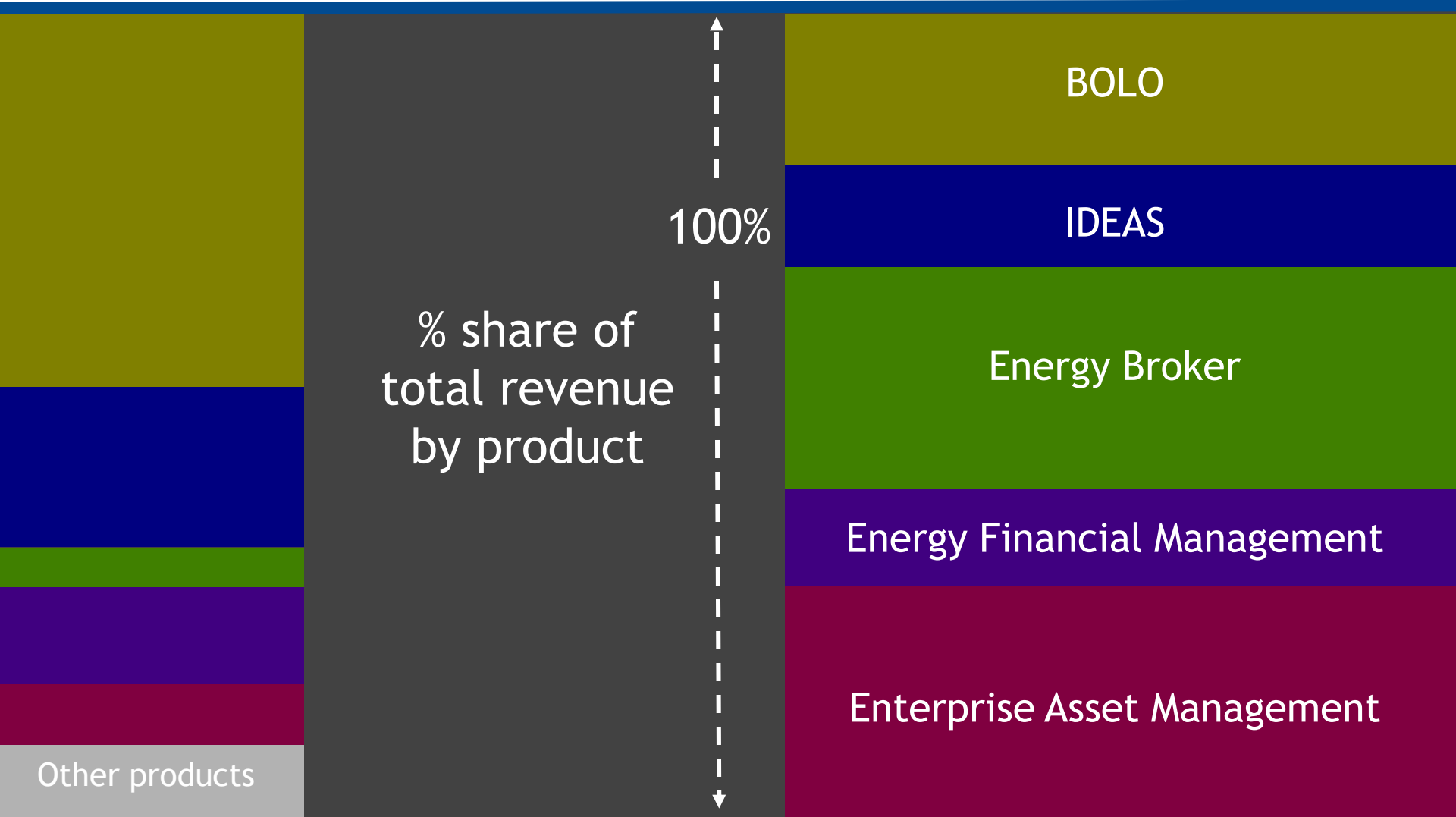


“When it comes to BOLO, the technology adds value throughout the organization. In the business of M&A, you want people and systems that make the company worth more today than it was worth yesterday, and that’s what BOLO does for us.”

—Gary DeGrange,  
vice president and controller for  
Legend Natural Gas II., LP

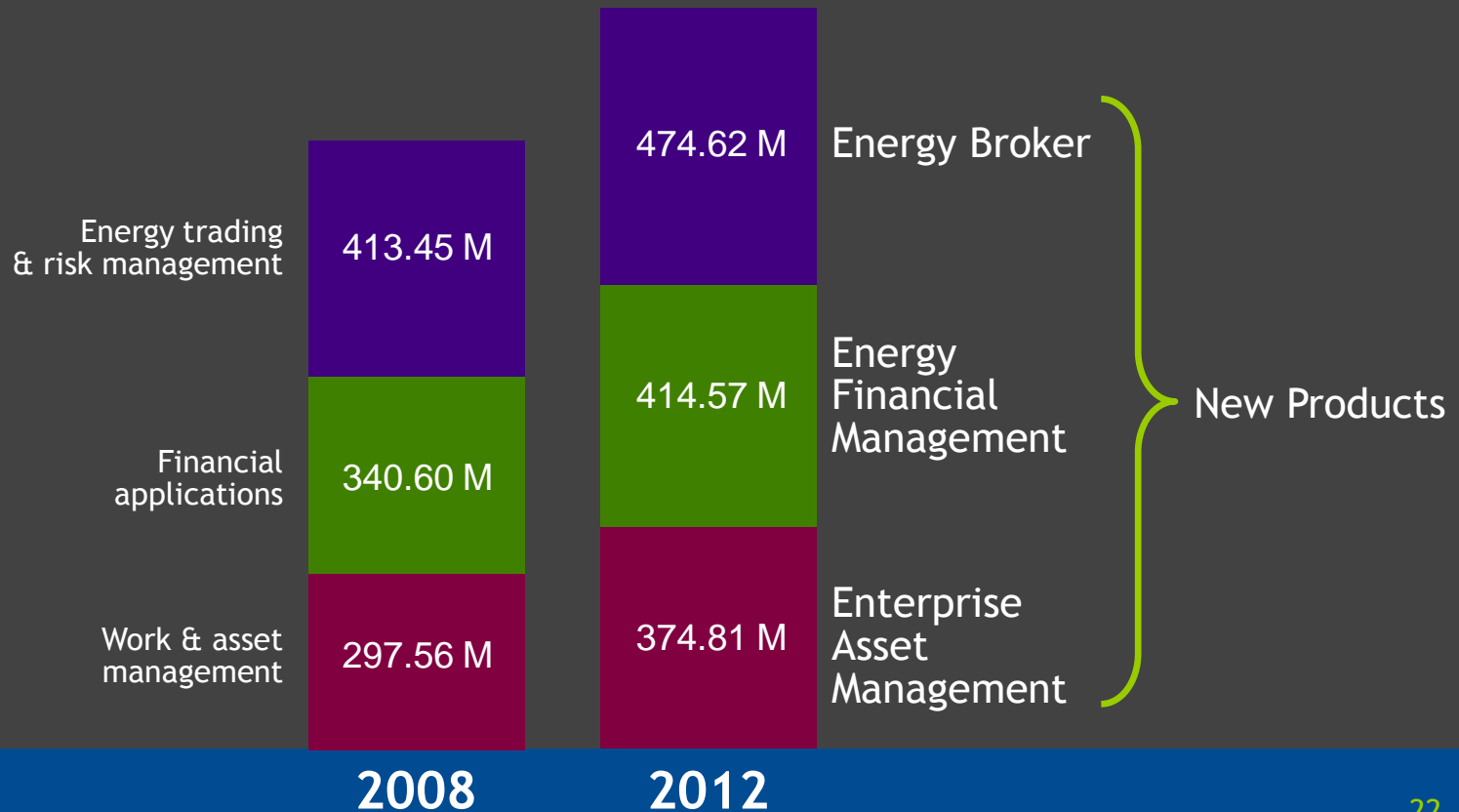
## Case Study: Legend Natural Gas II

# New Products Diversify Revenue Base



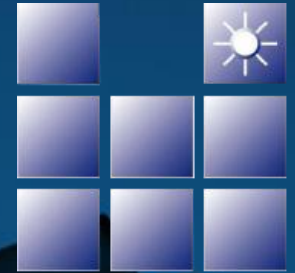
# New Products Target Larger, Faster Growing Markets

## Oil & Gas Enterprise Applications Market Size



2008

2012



**WellPoint**  
Systems Inc.

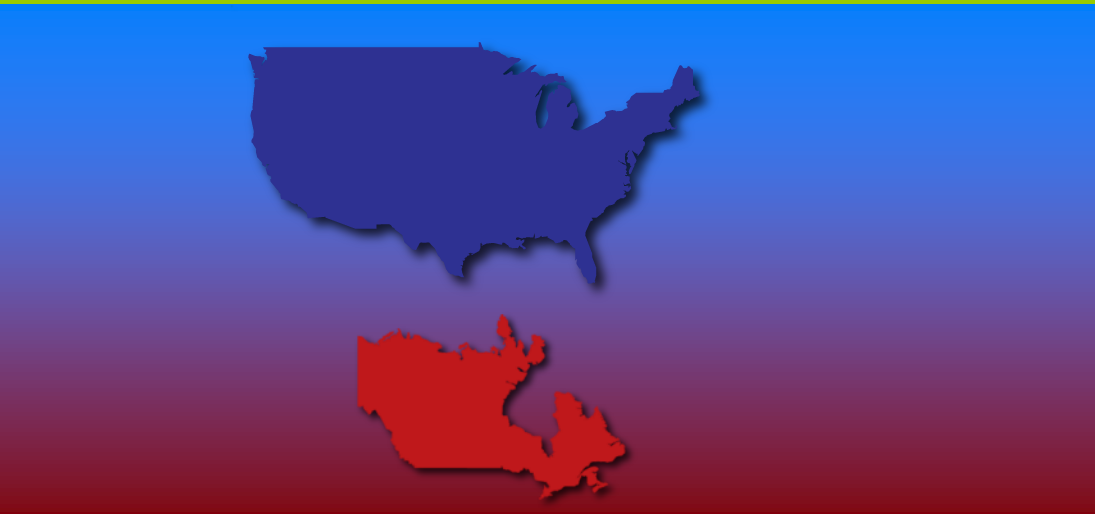
the  
**only**

oil & gas solution on  
Dynamics AX platform

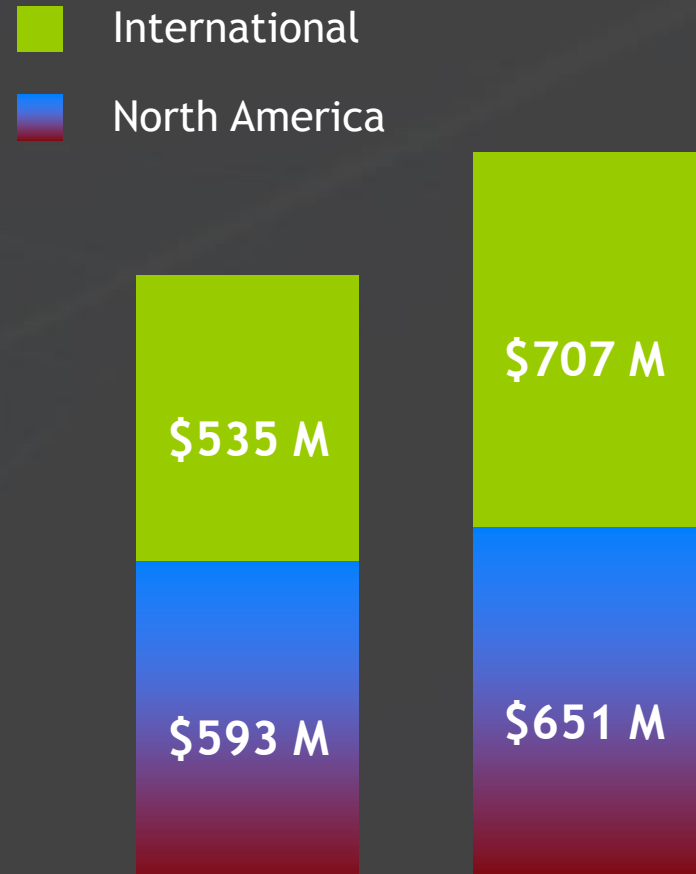
Powered by  
**Microsoft**

# Grow International Sales to 50% of Revenue

## WellPoint Systems



## Oil & Gas Enterprise Applications Market



2008

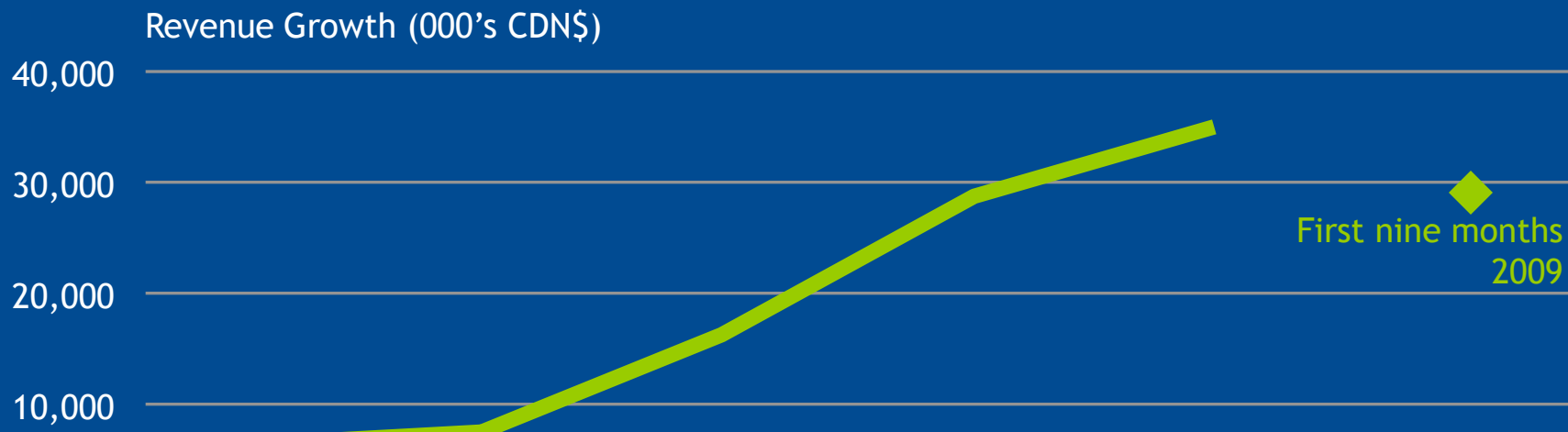
2012

24

# 2009 Operational Highlights

- Generated \$7.6 million EBITDA in first nine months of 2009 (\$0.16 per share) and net income of \$3.7 million (\$0.08 per share)
- Released WellPoint Intelligent Dashboard
- Launched IDEAS 5.0
- Achieved Microsoft competency in ISV/Software solutions
- Recently completed sale of Energy Broker to marquee customer

# 5-Year Financial Review



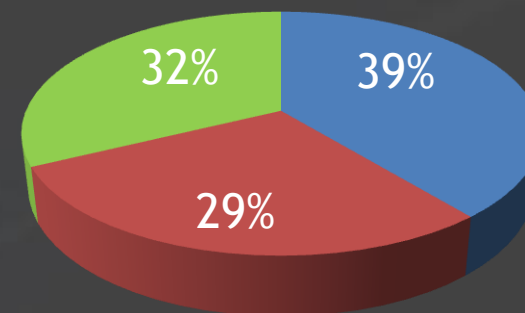
In 000's of CDN\$	2004	2005	2006	2007	2008	Nine Months 2009
<b>Revenue</b>	5,547	7,324	16,006	28,834	35,309	29,038
<b>Gross Profit</b>	3,574	4,485	11,605	17,426	19,638	20,619
<b>Gross Margin</b>	64%	66%	73%	60%	56%	71%
<b>EBITDA</b>	(103)	271	2,669	125	(4,111)	7,562
<b>EBITDA Margin</b>	-2%	4%	17%	0%	-12%	26%
<b>Net Income</b>	(188)	(727)	637	(3,647)	(27,659)	3,690

# Nine Months Financial Highlights

In 000's	Nine Months 2009	Nine Months 2008
Revenue	\$29,038	\$27,615
Gross Profit	\$20,619	\$15,399
Adjusted EBITDA	\$7,562	(\$3,338)
Net Income	\$3,690	(\$13,652)
Adjusted EBITDA Per Share	\$0.16	(\$0.07)
Net Income Per Share	\$0.08	(\$0.30)

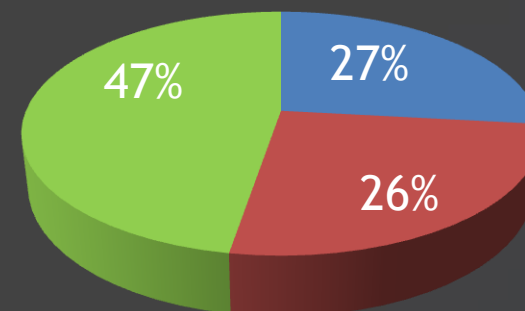
2009

■ License ■ Maintenance ■ Professional Services



2008

■ License ■ Maintenance ■ Professional Services



# 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

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

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

# Market Data



<b>Listing:</b>	TSX-V
<b>Symbol:</b>	WPS
<b>Recent Share Price:</b>	\$0.21 (Nov 30, 2009)
<b>52-Week Range:</b>	\$0.055 - \$0.27
<b>Shares Outstanding:</b>	51.1 M (Nov 30, 2009)
<b>Fully Diluted Shares:</b>	167.4 M (Nov 30, 2009)
<b>Market Capitalization:</b>	\$10.7 M (Nov 30, 2009)

# Capital Structure

(in 000's of dollars)

Shareholders Equity (at September 30/09) **\$2,752**

Summary of outstanding debt (at November 30/09)

Convertible debentures (@ \$0.30) - Quorum **\$28,400**

Convertible debentures (@ \$0.30) - Sirocco **\$4,000**

Total convertible debentures **\$32,400**

Loan payable to Sirocco **\$5,300**

Total debt **\$38,000**

Loan payable and convertible debentures due in 2010 **\$15,000**

# Seasoned Management Team



## **Richard Slack, *President & CEO***

>28 years of senior level experience in building and managing profitable software companies; Former President and CEO of Bolo Systems; Former Vice President of Systems and Marketing for the GeoGraphix business unit of Landmark Graphics Corporation

## **Bharat Mahajan, *CA - CFO***

>15 years of experience in senior financial and operational roles; Former Director of Business Development for Cosma International, a wholly owned group of Magna International; Former Chief Financial Officer and Vice President, Finance with Norex Exploration Services Inc.

## **Michael Weiss, *Sr. VP Products & Technology***

>25 years of experience in managing the design, development, deployment and marketing of commercial high tech software products; executive management positions at Bolo Systems, Halliburton Digital and Consulting Solutions and Landmark Graphics

## **Neil Carpenter, *Sr. VP Worldwide Sales***

>15 years of experience in consultative solution selling, strategic and global account management, and as a sales leader for software and solutions; senior sales leadership roles at Rockwell Automation, Invensys PLC, and Aspen Technology, Inc.; over 25 years experience in the oil & gas and process industries including management roles at J. Ray McDermott

# Board of Directors

## **Charles V. Selby, *Chairperson***

Vice President and Corporate Secretary of Pengrowth Energy Trust

## **P. Michael Maher**

Former Dean of the Haskayne School of Business, current professor

## **Wanda Dorosz**

Founder, Chairman, CEO of Quorum Group of Companies

## **Mickey S. Abougoush**

Chairman of the SQFive Group of Companies

## **J. Benton Mayberry**

CEO of Winston Sage Partners

## **Randall J. Findlay**

Former President of Provident Energy Trust

## **Richard Slack**

President and CEO of WellPoint Systems



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