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HP Announces Healthcare Alliance Program

Hospitals and healthcare organizations to benefit from HP and software partner technology offerings

LAS VEGAS, Feb. 21, 2012

HP today announced a new healthcare affiliate program that combines offerings from independent software vendors with hardware from HP so hospitals and healthcare organizations can better deliver cost-effective, efficient and high-quality care.

Members of the HP Healthcare Alliance program include renowned healthcare providers, such as Quest Diagnostics and its Care360® EHR, Greenway Medical Technologies and Central Logic. HP and several software partners will exhibit their joint offerings at the annual Healthcare Information and Management Systems Society (HIMSS) conference and exhibition in HP booth 3845 today through Feb. 23.

"Through our close collaboration with technology leaders in the Healthcare Alliance program, HP is providing an easy path for vendors to bring their most innovative healthcare solutions to market with the reliability of HP hardware," said Chris Mertens, vice president, Americas Healthcare Practice, Personal Systems Group, HP.

HP will offer customers a wide range of hardware and specialized equipment – such as medical carts, digital signage and clinical reference technology – combined with software from HP Healthcare Alliance program partners. Collaborative solutions on display at HIMSS include:

- MedWeb will showcase its picture archiving and communication systems (PACS) viewer on the new HP Slate 2 and its virtual PACS solutions on HP Mobile Workstations. In addition, MedWeb will use HP hardware with its web-based telemedicine solutions to provide integrated medical imaging and consultations for teledermatology, teleophthalmology, teleradiology, telestroke, teledentistry and telewound care.
- ACR 2 Solutions provides state-of-the-art automated enterprise risk-management software to help the healthcare industry meet information security compliance requirements. HP partners and customers who are developing electronic health record (EHR) solutions also will have access to ACR 2's meaningful-use compliant risk-management software through HP.
- Status Solutions uses HP workstations to power its SARA (Situational Awareness and Response Assistant) solution, which allows caregivers to remotely monitor their patients' vital information and alerts status. SARA enables nurses using the HP TouchSmart 9300 All-in-One business PC at care station endpoints, or physicians on the move with an HP Slate 2, to stay connected with their patients' well being.
- Brainlab develops software-driven medical technology that supports targeted, less-invasive treatment. The company takes full advantage of HP touch technology as a part of its core offering, including the HP TouchSmart 9300 and 42-inch HP Digital Signage displays powered by HP Z210 Workstations.
- DigitalPersona offers healthcare IT managers a centrally managed suite of authentication and access management solutions that protect data, PCs, applications and networks. With its remote administration for HP ProtectTools, DigitalPersona's software allows IT managers to enforce and monitor security for an entire fleet of laptops and desktops from any location.
- The Astound Technologies Virtual Specialist™ is powered by HP Z400 and Z600 Workstations that streamline and standardize video communications and collaboration among primary care physicians, specialists and their patients. Virtual Specialist also uses the HP TouchSmart 9300 All-in-One business PC at care station endpoints, extending the use of visual communications to

affiliated care facilities with minimal investments and hassle.

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More information about HP healthcare solutions is available at www.hp.com/go/hea

Partner quotes

"Our relationship with HP has been a key factor in promoting our solution," said Dr. Darin M. Vercillo, chief executive officer, Central Logic. "The goal is to improve patient care while maximizing hospital efficiency. Optimizing patient flow helps accomplish these critical objectives and our collaboration with HP as part of the Healthcare Alliance program is creating new opportunities for hospitals nationwide."

"Through our longtime collaboration with HP, Greenway has been helping healthcare organizations automate and streamline delivery processes, increase efficiency and improve quality of care with EHR solutions," said Greg Schulenburg, chief operating officer, Greenway Medical Technologies. "As a charter member of the Healthcare Alliance program, we are excited to continue working with HP to provide healthcare organizations with functionality and service excellence."

"The Healthcare Alliance program is testament to the relationship we've delivered with HP in the past several years," said Richard Mahoney, president, MedPlus, and vice president, Healthcare Information Solutions, Quest Diagnostics. "Combining our easy-to-adopt Care360 EHR solution from Quest Diagnostics with one-stop shopping for HP's hardware and services has given physicians an easy path to EHR adoption that allows them to take full advantage of its benefits to achieve better patient care, capitalize on meaningful use incentives, and improve efficiency for their practice."

About HP

HP creates new possibilities for technology to have a meaningful impact on people, businesses, governments and society. The world's largest technology company, HP brings together a portfolio that spans printing, personal computing, software, services and IT infrastructure to solve customer problems. More information about HP (NYSE: HPQ) is available at http://www.hp.com.

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