

VOCERA ACQUIRES EXTENSION HEALTHCARE

COMPANY DESCRIPTION

Extension Healthcare is a leading, high-growth provider of next-generation Clinical, Communication and Collaboration (CC&C) software for hospitals. The Company's clinical integration software platform, Engage™, aggregates, structures and distributes real-time clinical data at the point-of-care, improving clinical and financial outcomes for leading integrated health systems and acute care facilities throughout the country.

With what is traditionally accomplished using several vendors and platforms, Extension combines comprehensive alarm management with secure communications on a single platform. The Extension platform intelligently notifies clinicians about real-time patient events through context-driven notifications to smartphones and other common mobile communication devices.

Designed for enabling situational awareness and timely information sharing across care teams inside and outside the hospital, Engage™ aggregates alarm, patient, and care team data from a variety of systems including physiologic monitors, nurse call and lab systems, electronic health records (EHRs), and location sensing technologies and sends relevant information to enhance the usefulness of alarm and alert notifications. Leveraging the common platform that is purpose built for extensive integration and data aggregation, the Engage™ Mobile secure texting solution helps to expedite care coordination in response to events.



Extension's solutions enable healthcare providers to effectively navigate new reimbursement models and value-based care, providing them with actionable data analytics and operational workflow efficiencies that result in improved clinical and financial performance. With proven integrations and interoperability selected by more than 230 customers, Extension Healthcare has become a leading solution for improving care quality and patient and caregiver experiences.

ASSIGNMENT

Extension Healthcare engaged Berkery Noyes to evaluate strategic alternatives and find a partner that would maintain the product integrity of a next-generation clinical platform and accelerate the ability to capitalize on favorable industry tailwinds and significant addressable market opportunities. Extension engaged Berkery Noyes due its healthcare services and IT domain expertise, relationships with the relevant strategic and financial buyers, and skill-set at architecting a structured, disciplined sales process.

RESULTS

In a highly competitive process, Vocera Communications, Inc. (NYSE: VCRA) acquired Extension Healthcare to create a powerful and complete mobile communication and collaboration platform on the market. The combined strengths of the two companies and their solutions will deepen interoperability of the Vocera Communication Platform and extend the scalability of the enterprise-class platform. In addition to offering a powerful combination of technology, Vocera and Extension Healthcare share a mission to improve care delivery, efficiency and safety, while also improving the lives of patients, families and care teams around the world.

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