



DTx Resolves Challenge for Siemens' Hematology System

April 7, 2010, Melbourne, Florida

Change isn't always good. For highly regulated medical device manufacturers like Siemens Diagnostics any unplanned change in the technology used in their instruments can bring production to an immediate halt by jeopardizing regulatory certifications and diagnostic accuracy. But change brings opportunity.

In February, the Siemens operation in Dublin, Ireland awarded DTx Inc. the contract to manufacture the computing subassembly of their ADVIA® 2120 Hematology System. The award, valued at \$1.7 million over 2 years, is recognition that DTx provides a unique combination of advanced engineering expertise, automated lean manufacturing, and proprietary configuration management controls. When the incumbent, one of the world's largest computer systems manufacturers, delivered product that was not compliant with Siemens specification, Siemens turned to DTx to resolve the problem and awarded DTx future production business.

"This is a common challenge facing many of our customers," says DTx President, Art Schmitt. "They must balance the complex demands of a highly regulated industry with the market pressure to reduce cost. DTx specializes in supporting this type of customer. While we provide a stable, high quality solution at competitive prices, our real value is in the extended life cycle of our products which reduces future engineering and re-validation costs."

DTx specializes in the design of customized intelligent electro mechanical devices for industries that require product life cycles that exceed commercial marketplace offerings. Their unique program is called Planned Technology Control™ (PTC). As part of PTC, DTx designs for product life cycle, constantly monitors component availability with their proprietary life cycle monitoring application, and provides planned product transitions mapped to customer validation cycles. Customers in industries like medical, transportation, product inspection and military are taking advantage of PTC to reduce costs and focus on their core competencies.

According to Siemens, DTx's flexibility and creativity in responding to the compressed timeline to design, validate and produce a long-life system fully compatible with Siemens' software allowed Siemens to continue supplying the instrument to the end customer without a production gap.

The award of the ADVIA® 2120 system further expands the longstanding relationship between Siemens and DTx. DTx currently provides Siemens with product for 12 programs over 3 locations, 2 domestic and 1 international. Initial shipments of the ADVIA 2120 begin in March 2010.

About DTx

DTx is an Original Design Manufacturer (ODM) providing value engineering services, integrated systems and supply chain management. We deliver value through product design and innovation, lean manufacturing, life cycle management and post warranty support for intelligent electromechanical systems. Our end-to-end solutions enable our Customers to focus on their core competencies.

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