



Press Release

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COPAN Announces Strategic Global Distribution Partnership with Siemens

Murrieta, CA – June 6th, 2011 – COPAN announced a strategic partnership with Siemens for the global distribution of COPAN WASP®: Walk-Away Specimen Processor in New Orleans, Louisiana, during the ASM's 111th General Meeting.

The strategic distribution partnership announcement came in light of the worldwide launch of WASPLab™, which is a barcode driven and conveyor-connected specimen processing system which utilizes robotic plate management and image analysis to automate specimen processing and workup in Microbiology. In a field of increasing workloads and diminishing resources, WASPLab™ was a welcomed innovation and well received by attendees of the 21st ECCMID General Meeting and ASM's 111th General Meeting.

“The distribution agreement with Siemens MicroScan® portfolio complements COPAN's vision of converging technologies to improve front-end workflow in Bacteriology, which until recently had been perceived as too complex to automate” says Norman Sharples, COPAN Diagnostics' Executive VP. “The synergy of this partnership presents laboratories with a streamlined solution for single piece workflow for pre-analytics in Microbiology to improve efficiencies, increase traceability and expand services within current space, labor and expense limitations, to and ultimately improve patient care. This agreement is particularly exciting for the US hospital market as it merges Siemens' strong reputation in Microbiology and COPAN's innovation in pre-analytics” concludes Sharples.

About COPAN Group

With a reputation for innovation in preanalytics, COPAN is the leading manufacturer of collection and transport systems in the world. COPAN offers a complete line of automation and a range of microbial sampling products used for traditional culture analysis and molecular diagnostic assays. For more information, visit www.copanusa.com

Healthcare Sector Diagnostics Division

Siemens Bolsters Microbiology Portfolio Through New Partnership With Copan and New Co-Marketing Agreement with Bruker

New agreements grant laboratories access to enhanced analytical workflow efficiency and advanced mass spectrometric identification, designed to support their microbiology testing needs

New Orleans, LA, May 23, 2011 – Siemens Healthcare Diagnostics has forged a strategic partnership with Copan and a co-marketing agreement with Bruker Corporation (NASDAQ: BRKR) to bolster the analytical workflow and molecular identification functionality of its microbiology portfolio. This is the latest step by Siemens to provide laboratories with innovative solutions that meet their microbiology specimen, identification, testing, and information management needs. The announcement was made today during the 111th General Meeting of the American Society for Microbiology (ASM), Ernest N. Morial Convention Center, New Orleans.

Microbiological research and testing remains an important component of many clinical laboratories, playing a critical role in identifying more effective management of chronic and infectious diseases. To ensure continued advancements are made in this area, laboratories must have access to the latest pre-analytical, analytical, and post-analytical workflow technologies that help them detect emerging and low-level resistance on the toughest pathogens, and deliver accurate and reliable results with faster time-to-results (TTR).

A Siemens-Copan partnership specifically supports laboratories' pre-analytical workflow needs. Through Siemens, laboratories can now add Copan's **Walk-Away Specimen Processor (WASP[®])** to their existing pre-analytical workflow routine, and with it, take advantage of fully automated bacteriology specimen processing. Individualized sample management, utilizing familiar streaking patterns, standardizes workflow processes and optimizes specimen set-up activities to free up staff resources. The enhanced functionality offered through the WASP[®] complements pre-analytical workflow features already available within the Siemens MicroScan[®] portfolio. Furthermore, this partnership helps laboratories streamline testing workflow to cope with the ever-increasing demands of the microbiology laboratory.

“We have developed WASP[®] as an open modular platform with the future of microbiology in mind and with the commitment to provide a solution for an automated single-piece flow system for pre-analytical specimen processing,” says Daniele Triva, General Manager of Copan Group. “At a time of diminishing financial and human resources where laboratories are increasingly pressured to grow business within current constraints, WASP[®] is a clear solution to automate the tedious tasks of specimen processing and subsequent workup to free scarce laboratory personnel to perform tasks that require their interpretive skills.”

Building on breakthroughs in mass spectrometry-based microbial identification, the Siemens-Bruker co-marketing agreement for Bruker’s **MALDI Biotyper** provides faster, more accurate and very cost-effective molecular microorganism identification using MALDI-TOF mass spectrometry for proteomic fingerprinting. This technology provides faster TTR and outstanding accuracy and sensitivity to meet the demands of diverse laboratory needs. Bruker’s next-generation identification technology, combined with MicroScan’s long history of superior, direct MIC testing accuracy offers Siemens’ microbiology customers broader testing capabilities to support evolving clinical and process challenges which microbiology laboratories are facing today.

“This agreement enables significant improvements in ease of use and time-to-results for Siemens MicroScan customers who wish to integrate cost-effective, fast and reliable molecular microbial identification using the MALDI Biotyper,” commented Dr. Wolfgang Pusch, Vice President at Bruker Daltonics. “Following our Open Microbiology Concept we offer open interfaces for the combination of leading products in order to provide the most advanced, cost-effective and upgradeable solutions to microbiology customers worldwide.”

“As laboratories remain focused on delivering fast and accurate test results that aid in the diagnosis and treatment of critical illnesses, we will continue providing our customers with world-class products that help them achieve this goal,” said Christoph Gauer, CEO, Molecular/Microbiology Business Unit, Siemens Healthcare Diagnostics. “Siemens’ new partnerships with Copan and Bruker are milestones in bringing state-of-the-art automation solutions to the microbiology laboratory.”

Beyond these new partnerships, Siemens is enhancing the capabilities of its post-analytical workflow functionally with expansion of the MicroScan LabPro Information Management System. The recent releases of LabPro 4.0 and LabPro Connect now give laboratories access to Siemens’ most powerful microbiology information management tools to date. The system provides effective

management of microbiology test results from order to lab information system transmission using intuitive, customizable features to enable faster workflow and delivery of important test results.

The **Siemens Healthcare Sector** is one of the world's largest suppliers to the healthcare industry and a trendsetter in medical imaging, laboratory diagnostics, medical information technology and hearing aids. Siemens offers its customers products and solutions for the entire range of patient care from a single source – from prevention and early detection to diagnosis, and on to treatment and aftercare. By optimizing clinical workflows for the most common diseases, Siemens also makes healthcare faster, better and more cost-effective. Siemens Healthcare employs some 48,000 employees worldwide and operates around the world. In fiscal year 2010 (to September 30), the Sector posted revenue of 12.4 billion euros and profit of around 750 million euros. For further information please visit: www.siemens.com/healthcare.

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Bruker's MALDI Biotyper solution enables molecular identification, taxonomical classification or dereplication of microorganisms like bacteria, yeasts and fungi by proteomic fingerprinting. Classification and identification of microorganisms is achieved reliably and fast using proteomic fingerprinting with high-throughput MALDI-TOF mass spectrometry. Applications include clinical routine microbial identification, environmental and pharmaceutical analysis, taxonomical research, food and consumer product processing and quality control, as well as in marine microbiology. Bruker's robust MALDI Biotyper method requires minimal sample preparation efforts and offers low cost per sample. The MALDI Biotyper is available in a research-use-only version, as well as in an IVD version according to the EU directive EC/98/79 in certain EU countries. For more information, please visit: www.bdal.com/maldibiotyper