



Contact: Mike Breslin  
Skytron  
[mbreslin@skytron.us](mailto:mbreslin@skytron.us)  
Phone: 616-656-3208



Contact: Chris Dismuke  
Premier Inc.  
[Christine\\_Dismuke@PremierInc.com](mailto:Christine_Dismuke@PremierInc.com)  
Phone: 704-733-5314



Contact: Valerie Fritz  
Awarepoint  
[vfritz@awarepoint.com](mailto:vfritz@awarepoint.com)  
Phone: 858-345-5009

# Press Release

## Skytron Contracts with Premier for Real-time Location Solutions (RTLS) to Premier Members Nationwide

*Skytron expands supplier agreement with Premier to include its RTLS offering, Skytron Asset Manager, powered by Awarepoint*

**GRAND RAPIDS, MI and SAN DIEGO, CA ( September 1, 2009)** – Skytron today announced the addition of Skytron Asset Manager, powered by Awarepoint, to its agreement with Premier Purchasing Partners L.P., the group purchasing unit of Premier, Inc. Premier members will now have access to pre-negotiated pricing on margin improvement tools to create new revenue streams and reduce expenses. Skytron Asset Manager is a perfect complement to Premier members, providing a way for hospitals to get more productivity while spending less.

“Skytron is extremely excited to partner with Premier in bringing RTLS solutions to their members’ hospitals,” said Mike Breslin, Skytron Corporate Accounts Director. “Skytron Asset Manager will have a direct impact on each member’s bottom line and allow them to utilize their limited resources to provide the best healthcare possible. Premier took notice of an opportunity to help their member hospitals and has moved to capitalize on those real dollar savings quickly.”

Skytron Asset Manager is specifically designed to boost productivity, lower equipment costs, improve workflows, and optimize utilization of critical assets. Skytron Asset Manager utilizes Awarepoint’s patented ZigBee wireless sensor network technology that is easy to use and install, without disruption to patient care or existing IT infrastructure. Sensors simply plug into electrical outlets to form an enterprise-wide wireless network. Low-power active RFID tags are attached to equipment, which can then be located through the enterprise with one to three meter in-room location accuracy. A comprehensive reporting suite provides business intelligence about the location, status, movement and usage of mobile medical equipment. Skytron offers its RTLS as a fully managed service, providing hardware, software, installation, maintenance and ongoing support.

Premier members now have discounted access to the advantages and benefits of Skytron Asset Manager such as utilizing the only clinically validated sterilizable Active RFID-RTLS asset tags on the market, as well as temperature sensing tags, standard tags and patient tags.

For additional information regarding Skytron Asset Manager, powered by Awarepoint, and its availability to Premier members, please contact Mike Breslin, Skytron Corporate Accounts Director, or visit [www.skytron.us](http://www.skytron.us).

### About Skytron

Skytron provides innovative and efficient medical equipment solutions for a variety of healthcare settings and hospital departments, and is recognized across North America for the highest quality products, extensive product menu and exceptional customer service. Skytron products include surgical lighting, tables, booms, integration, stainless steel, RTLS-RFID technology, and more. Since 1972, Skytron has remained true to their commitment of "customer service first, everything else will follow." For more

information on Skytron's quality products, visit [www.skytron.us](http://www.skytron.us).

**About Premier Inc.**

Premier Inc. is a 2006 Malcolm Baldrige National Quality Award recipient. The [Premier healthcare alliance](#) is more than 2,200 U.S. hospitals and 58,000-plus other healthcare sites working together to improve healthcare quality and affordability. Premier maintains the nation's most comprehensive repository of clinical, financial and outcomes information and operates a leading healthcare purchasing network. A world leader in helping deliver measurable improvements in care, Premier works with the Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West to improve hospital performance. Premier has offices in San Diego, Charlotte, N.C., Philadelphia and Washington. For more information, visit [www.premierinc.com](http://www.premierinc.com).

**About Awarepoint**

Awarepoint's Active RFID and real time location system (RTLS) technologies include its real time awareness platform, firmware, RFID tags, sensors, and bridges. Awarepoint's technologies collect raw sensor data and transform that data into high-value positioning information that can be used to add location awareness to a variety of healthcare, manufacturing, security and other applications. Awarepoint's "plug and track" network is a fully managed service, including hardware, software, remote monitoring and maintenance. The company is headquartered in San Diego, California and serves hospitals across the United States through a national sales and operations workforce. Track us down at [www.awarepoint.com](http://www.awarepoint.com)

<END>