

Healthcare Sector

Siemens Healthcare and Novation Ink Contract Extension for CT and Mobile C-Arm Systems

Three-year GPO contract ensures that Novation members have access to Siemens solutions for diagnostic imaging and interventional procedures.

Malvern, Pa., February 3, 2011 – Today, Siemens Healthcare announced that it has extended its group purchasing organization (GPO) agreements for the sales of computed tomography (CT) and mobile C-arm X-ray systems with Novation LLC (Irving, Texas). The new agreements are effective March 1, 2011, and have an initial term of three years. As a result of this contract extension, the members of VHA, Inc., University HealthSystem Consortium (UHC) and Provista, will retain access to Siemens' innovative CT and mobile C-arm technology.

Siemens Healthcare is already an awarded supplier for Novation, LLC which extends pricing benefits to the members their contracts serve. These extended supplier agreements allow Siemens Healthcare to continue offering innovative diagnostic CT and mobile C-arm devices under Novation contract to VHA, UHC and Provista members.

Access to state-of-the-art CT

Siemens has established itself as an innovator in CT and has recently been recognized by major industry analysis groups as having one of the market-leading diagnostic CT solutions. Novation members have access to a complete portfolio of CT solutions, including the SOMATOM® Definition AS line, which supports FAST CARE – a new technology platform that addresses both workflow and radiation dose.

“Our long and successful relationship with Novation is driven by our mutual goal of helping members provide the best care for their patients,” said Kulin Hemani, vice president, Computed Tomography Business Unit, Siemens Healthcare. “Siemens' commitment to radiation dose reduction in CT exams, which has been ongoing since the 1990s, coupled with our excellent image quality, assists our customers in delivering reliable diagnosis. Today, we see these goals realized in our FAST CARE technology which provides a way to maximize efficiency while minimizing dose.”

FAST CARE applications simplify workflow during scanning and in the preparation of image reconstructions. Patients benefit from lower radiation doses and shorter examination times as the system consolidates many operating procedures, guides the technologist in selecting parameter settings for image quality and dose reduction, and standardizes processes, which helps make results more reproducible.

Mobile C-arms expand clinical opportunities

The extended Novation contract also covers Siemens' line of mobile C-arm technology. C-arm X-ray technology can be used for most surgical applications and minimally invasive procedures. Novation members will have access to the ARCADIS family of imaging systems, including the ARCADIS Orbic/Orbic 3D with the possibility of intra-operative 3D imaging, the ARCADIS Avantic with 25 kW output and a large field of view, or the versatile ARCADIS Varic. All Siemens mobile C-arm solutions employ CARE technology, which aids in the reduction of radiation dose while providing excellent diagnostic and interventional outcomes. These dose-optimizing technologies provide benefits to both patients and operators. For instance, CAREMAX monitors doses during a procedure so skin dose may be easier to control for physicians and staff. Similarly, the comprehensive CARE package enables flexible pulse rates and radiation-free patient positioning and collimation, resulting in significant dose-saving possibilities for patients.

"C-arm technology is helping to provide a growing number of physicians with increased access to tools to help them deliver minimally invasive care with the least amount of radiation possible," said Gerhard Schmiedel, vice president, X-ray Products, Siemens Healthcare. "In a variety of settings from the cardiovascular workup to orthopedics, ARCADIS mobile C-arms are allowing physicians to service multiple operating rooms with fewer imaging systems while achieving high quality diagnostic images. With a wide array of systems that serve multifunctional roles, Siemens is putting customers in place to expand their clinical capabilities."

About Novation LLC

Founded in 1998, Novation is the leading health care supply contracting company for more than 25,000 members of VHA Inc. and the University HealthSystem Consortium (UHC), two national health care alliances and nearly 15,000 members of Provista, LLC. Novation offers its customers contract development and management, supply chain data and measurement, and industry knowledge and advocacy. Based in Irving, Texas, Novation develops and manages competitive contracts with more than 500 suppliers. VHA, UHC and Provista members used Novation contracts to purchased nearly \$35.7 billion in 2008. For more information on Novation, visit www.novationco.com.

The **Siemens Healthcare Sector** is one of the world's largest suppliers to the healthcare industry and a trendsetter in medical imaging, laboratory diagnostics, medical information technology and hearing aids. Siemens offers its customers products and solutions for the entire range of patient care from a single source – from prevention and early detection to diagnosis, and on to treatment and aftercare. By optimizing clinical workflows for the most common diseases, Siemens also makes healthcare faster, better and more cost-effective. Siemens Healthcare employs some 48,000 employees worldwide and operates around the world. In fiscal year 2010 (to September 30), the Sector posted revenue of 12.4 billion euros and profit of around 750 million euros. For further information please visit: www.siemens.com/healthcare.

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