



HILL-ROM AND RADIANCE ANNOUNCE PARTNERING AGREEMENT TO INTEGRATE LOCATION-SENSING TECHNOLOGY INTO NAVICARE® NURSE CALL

New Technology Will Extend Hill-Rom Leadership in Health Care Locating by Breaking Down Barriers to Enterprise-Wide Deployment

September 2, 2009

Hill-Rom (NYSE:HRC) and Radianse today announced a strategic partnership agreement to integrate the Radianse real-time location system (RTLS) into Hill-Rom's leading NaviCare® Nurse Call system. With this move, Hill-Rom intends to extend its leadership in health care locating beyond staff tracking to remove financial and technical obstacles for health care customers as they consider high-precision, enterprise-wide RTLS for equipment, patients and staff.

More than 800 health care customers now use Hill-Rom's integrated locating solution. The addition of Radianse RTLS as an option for future implementations follows an independent verification of Radianse location accuracy and precision reliability.

"This partnership is truly an exciting opportunity," said Mike Gallup, general manager of Hill-Rom IT Solutions. "Every hospital must have a nurse call system. Soon, health care providers will be able to enjoy the benefits of locating staff, patients, and equipment all off of one integrated nurse communications platform from Hill-Rom. This will help them know when and where equipment, patients and staff move and interact—real-time visibility that can increase caregiver effectiveness and enhance patient safety."

Single infrastructure for Nurse Call and RTLS will remove financial and technical barriers

Having Radianse locating technology integrated into the existing NaviCare® Nurse Call platform will save a health care facility from needing to invest in parallel technology. It will offer a key differentiation for the Hill-Rom® product and enable the extension of the Radianse RTLS to layer in other applications such as asset tracking, patient tracking and real time alerts. Ultimately, it will translate to increased visibility, cost savings, and efficiency improvements.

"As a result of our collaboration with Hill-Rom, enterprise-wide location will be within the means of virtually every health care organization," said Steve Schiefen, president and CEO for Radianse. "Together, we are working to remove the financial and technical obstacles to making RTLS an IT priority. The potential for applications that can use real-time location intelligence is unlimited, and we look forward to seeing the future unfold."

According to Gartner, Inc., an analyst group in the health care technology arena, location- and condition-sensing technologies are critical to managing the increased mobility inherent in the modern care delivery organization (CDO). "Combining location- and condition-sensing technologies with wireless health care asset-tracking, patient throughput logistical systems and nurse call systems will result in operational efficiencies such as improved patient flow, compliance (e.g. device maintenance), resource utilization and planning. Visibility to real-time location intelligence will become increasingly vital to running an efficient and effective CDO," wrote Gartner's Barry Runyon in *Hype Cycle for Healthcare Provider Technologies and Standards, 2009*.

About Kaiser Permanente Ventures:

Kaiser Permanente Ventures, the corporate venture capital arm of Kaiser Permanente, makes investments in medical devices, healthcare services and information technology companies. Kaiser Permanente Ventures is dedicated to partnering with entrepreneurial companies to build innovative and enduring businesses that advance the quality and affordability of health care. Since its inception in 1997, Kaiser Permanente Ventures has invested in more than 25 venture-capital backed companies at all stages of development, and contributed organizational expertise, time and resources to the success of these companies. For additional information please visit www.kpventures.com.