

Excel Medical announces plans for implementation of *BedMasterEx*[™] technology at Johannes Kepler University Hospital, leading Medical & Research Institution in Linz, Austria

Excel launches partnership with Sanitas GmbH, one of the largest medical technology distributors in Austria; Sanitas will be Excel's exclusive distribution partner for Next Generation Medical Device Integration[™] technology in that country.

Jupiter, FL and Linz, Austria – September 13, 2016 – Excel Medical (Excel), the leader in *Next Generation Medical Device Integration*[™] (MDI), today announces that the Anesthesiology and Intensive Care Medicine department at Johannes Kepler University Hospital, Linz (KUK), the largest medical and scientific research and teaching university in Upper Austria, has contracted for a hospitalwide installation of Excel's *BedMasterEx*[™] technology. The order calls for an initial deployment to cover 300 of its beds (including ICUs) by 2017. *BedMasterEx*[™] is the leading platform for physiological monitoring data acquisition, storage and distribution. Concurrently, Excel is announcing a new partnership with Sanitas GmbH, one of the largest medical technology distributors in Austria. Under the agreement, Sanitas becomes the exclusive distribution partner for Excel Medical technologies in that country.

"We are excited to augment our existing lineup of medical technology products with this new collaboration with Excel Medical," said Gerhard Bertagnol, CEO of Sanitas. "Excel's *Next Generation Medical Device Integration* is, without question, the most forwardthinking, innovative medical device and data integration solution in the market today. As we're already seeing with the new *BedMasterEx* order from KUK, bringing Excel's technologies to our roster is a timely, invaluable addition for our customers. It allows them to accomplish things that weren't possible before."

Dr. Jens Meier, the Head of the Department of Anesthesiology and Intensive Care Medicine at KUK, was the force behind the university's *BedMasterEx* order. He sees Excel's technology as a linchpin for continuously improving patient safety and care in clinical settings, and as a critical tool to enhance quality assurance.

"Safety and quality assurance are too frequently seen as table-stakes in the industry, yet many hospitals underperform in both of these fundamentals, ultimately to the detriment of patients, clinicians and institutions themselves," said Dr. Meier. "*BedMasterEx* provides marked improvements in these areas as well as bringing several new capabilities in patient data documentation, data forensics and research."

Dr. Meier also considers the technology to be an indispensable element for innovations in medical research and the future of medicine.

"*BedMasterEx* is an unique patient data acquisition platform that captures and indefinitely store unspecific patient data and physiological waveforms for analysis. This is particularly important for research purposes," he said. "Stored data is retrospec-



Prim. Univ.-Prof. Dr. Jens Meier

tive data, by definition. And easily accessed, retrospective data is essential to a clinician's ability to make predictive forecasts about a patient's disease state in order to deliver better and more effective treatments in a timely manner."

"We are excited to be working with Dr. Meier at Johannes Kepler University hospital, Linz, and by our new distribution partnership with the team at Sanitas in Austria," said John Hoffman, President of Excel Medical. "Sanitas is the gold standard for medical technology distribution in Austria. Dr. Meier is doing remarkable work that will have a profound impact on improving the quality of patient care, and the future of medicine. We are looking forward to great things ahead." Excel continues to push new boundaries with its *Next Generation Medical Device Integration* solution, which is comprised of four components:

1. Bedside Device Integration
2. Mobile Vitals Capture (MVC)
3. Digital Cardiac Reports
4. Cardiac Monitor Access

Excel Medical is an industry innovator in medical device data acquisition, storage, and clinical integration across the hospital enterprise. Its products transform clinical workflow by liberating data and making it more accessible to clinicians through untethered access and *Next Generation Medical Device Integration*[™] with electronic medical records (EMR). Excel's technologies have direct impact on improving patient safety and care, workflow efficiency, and decreasing institutional risk. Partnering with IBM's TJ Watson Laboratory since 2011, Excel has developed a first-of-a-kind clinical Streaming Analytics[™] platform that is shaping the future of critical care medicine.

www.excel-medical.com

Contact Information:

- **Michael Draznin for Excel Medical**
michael@drazninconsulting.com | tel +1 917.921.1039
- **Gerhard Bertagnol, Executive Director, Sanitas GmbH**
g.bertagnol@sanitas.at | tel +43 (662) 85 21 86 - 0
- **Prim. Univ.-Prof. Dr. Jens Meier, Manager Anesthesia and Intensive Care**
jens.meier@akh.linz.at | tel. +43 (57680) 83 - 2158

sanitas
MEDIZINPRODUKTE
INFOTECHNOLOGIE