



PTS Diagnostics Enhances Distributor Network with Strategic Partnership with Independent Medical Co-Op, Inc. (IMCO)

Indianapolis, IN– July 9, 2014. PTS Diagnostics, the U.S.-based manufacturer of both the CardioChek® brand and the A1CNow® family of point-of-care diagnostic products, announced today that it has signed a marketing, sales, and distribution agreement with Independent Medical Co-Op, Inc. (IMCO), one of the premier associations for independent medical distributors.

IMCO is a cooperative association of over 140 medical supply distributors that serve the physician, hospital, long-term care, home health, EMS, veterinary, industrial, and other markets.

“PTS Diagnostics provides best-in-class, point-of-care lipid, glucose, and A1c monitoring solutions,” said Steve Dennison, IMCO’s Director of Vendor Relations. “Our customers count on us to partner with quality manufacturers, and PTS Diagnostics has a proven track record of delivering fast, accurate, and dependable point-of-care devices.”

Robert Huffstodt, President and CEO of PTS Diagnostics, commented that this new relationship is an important strategic agreement that will further broaden the company’s distribution network, while addressing certain growing market segments.

“We are delighted that IMCO will begin selling our products,” said Huffstodt. “IMCO has a long track record of successfully servicing its many customers. Their network of regional distributors is concentrated in market segments where we hope to grow, and their relationships with physician offices and long-term care facilities will certainly help fuel our short- and long-term growth plans.”

IMCO views the new distribution agreement as a way to bring in-demand products to their customers.

“We are seeing an increased demand from our customers for point-of-care diagnostic devices,” continued Dennison. “PTS Diagnostics has world-class products, and they are growing along with the point-of-care industry. We are proud and pleased to welcome them to our family of vendor partners.”

PTS Diagnostics' handheld, highly-accurate, fast, and economical diagnostic devices empower the medical community to quickly measure a patient's HbA1c, lipid profile (cholesterol), and glucose results at the point of care. The CardioChek analyzers have provided fast, point-of-care answers to over 100 million patients and their healthcare professionals worldwide. PTS Diagnostics' devices include:

- **The CardioChek Plus** analyzer addresses the connection between heart attack, stroke, and diabetes by providing on-site lipid panel and glucose screening results in as little as 90 seconds. CardioChek Plus offers simultaneous testing of a lipid profile (total cholesterol, HDL cholesterol, and triglycerides) and glucose, and also calculates LDL, TC/HDL ratio, LDL/HDL ratio, and non-HDL cholesterol.
- **The CardioChek PA** analyzer accurately determines lipid profile (total cholesterol, HDL cholesterol, and triglycerides) values in 90 seconds and can deliver a single blood chemistry in as little as 45 seconds.
- The **A1CNow®+** system provides healthcare professionals with a fast, easy, and accurate method of obtaining HbA1c results while the patient is in the exam room. In just five minutes, clinicians have information to provide an immediate consultation with a patient. The A1CNow+ system is critical to diabetes management and is fully reimbursable.

About IMCO - Since 1981, IMCO was established by partnering with key manufacturing companies and all sizes of distributors throughout North America to unite independent medical distributors. IMCO was designed to keep the independent medical distributor independent through direct relationships and total volume pricing. Its members competitively offer the strength of a national service at the local level.

About PTS Diagnostics – PTS Diagnostics is a global provider of point-of-care diagnostic products to the healthcare industry. Headquartered in Indianapolis, Indiana, PTS Diagnostics designs, manufactures, and markets products for distribution in over 120 countries around the world. The company has sales offices in Europe, Latin America, and the Pacific Rim. PTS Diagnostics' products include both the CardioChek systems and A1CNow point-of-care systems.

For more information, visit www.ptsdiagnostics.com or contact Tom Wiser at 317-870-5610.

All trademarks used or mentioned in this release are protected by law.

SOURCE: PTS Diagnostics

###

MKG001347 Rev.0 03/15