



## Press Information

August 21, 2007

### **Philips awarded state-wide telehealth equipment GPO contract by the California Association for Health Services at Home (CAHSAH)**

**Andover, Mass. – Royal Philips Electronics (NYSE: PHG; AEX: PHI) and the California Association for Health Services at Home (CAHSAH) announced today that Philips has been awarded a group purchasing organization (GPO) contract for telehealth products and services. CAHSAH is the leading statewide home care association in the U.S., representing more than 400 providers in California, and has selected Philips Consumer Healthcare Solutions as a GPO telehealth vendor for remote patient monitoring services.**

Due to increasing interest from home health agencies in the use of technology to enhance the quality and efficiency of their patient care and patient education, CAHSAH has added telehealth equipment to its GPO program.

“Remote patient monitoring has the potential for changing how the home care industry does business. Telehealth offers the opportunity to address some of the global issues of home care providers simultaneously – staff shortage/ productivity and patient compliance/ wellness,” said CAHSAH President Joe Hafkenschiel.

Philips is offering a comprehensive telehealth program to CAHSAH members: wireless telemonitoring measurement devices, robust clinical content—including patient education, validated health surveys and risk assessment tools—as well as innovative pricing models and wide-ranging service delivery and implementation support. Also available are Data Monitoring Services, where Philips will verify patient data if an alert is triggered, and then notify agency staff about flagged patients who may require their intervention—enabling home care agencies to focus their resources on improving outcomes. In addition, Philips offers Patient Stratification services – telephone-based screening to help agencies stratify patients based on risk, identify care intervention opportunities, and determine which patients may be suitable candidates for telemonitoring.

“We are pleased to offer a comprehensive telehealth solution as a GPO vendor to CAHSAH, who has recognized the potential for remote monitoring and early intervention to decrease readmissions and emergency care,” said Mike Lemnitzer, senior director, for Philips

Consumer Healthcare Solutions. “We look forward to working with CAHSAH to deliver a telehealth program designed around the needs of both clinicians and patients: wireless telemonitoring devices, robust web-based assessment tools, and validated clinical content. Philips is committed to offering the highest level of customer service and satisfaction to the members and the patients they serve.”

Philips Consumer Healthcare Solutions offers a range of telehealth solutions for home care and disease management: remote monitoring for patients with chronic conditions, risk assessment services, and Motiva interactive platform for patient education and self-management. Philips Lifeline provides medical alert services and senior living solutions to help enable independent living for older adults. For information about Philips telehealth solutions, visit [www.medical.philips.com/goto/telemonitoring](http://www.medical.philips.com/goto/telemonitoring) or email [telemonitoring@philips.com](mailto:telemonitoring@philips.com).

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#### **About Royal Philips Electronics**

Royal Philips Electronics of the Netherlands (NYSE: PHG, AEX: PHI) is a global leader in healthcare, lifestyle and technology, delivering products, services and solutions through the brand promise of “sense and simplicity”. Headquartered in the Netherlands, Philips employs approximately 125,800 employees in more than 60 countries worldwide. With sales of EUR 27 billion in 2006, the company is a market leader in medical diagnostic imaging and patient monitoring systems, energy efficient lighting solutions, personal care and home appliances, as well as consumer electronics. News from Philips is located at [www.philips.com/newscenter](http://www.philips.com/newscenter).

#### **About the California Association for Health Services at Home**

CAHSAH is the leading statewide home care association in the nation and the voice of home care for the western United States. CAHSAH represents more than 400 members and 750 offices who are direct providers of health and supportive services and products in the home. Provider members represent Medicare-certified home health agencies, licensed home health agencies, hospices, private duty organizations, home medical equipment providers, home infusion pharmacy providers and interdisciplinary professional services. The affiliate members include computer companies, consulting firms, insurance providers, and suppliers. More information can be found at [www.cahsah.org](http://www.cahsah.org).

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