



Novation Awards ICU Medical, Inc. a New Contract to Supply Members with a Complete Line of Clinically-Preferred Critical Care Products

Three year contract effective January 1, 2012 allows the members served by Novation to realize significant savings on ICU's full line of hemodynamic monitors and catheters, disposable pressure transducers, and in-line blood sampling system.

November 15, 2011—San Clemente, CA — ICU Medical, Inc. (NASDAQ: ICUI) today announced it has been awarded a 36-month contract with Novation for its full line of Critical Care products, including hemodynamic monitors and catheters, disposable pressure transducers, and in-line blood sampling systems. Effective January 1, 2012, the new agreement allows the members served by Novation to take advantage of special pricing and terms pre-negotiated by Novation. Novation is the health care industry's leading supply contracting company, delivering savings to nearly 25,000 VHA Inc. and UHC member organizations, and 5,500 Provista members covering more than 30,000 sites.

ICU Medical finalized acquisition of the former Abbott Critical Care product line from Hospira in 2009. The line includes hemodynamic, vascular, and cardiac monitoring systems, latex-free catheters, disposable pressure transducers, closed needlefree blood conservation systems, and made-to-order angiography kits. In addition having its Critical Care product line added to the Novation contract, ICU Medical will participate in a new Novation Standardization Program geared toward critical care medicine and product lines associated with that area of care. The program is designed to provide customers that participate in the program additional value through a directed rebate for total qualified contract purchases.

"Novation is an organization that has always been focused on providing significant value to the members it serves, and we at ICU Medical are proud that they have chosen us as a partner to provide clinically relevant products that meet real needs in the Critical Care space," explained Mark Jorgensen, General Manager of National Accounts for ICU Medical. "We are pleased to partner with Novation and look forward to providing quality products and service as a result of this new contract."

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About ICU Medical, Inc: ICU Medical, Inc develops, manufactures and sells innovative medical devices used in vascular therapy, oncology and critical care applications. ICU Medical's products improve patient outcomes by helping prevent bloodstream infections and protecting healthcare workers from exposure to infectious diseases or hazardous drugs. The company's complete product line includes custom I.V. systems, closed delivery systems for hazardous drugs, needlefree I.V. connectors, catheters and cardiac monitoring systems. ICU Medical is headquartered in San Clemente, California.

About Novation: Founded in 1998, Novation is the leading health care supply contracting company for more than 25,000 members of VHA Inc. and UHC, two national health care alliances, and 5,500 members of Provista, LLC, representing more than 30,000 sites. Novation provides alliance members sourcing and information and data services. Based in Irving, Texas, Novation develops and manages competitive contracts with more than 600 suppliers. VHA, UHC and Provista members used Novation contracts to purchase approximately \$40 billion in 2010.