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St. Croix Systems Closes 2012 with Record Sales as Health Care Providers Continue to Seek Sustainable Savings through Effective Asset Management

Innovative workflow solutions and integration with EMR and ERP drive over 35 customer wins and provide customers with fast return on investment

WALTHAM, Mass., February 28, 2013 – [St. Croix Systems](#), an innovative provider of healthcare Enterprise Asset Management (EAM) solutions, today announced details supporting its increased momentum during 2012, including record sales and a 45% increase in bookings over 2011. The company closed out 2012 with more than 35 customer wins and upgrades, maintenance & support and SaaS renewals over 95%, and exceptional customer satisfaction levels.

Innovative workflow solutions continued to drive growth. In 2012, St. Croix Systems released a patent-pending passive RFID asset tracking system, which gives hospitals the ability to keep track of mobile equipment, laboratory samples, implantables and supplies in use cases where active RTLS tags are either too big or expensive. The company also released a Beta version of its new Capital Equipment Replacement Forecasting (CERF) application, which gives equipment planners the ability to significantly reduce capital spending and operational expenses by using actual operational and financial data such as equipment utilization, breakage rates, depreciation, downtime and service cost trends to create effective equipment replacement schedules.

St. Croix's integration platform was another major contributor to the company's success in 2012. Interoperability continues to be an area of focus by hospital systems looking to reduce inefficiencies while improving visibility into operations, regulatory compliance and the alignment of the general ledger and operational data. The company's integration platform has the ability to seamlessly share data between systems such as active RTLS, passive RFID, electronic medical records, patient workflow, human resources, maintenance management, purchasing and financial. [Oregon Health & Sciences University \(OHSU\)](#) recently received the [2013 Intelligent Hospital Best Comprehensive Integration Award](#) for an integration of St. Croix Systems EAM platform, [Aeroscout's](#) Wi-Fi Real-Time-Location-System and [CareFusion's](#) infusion pumps. The award is to be presented at the [Healthcare](#)

[Information and Management Systems Society \(HIMSS\) 2013 Conference and Exhibition](#) (March 4, 2013) St. Croix's EAM platform is also integrated with OHSU's [EPIC EMR](#) electronic medical record system.

"Our philosophy is simple: deliver comprehensive enterprise asset management solutions to healthcare providers in an easy-to-use, intuitive way. Our continued focus and dedication to this philosophy along with our commitment to collaborative development with customers has resulted in a significant increase in customer adoption and annualized growth", said [Hank Goddard](#), CEO, St. Croix Systems. "Building upon our legacy of creating award-winning products and our continued strong company performance, we are well positioned to outpace our competitors and provide the type of strategic enterprise solutions that leading hospitals and medical facilities are seeking."

EAM Solutions Offer Measurable, Fast ROI

The increasing pressure on hospitals to deliver operational cost savings while reducing capital expenditures is not likely to change in the near future. This new environment requires a new approach to managing capital equipment that does not erode quality of care. St. Croix's focus on developing new products to meet these needs has well positioned the company for the future.

Goddard notes, "As our market continues to evolve, and more hospitals realize the significant cost and capital savings associated with effective equipment management, St. Croix will continue to expand its presence across patient support services. Through smart replacement purchasing, increased mobile equipment utilization, lower maintenance costs, and higher returns on assets at the end of their lifecycle, healthcare facilities can save thousands of dollars per bed each year."

St. Croix Systems offers the industry's only enterprise-class EAM system built for the specific needs of hospitals and the organizations that support them. In a matter of weeks, customers can easily manage and track clinical, facilities and IT assets from purchasing decisions through usage to disposition. And the company's asset management programs typically provide a positive ROI in less than six months.

St. Croix Systems' suite of web-based EAM applications for hospitals includes:

Workflow Control:

- Equipment replacement planning
- Mobile equipment workflow across the request-deploy-use-recover-clean cycle
- Enterprise-class maintenance and compliance management

- Safety rounding platform for environment of care readiness
- Asset redeployment and disposition workflow

Value Accelerators:

- Service staff performance across the request-dispatch-escalate-fulfill cycle
- Visualization platform for graphical representation of facilities, assets and staff
- Rules Engine to trigger workflow automation software
- RTLS and passive RFID tracking solutions for assets, supplies, staff and patients
- Unified reporting platform including OLAP business intelligence, ad hoc custom report writer and configurable dashboards

Integration Platform:

- Patient and staff focused: Admit/discharge/transfer, EMR, patient flow, HR
- Operational: Bed management, CMMS, building information systems, supply chain, test equipment, medical devices
- Financial: equipment planning, general ledger, purchasing, receiving
- RTLS, RFID and bar code tracking technologies

About St. Croix Systems

Founded in 1993, St. Croix Systems provides best-of-breed Enterprise Asset Management (EAM) solutions that give hospitals comprehensive control of their assets, from planning to disposition. St. Croix Systems uses Lean Six Sigma methodologies, configurable workflow software, state of the art RFID tracking technologies and experienced change agents to deliver measureable and sustainable results to thousands of healthcare facilities across the globe. For more information, please visit: <http://www.stcroixsystems.com>.

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