



Frost & Sullivan Recognizes Aerotel Medical Systems for Leveraging the Growth Potential of the Remote Patient Monitoring Market with Technically Advanced, Affordable Products

London, UK – 5th June 2007 - Based on its recent analysis of the European remote patient monitoring market; Frost & Sullivan has recognized Aerotel Medical Systems with the 2007 European Innovation and Growth Strategy Leadership of the Year Award for developing a comprehensive portfolio of technologically innovative, user-friendly and affordable products as well as structuring and implementing an effective marketing strategy.

"This award commends Aerotel for identifying the increasing importance of monitoring elderly patients for various chronic conditions such as heart failures, diabetes, chronic obstructive pulmonary disorders and developing products targeted at meeting these needs," says Frost & Sullivan Research Analyst Hema Varshika. "Aerotel's products successfully combine state-of-the-art technology with simplicity and ease-of-use and have been designed keeping in mind the physical limitations of the elderly and the incapacities of post-operative patients."

For instance, Aerotel's Heartline ECG Monitoring products for the telecardiology segment are primarily used by and patients recovering from cardiac surgery and are very useful as they allow monitoring of patients without requiring them to stay in hospital for long periods of time. The values measured are transmitted to an ECG receiving station where they are stored in the patient's record and viewed by healthcare staff.

In the field of home care, Aerotel has recently introduced advanced solutions such as the Tele-CliniQ™, Tele-Modem™ and Connect-LAN™ which are multi-parameter acquisition devices that acquire various medical parameters such as blood glucose level, ECG, and Respiratory Peak flow and then transmit these values to a remote receiving station. A unique aspect of these devices is that their features can be enhanced simply by adding on more devices to the basic system, which ultimately delivers more value to patients and improves their quality of life.

Strongly committed to maintaining stringent quality standards, Aerotel ensures that the proprietary technology it uses in its telecardiology range of products and software meets these criteria. It also uses automation to assemble its electronic circuitry, which goes a long way in ensuring superior product quality. Furthermore, the compatibility of its devices with both wireless and wired technology have ensured greater end-user acceptance.

Aerotel understands that continuous innovation is critical to success and constantly reviews products to improve technology and incorporate changes that could enhance patients' quality of life. This has resulted in revolutionary products such as HeartOne™ for children, (infants) which is a mobile trans-telephonic ECG. Used by a new service specially designed for children that transmit the ECG to the monitoring center and from there to the specialist's office.

As a key part of its growth strategy, Aerotel recognizes the importance of mergers and acquisitions and the advantages of collaborating with other key market participants. Its partnership with Telbios, a leading telemedicine service provider in Italy, has not only complemented its own services but also strengthened its position in Europe. Additionally, Aerotel's recent acquisition of the Tadiran LifeCare Division from the parent company, Tadiran Spectralink, is expected to result in an enhanced product portfolio combining the most innovative solutions with sophisticated technology.



"Thus, Frost & Sullivan is pleased to present the 2007 European Innovation and Growth Strategy Leadership of the Year Award to Aerotel Medical Systems in recognition of its complete range of technology-driven products and high degree of innovation, which have made it a leading vendor in the field of remote patient monitoring," says Ms. Varshika. "Committed to providing technologically advanced yet cost-effective products, Aerotel caters to the requirements of elderly patients for uncomplicated, user-friendly monitoring devices that enable them to have a better quality of life."

Each year Frost & Sullivan presents this award to the company that has demonstrated an exceptional growth strategy within the industry that will have a lasting impact.

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Aerotel Medical Systems

Aerotel Medical Systems is a world leader in cost-effective, high quality, user-friendly, medical diagnostic systems and devices for home care, eHealth and telemedicine. The company provides a complete disease management package; including transtelephonic devices designed for a variety of remote diagnostic, emergency services and monitoring applications, hardware and software platforms for remote monitoring call centers, as well as phone and web-based monitoring software. Aerotel enables patients to conduct tests comfortably while leading normal, mobile lives. Aerotel has a client base in over 40 countries around the globe. For further information please visit Aerotel Medical Systems website at: www.aerotel.com.

About Frost & Sullivan

Frost & Sullivan, a global growth consulting company, has been partnering with clients to support the development of innovative strategies for more than 40 years. The company's industry expertise integrates growth consulting, growth partnership services, and corporate management training to identify and develop opportunities. Frost & Sullivan serves an extensive clientele that includes Global 1000 companies, emerging companies, and the investment community by providing comprehensive industry coverage that reflects a unique global perspective and combines ongoing analysis of markets, technologies, econometrics, and demographics. For more information, visit www.awards.frost.com.

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