

## **NovationAwards EarlySense's Continuous and Contact-Free, Proactive Patient Monitoring System New Innovative Technology Status**

EarlySense, a market leader in proactive patient care solutions, announced today that it has signed an agreement with Novation, the leading health care supply contracting company for the members of VHA Inc., UHC, and Provista LLC. Novation has awarded EarlySense's continuous, contact-free patient monitoring system a contract through the Novation innovative technology evaluation process. Novation's Innovative Technology Program allows for the review of innovative technology that provides an incremental clinical benefit over existing products with its member councils and task forces. Novation's Innovative Technology Program involves a thorough and rigorous evaluation process with very high standards and thresholds.

"The Novation Innovative Technology process involves one of the most thorough and rigorous evaluation processes in the GPO industry," said Julie Ware, senior clinical manager, innovative technology, Novation. "Our Clinical & Supply Council determined that the EarlySense system is both a novel and relevant product with potential significant impact to clinical outcomes and patient safety for the acute care and long-term rehabilitation environments. For this reason, the council recommended it be awarded as Innovative Technology. Today's news illustrates Novation's strong commitment to providing its members with products that improve quality and increase the efficiency of care. We are proud to be the first nationwide group purchasing organization (GPO) to sign a contract with EarlySense."

The EarlySense system provides early detection of patient deterioration by continuously monitoring heart rate, respiratory rate and motion without ever touching the patient. The system enables clinicians to proactively respond to the earliest indications of patient deterioration or safety risk to prevent adverse events and ICU escalations.

Hospitals and rehabilitation centers using the EarlySense system report an overall improved quality of care, patient satisfaction and economic outcomes. More specifically, feedback from clinicians relate fewer transfers to the ICU, a decrease in code blue events and shorter lengths of stay. They also note a better safety record manifested in fewer patient falls and pressure ulcer events.

"It is an honor for EarlySense to work with Novation, a leading and well-respected GPO. This is a wonderful opportunity and another significant milestone for EarlySense, in process of setting a standard of care in acute care hospitals and long-term rehabilitation centers across the U.S. Novation's decision to put the EarlySense system in the new technology innovation category is proof of their continued commitment to providing the members they serve - America's leading hospitals and academic centers - with the most advanced technology and at pre-negotiated

terms," said Mr. Ram Liebenthal, executive vice president of sales and marketing at EarlySense.

### About EarlySense

EarlySense is bringing to market an innovative technology designed to advance proactive patient care and enable better patient outcomes. The company's flagship product is an automatic, continuous, contact-free, patient monitoring system that monitors and documents a patient's vital signs and movement. There are no leads or cuffs to connect to the patient, who has complete freedom of movement and is not burdened by any irritating attachments. The system is currently installed at hospitals and rehabilitation centers in the USA and Europe. It is also commercially available in Canada. EarlySense Inc. is headquartered in Waltham, MA.

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