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# Press Release

## Skytron to Provide Real-time Location Solutions (RTLS) to Amerinet Members Nationwide

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

**GRAND RAPIDS, MI and SAN DIEGO, CA (July 1, 2009)** – Skytron today announced the addition of Skytron Asset Manager, powered by Awarepoint, to its Amerinet group purchasing organization supplier agreement. Amerinet's Total Spend Management Solutions offer margin improvement tools to providers to create new revenue streams and reduce expenses. Skytron Asset Manager is a perfect complement to Amerinet's solution suite, providing a way for hospitals to get more productivity while spending less. Skytron Asset Manager is the first active RFID-RTLS solution offered by Amerinet to its members.

"Skytron is extremely excited to partner with Amerinet in bringing RTLS solutions to their members' hospitals," according to Greg Corban, Skytron Corporate Accounts Manager. "Skytron Asset Manager will have a direct impact on each members' bottom line and allow them to utilize their limited resources to provide the best healthcare possible. Amerinet took notice of an opportunity to help their member hospitals and 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.

Amerinet members now have access to the advantages and benefits of Skytron Asset Manager such as utilizing the only clinically validated sterilizable Active RFID-RTLS asset tag on the market today.

For additional information regarding Skytron Asset Manager, powered by Awarepoint, and its availability to Amerinet members, please contact Bryant Broder, Skytron Sr, Product Manager, 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 Amerinet**

As a leading national group purchasing organization, Amerinet strategically partners with healthcare providers to reduce costs and improve quality. Through its Total Spend Management solutions and operational performance improvement programs, tools and services, Amerinet assists its members in their efforts to reduce costs, improve efficiencies and create new revenue streams. Supported by a team of clinical, data and supply chain experts, Amerinet offers a comprehensive portfolio of product and service contracts to address membership specific needs. Amerinet serves acute and alternate care sites among via healthcare providers nationwide. To learn more, visit [www.amerinet-gpo.com](http://www.amerinet-gpo.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)

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