

Special
Germany
Edition
2010

Compumedics vista

A SPECIAL EDITION COMPUMEDICS CLIENT UPDATE, ISSUE 23



COMPUMEDICS
'Defining Life's Signals'

Progress in Germany

Compumedics wins another major contract in Germany with the world's first high-definition PSG amplifier, the GRAEL™ HD-PSG sleep diagnostic system.



Compumedics Limited is pleased to announce that the internationally renowned University Medical Centre (UMC) in Mannheim, Germany, which is part of the prestigious 600-year-old Heidelberg University, has chosen Compumedics' recently released, and the world's first high-definition PSG amplifier, the GRAEL™ HD-PSG sleep-diagnostic system, and Compumedics' AASM (American Association for Sleep Medicine) compliant Somté PSG V2. This sale represents approximately \$750K (€466k) for delivery in March 2010.

UMC Mannheim is the teaching hospital within the University of Heidelberg, and the sleep-diagnostic centre is considered to be one of Europe's leading sleep centres. UMC Mannheim employs over 4,500 people, including 1,200 nurses and caters to over 1,400 medical students.

The hospital has numerous collaborative affiliations with other scientific and healthcare institutions, including: the German Cancer Research Centre in Heidelberg; Heidelberg University Hospital; University of Mannheim; Mannheim University of Applied Sciences; and various other hospitals and medical facilities of the city and region.

Winning this new business at UMC Mannheim sleep-centre, which is an existing customer of Compumedics, is another major milestone for the Compumedics' direct-sell strategy for its Germany-based sleep-diagnostics business.

Markus Rosenstingl, Business Manager for Germany and Austria, and Frank Dünkel Product, Manager for Germany, both noted, "It is also a significant endorsement of Compumedics' new world-class GRAEL™ HD-PSG sleep-diagnostic system, the world's first high-definition PSG device."

This announcement closely follows Compumedics' latest ASX release, detailing the FDA's (United States Food and Drug Administration) approval for the GRAEL™ HD-PSG/EEG system.

Story continued page 2

University Medical Center in Freiburg, Germany chooses Compumedics' new LTM EEG system, Neuvo®, ahead of all major international competitors.

Compumedics Limited is pleased to announce that the internationally renowned University Medical Center (UMC) in Freiburg, Germany has chosen Compumedics' recently released, long-term EEG monitoring (LTM) system, Neuvo® to equip its world class epileptology (epilepsy) center.

The sale represents approximately \$600k (€350k) in new incremental revenues to Compumedics and is a major milestone as the Company begins to roll-out its Neuvo® LTM system to the approximately USD1.0bn per annum global neurological monitoring market.

UMC Freiburg is the teaching hospital within the University of Freiburg, which is considered to be one of Europe's most prestigious universities, attracting students world-wide. It is recognised as the home of some of the greatest minds, including affiliation with 19 Nobel laureates and 13 academics who have been honored, while working at the University of Freiburg, with Germany's highest research prize, the Gottfried Wilhelm Leibnitz Prize.

Story continued page 2



Neuvo Trolley Configuration System

INSIDE

Compumedics wins another contract in Mannheim, Germany - story continued **2**

University Medical Centre in Freiburg, Germany chooses Compumedics - story continued **2**

Compumedics Progress in Germany - A Timeline **3**

Compumedics Team Deutschland **4**

CELEBRATING

over

20 YEARS

of SLEEP
DIAGNOSTICS
EXCELLENCE

Since 1987

**Distributor partner enquiries welcome.
Please email us at marketing@compumedics.com.au**

Compumedics wins another major contract in Germany with the world's first high-definition PSG amplifier, the GRAEL™ HD-PSG sleep diagnostic system (story continued from the top of page 1).

The decision by UMC Mannheim to choose Compumedics' new GRAEL™ HD-PSG system over products from major international competitors was primarily driven by:

- Compumedics' GRAEL™ offering the features and flexibility to meet the most demanding research applications while providing unmatched and exceptional signal quality in any clinical lab environment.
- Compumedics having the broadest range of sleep diagnostic devices covering all regulatory types I-IV of sleep product classifications in both wireless and wired configurations.
- Compumedics' proven ability to deliver world-class, premium quality, sleep diagnostic systems including the world's first high-definition PSG amplifier, the GraeL™ PSG system.
- Compumedics' industry leading fully integrated laboratory management tool, Profusion™ Nexus™. A high productivity software package for managing all aspects of the day-to-day running of the laboratory for optimal efficiency with patient scheduling and patient data storage and retrieval.

In commenting on this significant milestone in the Company's strategy, David Burton, Executive Chairman said, "The installation marks a further significant milestone in Compumedics' stated strategy to significantly expand its core sleep-diagnostic business in Europe with particular emphasis on Germany."

University Medical Center in Freiburg, Germany chooses Compumedics' new LTM EEG system, Neuvo®, ahead of all major international competitors (story continued from the bottom of page 1).

UMC Freiburg has an annual budget in the order of €500 million to service 1,600 beds, 55,000 in-patients and 357,000 out-patients each year. UMC Freiburg employs about 7,750 medical staff.

The winning of the UMC Freiburg Epileptology centre tender is a major milestone for the Compumedics' Neuvo® LTM system, and incorporates the industry gold-standard Compumedics®/Neuroscan® Curry® source-reconstruction software and the Compumedics®/Nexus clinical enterprise system.

The decision by UMC Freiburg to choose Compumedics' new Neuvo® LTM system over all major international competitors was primarily driven by Compumedics':

- ability to deliver premium quality, high-definition amplifiers
- fully integrated laboratory management tool, Profusion™ Nexus™, a high productivity software package for managing all aspects of the day-to-day running of the laboratory plus its electronic data storage and retrieval requirements;
- advanced state-of-the-art digital video and audio recording capabilities; and
- integration with Compumedics®/Neuroscan® gold-standard Curry® source-reconstruction software.

This installation marks the start of Compumedics' new LTM neurology Neuvo® global roll-out, where the market opportunity in the US is in excess of \$300m per annum and in Europe is more than \$250m per annum. The Neuvo® LTM incorporates unsurpassed quality recording, comprehensive analysis and integrated data management and workflow, which are hallmarks of neurology clinical and research excellence.

Compumedics is now in the process of strengthening its Neuvo® LTM system distribution channels across Europe, which provides an exciting opportunity for new Compumedics distributors who are looking for product differentiation and best-of-class LTM neurology system offerings. Compumedics has received a number of high caliber applications for Neuvo® LTM distribution, and the Company will continue to update the market as these new contracts and associated global LTM neurology incremental revenue strategies progress.

Please visit our website www.compumedics.com for all the latest news.

Progress in Germany

A Timeline



October 2000
Siesta receives CE



April 2007
Somté PSG receives CE

June 2007
Key Distribution Agreement:
Compumedics Expands European Presence.
Compumedics completes an agreement with MPV Truma, a German company, for the distribution of Compumedics' core sleep-diagnostic products in Germany.

2000 2004 2007



April / May 2004
Compumedics New German Office

Compumedics' German office moves to new premises. The new office is located about 5km from the city centre in Hamburg.

April / May 2004
Compumedics Chosen For Mannheim – Europe's Second Largest Sleep Centre

Compumedics completes its largest installation of Sleep Diagnostics systems in Germany to date. The installation saw 22 units of Compumedics' E-Series Sleep Systems installed at the University Hospital Mannheim – making it the second largest Sleep Lab in Europe.



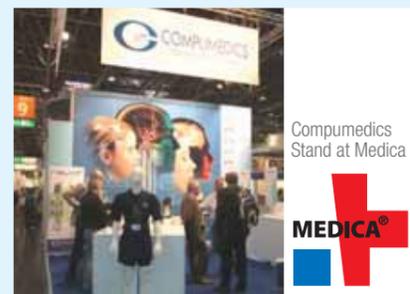
July 2008
Compumedics Joins Germany's High-Tech Elite

Compumedics announces that its wholly owned Germany subsidiary, Compumedics Germany GmbH, has joined Germany's high-technology elite with the award of membership of Germany's top 100 innovative companies.



July / August 2008
SynAmps RT receives CE

November 2008
Compumedics at Medica for over 15 years
Compumedics has, for over 15 years, participated in the Medica World Forum for Medicine Dusseldorf, Germany.



November 2008
German Team Strengthens
Compumedics strengthens its position in Germany with the appointment of key personnel - Mr. Markus Rosenstingl as the Business Manager Sleep Diagnostics Germany. He joins Mr. Frank Dünkel, Compumedics European Clinical Support Specialist/Product Manager based in Germany.

April 2009
Compumedics Limited strengthens its business in Germany

Compumedics achieves a major milestone for its newly established German based sleep business, after winning a \$400k prestigious 12-bed sleep-diagnostics contract with Schillerhöhe Hospital Sleep Center.

June 2009
Compumedics Limited builds on its German direct sell strategy

Compumedics Germany based sleep business wins an additional \$300k in two further prestigious sleep-diagnostics devices contracts.



July 2009
GraeL HD PSG/EEG receives CE

September 2009
Compumedics Germany-based business wins additional key diagnostics devices contract

Compumedics Germany-based sleep business wins another \$325K (€195K) sleep-diagnostics devices contract with another prestigious German customer, Malteser Hospital St. Hildegardis.

2009

October 2009
Compumedics Germany based business wins fourth key sleep-diagnostics devices contract

Compumedics achieve a further major milestone for its newly established Germany-based sleep-diagnostics capital-equipment business by winning an additional AUD366K (€230K) sleep-diagnostics devices contract with another prestigious customer in Berlin, the ZSL (Zentral Sleep Lab) Service GmbH.

November 2009
Compumedics German DWL business wins \$200,000 Innovation Grant

Compumedics DWL® business is awarded a \$200,000 (€120,000) grant from the Zentrales Innovations program Mittelstand: a German Government innovation program. The program supports innovation of small and medium-sized German companies. The grant was awarded for the purpose of developing an "integrated ultrasound-Doppler-system for flexible endoscopy".

December 2009
University Medical Centre in Freiburg, Germany, chooses Compumedics new LTM EEG system, Neuvo®, ahead of all major international competitors

Internationally renowned University Medical Center (UMC) in Freiburg, Germany selects Compumedics' recently released, long-term EEG monitoring (LTM) system, Neuvo® to equip its world class epileptology (epilepsy) center. The sale represents approximately \$600k (€350k) in new incremental revenues to Compumedics and is a major milestone as the Company begins to roll-out its Neuvo® LTM system to the approximately USD1.0bn per annum global neurological monitoring market.



2010

January 2010
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Compumedics Team Deutschland



From left to right:
Michael Wagner - Senior Scientist
Manfred Fuchs - Senior Scientist
Jörn Kastner - Scientist
Reyko Tech - Software Developer

Dr. Manfred Fuchs

Senior Scientist - Compumedics Neuroscan

Manfred Fuchs received his M.S. and Ph.D. degrees in Physics from the University Goettingen, Germany, in 1982 and 1985 respectively. He later joined the Philips Research Laboratories in Hamburg, Germany in 1986, where he advanced to the role of Senior Scientist and Project Group Leader of the CURRY (CURrent Reconstruction and Imaging) software project. In 2000, he joined Neuroscan, where he is responsible for the research and development of the EEG and MEG source reconstruction packages – SOURCE and CURRY.

Dr. Michael Wagner

Senior Scientist - Compumedics Neuroscan

Michael Wagner, Ph.D., is Senior Scientist with Compumedics Neuroscan. Michael is in charge of the Curry source reconstruction software products, where he is involved with project management, research, software development, training, and helpdesk. Michael studied electrical engineering and philosophy in Munich, Germany. In 1992, his interest in medical applications led him to the Philips Research Labs in Hamburg, Germany. In collaboration with Hamburg's Technical University, he worked on the combination of functional (EEG, MEG) and image (MRI) modalities and received his Ph.D. in 1998. Since the year 2000, he has worked for Neuroscan, now a division of Compumedics. He lives in Hamburg, Germany.

Jörn Kastner

Scientist - Compumedics Neuroscan

Jörn Kastner studied Electrical Engineering at the University of Dortmund, Germany. In 1999, his fascination in applied computer science led him to the Philips Research Labs in Hamburg. He joined Neuroscan, now a division of Compumedics, in the year 2000 and has worked at the Hamburg, Germany office ever since. His main area of concentration is with the CURRY software, where he is involved with research, software development, and helpdesk.

Reyko Tech

Software Developer - Compumedics Neuroscan

Reyko Tech graduated from the University of Applied Sciences in Wedel, Germany, in 2007 with a degree in Media Computer Science. Whilst at the Philips Research Laboratories in Hamburg, Germany, Reyko wrote his diploma thesis about physical simulation of human tissue in a radio therapy environment. In early 2008 he joined Compumedics Neuroscan and is working in software development for the CURRY project in Hamburg, Germany.



Frank Dünkel

Compumedics European Clinical Support Specialist / Product Manager

Frank Dünkel is Compumedics Product Manager for Sleep diagnostics and Technical Support Specialist for Europe. He has been with the Compumedics team since 2005. Based in the German town of Oederan, Frank travels across Europe for Compumedics, coordinating sleep lab installations and showcasing product demonstrations for customers. He also conducts training for both dealers and end users and attends many Sleep conferences in Europe representing Compumedics at our stands.

Frank studied Biomedical Engineering and holds a German degree as "Diplom Ingenieur (FH)" - between Bsc and Msc - from the University of Applied Sciences Jena.

Prior to joining Compumedics, Frank was with Dräger Medical Germany for three years as their key Sleep Product Manager. Frank looks forward to meeting with all our European business partners at Medica 2008!



Markus Rosenstingl

Business Manager Sleep Diagnostics Germany

Markus joins Compumedics as Germany Sleep Business manager. Markus is trained as a medical industrial precision technician by Siemens AG. He also has marketing qualifications awarded by the Pan-European Education and Assessment Committee in Direct and Interactive Marketing (PEEAC) and the Federation of European Direct Marketing Awards (FEDMA). Markus has extensive technical and sales experience in the sleep field. He has previously worked for Respiroics Germany and Resmed Germany. For the last 10 years, Markus has been in sales management with Dräger Medical Germany.



Dr. Klaus Wassmuth

Business Development Manager, Germany

Klaus has a background in physics and did his Ph.D. in surface science using nuclear spin relaxation and resonance methods. After he joined Biomagnetic Technologies/4-D Neuroimaging he got excited about the application of various techniques to investigate brain function and dysfunction. In particular his interest in the development and continuous improvement of methods to analyse physiological data for source characterization and reconstruction got Klaus in contact with the excellent scientific engineers of Compumedics Neuroscan in Hamburg, Germany.



Ingrid Merten

European Events Co-ordinator, Germany

Based in Hamburg, Germany, Ingrid Merten is Compumedics European Events Co-ordinator. Organizing everything from Compumedics booths at conferences, to Distributor Meetings and Schools, Ingrid does it all! She has been with Compumedics since 2005 and is the Marketing and Events point of contact and the Team Support for the entire European region.

THE COMPUMEDICS DIVISIONS

Defining Life's Signals



Compumedics' operations consist of five divisions - each with its own product focus

Compumedics Sleep
Clinical Diagnostic Systems for Sleep Disorders



Compumedics Neuroscan
World-leading Research EEG/ERP systems



Compumedics Neuroscience
Neurophysiology Clinical Diagnostic Systems



Compumedics NeuroMedical Supplies
Electrodes, sensors and Sleep laboratories and supplies for Neurology



Compumedics DWL
Ultrasound Doppler Systems



CONTACT www.compumedics.com

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