

Varian Medical Systems Establishes Subsidiary in South Korea

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SEOUL, South Korea, Aug. 23, 2012 /PRNewswire/ -- Varian Medical Systems (NYSE: [VAR](#) [1]), the world leader in radiotherapy and radiosurgery, is strengthening its leadership position in South Korea by establishing an in-country subsidiary. Varian Medical Systems Korea, based in Seoul, will support the launch and rollout of the company's TrueBeam™ treatment system while, over time, providing a local base for all the company's business units.

"South Korea is a vibrant and growing market and we felt the time was right to establish a local office to provide a higher level of local installation, service and technical support for our customers, particularly the growing number of TrueBeam customers," said Patrick Joda, Varian's worldwide head of customer support services. "Longer term, we intend to use the site for an in-country spare parts bank and potentially as a local language training and education base."

The new office will also provide local support for Seoul-based HDX Corporation, which has distributed Varian's products in South Korea for 30 years. HDX remains the primary sales and distribution channel for all Varian's systems in the country. "A local presence will enable us to further strengthen our long-term and fruitful relationship with HDX while providing faster response times for the increasing number of local TrueBeam customers," says Joda.

"TrueBeam is a comprehensive re-design of linear accelerator technology and as this major new product platform gains wider acceptance in South Korea, Korean customers can now benefit from more extensive local service and technical support."

Varian Medical Systems Korea is intended to optimize customer satisfaction through faster response times, strengthen the country's technical support capability, help meet regulatory and safety compliance requirements, provide better market information, and furt

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