

**FOR IMMEDIATE RELEASE**

**Excel Medical Announces Plans for Implementation of *BedMasterEx*<sup>™</sup> Technology at Johannes Kepler University Hospital, Leading Medical & Research Institution in Linz, Austria**

***Excel launches partnership with Sanitas GmbH, one of largest medical technology distributors in Austria; Sanitas will be Excel's exclusive distribution partner for Next-Generation Medical Device Integration<sup>™</sup> technology in that country***

**Jupiter, FL and Linz, Austria – September 13, 2016** – Excel Medical (Excel), the leader in *Next-Generation Medical Device Integration*<sup>™</sup> (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 hospital-wide installation of Excel's *BedMasterEx*<sup>™</sup> technology. The order calls for an initial deployment to cover 300 of its beds (including ICUs) by 2017. *BedMasterEx*<sup>™</sup> 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 line-up 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 forward-thinking, 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 under-perform 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 retrospective 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, 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

### **About Excel Medical**

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 StreamingAnalytics™ 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. More information is available at: [www.excel-medical.com](http://www.excel-medical.com)

### **About Sanitas GmbH**

Founded in 1950, Sanitas, GmbH is the largest medical technology and GE Healthcare technology distributor in Austria. Sanitas has been dedicated to supplying medical devices for more than 65 years and is now one of the biggest providers of hospital system solutions in Austria.

Sanitas's business divisions are the following:

1. Medical devices – for all departments with focus on critical care units, anaesthesia departments, obstetrics, neonatology, neurology, transportation solutions as well as emergency medical service
2. Biomedical service – solutions for hospitals regarding service and maintenance
3. Infotechnology – IT solutions, PDMS for ICU/ANAE, OR-planning and management
4. Sanitas training center – with advanced education, preparatory course for examinations as well as patient simulation

Sanitas, with its 85 employees, is on active service solely in Austria. The company offers innovative products combined with best service and the possibility of having training of excellent quality. The main focus of Sanitas is the customer and its needs and customer intimacy. For more information see: <http://www.sanitas.at/>

### **About Johannes Kepler University, Linz**

With the merger of three renowned and long-established hospitals in Linz - AKH Linz, Landes-Frauen- und Kinderklinik Linz and Landes-Nervenlinik Wagner-Jauregg - the Kepler University

Hospital was founded on December 31st, 2015. Occasion of this reunion was the establishment of a medical faculty at the Johannes Kepler University in Linz. With more than 1,800 beds, the Kepler University Hospital is Austria's second-largest hospital and the central healthcare provider in Upper Austria. For more information see: <https://www.kepleruniklinikum.at/>

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