



Versatile Credit and PFS Partner to Offer Additional Secondary Credit for Large Retail Purchases

Versatile's cloud-based solution now brings 20 primary and secondary financial institutions to retailers

Mechanicsburg, Pa. – May 12, 2014 – Versatile Credit, the leading provider of innovative solutions linking lenders with consumers applying for credit in retail stores, today announced a partnership adding furniture-financing specialist PFS as a secondary lending platform through Versatile's self-service credit ecosystem. Versatile Credit is a business unit of Versatile Systems Inc. (TSX Venture Exchange: VV).

The Versatile Credit kiosk solution, used in thousands of retail locations throughout North America, seamlessly transitions in-store credit applications denied by a primary lender to a secondary lender. With the PFS partnership, Versatile Credit's cloud-hosted platform now provides retailers with direct connection to 20 primary and secondary financial institutions.

"PFS has a proven ability for finding customer credit solutions that can save potentially lost sales," said Kenny Kahn, president and chief executive officer of Versatile Systems. "That track record makes PFS a great addition to our Versatile Credit solution. Real time access to second-look lenders reduces credit denials by up to 40 percent. That equals more revenue for our customers."

Retailers using the Versatile Credit solution typically see a 20 percent rise in credit applications with an increase in retail transaction size of over 15 percent. The application process using a Versatile Credit in-store kiosk is private, secure, quick and easy to complete. Credit decisions are returned in seconds. Since 2007, consumer applications using the Versatile Credit ecosystem have resulted in more than \$7 billion in approved credit.

Versatile Credit's ecosystem includes leading lending partners, software and services, stylishly designed hardware and engaging visual content that deliver an exceptional consumer experience driving more credit applications, more approvals and more sales. It offers a perfect solution for retailers with customers needing additional credit to make large retail purchases across a wide range of markets, especially in the furniture, flooring, mattress, jewelry, automotive and electronics stores.

About PFS

Based in Mesa, Ariz., PFS has been assisting customers obtain the credit they need to purchase the furniture they want since 2010. For more information, please visit <https://www.pfsgo.com>

About Versatile

Versatile is a multi-disciplinary technology company with solutions across the mobile, digital signage, IT infrastructure, software and hardware landscape. The company's products are utilized by Fortune 500 companies, leading financial institutions and large and small retail organizations. For more information, please visit www.versatilecredit.com and www.versatile.com

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