



For More Information

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Versatile Systems Reselling TridentHE, AegisUSA's New Enterprise-Class IAM Software with Flexible Licensing

Also Re-Signs as an Aegis Identity Appliance Reseller

Greenwood Village, CO — November 9, 2010 — AegisUSA today announced that Versatile Systems Inc., an implementer of business critical information technology solutions with U.S. headquarters in Mechanicsburg, PA, is adding TridentHE, AegisUSA's new Identity and Access Management Software Suite for Education and has re-signed as an authorized AegisUSA Reseller Partner. AegisUSA developed TridentHE to address the specific business needs of higher educational institutions such as reducing help desk costs, increasing user productivity, and protecting institutions from the risks of intrusion.

TridentHE, AegisUSA's new enterprise-class Identity and Access Management (IAM) Software Suite for Education, provides an open standards-based software suite with flexible licensing models which, in addition to integration of the software suite, offers:

- **Lower total cost of ownership:** Open standards-based software is more easily supported and enhanced.
- **Lower risk:** Open standards, flexible licensing, and AegisUSA's extensive higher education experience allow institutions to manage their implementation with readily available tools and technologies.
- **Lower support costs:** Open standards-based software allows institutions to secure staff familiar with the design tools, making the implementation easier to maintain.

TridentHE includes Identity Appliances, which provide customers with scalable Identity Solutions for Password Management, Single Sign-On, Cloud Provisioning, and Federated Identity for Education — all at an entry level price. The Appliances are a unique offering in AegisUSA's comprehensive IAM solution approach, which includes IAM software, hardware, implementation services, and ongoing support.

“Our higher education customers and prospects will appreciate a solution like TridentHE, which lowers risk as well as support and ownership costs,” stated Oliver Poppenberg, Jr., COO & EVP Sales of Versatile Systems, Inc. “Having great technology partners, like AegisUSA, and great solutions, like TridentHE, are an important part of what Versatile offers customers.”

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“Versatile’s commitment to providing their customers with premier business-critical information technology solutions is a perfect fit with AegisUSA’s goals and solutions,” said Ralph Armijo, AegisUSA CEO.

“Versatile is a valuable partner and I’m thrilled that they have decided to renew their reseller status with a major emphasis on the new TridentHE.”

About Versatile

Versatile Systems, Inc. (Trading symbols on the TSX Venture Exchange: VV and on AIM: VVS) provides business solutions that enable companies to improve sales, marketing and distribution of their products. Versatile also provides information technology services for the implementation, maintenance and security of mission-critical computer environments. Versatile has the ability to architect solutions involving both proprietary and third party components. For more information: www.versatile.com.

About AegisUSA

Founded in 2004, AegisUSA is a leading provider of Identity and Access Management (IAM) products and services. AegisUSA offers a broad portfolio of cost-effective open standards-based IAM solutions including: Enterprise IAM Suite, TridentHE IAM Suite (focused on Higher Education), and specialized pre-package IAM Appliances. Part of AegisUSA’s superior solutions includes employing consistent, standards-based implementation methodologies supporting the entire IAM implementation — not just the software. AegisUSA’s technology-enabled methodology delivers a significant reduction in implementation costs and timeframes compared to traditional implementations without AegisUSA. For more information, please visit AegisUSA on the web at www.aegisusa.com.

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