



DELL AND KARDIA JOIN FORCES TO ENHANCE THE DELIVERY OF KARDIA WEB-BASED CARDIOLOGY SERVICES

ROCHESTER, Minn, March 31, 2008 — [Dell](#) and [Kardia](#) Health Systems, Inc., are teaming up to streamline the delivery and management of cardiology care through an innovative combination of technologies. The Kardia echocardiography information management system enables time and cost savings by reducing or eliminating data entry, managing the scheduling of patients, lab personnel and equipment, and through automated report generation. With tens of millions of echocardiograms performed annually in the U.S., the potential efficiencies and savings are significant.

The Kardia solution is combined with Dell infrastructure and services to deliver a robust and easy-to-use Web-based system. Originally developed by echocardiography professionals at [Mayo Clinic](#), the Kardia echo lab management solution streamlines all echo workflow processes – from patient scheduling through assignment of responsible healthcare personnel, to logical template-guided entry of echo study information.

Dell has designed a system to run the Kardia solution and will manage the implementation of the technology, selecting servers, storage and desktop computers based on the size of the cardiology practice. A Dell PowerEdge™ [1900](#) or [2900](#) will be deployed for smaller practices that don't have a data center or IT staff, while larger practices would run on Dell PowerEdge [1950](#) III and PowerEdge [2950](#) III with storage on PowerVault™ [MD 3000s](#). The system will include image review stations running on an OptiPlex [755](#). Dell will provide help desk and maintenance support services for all technology.

“With heart disease being the number one cause of mortality in the U.S., this is a significant way to leverage technology in order to share vast amounts of knowledge as well as successful processes to better treat heart disease,” said James Coffin, vice president and general manager, Dell Health Care and Life Sciences. “Cardiology centers can better serve their patients and benefit from advanced information management.”

According to Wayne Schellhammer, executive vice president, Kardia Health Systems, “Millions of baby boomers are coming to an age when they require cardiac care, so it’s critical for healthcare facilities to manage the growing numbers of patients as efficiently and cost effectively as possible. Information technology is a powerful tool in this effort and Dell is providing world-class technology that is enabling Kardia to offer solutions that will enhance the delivery of cardiology services for patients across the country.”

Schellhammer added, “We believe our information management solution has the capability to provide value on every scale, from basic needs to complex environments, and Dell is the right technology partner to help us make that happen.”

About Kardia Health Systems, Inc.

Kardia Health Systems is an information technology firm dedicated to assisting healthcare professionals in delivering the highest quality healthcare worldwide. Kardia Health Systems is the sole licensee of the Mayo Clinic-created Echocardiography Information Management System. Mayo Foundation for Medical Education and Research owns equity in Kardia and receives royalties on products sold or licensed by Kardia. For more information, visit www.KardiaHealth.com.

Contact Information			
Media Contacts:			
Amy Fisher	Kardia	(612) 455-1773	AFisher@psbpr.com
Angela Williams	Dell	(512) 723-8719	angela_williams@dell.com

#