ZOLL and Reflectance Medical Form Development Agreement to Incorporate Mobile CareGuide Sensor into ZOLL Monitor/Defibrillators

The Associated Press

CHELMSFORD, Mass.--(BUSINESS WIRE)--Apr 18, 2013--ZOLL Medical Corporation, a manufacturer of resuscitation devices and related software solutions, announced today that it has entered into an agreement with Reflectance Medical, Inc. of Westborough, Mass., to develop and market a ruggedized version of the CareGuide sensor for detecting the onset of shock in patients during air and ground military, and EMS patient transports, as well as hospitalizations.

Reflectance Medical's CareGuide sensor continuously and noninvasively monitors tissue metabolism and can be used to determine when a patient has undetected internal bleeding and may be in danger of going into shock.

Rapid treatment of traumatic injuries and shock has been shown to help save lives and reduce complications. By incorporating these new clinical parameters, ZOLL's patient monitor/defibrillators will provide more than just standard vital signs monitoring. Having early indicators of blood volume loss and impending circulatory failure in the ZOLL monitor/defibrillators will ensure rapid treatment is given to the patients who need it the most.

The technology measures muscle oxygen saturation (SmO 2), to determine the adequacy of tissue perfusion. Mobile CareGuide can also measure muscle pH 1, an indication of acidosis as well as blood hematocrit 1, another key parameter to assess patient status.

The goal of resuscitation from shock is to reverse acidosis and restore adequate blood flow and oxygen to all organs. Mobile CareGuide uses near-infrared light and patented algorithms to noninvasively analyze and report the blood chemistry of muscle tissue, which is the last organ to recover from traumatic injury and shock.

"Combining Reflectance's CareGuide technology with ZOLL's Propaq® M, Propaq MD, and X Series® platforms of vital signs monitors and monitor/defibrillators provides clinicians the ability to triage casualties, especially those who appear stable, but are actually in shock," said Jonathan A. Rennert, President of ZOLL. "This technology has promising applications for both military and EMS services and we anticipate this becoming a standard in evaluating the status of trauma patients." "Being able to draw upon ZOLL's extensive knowledge and experience in the military and EMS markets to develop a field-deployable CareGuide product for use outside the hospital can make a big impact on improving patient care," said Babs Soller, President of Reflectance Medical. "We also anticipate applying ZOLL's expertise in resuscitation to expand the CareGuide technology to additional patient populations including cardiac arrest patients." About Reflectance Medical

Reflectance Medical, Inc. is a privately held, commercial-stage company, which emerged from the University of Massachusetts Medical School. Reflectance is focused on the development of innovative, patent-protected physiologic sensors to noninvasively and continuously assess patient metabolic status. The company's CareGuide technology provides data that helps clinicians identify life-threatening events earlier than standard vital sign parameters. The technology provides real-time information to guide the application of treatment to avoid costly and harmful patient complications. For more information, visit www.reflectancemedical.com.

About ZOLL Medical Corporation
ZOLL Medical Corporation, an Asahi Kasei Group company, develops and markets medical devices and software solutions that help advance emergency care and save lives, while increasing clinical and operational efficiencies. With products for defibrillation and monitoring, circulation and CPR feedback, data management, fluid resuscitation, and therapeutic temperature management, ZOLL provides a comprehensive set of technologies that help clinicians, EMS and fire professionals, and lay rescuers treat victims needing resuscitation and critical care. For more information, visit www.zoll.com.

About Asahi Kasei
The Asahi Kasei Group is a diversified group of companies led by holding company Asahi Kasei Corp., with operations in the chemicals and fibers, homes and construction materials, electronics, and health care business sectors. Its health care operations include devices and systems for critical care, dialysis, therapeutic apheresis, transfusion, and manufacture of biotherapeutics, as well as pharmaceuticals, diagnostic reagents, and nutritional products. With more than 25,000 employees around the world, the Asahi Kasei Group serves customers in more than 100 countries. For more information, visit www.asahi-kasei.co.jp/asahi/en/.

1 Mobile CareGuide parameters pH and hematocrit are not yet cleared by the FDA for commercial sale to hospitals and other clinical settings.

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