

decisionpointTM

systems, inc.

MOVING DECISIONS CLOSER TO THE CUSTOMERTM



Investor Presentation

May 2014

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Non-GAAP Financial Measures

To supplement the Company's consolidated financial statements presented on a GAAP basis, the Company has provided certain non-GAAP financial information, namely earnings before interest, taxes, depreciation and amortization (EBITDA). The Company's management believes that this non-GAAP measure provides investors with a better understanding of how the results relate to the Company's historical performance. The additional adjusted information is not meant to be considered in isolation or as a substitute for GAAP financials. Management believes that these adjusted measures reflect the essential operating activities of the Company.

Overview

- End-to-end provider of software and professional services targeting the growing enterprise mobility space
- 30 years experience in design, deployment and support of mobile computing and wireless systems
- Enable our customers to access enterprise data at the point of decision regardless of location
- Deliver the ability to make better, faster and more accurate business decisions by implementing industry-specific, enterprise wireless and mobile computing systems for front-line employees, inside and outside the 'four-walls'



Investment Highlights

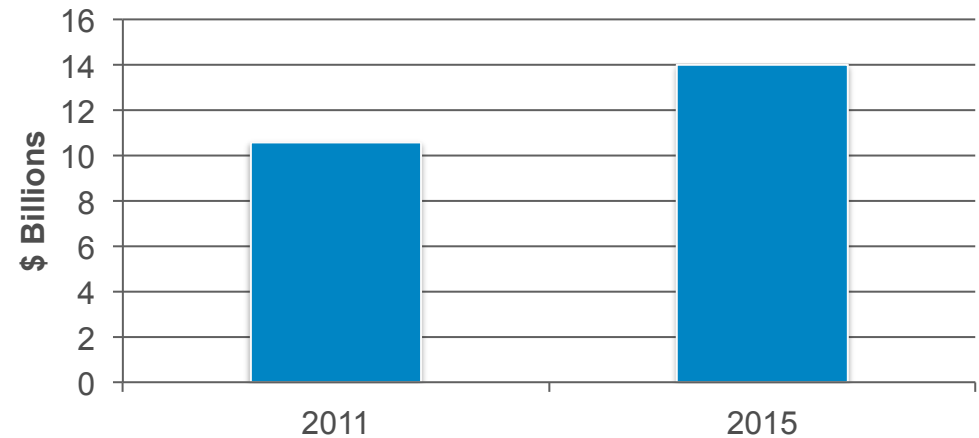
- ⦿ Enterprise mobile solutions have become imperative
- ⦿ Revenue mix shifting to higher margin professional services and software
- ⦿ Well established partnerships with key wireless carriers
- ⦿ Blue chip customer base
- ⦿ Financial resources to support growth
- ⦿ Proven management team with strong domain expertise and sector experience

Rapidly Growing Mobile Solutions Market

Demand Drivers

- Global workforce continues to become more mobile
- Standardization of devices on Windows Mobile, Android, iOS
- Hand-held devices increasingly affordable
- Solutions becoming more complex and require more customization

Enterprise and Government Mobility Market



- 10% CAGR, totaling \$14B by 2015

* Data source: VDC Research

Enterprise Mobile Solutions have Become Imperative

Total Mobile Solution Provider



Field Workforce Automation

Verticals

- Field Service
- Transportation & Logistics
- Merchandizing/ Sales
- Direct Store Delivery



Retail Systems

Verticals

- Grocery
- Clothing and Apparel
- Specialty Retail
- Department Stores
- Home Improvement

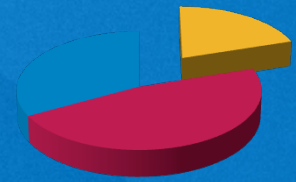


Distribution, Manufacturing & Government

Verticals

- Supply Chain
- Warehouse Management Systems (WMS)
- 3PL
- Continuous or Job-Shop
- Batch or Discrete

Field Workforce Automation



- Increasingly, goods are tracked or services are performed by field-based workers
- Our solutions:**
 - Dramatically improve performance and productivity
 - Increase customer service with immediate wireless connectivity to back office operations
 - Improve communications with field workers
- Products Generating High Margins and Recurring Revenue**
 - APEXWARE Field Service
 - Mobile Field Service management and parts tracking
 - Enterprise Mobility Management (EMM)
 - Complete SaaS offering for customers mobile device management requirements
 - Grapevine
 - Cloud-based “Always On” push-to-talk system with no latency
 - Supports up to 100 simultaneous users in a single conversation



CASE STUDY

Leading Oilfield Construction Services Company

400 mobile devices increasing to 800 devices in 2014

DecisionPoint Software and Services include:

- APEXWare™ Field Service software
- LiveLink™ back office integration software
- Annually recurring software maintenance and support
- Initial contract: \$1.0 million
- Annual recurring revenue: \$0.2 million

Retail Systems



- Leading Provider to Tier 1 Retail Chains
- Market Trends Driving Growth
 - Many retailers migrating from 10+ year old technology
 - Seeking process improvement and productivity gains
 - Seeking to improve customer shopping experience
 - Competitive drive to function like Apple stores
- Applications Increase Productivity at Reduced Cost
 - Mobile point-of-sale
 - iPad retailing
 - iPad clienteling
 - Cloud based Inventory and price management
 - Business two-way radio
 - Omnichannel Solution
- New hardware platforms driving innovation
 - Apple – iPad
 - Android and Windows tablets
 - Scanning peripherals

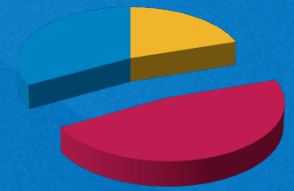


CASE STUDY J.CREW

Leading specialty retailer of apparel and accessories

- Complete mobile technology upgrade:
- Refresh of in-store wireless/ security infrastructure
- Installation and deployment of MDM solution
- Chain wide deployment services (190 stores)
- Rollout of iPads to support enterprise selling application
- Project Management
- MobileCare Technical Support Services
- Million Dollar Omnichannel Solution being implemented in 2014

Warehouse Distribution



- Increasing need to maximize service levels while meeting financial performance requirements
- Challenges include:
 - Achieving high customer satisfaction with accurate and on-time shipments
 - Maximizing fill rates and inventory turns
 - Efficient space utilization
 - Labor and equipment time-and-motion efficiency
- Solutions optimize return on invested resources:
 - Faster cycle times
 - Lower and accurate inventory counts
 - Higher services levels



CASE STUDY

- Complete Warehouse Management Upgrade Implemented
- Provides fixed Total Cost of Ownership projects for 5 years
- Developed level 1 support documentation that increased up-time KPI from 92% to 98%
- Provided SAP integration services
- Management of over 500 mobile devices

Sales Process & Partners

Direct Sales

- 20 salespeople
- Located nationwide
- Supported by 30 engineers / technicians

Partners

- Leveraging our partners sales teams



OEM's



Growth Strategy

- ⦿ Extract greater share of spend from existing partners and customers
- ⦿ Further penetrate existing verticals
- ⦿ Leverage partners' reach to acquire new customers
- ⦿ Introduce new products and services
- ⦿ Acquire complementary businesses
- ⦿ Broaden geographic footprint

INTEGRATION OF THREE (SOFTWARE AND SERVICE) ACQUISITIONS COMPLETED

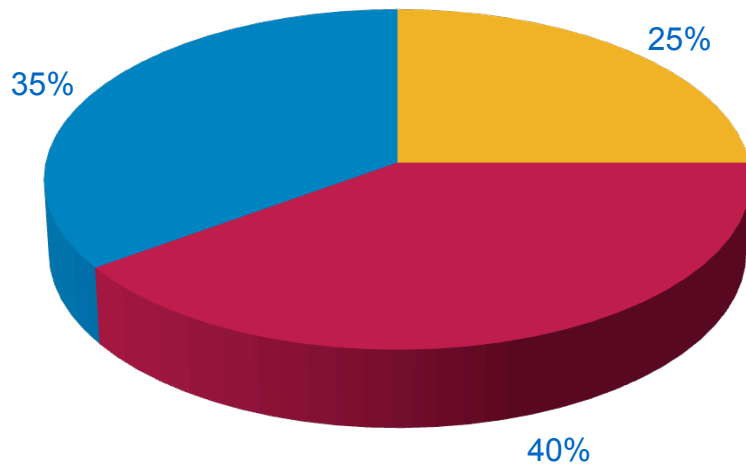
- ◉ **Integration Completed**
 - ◉ Earnouts at CMAC, Apex and Illume Mobile ended in H22013
 - ◉ Immediately upon that occurring integration implemented
- ◉ **Expense Reductions**
 - ◉ Annual savings in excess of \$4 million effected
- ◉ **Operations Streamlined**
 - ◉ Fulfillment centered at DP's operations headquartered in Irvine, CA
 - ◉ Software Products and Services integrated
 - ◉ Dedicated sales team in place to sell proprietary products and services
- ◉ **Acquired capabilities integrated into a single set of DP's product offerings**

Seasoned Management Team

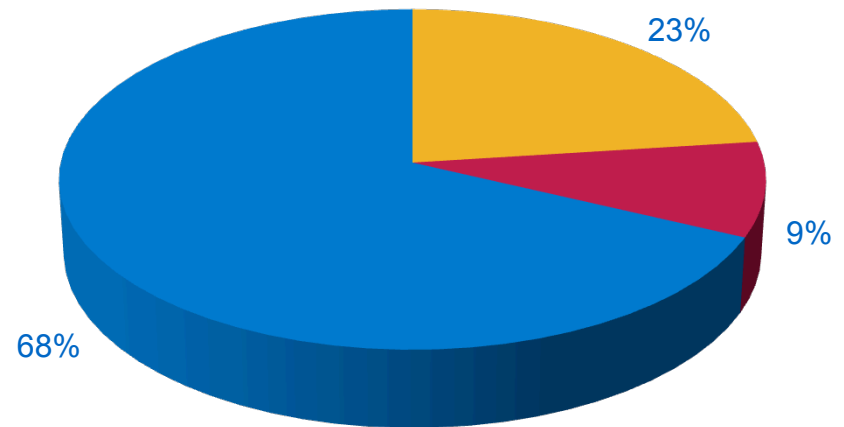
Name / Title	Selected Prior Experience
Nic Toms <i>Chairman, CEO and Director</i>	Chairman, President and CEO of Peak Technologies CEO of Cape Systems Group, Inc. Skadden Arps Slate Meagher & Flom
Michael Roe <i>Chief Financial Officer</i>	CAO, Metagenics, Inc. CFO, Duncan Solutions VP Finance/Investor relations, QLogic Corp.
John Chis <i>SVP Sales North America</i>	20 years with Symbol Technologies and Telxon (acquired by Symbol) Sales, marketing and operations management experience
Bryan Moss <i>SVP Professional Services</i>	Founder/President, CMAC, Inc. Senior Director, Supply Chain Practice, Accenture
Brent Felker <i>VP Field Mobility</i>	Senior Sales VP of Peak Technologies Initiated Field Mobility Practice at Motorola/Symbol Initiated Field Mobility Practice at Psion/Teklogix

Shifting Revenue Mix

Markets Served 2012



2012 Revenue Mix



- Field Workforce Automation
- Supply Chain
- Retail Systems
- Professional Services
- Software and Other
- Hardware

Goal: Increase Mix of Software & Professional Services to 60% of Revenue

P&L 2014 (Preliminary*)

(\$ in '000 except for EPS and WASO)

	Three Months Ended March 31,		Percent Inc(Dec)
	2014	2013	
Net sales	\$ 16,709	\$ 13,772	21.3%
Cost of sales	13,135	10,948	
Gross profit	3,574	2,824	26.6%
Gross profit percentage	21.4%	20.5%	90 basis points
Selling, general and administrative expense	3,717	5,033	-26.1%
Operating loss	(143)	(2,209)	-93.5%
Total other (income) expense	(52)	220	
Net loss before income taxes	(91)	(2,429)	-96.3%
Provision (benefit) for income taxes	22	(327)	
Net loss	\$ (113)	\$ (2,102)	-94.6%
Net loss attributable to common shareholders	\$ (442)	\$ (2,322)	-81.0%
Net loss per share - Basic and diluted	\$ (0.04)	\$ (0.27)	
Weighted average shares outstanding - Basic and diluted	12,314,498	8,620,807	

Adjusted EBITDA Trend (Prelim*)

(\$ in '000)

	Three months ended March 31,	
	2014	2013
EBITDA Calculation:		
Net Loss	\$ (113)	\$ (2,102)
Depreciation and amortization	451	502
Interest Expense	207	226
Income Taxes	20	(327)
EBITDA	\$ 565	\$ (1,701)
Adjusted EBITDA Calculation:		
EBITDA	\$ 565	\$ (1,701)
Employee stock-based compensation	10	5
Non-employee stock-based compensation	-	-
ESOP compensation expense	14	35
Restructuring costs	142	-
Capital raising costs	-	642
Adjusted EBITDA	\$ 731	\$ (1,019)

Borrowings/Repayments

	12/31/2012	3/31/2013	6/30/2013	9/30/2013	12/31/2013	3/31/2014
SVB Term Loans	\$ 1,000	\$ 1,722	\$ 1,389	\$ 1,056	\$ 722	\$ 639
RBC Term (Apex)	2,090	1,842	1,583	1,414	1,169	942
BDC Term (Apex)	1,705	1,670	1,615	1,649	1,589	1,537
Note Discounts	(73)	(77)	(64)	(57)	(45)	(37)
Total term debt	\$ 4,722	\$ 5,157	\$ 4,523	\$ 4,062	\$ 3,435	\$ 3,081

Key Takeaways

- ⦿ Enterprise mobile solutions have become imperative
- ⦿ Revenue mix shifting to higher margin professional services and software
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Appendixes

Custom Mobile Application Development

- Mobile Platform Confusion Requires Broad Offering
 - Native Software Development
 - iOS
 - Android
 - Windows Mobile
 - Cross OS Development Platforms
 - RhoMobile
 - Phone Gap
 - Titanium
 - Next Emerging Market Leader?
 - Graphics Design – UX
- Motorola MSA



ContentSentral In Retail

Mobile Content Delivery Application

- There are numerous methods for deploying mobile content but the quickest and easiest is investing in a MCDA.
- Simplify the management and delivery of mobile content.
- Organize content so that it is easy for mobile users to locate, access and utilize.
- ROI on printing, shipping and labor costs.

ContentSentral



Supply Chain Consulting

Services

- Logistics Execution System Selection
- Warehouse Management Systems Integration (Manhattan/Red Prairie, etc)
- Six Sigma Program Management
- Transportation Management Systems Implementation
- Warehouse Operational Analysis and Design
- Wireless Network Design and Installation
- Business Intelligence Dashboards

Vertical Markets Served

- Retail
- Transportation
- Manufacturing

Enterprise Mobility Management

- All inclusive Managed Service
 - White Label AirWatch MDM service
 - Mobility Policy development
 - Initialization Services
 - Continuing Support Services
 - DecisionPoint maintained
 - DecisionPoint resourced

