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Welch Allyn Acquires HealthInterlink, LLC Assets

Telehealth solution enables remote patient vital signs monitoring to provide timely access to accurate data for chronic disease management

Skaneateles Falls, NY, December 8, 2014—[Welch Allyn, Inc.](#), a leading medical diagnostic device company that delivers pragmatic innovation at the point of care, today announced the acquisition of substantially all assets of [Prairie Ventures](#) telehealth company [HealthInterlink](#), LLC of Omaha, NE. HealthInterlink is a medical software company and developer of a flexible, affordable, and scalable software-based remote patient vital signs monitoring solution that is 510(k) cleared for marketing in the U.S. HealthInterlink’s telehealth solution incorporates wireless patient monitoring devices and a mobile gateway device, (e.g., tablet or smartphone) that transmits vital signs data, answers to patient care plan questions, and patient messages to a HIPAA-compliant cloud-based web portal for patient data management by healthcare professionals and other authorized stakeholders.

According to Welch Allyn President and CEO, Stephen Meyer, the acquisition of the HealthInterlink assets offers Welch Allyn a unique opportunity to better serve its U.S. customers by offering them an [mHealth](#) solution optimized for cost-effective collection and delivery of remote health information.

“The acquisition of HealthInterlink’s assets is exciting news for Welch Allyn and is in keeping with our vision to help transform care wherever patients and healthcare professionals connect,” said Meyer. “As healthcare delivery becomes decentralized and extends beyond the traditional acute and ambulatory care locations where our offerings are used today, we intend to provide solutions that enable providers to deliver high quality care, regardless of location.”

During a transition period, HealthInterlink’s current product will continue to be developed, sourced and sold by HealthInterlink’s existing workforce. It will be business as usual for all HealthInterlink partners and customers while the integration and transition is underway.

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“It is an exciting day for HealthInterlink,” said Danna Kehm, managing director of HealthInterlink. “For nearly 100 years Welch Allyn has been helping healthcare providers overcome complex challenges with simple solutions. As an innovative medical software company specializing in remote patient vital signs monitoring, we believe that joining Welch Allyn will accelerate adoption of a practical telehealth solution designed to provide better outcomes and value for patients and providers alike. HealthInterlink’s software and telehealth expertise coupled with Welch Allyn’s sales, marketing, and customer support strength, will give clinicians a powerful tool to manage more patients outside traditional healthcare settings.”

According to a report published by the Centers for Disease Control and Prevention, chronic diseases and conditions—such as hypertension, heart disease, stroke, diabetes, chronic obstructive pulmonary disease (COPD), and obesity—are among the most common, costly, and preventable of all health problems. Remote patient monitoring provides a solution for managing the increasing rise and cost of chronic disease. According to a literature review published in *Telemedicine and eHealth Journal*, the preponderance of evidence from telehealth studies for congestive heart failure, COPD and stroke point to significant trends in reducing hospitalization and emergency department visits, preventing and/or limiting illness severity and episodes resulting in improved outcomes.

Welch Allyn’s first foray into remote patient vital signs monitoring enables timely access to accurate data for more efficient and effective chronic disease management. The company will have a particular focus on helping primary care physicians and cardiologists manage hypertensive patients.

“This acquisition will enable us to help clinicians prioritize patient care, allowing for early intervention and facilitating communication with patients outside traditional healthcare settings,” added Meyer. “Furthermore, we believe that this represents an exciting opportunity to advance the trend of investing in non-hospitalized and post-acute care monitoring to help take cost out of the system and help patients adhere to treatment plans—in the doctor’s office and beyond.”

About Welch Allyn, Inc.

Since 1915 Welch Allyn has brought a unique perspective to developing diagnostic solutions by combining pragmatic knowledge with a visionary spirit of innovation and ongoing improvement. As a leading global manufacturer of physical examination instruments and accessories and EMR-connected

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vital signs and cardiac monitoring solutions, the company has a steadfast commitment to delivering superlative medical products, services and solutions that help healthcare professionals provide better care for their patients. Welch Allyn is headquartered in Skaneateles Falls, N.Y. (USA) and employs more than 2,600 people in 26 different countries. Visit www.welchallyn.com for more information. Like us on [Facebook](#) and follow us on [Twitter](#) and [LinkedIn](#).

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