



January 16, 2009

Valued Channel Partner,

On January 1, 2009 the US GE Security Nurse Call business became part of GE Healthcare Monitoring Solutions. This is very exciting and positive for our Nurse Call business, our customers and the greater marketplace. We would like to take a moment and highlight several key points surrounding this decision as well as share some insights that we gained during our discussions with GE Healthcare.

GE Healthcare is pursuing the vision of Clinical Information Logistics, which enhances staff performance and improves patient outcomes by delivering the right clinical intelligence at the right time and place. As the nursing shortage continues and the acuity level of patients increases, the need for efficient communication between patients and caregivers is rising. Making Nurse Call an integral part of the greater GE Healthcare mobile communications offering will advance the goal of improving workflow and communication for our customers.

Nurse Call and Monitoring Solutions have common customers, as well as processes and technologies. This move will improve customer satisfaction as we can now provide a more cohesive sales and service support network for our customers' entire nurse call and monitoring portfolio. This strategy allows GE to uniquely position itself versus the competition, thereby driving growth and revolutionizing the nurse call and monitoring market.

You can expect to see us begin leveraging the Monitoring Solutions sales network and this will help drive increased awareness for the Nurse Call offering. We are also exploring opportunities to leverage the Nurse Call distribution partners to support certain GE Healthcare offerings. In addition you will also see communication from us regarding developments in our product roadmap in the very near future.

To ensure a smooth transition, day-to-day operations will be business as usual. As GE Nurse Call business partners you will be working with all the same people that you worked with prior to the transition. All technical and customer support numbers remain the same. The entire Nurse Call sales, technical support, training, engineering, and marketing teams will remain intact. Additionally, a dedicated national accounts sales manager will be joining the Nurse Call sales team.

To ensure uninterrupted product supply GE Security will continue to manufacture products from their Pittsfield facility and will continue to process all order entry and RMA requests.

The Nurse Call business will be moving into new headquarters in Bradenton, Florida in early 2009. This facility will house Marketing, Engineering, Technical Support, and Training personnel, all of whom will be 100% dedicated to Nurse Call.

If you have any questions regarding this exciting development please contact your district manager or any member of the Nurse Call Leadership team.

Sincerely,

The Nurse Call Leadership Team

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