

Press Release

Canfield Systems Helps Improve Efficiency in Healthcare as Top Versus System Integrator

(Scarborough, Maine, February 8, 2013) — Canfield Systems, Inc., a communication systems installer specializing in healthcare, took steps toward improving efficiency at its client hospitals as the top-selling System Integrator for Versus Technology, Inc. in 2012.

As increased attention to operational efficiencies in healthcare is driving more interest in real-time locating systems (RTLS), Canfield strategically partnered with Versus to capture significant six-figure sales.

After successfully selling and installing the Versus RTLS as part of an automated nurse call solution for several years, Canfield participated in Versus' RTLS Sales Training program in 2012. As a result, Versus certified Canfield to represent the Versus Visibility™ software solutions: Companion, Staff Assist, and Asset Tracking.



Scott Whitaker, left, Healthcare Sales Manager for Canfield Systems, Inc., accepts an iPad from Jim Kirby, Versus National Sales Director for the Northeast region.

Taking advantage of growing market demand for automated efficiency systems, and through their diligent efforts with existing nurse call customers, Canfield was able to secure substantial RTLS contracts at two northeast healthcare facilities.

Scott Whitaker, a Healthcare Sales Manager for Canfield, sold all three Visibility software solutions to a single hospital and sold the Staff Assist solution to a Magnet-certified behavioral health facility.

“Canfield is an excellent example of a business that calculates market needs and prepares themselves to service that opportunity,” states Susan Pouzar, Vice President of Sales at Versus. “They have already secured their position in the Northeast as a certified Versus RTLS solutions provider, resulting in substantial new business. We look forward to continuing our business relationship with Canfield and helping to support their impressive efforts to spread the benefits of RTLS efficiencies.”

About Canfield Systems

Canfield Systems knows that interoperability is the key to success when designing a communication system. Canfield specializes in the best products for healthcare and education, as well as providing customized systems for a wide range of commercial buildings. Since the 1940s, Canfield has remained committed to providing expertise in the design and implementation of a total communication solution, including Versus RTLS, Ascom Telligence Nurse Call and more. Learn more at canfieldsystems.com.

About Versus Technology, Inc.

Established in 1988, Versus Technology, Inc. specializes in real-time location systems (RTLS) for healthcare. Used by more than 700 hospitals for enterprise [patient tracking](#), bed management, [asset tracking](#), and nurse call automation, Versus Advantages™ improves [patient flow](#) and documentation of caregiver and patient interactions, while enhancing communication and efficiency. Exclusively endorsed by the American Hospital Association, the Versus Advantages infrared (IR) and Active [RFID](#) solution is responsible for clinical-grade location and automation at a number of hospitals, clinics and long-term care facilities worldwide. To learn more about Versus Technology, Inc. (Pink Sheets: VSTI.PK), our technology and client successes, visit versustech.com and take the *Advantages Tour*.

Safe Harbor Provision

This release may include forward-looking statements which “bespeak caution,” and which are subject to risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. The statements are made only as of the date of this release, and the Company undertakes no obligation to update them to reflect subsequent events or circumstances.

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