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Siemens Canada Internet

For the business press

## Siemens Healthcare aligns with Inter Medico to enhance accessibility to in-vitro diagnostic testing technologies for clinical users in Canada

Oakville, ON, February 18, 2016

National distribution agreement to improve access to diagnostic solutions nationwide

Siemens and Inter Medico have formed an alliance to offer the most robust and comprehensive small lab solutions in the industry, designed to provide more equitable access to care to all Canadians. The agreement will enhance access to Siemens small hematology solutions as well as the Stratus CS line of Cardiac/Acute Care Immunoassay instruments for clinical users across the country by having a dedicated organization selling and supporting these instruments.

Siemens and Inter Medico have a long history of collaboration based on complimentary strategies; Inter Medico is a leader in esoteric testing and small lab solutions with a strong sales and service organization and Siemens Healthcare is a leader in laboratory technologies and is able to offer complimentary technologies that complete the small lab portfolio.

The agreement reflects the changing needs in laboratory testing nationally. The addition of the Siemens point of care cardiac and small hematology instruments (Advia 360 & Advia 560) further enables Inter Medico to offer a combined solution that includes chemistry, hematology, blood banking, and infection control testing in low volume sites. Additionally, as part of this agreement, Inter Medico will distribute the full Siemens product line in limited geographies.

### QUOTES:

"The needs of our customers are evolving and we are extremely excited to be partnering with Inter Medico to provide unique and appropriate solutions. Our agreement with Inter Medico offers both organizations the opportunity to jointly grow our businesses in Canada while bringing innovative technologies to smaller sites across the country."

– **Jim Graziadei, Managing Director, Siemens Healthcare Limited, Canada**

"Health care institutions and by extension their patients require the best support that's available through leading edge technology especially in the smaller institutions where the needs can be just as great. Inter Medico is very excited about partnering with Siemens, a well-respected industry leader. This will allow both organizations to address the needs of the smaller institutions by providing our support with our experience in advanced diagnostic technology throughout the country".

– **Dan Lichtman, CEO, Inter Medico**

### About Siemens in Canada

For more than 100 years Siemens Canada has stood for engineering excellence, innovation, quality and reliability. Siemens technology in the fields of electrification, automation and digitalization helps make real what matters to Canadians. From the Atlantic to Pacific oceans, more than 4,800 employees in Canada work together to deliver solutions for sustainable energy, intelligent infrastructure, healthcare, and the future of manufacturing. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of gas and steam turbines for power generation, a major provider of power transmission solutions and a pioneer in infrastructure solutions and automation, drive and software solutions for industry. The company is also a foremost provider of medical imaging equipment and a leader in laboratory diagnostics. Sales for Siemens Canada in fiscal 2015 (ended September 30), were \$3.0 billion CAD. The company has 46 offices and 15 production facilities across Canada.

### About Inter Medico

Inter Medico has been providing leading edge esoteric diagnostic products to healthcare laboratories across Canada for more than three decades. At Inter Medico we pride ourselves in more than simply providing products. Our highly skilled professionals are committed to providing customers with advanced and innovative diagnostic system solutions with coast to coast high-quality customer care. We are committed to providing our customers with creative and cost-effective solutions which are supported by a 24/7 bilingual hotline & nationwide service. Further information is available at [www.inter-medico.com](http://www.inter-medico.com)

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For more information or to arrange an interview, please contact **Ann Adair, Vice President, Communications and Government Affairs**

[ann.adair@siemens.com](mailto:ann.adair@siemens.com)

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