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TELEHEALTH
SERVICES

SPOTSYLVANIA REGIONAL MEDICAL CENTER PARTNERS WITH TELEHEALTH SERVICES FOR INTEGRATED PATIENT EDUCATION

Fredericksburg, VA & Raleigh, NC – January 14, 2010 – TeleHealth Services, the nation's leading provider of healthcare grade televisions and on-demand interactive patient education solutions, today announced that it has been selected by Spotsylvania Regional Medical Center as a partner in bringing enhanced patient care and clinical services to the Rappahannock region of Virginia. In keeping with Spotsylvania's commitment to the care and improvement of human life, HCA Virginia's newest hospital determined the need for securing a partner who could provide a full suite of services and products to meet their patient-centered philosophy.

Set to open in the spring of 2010, Spotsylvania sought a solutions provider that embraced utilizing the latest in technology to aid in providing clinical excellence. In addition to a bar-code-scanning system that prevents medication errors, strategic placement and design of nursing stations and a fully paperless environment, the Spotsylvania team began the search for a fully integrated interactive patient education system. HCA immediately turned to long time partner, TeleHealth Services.

"TeleHealth's products and services enable us to easily employ new operating policies and procedures regarding patient care for Spotsylvania," said Terika Richardson, COO of Spotsylvania. "The TIGR interactive care system will not only provide our patients and staff with a unique way to receive and understand condition-specific education, but it will also provide a documentation tool that will directly align to our accreditation standards. We are excited about the implementation and look forward to a long standing relationship with TeleHealth Services."



Artist's Rendering of the new Spotsylvania Regional Medical Center.

Set to be fully installed and running by the end of January, TeleHealth will provide the facility with a full 16-channel TIGR system, which will bring on-demand patient education to the patient bedside and allow staff access to the system from any PC in the facility. Additionally, the TIGR system will act as a patient satisfaction technology, surveying patients and reporting the results immediately to the proper personnel. This feature will allow for immediate service recovery and aid in driving Spotsylvania's patient-centric strategy.

The deal also includes new 26", 32" and 42" LCD Philips televisions, a new distribution system, IP based CCTV surveillance system, Zenitel Intercom system integration and the HUGS Infant Protection System, creating a secure and home-like atmosphere for patients. TeleHealth and Spotsylvania are also discussing the implementation of other systems, including a DSS/DIRECTV System and TeleHealth's interactive TIGRNET system. TIGRNET would bring Internet and email access to specific areas of the hospital, furthering the hospital's patient-centered approach.

"Spotsylvania is committed to providing an optimal patient-centered experience. Dedicated to creating a healthcare facility driven by the needs of patients and families, Spotsylvania's implementation of clinical technologies will enable staff to provide the best care possible to its patients," said Dan Nathan, Vice President of TeleHealth Services. "We are looking forward to working with their staff to create a collaborative recovery environment that improves the quality and reliability of care, enables positive patient outcomes and reduces healthcare costs through the effective use of clinical information."

About Spotsylvania Regional Medical Center:

Spotsylvania County and the surrounding region is growing rapidly and growing older and is one of the state's largest markets served by only one hospital. In the spring of 2010, Spotsylvania Regional

Medical Center will become part of HCA Virginia, the statewide network of hospitals, outpatient surgery centers and outpatient imaging centers with the single goal of putting patients first.

A general acute care hospital with the following services:

- A 24-hour emergency department
- Advanced-technology operating rooms
- CT, MRI, PET and nuclear medicine
- Cardiac catheterization capabilities
- Obstetrics and neonatal special care
- Radiation therapy
- An on-campus medical office building

About HCA

HCA owns and operates approximately 166 hospitals and approximately 107 freestanding surgery centers in 20 states and London, England. We are dedicated to providing healthcare services that meet each community's local healthcare needs. We seek to integrate various services to deliver patient care with maximum quality and efficiency. Our approach includes focusing on quality; streamlining operations; sharing technology, equipment and personnel where appropriate; and using economies of scale when contracting for medical supplies and administrative services.

About TeleHealth Services:

With more than 2,500 healthcare clients across the country, TeleHealth Services is the nation's leading provider of integrated technology and communications solutions for the healthcare market. Combining 50+ years of healthcare expertise and partnerships with industry leading manufacturers, TeleHealth Services is uniquely positioned to offer a full suite of hospital technology solutions that includes:

- [Interactive patient and staff education platforms](#)
- [Healthcare grade televisions and accessories](#)
- [Patient protection and security systems](#)
- [Bedside patient entertainment solutions](#)
- [The latest educational and entertainment content](#)
- [Custom designed communication systems](#)
- [Comprehensive design, implementation, and service packages](#)
- [Flexible financing solutions](#)

Headquartered in Raleigh, North Carolina, TeleHealth Services is a division of Telerent Leasing Corporation, which was founded in 1957. Telerent is a wholly-owned subsidiary of ITOCHU International, Inc., a U.S. company based in New York City and Global 500 Corporation. For more information on TeleHealth, call 800-733-8610, or visit at <http://www.telehealth.com/>.

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