

News - B. Braun Melsungen AG

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Global Strategic Alliance

Health Robotics GmbH Selects B. Braun Melsungen AG For Global Strategic Alliance To Deliver Unprecedented Flexibility and Patient Safety to Hospitals in the Area of Automation of IV Admixtures Preparation.

Bolzano, Italy and Melsungen, Germany. Health Robotics and B. Braun announced a global strategic alliance today aimed at helping global health care providers use more efficient B. Braun's IV final containers such as Ecoflac plus® and EasyPump by developing interfacing compatibility between CytoCare™, the worldwide leader in the automated preparation of intra-venous (IV) Admixtures and B. Braun's industry-leading Elastomeric Infusors (EasyPump) and soft plastic bottles (Ecoflac plus®) and focusing the project particularly in the fully automated and highly accurate preparation of patient-specific chemotherapy drug admixtures.

Health Robotics, the worldwide leader in the robotic automation of Patient-specific IV Admixtures preparation for healthcare organizations, and B. Braun, the worldwide leader in IV solutions, say the alliance is a significant step in helping hospitals reduce medical errors and improve patient safety. The agreement is effective immediately and is applicable retroactively to the more than fifty (50) CytoCare™ robots sold within the first six months of the product launch in Europe, North America, Middle East, and Asia-Pacific.

"B. Braun and Health Robotics are helping hospitals break the spiral of escalating costs, preventable medical errors and inefficient operations in the life-critical field of IV Admixtures," said Werner Rainer, General Manager, Health Robotics GmbH. "This alliance will create the only end-to-end solution in the area of automated pharmaceutical preparation of life-critical IV doses. It will enable worldwide healthcare delivery to become more efficient and improve the quality and speed of consumer healthcare."

Markus Strotmann, Senior Vice President of Strategic Marketing for B. Braun Melsungen AG, adds: "We are very pleased to start this collaboration with Health Robotics in the important areas of Cancer and Pain Management therapies. We hope that this collaboration grows over time in delivering improved patient safety solutions to B. Braun customers worldwide." Under the agreement, CytoCare Workflow Manager and integrated technologies will be optimized for, and exclusively utilize, B. Braun's elastomeric infusors and soft plastic bottles. This will enable more information to be given to clinicians faster and with more accuracy. Such an end-to-end solution will also help drive down the complexity, initial cost and daily operating expenses -- which are key issues for healthcare organizations.

The integrated B. Braun and Health Robotics solutions also will help the healthcare industry reduce medical errors, which are estimated to cause thousands of patient deaths or injuries each year. A recent Institute of Medicine report says that considerable wider use of information technology must play a central role in fixing what is now a "disjointed and inefficient healthcare system" in the United States. A Rand Corporation study confirmed that assessment, adding that the US ranks a mere 37th in the world in overall health system performance. Inefficiency and excessive costs are serious problems facing healthcare institutions in many other countries as well. B. Braun will use its worldwide marketing and sales force to exclusively recommend and promote CytoCare™.

About B. Braun:

B. Braun supplies the global healthcare market with products for anesthesia, intensive medicine, cardiology, extra corporeal blood treatment and surgery, as well as services for hospitals, general practitioners and the homecare sector. Through dialogue with those

who are using B. Braun's products on a daily basis, the company is continually gaining new knowledge which it incorporates into product development. In this way, the company contributes with innovative products and services towards optimizing working procedures in hospitals and medical practices all over the world and improving safety – for patients, doctors and nursing staff.

About Health Robotics:

Health Robotics is the global leading supplier in the automation of life-critical intra-venous patient-specific medication preparation, especially chemotherapy, providing health care facilities with robotic solutions to ease pharmacies' growing pressures to improve Patient Safety, decrease life-threatening medication errors and contamination risks, and to work more efficiently, increase throughput, and contain costs.

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