

News Release



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Versus Receives Top KLAS Rating in 8 RTLS Categories, Including Location Accuracy

(Traverse City, Mich. and Dayton, Ohio, August 31, 2016) — Versus Technology, Inc. received the highest rating among real-time locating system (RTLS) vendors in eight categories, including Location Accuracy, in the recent KLAS report, “[Real-Time Location Systems \(RTLS\) 2016](#).” Versus also received the highest Overall Performance Score among vendors that provide both hardware and software.

RTLS users rated Versus as the top vendor in 8 categories:

- Location accuracy
- Drives tangible outcomes
- Supports integration goals
- Would buy again
- Keeps all promises
- Improves patient satisfaction
- Improves patient care
- Improves staff satisfaction/safety

According to customers interviewed by KLAS, Versus excels at accuracy, a key component to achieving operational efficiency and managing patient flow. In fact, of the 11 RTLS hardware and software providers rated by KLAS, Versus customers reported the most use cases for Patient Flow (63% of surveyed customers) and Staff Locating (84% of surveyed customers) — one reason why KLAS highlighted Versus as delivering top value and going the furthest beyond basic asset tracking.

Health systems looking to balance the quality and efficiency of care need look no further than the benefits reported to KLAS by Versus customers*:

“The biggest benefit of Advantages RTLS is the real-time, actionable data ... From an organization-wide, high-level perspective, the real-time data empowers managers on-site and the operational leadership to really delve into what is going on and figure out how to change that.”

“Advantages RTLS is an amazing product that is simple to use. Versus is very easy to work with, and they assist us with solution building to improve the patient experience. The complex data that we are able to glean from this passive system is remarkable.”

“[The efficiency Versus provides] sometimes lets us get one to one and half more surgeries in per day, and that is an incredible amount of money that we are able to gain.”

“We are honored to be rated so highly by our customers,” says HT Snowday, Versus president. “It is our customers’ commitment to improving patient care that deserves the credit. As evidenced by the number of use cases KLAS documented for patient flow and staff locating, our clients are the most advanced RTLS users in healthcare. What they achieve with Versus speaks to their dedication to transforming the patient experience.”

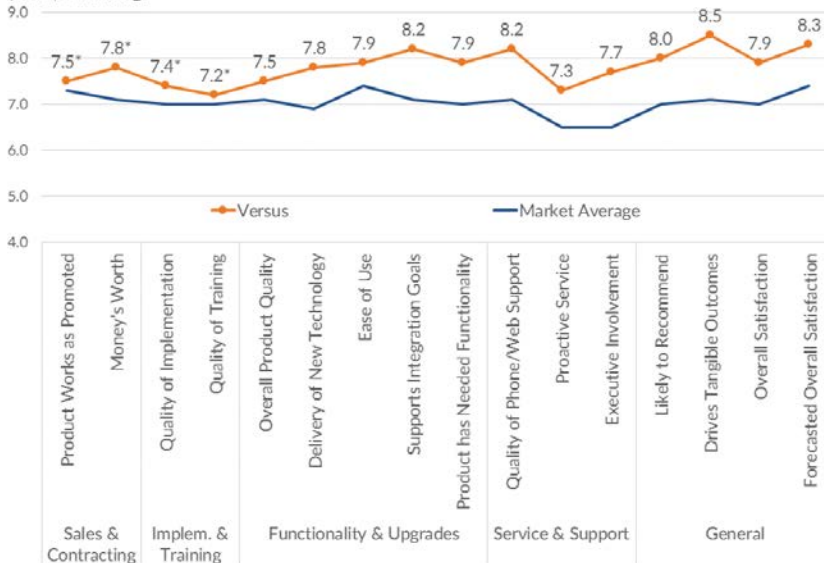
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Versus - Performance Indicators
 (n=25) 1-9 Ratings



In KLAS Performance Indicators, Versus scored above the market average in all categories and exceptionally well in Driving Tangible Outcomes and Forecasted Overall Satisfaction.

Source: "Real-time Location Systems (RTLS) 2016," July 2016. © 2016 KLAS Enterprises, LLC. All rights reserved. www.KLASresearch.com

RTLS USE CASES by Vendor†



When looking at RTLS use cases by vendor, KLAS found that Versus has the most use cases for Staff Locating and Patient Flow/Tracking among interviewed customers.

†Note: This chart represents use cases validated by KLAS, and is not a comprehensive list of possible use cases provided by each vendor.

Source: "Real-time Location Systems (RTLS) 2016," July 2016. © 2016 KLAS Enterprises, LLC. All rights reserved. www.KLASresearch.com

*The following are selected commentaries that may not represent the whole of provider sentiment related to this product or service. Visit KLASresearch.com for a complete view.

Midmark Corporation acquired Versus Technology, Inc. in May, 2016, creating a unique offering of clinical workflow solutions that encompass clinical workflow services, RTLS technology, medical equipment, diagnostic devices and design assistance for improved efficiency within health systems.

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About Versus Technology, Inc.

Versus Technology, Inc., a Midmark company, provides healthcare facilities with operational and clinical workflow intelligence using real-time locating system ([RTLS](#)) technology. Since its inception in 1988, more than 850 hospitals, clinics and senior care facilities have used Versus solutions to support healthcare's ultimate goals: enhancing the patient experience while providing high-quality care at lower costs. With enterprise solutions for [patient tracking](#), [workflow automation](#), [staff safety](#), [hand hygiene](#) and [asset tracking](#), Versus [improves patient flow](#), communication, and productivity to ultimately increase capacity. To learn more about Versus Technology, Inc., our technology and client successes, visit versustech.com.

About Midmark

Midmark Corporation, a privately held company founded in 1915, is committed to providing innovative products and workflow solutions to healthcare professionals around the world. Offering full lines of exam and procedures tables, as well as workstations, casework, instrument processing, digital diagnostics solutions, real-time locating system ([RTLS](#)) technology and more. Midmark is focused on continuously improving physician workflows and enhancing patient-caregiver interactions. Midmark's more than 1,500 teammates worldwide are dedicated to redefining the future of the clinical space and making a positive difference in the practice of healthcare. Headquartered in Dayton, Ohio, Midmark maintains production and administrative offices in Versailles, Ohio, as well as six other locations in the United States and international locations in India, Italy and the United Kingdom. To learn more about Midmark, visit midmarkclinicalsolutions.com or midmark.com, and follow Midmark on [Facebook](#), [LinkedIn](#), [Twitter](#) and [YouTube](#).

Safe Harbor Provision

This release may include forward-looking statements which "bespeak caution," and which are subject to risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. The statements are made only as of the date of this release, and the Company undertakes no obligation to update them to reflect subsequent events or circumstances.

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