



NEWS RELEASE

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PREVIOUSLY RELEASED

hc1.com® and Beckman Coulter Diagnostics Enter Strategic Partnership to Bring Innovative Healthcare Cloud Technology to Laboratories

INDIANAPOLIS, IND. AND BREA, CALIF. — (April 8, 2014) — hc1.com®, the Healthcare Relationship Cloud™ company, and Beckman Coulter Diagnostics, a global leader in developing clinical diagnostic products that help advance and optimize the laboratory, announced a strategic partnership to deliver innovative technology to laboratories that turn large amounts of clinical data into actionable insights that transform how labs manage their business and their contributions to improving healthcare.

The partnership between hc1.com and Beckman Coulter Diagnostics creates a powerful healthcare solution for clinical laboratories by combining Beckman Coulter's clinical diagnostic systems with hc1.com's Software-as-a-Service Healthcare Relationship Cloud™. Beckman Coulter will offer hc1.com as its exclusive healthcare relationship management solution to help laboratories in North America manage their critical business and healthcare needs more proactively and with greater intelligence.

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The hc1.com software solution helps laboratories gain real-time visibility into key metrics including test turnaround time (TAT), test utilization by provider and productivity per lab operator. Additionally, the solution helps to identify important issues that require immediate action, as well as alert laboratory management to issues that are most prevalent across the entire health system.

“The partnership between Beckman Coulter and hc1.com combines two highly complementary innovators to create value that can revolutionize the healthcare industry,” said Brad Bostic, chairman and CEO, hc1.com. “The agreement will allow Beckman Coulter’s customers to transform the healthcare experience by immediately addressing important provider needs, taking action on those needs and ultimately delivering an amazing healthcare experience to patients and providers.”

“By leveraging hc1.com’s powerful software cloud solution, laboratories will be able to utilize and interpret more data than ever before to deliver a high level of performance to patients and providers,” said Arnd Kaldowski, president, Beckman Coulter Diagnostics. “Innovative solutions and offerings such as these demonstrate our strong commitment to helping laboratories address challenges while maintaining focus on improving patient outcomes.”

About hc1.com

The hc1.com® Healthcare Relationship Cloud™ creates an amazing healthcare experience for providers and patients by optimizing the way laboratories, radiology groups, and health systems manage their provider and patient experience across the continuum of care. A winner of the 2013 Red Herring Top 100 Global Award, hc1.com is in use across 500 healthcare locations across the globe. Learn more at www.hc1.com.

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About Beckman Coulter

Beckman Coulter Diagnostics develops clinical diagnostic products that help advance and optimize the clinical laboratory. Based in Brea, Calif., Beckman Coulter's instruments, systems and tests help streamline processes to enhance efficiency, reduce costs and speed the delivery of results. For more than 75 years, Beckman Coulter has been a global leader devoted to providing solutions to laboratories of all sizes — offering a broad portfolio of chemistry, immunoassay, hematology, urinalysis, automation and information systems. Beckman Coulter is, and always has been, singularly devoted to moving science, innovation and the lab forward. For more information, visit www.beckmancoulter.com.

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Link to the press release:

https://www.beckmancoulter.com/wsrportal/page/newsDetail?id=GLB_BCI_154338