

## **Watermark Medical Announces Agreement to Provide Home Sleep Testing Service to Aetna Health Management Members**

The Associated Press

BOCA RATON, Fla.--(BUSINESS WIRE)--Mar 7, 2012-- Watermark Medical, Inc. ("Watermark"), the leader in Health Information Technology for managing chronic diseases, has signed a national contract with Aetna Health Management, to provide home sleep testing service for the diagnosis of obstructive sleep apnea (OSA).

Under the new multiyear agreement, Watermark will work directly with the Aetna Health Management physician network to diagnosis patients in the comfort and convenience of their own home at a fraction of the cost of a traditional in-lab sleep study. Watermark will deliver these services through its Mail-to-Patient division, supporting physicians not currently providing home sleep diagnostics for their patients.

Physicians in Aetna Health Management's network, who are not doing home sleep testing in their office, can refer patients with symptoms of OSA to Watermark and the company will ship their diagnostic test directly to the patient.

About Watermark Medical: Watermark Medical, Inc. is a privately held healthcare information technology company focused on improving the clinical outcomes of patients with chronic diseases. Watermark pioneered cloud-based HST for Obstructive Sleep Apnea by allowing primary care physicians to become the point of care for diagnostic testing. Its co-founders are serial entrepreneurs with a track record of building successful information technology companies and sales channels for medical service companies. Information technology management company CA Technologies (NASDAQ: CA) is Watermark's largest investor. Currently, Watermark has a national direct sales force of more than 30 sales representatives covering all 50 states and approximately 2,000 distribution sales representatives. The company is headquartered in Boca Raton, FL.

About Aetna Aetna (NYSE: AET) is one of the nation's leading diversified health care benefits companies, serving approximately 36.4 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans.

Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see [www.aetna.com](http://www.aetna.com).

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JR Finkelmeier, 561-283-1247 [jr.finkelmeier@watermarkmedical.com](mailto:jr.finkelmeier@watermarkmedical.com) KEYWORD: UNITED STATES NORTH AMERICA FLORIDA INDUSTRY KEYWORD: TECHNOLOGY OTHER TECHNOLOGY HEALTH ALTERNATIVE MEDICINE OTHER HEALTH GENERAL HEALTH SOURCE: Watermark Medical, Inc.

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