

News Release

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Frost & Sullivan Selects Aerotel Medical Systems as Patient Monitoring Company of the Year

LONDON, May 22 /PRNewswire/ -- In recognition of its contributions to the nascent area of telemonitoring and for its achievements in cardiac monitoring, Aerotel Medical Systems (1998) Ltd. has been conferred the 2006 Frost & Sullivan Award for Company of the Year in the European patient monitoring market. Within two decades of its inception, Aerotel has been able to establish itself as a global leader in mobile medical monitoring solutions for homecare and telemedicine, while simultaneously registering steady annual growth of 8-10 per cent.

"A patient monitoring company with a strong focus on clinical telemonitoring, Aerotel's efforts towards technology development have been aimed at providing cost-effective, high-quality solutions that offer patients maximum flexibility, comfort and improved quality of life," says Frost & Sullivan Research Analyst Aarati Ajay. "Accordingly, Aerotel's use of SMD technology supports the design of compact, highly-reliable products. "

Using its proprietary technology in its Heartline range of products, Aerotel is able to transfer ECG signals by telephone lines to remote data acquisition centres. The technology holds great appeal among users as it offers them the option of wireless data transmission using the same hardware. Aerotel provides customers a complete package, including an Internet connection with data access for both patients and physicians.

"An ever increasing number of patients with chronic cardiac abnormalities are compelling the need for products that alleviate the necessity for in-hospital monitoring and facilitate patient monitoring in a homecare setting," says Ms. Ajay. "With an impressive product array including the Heartview and the 12-lead trans-telephonic ECG system, Aerotel has emerged a leader in the area of mobile cardiac monitoring and has, moreover, extended its product line by introducing products for multiparameter monitoring as well."

Currently, Aerotel's global network of operations spans India, China, Australia, the United States, Europe, Israel and South America. Moreover, the increased uptake of the Heartview 12-lead ECG transtelephonic transmitter/receiver in Canada has bolstered the company's presence in the North American region.

Despite limited reimbursement, Aerotel's products have also found widespread acceptance among Europe's clinical fraternity. The company has established a comprehensive chain of offices in France, Italy, Holland, the United Kingdom and Germany.

"The anticipated establishment of more favourable reimbursement models and regulatory regimes for telemonitoring solutions in Europe will allow Aerotel to leverage its impressive product portfolio, technology, customer service and experience," says Ms. Ajay. "Already, its expertise in telemonitoring has underpinned its close working relationship with the National Health Services in the United Kingdom."

The Frost & Sullivan Award for Company of the Year is presented each year to the company that has demonstrated excellence across all operational spheres including business development, competitive strategy, technology advances as well as leadership and market growth skills. The company has also exhibited consistent growth and exceptional customer service.

Frost & Sullivan Best Practices Awards recognise companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Frost & Sullivan

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