

FOR IMMEDIATE RELEASE

Carilion Clinic Selects Excel Medical to Deliver *Next Generation Medical Device Integration™* for Epic EHR Across the Hospital System

Jupiter, Fla. and Falls Church, Va. – Sept. 9, 2015 – Excel Medical, the leader in *Next Generation Medical Device Integration™* (MDI), today announced that Roanoke, Va. based Carilion Clinic, is installing Excel's *BedComm™* platform to integrate medical device data across the hospital's entire Epic Electronic Health Records (EHR) system. Carilion serves approximately 1 million residents in Virginia with 1026 beds and 60 Neonatal ICU beds. Its flagship hospital, Carilion Roanoke Memorial is ranked among the top 5 hospitals in the state.

Excel's initial remit, which is starting implementation, focuses on integration with Carilion's Epic Anesthesia Information Management System. The BedComm platform automates vital sign documentation, eliminating the need for manual data entry of vital signs and other patient information at the bedside. This delivers a multi-fold positive impact for clinicians and the clinical environment:

- It ensures that the most accurate patient data is recorded and available throughout the entire hospital enterprise
- It actively integrates data from connected medical devices (physiological monitors, ventilators, cardiac output monitors, neurological monitors, anesthesia machines) to the EHR or clinical information system. From streamlined workflow, clinicians can spend more time caring for patients and less time transcribing and manually inputting data

Carilion is deploying BedComm in its critical care departments (ICUs, ORs) to collect and convert patient data and facilitate integration with an array of medical devices including patient monitors, gas monitors and spot check monitors.

"With near immediate recording of critical patient information directly to the EHR in a way that is accurate, succinct and timely, clinicians are liberated to focus on the quality and safety of patient care instead of the manual charting of patient vitals," said Brian Smith, EVP, Sales and Marketing at Excel Medical. "We look forward to expanding and growing our relationship with Carilion Clinic over time."

About Carilion Clinic

Carilion Clinic is a not-for-profit healthcare organization based in Roanoke, Va. Through its comprehensive network of hospitals, primary and specialty physician practices, and other complementary services, it works to provide quality care close to home for nearly 1 million Virginians. With an enduring commitment to the health of its region, Carilion seeks to advance care through medical education and research, help its community stay healthy, and inspire its region to grow stronger.

About Excel Medical

Founded in 1995, 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. Excel's products are used by more than 80% of the top medical centers and children's hospitals in the United States. The company is headquartered in Jupiter, Florida, and has customers throughout North America, Europe, Australia, and Asia. For more information, visit www.excel-medical.com.

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