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Press Release
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Terumo Partners with GHX for More Efficient Electronic Ordering Capabilities

SOMERSET, NJ – Terumo Interventional Systems, a strategic business unit of Terumo Medical Corporation (TMC), announces a new partnership between TMC and Global Health Exchange (GHX); expanding its reputation for supplying technologically advanced quality to supply chain management.

Working with GHX and its Electronic Data Interchange (EDI) system, Terumo Interventional Systems is looking to deliver providers what they want—when they want it. Through this e-commerce platform's unique, streamlined process, hospitals are now easily able to place orders, generate receipts, and change and track orders with Terumo.

In addition, Nate Letcher, Supplier Account Manager at GHX, says that “unlike traditional Value Added Network's (VAN) solutions, GHX is dedicated to the healthcare market and; therefore, our company is excited to have Terumo available as a supplier that our provider network can connect with.”

GHX brings suppliers and hospitals together through an automated electronic ordering interface. Because GHX customizes this interface based on the specific needs of providers, hospitals can actually reduce or eliminate the need to maintain individual EDI connections to their suppliers, saving \$5,000 to \$30,000 per connection. Synchronization also helps to reduce purchase order errors that may result in costly discrepancies for both buyers and sellers.

“In addition to needing to increase efficiencies, hospitals are under increasing pressure to lower costs and decrease manual errors,” says Rick Larrieu, Terumo CIO. “By offering an integrated ordering system, hospitals are able to see an immediate cost-savings benefit on top of the improved order-to-invoice process.”

(more)

Terumo believes that this partnership with GHX will enable it to strengthen relationships with its customers, improve efficiencies and ensure quality throughout the entire electronic ordering process.

Among the first to utilize GHX's services for Terumo orders was Florida Hospital. Teri Long, the head of Florida's EDI Information Systems Coordinator, commented that its relationship with GHX has been a success in terms of both time-savings and error reduction.

"GHX is our primary VAN system, because we can depend on them to keep things running smoothly," says Long. Even as Florida Hospital has grown with more campuses and new vendors, they have not had to expand their purchasing department partly because of GHX's involvement.

According to Long, "They (GHX) do the programming for us, which helps us coordinate our unique requirements with the vendor's needs. GHX makes electronic ordering easier for everyone involved."

For more information, customers can contact Terumo Interventional Systems by calling its Inside Sales Customer Care Team at 800-862-4143 or by visiting <http://www.terumo.is.com>.

Terumo Interventional Systems

Terumo Interventional Systems (TIS), a strategic business unit of Terumo Medical Corporation, directly markets a full line of guidewires, catheters, introducer sheaths, guiding sheaths and embolization products for use in a multitude of different interventional procedures.

Interventional Radiologists, Interventional Neuroradiologists, Interventional Cardiologists and Vascular Surgeons are among the medical professionals who depend upon TIS products to access and cross difficult-to-reach lesions thereby allowing therapeutic intervention in previously unreachable vascular beds.

Terumo Medical Corporation

Founded in 1972 as a Terumo Corporation subsidiary, Terumo Medical Corporation (TMC) develops, manufactures and markets high-quality medical devices used in a broad range of applications in numerous healthcare markets. TMC manufactures a broad portfolio of needles and syringes, entry-site management products, and a line of sterile connection devices used in hospitals and blood banks worldwide.

Terumo Corporation

Tokyo-based Terumo Corporation is one of the world's leading medical device manufacturers with \$2.3 billion in sales and operations in more than 150 nations. Founded in 1921, the company develops, manufactures and distributes world-class medical devices including products for use in cardiothoracic surgery, interventional procedures, and transfusion medicine; the company also manufactures a broad array of syringe and hypodermic needle products for hospital and physician office use. Terumo contributes to society by providing

valued products and services to the healthcare market and by responding to the needs of healthcare providers and the people they serve. Terumo Corporation's shares are listed on the first section of the Tokyo Stock Exchange (No. 4543, Reuters symbol <4543.T>, or Bloomberg 4543:JP) and is a component of the Nikkei 225, Japan's leading stock index.

GHX

GHX enables healthcare providers and suppliers in North America and Europe to reduce costs and improve margins by automating processes, reducing operating expenses and increasing knowledge-based decision making. Products and services include trading partner connectivity, order and contract management and validation, data synchronization, sales force automation and business intelligence. Equity owners of GHX are Abbott Exchange, Inc.; AmerisourceBergen Corp.; Baxter Healthcare Corp.; B Braun Medical Inc.; Becton, Dickinson & Co.; Boston Scientific Corp.; Cardinal Health, Inc.; C.R. Bard, Inc.; Fisher Scientific International, Inc.; GE Healthcare; HCA; Johnson & Johnson Health Care Systems Inc.; McKesson Corp.; Medtronic USA, Inc.; Owens & Minor; Premier, Inc.; Siemens; Tyco Healthcare Group, LP; University HealthSystems Consortium; and VHA Inc. For more information, visit www.ghx.com.

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