

Media Overview

Company Information

- Neoteric provides health care software products.
- Neoteric solutions are installed in over 100 hospitals in North America and Europe.
- 50,000 hospital and lab users have been trained to use Neoteric products.
- Neoteric employs easy-to-use software on wireless handhelds (PDAs) and 2D barcoded (or RFID) wristbands that ensure positive patient identification.
- Neoteric has recently developed a RFID version of BloodTrack® Tx incorporating RFID badges, wristbands and blood bags.
- Neoteric customers include:
 - John Radcliffe Hospital, United Kingdom
 - Leeds Hospitals Trust, United Kingdom
 - Queen Elizabeth Hospital, United Kingdom
 - Sunnybrook Hospital, Ontario, Canada
- Neoteric products are distributed by Datalog and Olympus in the UK, Accuscience in Ireland, and AGLS in Australia. In North America, Neoteric products are sold and supported directly.
- Geof Auchinleck is President and Founder – Neoteric Technology Ltd. Geof worked on medical and laboratory automation systems with Andronic Devices Ltd., and MDS Automed through the 1980s and 1990s before founding Neoteric.
- Founded in 1997, Neoteric Technology Ltd. is a Vancouver, B.C. based company.

Blood Management Product Information

Neoteric products have been installed in hospitals in the UK, Ireland and Canada. With the recent United States FDA marketing clearance of its BloodTrack suite of products, Neoteric is in the process of generating sales in the U.S.

- **BloodTrack Suite products** -- Neoteric provides a suite of integrated applications to track, allocate, release, and dispense blood units remotely while controlling refrigerator inventory and recording the fate of blood units.
 - Blood Transfusion is a complex process, fraught with opportunities for error with potentially terminal consequences for patients' lives and staff careers. In the six years of transfusion error reporting (SHOT), 69 patients have been seriously injured and 15 have died from "wrong blood transfusions"¹. The main cause of error was found to be in patient misidentification at the point of collection or blood transfusion.
¹ SHOT Annual Report 2001/2002
 - On October 19, 2006 Neoteric received FDA clearance for the entire **BloodTrack®** suite of products.
 - BloodTrack provides **Transfusion Safety**. BloodTrack automatically provides a full audit trail for all blood components once they leave the blood bank. Captures movement of all blood products into and out of refrigerators. Captures proof of fate-of-unit Electronic records can be kept for over 30 years.

<http://www.neoterictech.com>

- BloodTrack suite of products include the following.
 - **BloodTrack Tx**
 - Ensures the right blood is given to the right patient using handheld PDAs at the bedside.
 - **BloodTrack Courier**
 - Electronically controls and tracks the movement of blood products in and out of hospital fridges.
 - **BloodTrack OnDemand**
 - Includes all the features of BloodTrack Courier as well as the ability to allocate ABO blood units at remote refrigerators.
 - **BloodTrack Hemosafe®**
 - Dispenses individual blood units in less than 60 seconds from 150 refrigerated compartments, even allocating ABO blood units on demand.
 - A smaller HemoNine fridge is also available with 9 locking drawers.
 - **BloodTrack Enquiry**
 - Enables caregivers to query the location of blood units and check the status of transfusions from the nursing station. Also includes all the features of AutoFate.
 - **BloodTrack AutoFate**
 - Allows the fate of a blood unit (end transfusion confirmation) to be recorded at the nursing station and electronically sent to the blood bank.
 - **BloodTrack Manager**
 - Maintains a central repository of transfusion and blood movement events to enable full blood auditing.
 - **AutoPPI®**
 - Positive patient identification using 2D barcoded wristbands.
 - Neoteric has developed the AutoPPI positive patient identification system for improved patient safety. AutoPPI uses identification technology such as 2D barcodes (and RFID where appropriate) to encode specific details of the patient into eye-readable and machine readable formats. AutoPPI utilises the five key criteria required to make a positive identification: Hospital ID number; Last name; First name; Date of birth; and Gender.
- Blood Track provides a **Complete Audit Trail**. BloodTrack virtually eliminates blood wastage by controlling and monitoring access to blood stock and tracking its movement around the hospital. Using BloodTrack's OnDemand functionality, blood usage can be reduced 20% in some areas by allocating blood units when and where they are needed.
- BloodTrack can be implemented as a phased or modular deployment to suit the needs of the hospital or region. Although wireless communication is preferred, BloodTrack also works seamlessly in non-wireless environments. Every hospital can deliver immediate improvements in blood transfusion while allowing for future expansion.

