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General interest press release

Siemens Healthcare Diagnostics awarded contract by Ottawa's Eastern Regional Laboratory Association for coagulation laboratory solutions

Mississauga, ON., January 3, 2012

Siemens Healthcare Diagnostics will supply its innovative Sysmex® CS analyzer coagulation testing solutions to the Eastern Ontario Regional Laboratory Association (EORLA), a group of 16 hospitals at 19 sites in the Ottawa region. Comprised of small laboratories performing routine haemostasis testing for high-volume and specialty testing laboratories, EORLA has selected Siemens to help enhance its performance and output.

The deal, which includes Siemens and Sysmex® CS-2100i analyzers, was made official earlier this year, with instrumentation being purchased over the next 24 months based on available funding at each of the sites. The Ottawa Hospital and Pembroke Regional Hospital are currently in the process of implementing the new analyzers.

"The EORLA had very unique needs and criteria for choosing a vendor, from performance of the analyzer to innovation of the assays and expert support," says Dr. Anthony Giulivi, Division Head of Hematopathology and Transfusion Medicine at the Ottawa Hospital. "The Siemens portfolio met all of our needs with comparable results across the product lines, and I was very impressed with the calibre of experts and the manufacturing facilities they offered."

The Sysmex® CS-2100i analyzer is the newest generation of coagulation systems from Siemens Healthcare Diagnostics Ltd. The CS2100i is the first coagulation analyzer to perform Preamerical Sample Integrity (PSI) checks on every sample. Samples are scanned for haemolysis, icterus, and lipemia prior to analysis. Clotting assays are measured using five simultaneous wavelengths that can adjust for HIL in samples. This feature helps to minimize errors and the need for repeat testing as a result of those interferences. A primary tube sample volume check identifies potential inaccuracies caused by improper sample collection, accepting or flagging sample results based upon fill volume which is a user-programmable setting.



Dr. Anthony Giulivi, Division Head of Hematopathology and Transfusion Medicine at the Ottawa Hospital

About Siemens Healthcare Diagnostics

Siemens Healthcare Diagnostics, a global leader in clinical diagnostics, provides healthcare professionals in hospital, reference, and physician office laboratories and point-of-care settings with the vital information required to accurately diagnose, treat, and monitor patients. Our innovative portfolio of performance driven solutions and personalized customer care combine to streamline workflow, enhance operational efficiency, and support improved patient outcomes.

About Siemens Healthcare

The Siemens Healthcare Sector is one of the world's largest suppliers to the healthcare industry and a trendsetter in medical imaging, laboratory diagnostics, medical information technology and hearing aids. Siemens offers its customers products and solutions for the entire range of patient care from a single source – from prevention and early detection to diagnosis, and on to treatment and aftercare. By optimizing clinical workflows for the most common diseases, Siemens also makes healthcare faster, better and more cost-effective. Siemens Healthcare employs some 51,000 employees worldwide and operates around the world. In fiscal year 2011 (to September 30), the Sector posted revenue of 12.5 billion euros and profit of around 1.3 billion euros.

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