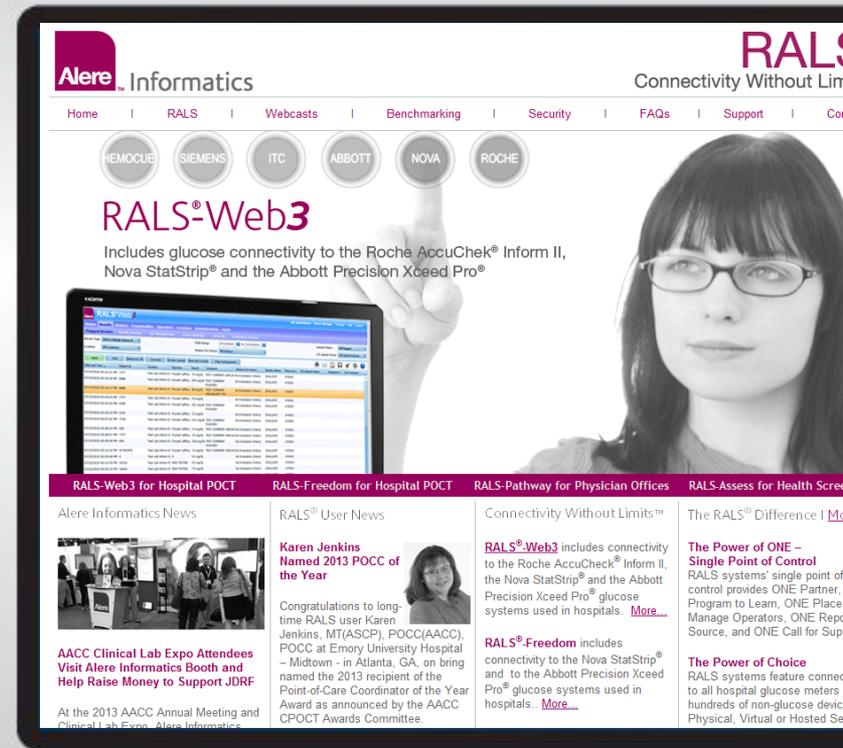


RALS[®] Connectivity Without Limits[™]

NORTHWEST
Point-of-Care Testing Group

October 11, 2013



Good Morning...

- Steve Valorz
Marketing Manager, Informatics
- Grace Hoenig
Informatics Executive – West Region

About the Handout...

- Listen to our commercial...
- **Fill in the blanks...**
- Stick it in your purse or pocket...
- Know everything you need to know about RALS®

Who is Alere Informatics?

Alere Informatics is the result of Alere's 2011 acquisitions of

M_____ and L_____

RALS systems are connected to _____

RALS - _____ is connected to the R_____ A_____

I_____ the N_____ S_____ and the

A_____ P_____

RALS - _____ is connected to the A_____

P_____ X_____ and the N_____

S_____

What Makes RALS Different from Other Systems?

The Power of O_____ – S_____ P_____ of

C_____

The Power of C_____ – V_____ N_____

The Power of D_____

RALS Value Adds

RALS – _____: Web-based e-learning

RALS – _____: Glucose Benchmarking

Agenda

- Who we are...
- What we do...
- What we have...
- What makes us different...
- Where we're going...
- Why, and when, to consider RALS®

Who We Are...

Who is Alerie™?

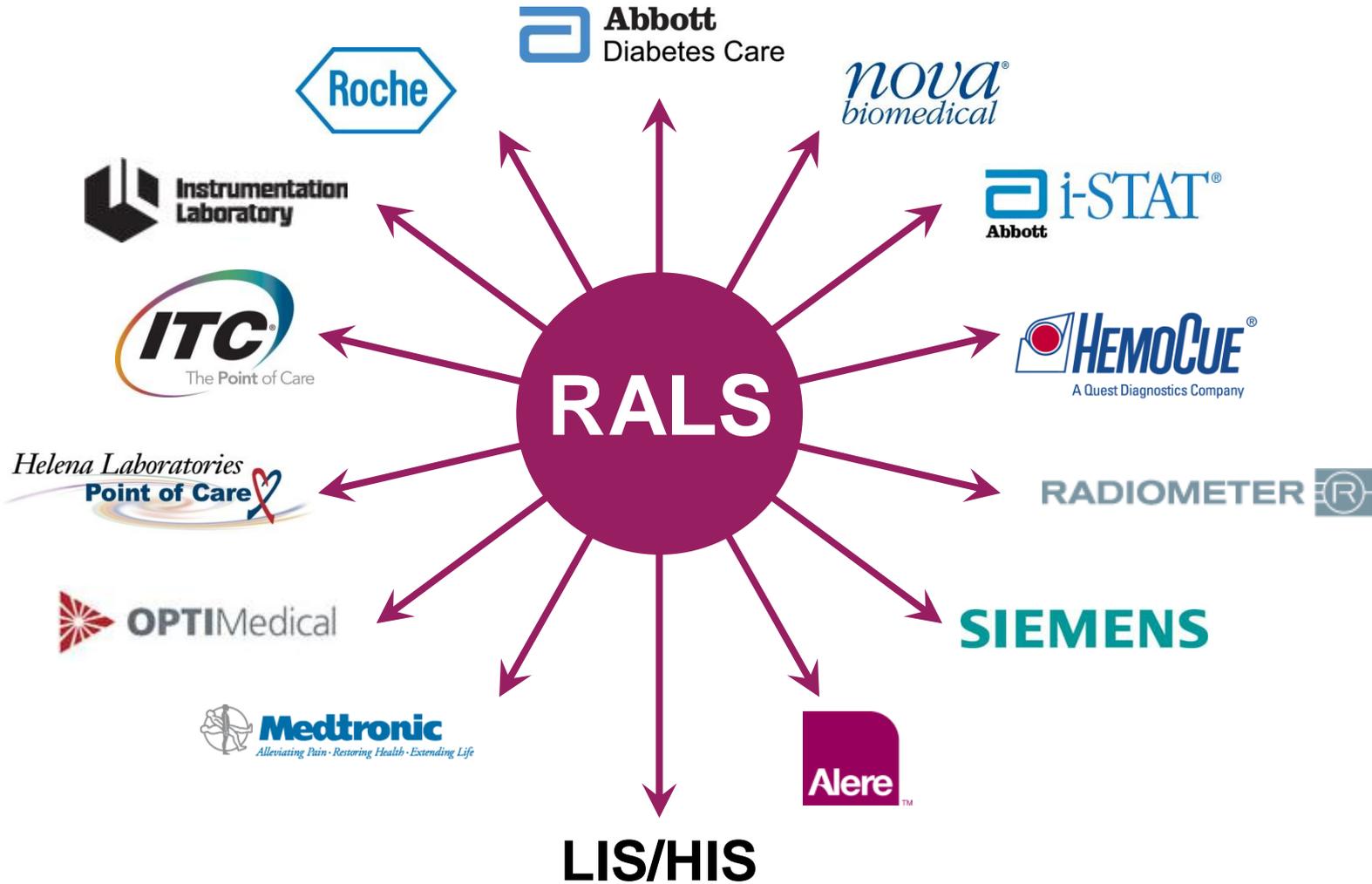
- Alerie is a \$3 billion global company whose mission is to empower individuals to take charge of their health under the supervision of their healthcare providers.
- Alerie has acquired nearly 100 companies over the past 5 years, all in the health care space, with products that include home and hospital diagnostic tests and devices as well as health care information systems
- Which leads us to...

Who is Alere™ Informatics?

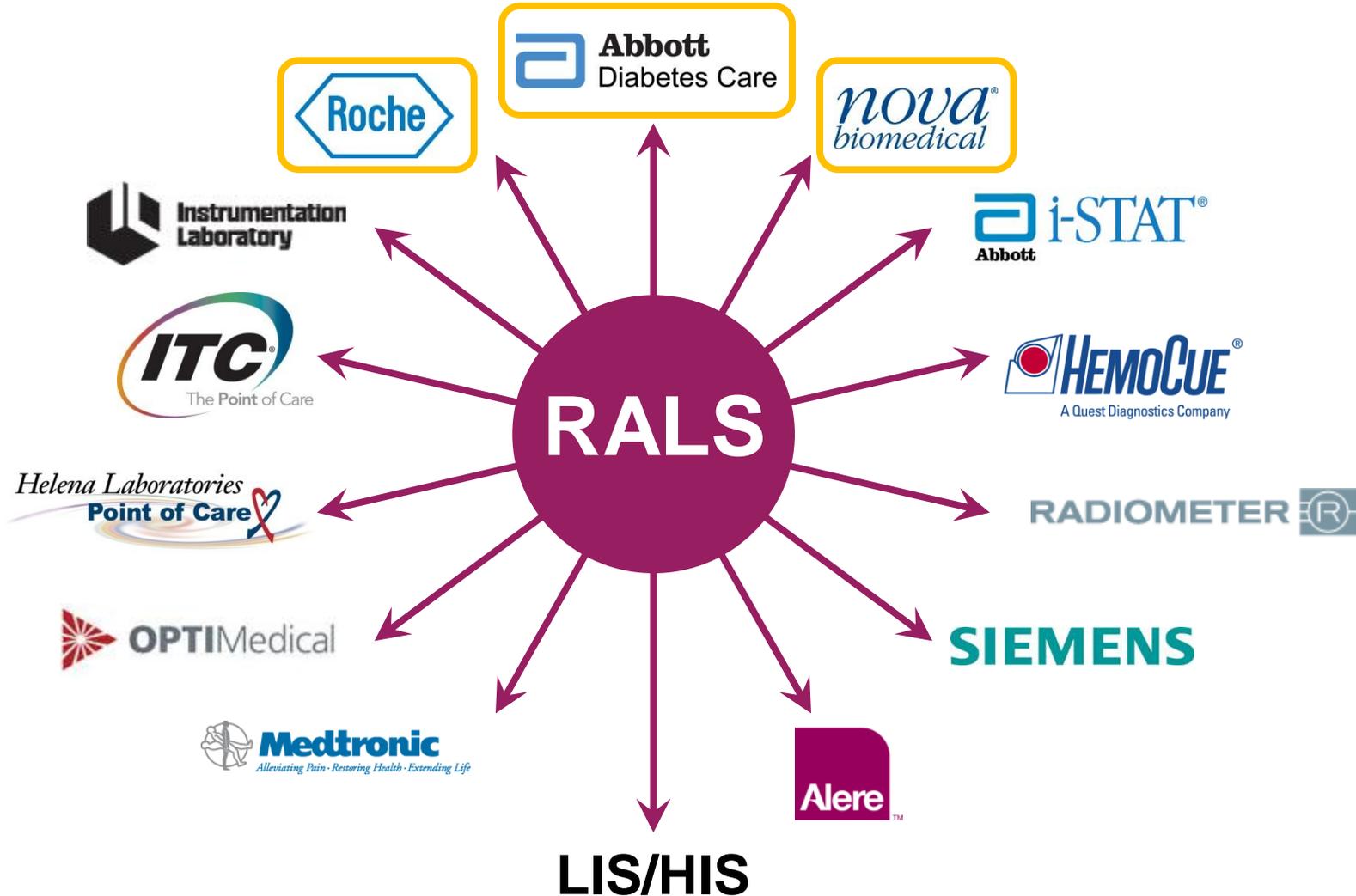


Alere Informatics is the result of Alere's 2011 acquisitions of MAS/RALS and LDS/AegisPOC POC Connectivity Companies

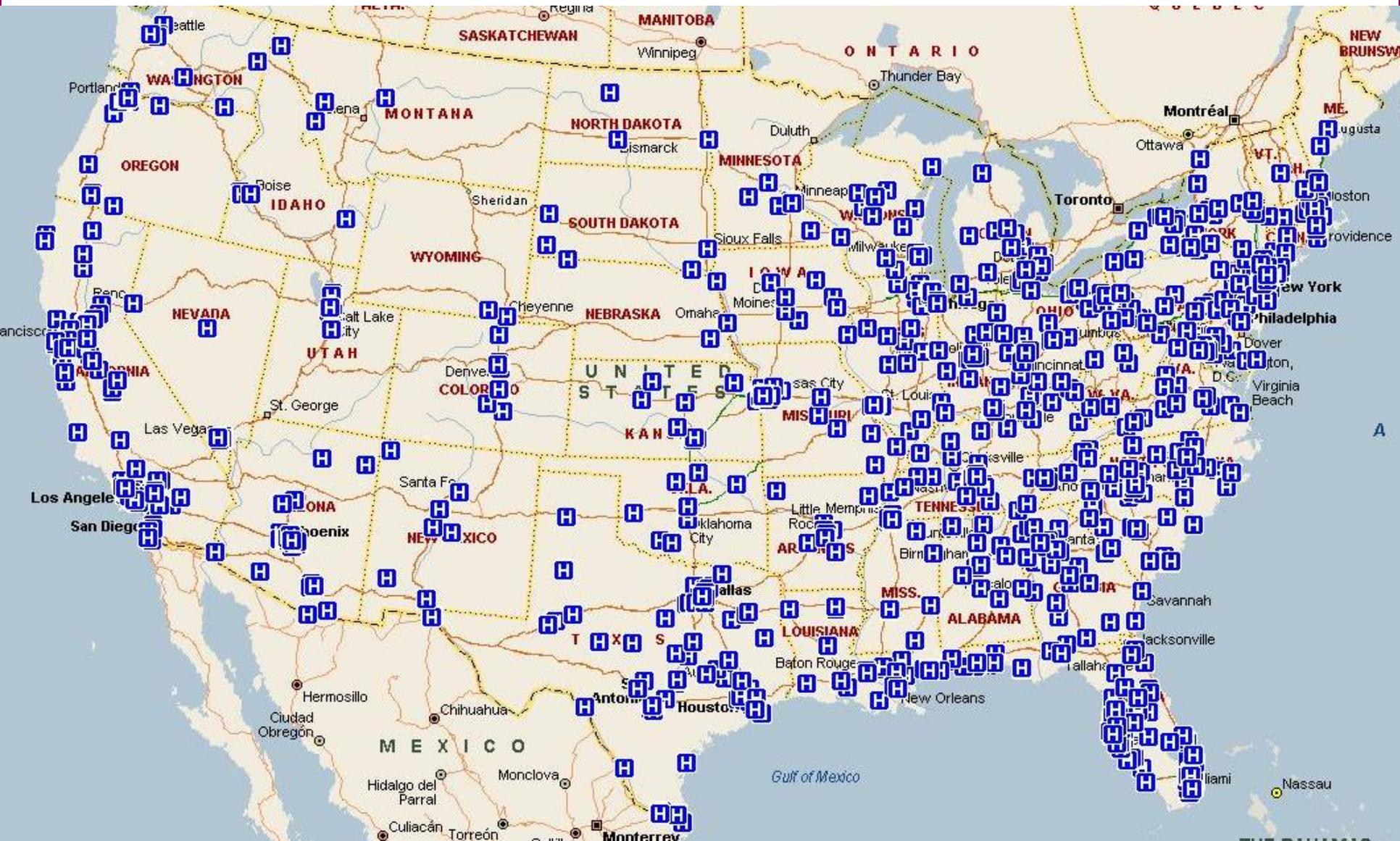
Connected to POC Device Leaders



Connected to POC Device Leaders



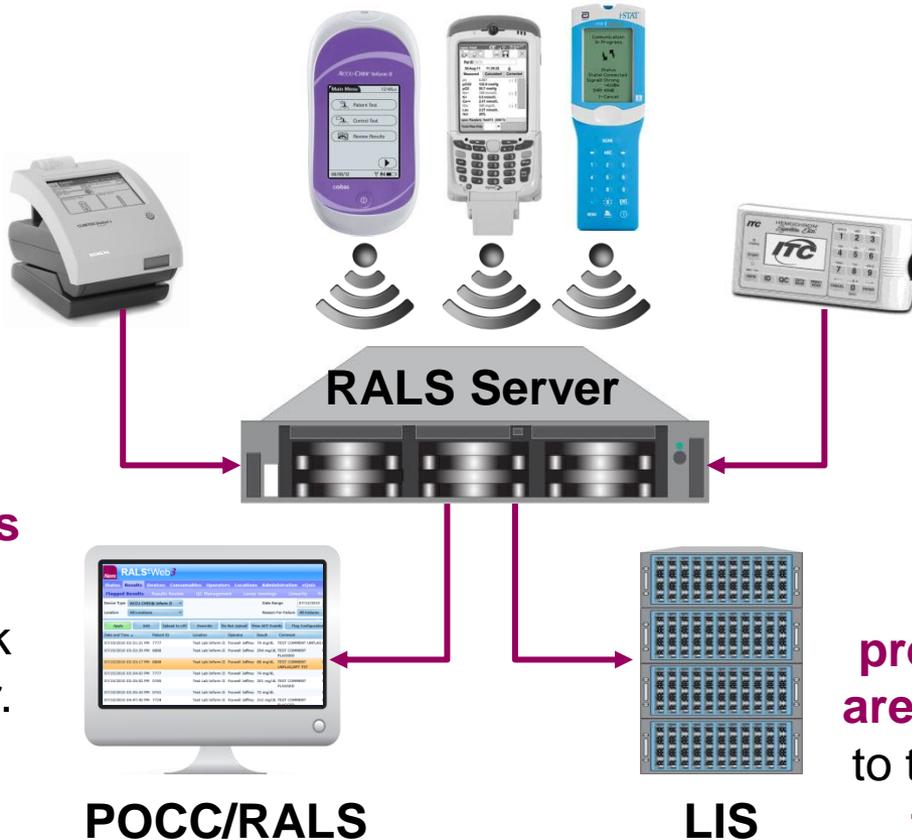
Used in Over 2,000 Hospitals



What We Do...

What we do... Connectivity 101

Bedside tests are done throughout the hospital on meters and devices connected to the RALS system.



Meters and devices send results over the hospital network to the RALS server.

If the device has wireless capability, it transmits the results directly to the RALS server.

RALS evaluates the results.

Results that meet pre-determined criteria are sent to the POCC and to the LIS and posted on the patient record.

Results outside acceptable ranges are 'flagged' are reviewed by the POCC who can then send them to the LIS.

What We Have...

RALS®-Freedom

- Rebrand and upgrade for AegisPOC™
- Web-based, icon-driven user interface with hyperlinks
- **Glucose connectivity:**
 - Nova StatStrip®
 - Abbott Precision Xceed Pro®

RALS®-Freedom

Main Facility-Admin Operator: 123

Status

- Patients
- Results
- QC
- POC
- Reports
- Instruments
- Maintenance
- Operators
- Locations
- Setup
- Log
- About



System Status



Patient Results

Flagged (This Location)	0	
Flagged (All Location)	5	
Total # Flagged (Last 24 hours)	0	
Total Patient Results	1,707	



Quality Control Results

Flagged (This Location)	0	
Flagged (All Location)	0	
Total # Flagged (Last 24 hours)	0	
Total Patient Results	24,599	

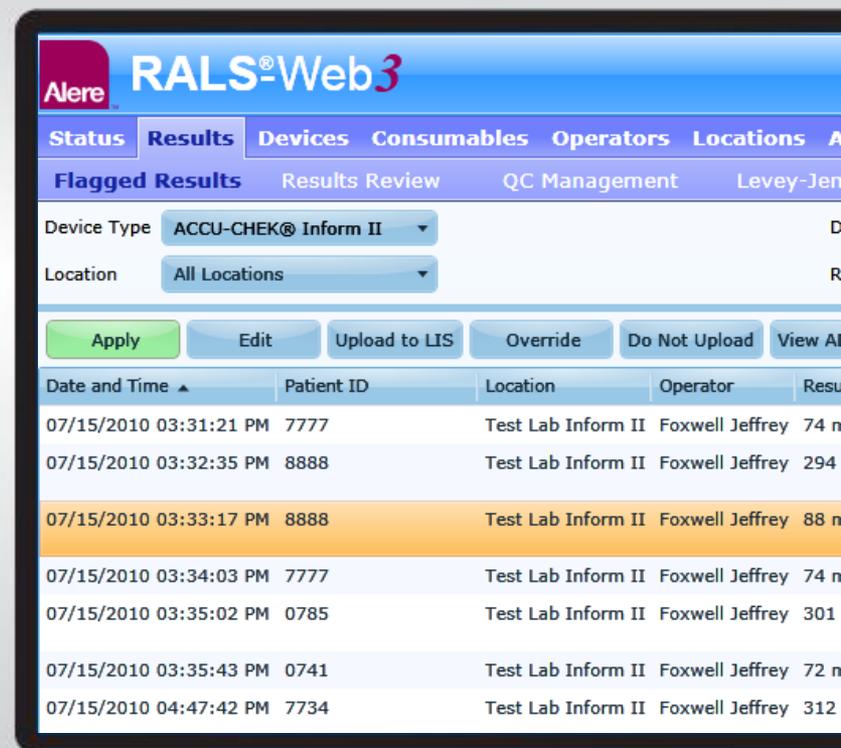


Patient

Total Patient (MRN#)	30	
Active Patient (Account #)	21	

RALS®-Plus with RALS®-Web3

- **Upgrade/replacement** for RALS-Plus and RALS-Web
- Includes all RALS-Plus functionality – No IMS (dedicated PC) needed
- **Glucose connectivity:**
 - Roche AccuChek® Inform II
 - Nova StatStrip®
 - Abbott Precision Xceed Pro®



The screenshot displays the RALS-Web3 interface. At the top, there is a navigation bar with tabs for Status, Results, Devices, Consumables, Operators, and Locations. Below this, there are sub-tabs for Flagged Results, Results Review, QC Management, and Levey-Jen. The main content area shows a filter section with 'Device Type' set to 'ACCU-CHEK® Inform II' and 'Location' set to 'All Locations'. Below the filters are buttons for 'Apply', 'Edit', 'Upload to LIS', 'Override', 'Do Not Upload', and 'View All'. The main table lists results with columns for Date and Time, Patient ID, Location, Operator, and Result. One row is highlighted in orange.

Date and Time	Patient ID	Location	Operator	Result
07/15/2010 03:31:21 PM	7777	Test Lab Inform II	Foxwell Jeffrey	74 n
07/15/2010 03:32:35 PM	8888	Test Lab Inform II	Foxwell Jeffrey	294
07/15/2010 03:33:17 PM	8888	Test Lab Inform II	Foxwell Jeffrey	88 n
07/15/2010 03:34:03 PM	7777	Test Lab Inform II	Foxwell Jeffrey	74 n
07/15/2010 03:35:02 PM	0785	Test Lab Inform II	Foxwell Jeffrey	301
07/15/2010 03:35:43 PM	0741	Test Lab Inform II	Foxwell Jeffrey	72 n
07/15/2010 04:47:42 PM	7734	Test Lab Inform II	Foxwell Jeffrey	312

RALS®- Web3: Before

RALS-Plus - Perry Burselson

File Tools Help

Operator Management MAS

System Location All Home Location Assigned Location Apply

Name	Operator ID	Authority Level	Home Location	Institution
Andrew Shields	6543	Devices Operator	LAB	Main Hospit
Angel Juarez	44061	Test Station Operator	1AW	Main Hospit
Avital Holt	64433	Devices Operator	1BW	Main Hospit
Beth Basker	70479	Devices Operator	DIALYSIS	Main Hospit
Billy Wier	64413	Devices Operator	4 South	Main Hospit
Bob Dennis	46050	Test Station Operator	1AW	Main Hospit
Chad Bushnell	49096	Devices Operator	ECC	Main Hospit
Chris Ciaverrossi	72673	Devices Operator	DIALYSIS	Main Hospit
Christine Ciaverelli	1234	POCC	LAB	Main Hospit
Dave Rogers	41243	POCC	LAB	Main Hospit
Dave Thomas	28895	Test Station Operator	PICU	Main Hospit
Debby Jordan	71381	POCC	LAB	Remote Ho
Dennis Fargus	36693	Test Station Operator	1AW	Main Hospit
Doris Young	7884	Test Station Operator	1AW	Main Hospit

Add... Edit... Remove... Restore...

68 Records LAB All Institutions LAB 2/15/2002 4:02 PM

RALS®-Plus

Dedicated POCC PC with full functionality

RALS-Web Version 1.2 - Microsoft Internet Explorer

Summary Operators Certification Flagged Results Devices

OPERATOR MANAGEMENT Institutions: ALL Logged In: John Polidori Log Out

Operator ID: Location: Assigned Home ALL

Operator Name: Apply

Add Edit Remove Restore Add Certification

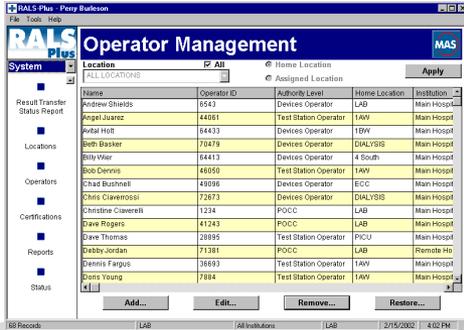
Name	Operator ID	Authority Level	Web Authority Level	Home Location	Institution
M. Jones	8888	POCC Assistant	POCC Assistant	OH_ER	OHIO
M Hessler	822	Devices Operator	Devices Operator	1_SSH	SSH
Lydia Reynolds	011501	Devices Operator	Devices Operator	1_SSH	SSH
Lucy	1123	Devices Operator	Devices Operator	1_SSH	SSH
Liz Bathory	33333	POCC	POCC	3_SSH	CMG
Lionel C. Adkins	123	POCC	POCC	Unit1M	JMC Main
Ica	Ica	POCC	POCC	1_SSH	CMG
Lately Johnny	M3333	POCC Assistant	POCC Assistant	3_SSH	SSH
Lamb Albert	L111	Test Station Operator	Test Station Operator	1_SSH	SSH
L Wyoming	988	Devices Operator	Devices Operator	1_SSH	SSH
K Hessler	722	Devices Operator	Devices Operator	1_SSH	SSH
John Polidori	676767	POCC	POCC	1_SSH	CMG
John Doe	0	Devices Operator	Devices Operator	2_SSH	CMG
Joe Blow	23908475234890	Devices Operator	Devices Operator	1_SSH	CMG
JMC USER 4	0001234	Test Station Operator	Test Station Operator	DEV_LAB	DEV
JMC USER 3	000056778	Devices Operator	Devices Operator	CMG_LAB	CMG
JMC User 2	550025555	Devices Operator	Devices Operator	Unit1M	JMC Main
JMC User 1	55001456	Devices Operator	Devices Operator	Unit2M	JMC Main
J. Gibson	1101	POCC	POCC	CMG_LAB	CMG
HESSLER SUSAN	41262	POCC	POCC	1_SSH	SSH

101 records << 1 2 3 4 5 6 >> Page 3 of 6

RALS®-Web

Anywhere access but limited functionality

RALS®- Web3: After



Alere RALS®-Web3

Status Results Devices Consumables Operators Locations Administration eQuiz

Operators Certifications Role Management Recertification

Operator

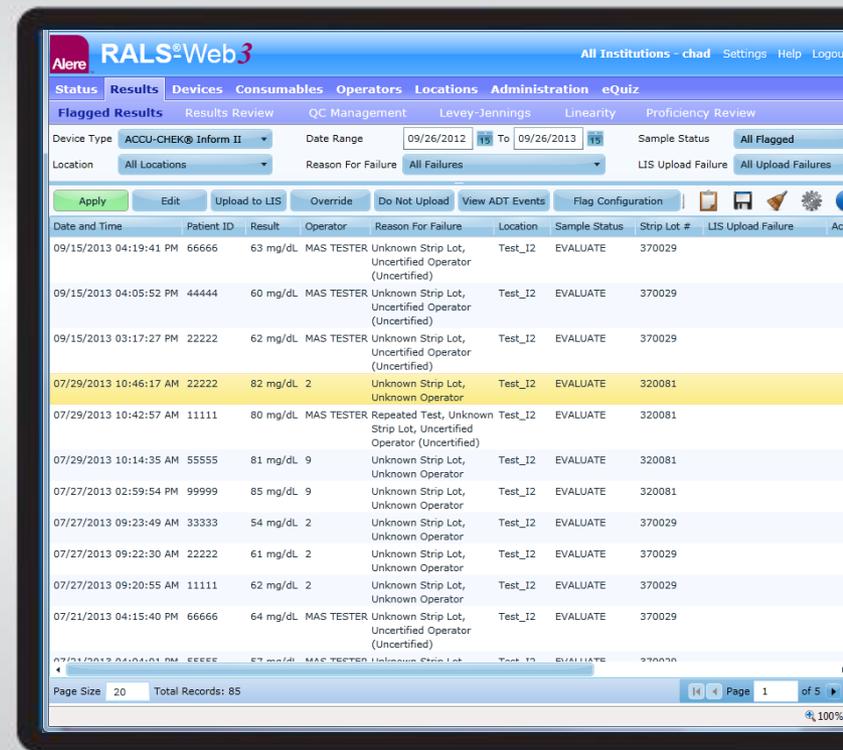
Apply
Add
Edit
Remove
Restore

Name	ID	Authority Level	Home Location	Institution	Role
Foxwell Jeffrey	0965	POCC	Default Location	Default Institution	Same as Authority Level
MAS TESTER	1	Devices Operator	Default Location	Default Institution	Same as Authority Level
Jeff Foxwell	1043	POCC	FW2-ER	Test	Same as Authority Level
LAC	11	POCC Assistant	Clinitek Status TEST	Other	Same as Authority Level
Ebenezer Wilkes	111222	POCC	Test-2	Test	Same as Authority Level
John Oliver	112334	Test Station Operator	Test-3	Test	Same as Authority Level

Anywhere access
with full functionality

RALS®- Web3: Key Features

- **All-New User Interface**
 - Softer color scheme
 - Intuitive tabs and drop down menus
 - User customizable
 - All functionality visible from every screen
 - Print, email, export, copy

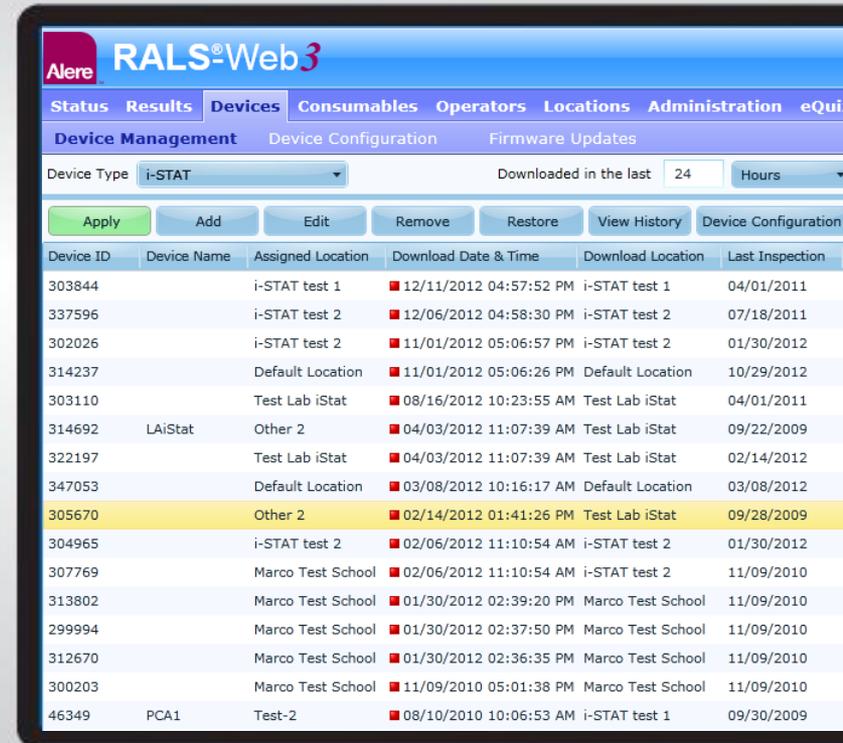


The screenshot displays the RALS-Web3 interface with a navigation bar at the top containing tabs for Status, Results, Devices, Consumables, Operators, Locations, Administration, and eQuiz. Below the navigation bar, there are filter options for Device Type (ACCU-CHEK® Inform II), Date Range (09/26/2012 to 09/26/2013), Location (All Locations), and Reason For Failure (All Failures). A table of results is shown with columns for Date and Time, Patient ID, Result, Operator, Reason For Failure, Location, Sample Status, Strip Lot #, and LIS Upload Failure. The table contains 15 rows of data, with the 4th row highlighted in yellow. The interface also includes a toolbar with buttons for Apply, Edit, Upload to LIS, Override, Do Not Upload, View ADT Events, and Flag Configuration. At the bottom, there is a footer with Page Size (20), Total Records (85), and Page (1 of 5).

Date and Time	Patient ID	Result	Operator	Reason For Failure	Location	Sample Status	Strip Lot #	LIS Upload Failure
09/15/2013 04:19:41 PM	66666	63 mg/dL	MAS TESTER	Unknown Strip Lot, Uncertified Operator (Uncertified)	Test_I2	EVALUATE	370029	
09/15/2013 04:05:52 PM	44444	60 mg/dL	MAS TESTER	Unknown Strip Lot, Uncertified Operator (Uncertified)	Test_I2	EVALUATE	370029	
09/15/2013 03:17:27 PM	22222	62 mg/dL	MAS TESTER	Unknown Strip Lot, Uncertified Operator (Uncertified)	Test_I2	EVALUATE	370029	
07/29/2013 10:46:17 AM	22222	82 mg/dL 2		Unknown Strip Lot, Unknown Operator	Test_I2	EVALUATE	320081	
07/29/2013 10:42:57 AM	11111	80 mg/dL	MAS TESTER	Repeated Test, Unknown Strip Lot, Uncertified Operator (Uncertified)	Test_I2	EVALUATE	320081	
07/29/2013 10:14:35 AM	55555	81 mg/dL 9		Unknown Strip Lot, Unknown Operator	Test_I2	EVALUATE	320081	
07/27/2013 02:59:54 PM	99999	85 mg/dL 9		Unknown Strip Lot, Unknown Operator	Test_I2	EVALUATE	320081	
07/27/2013 09:23:49 AM	33333	54 mg/dL 2		Unknown Strip Lot, Unknown Operator	Test_I2	EVALUATE	370029	
07/27/2013 09:22:30 AM	22222	61 mg/dL 2		Unknown Strip Lot, Unknown Operator	Test_I2	EVALUATE	370029	
07/27/2013 09:20:55 AM	11111	62 mg/dL 2		Unknown Strip Lot, Unknown Operator	Test_I2	EVALUATE	370029	
07/21/2013 04:15:40 PM	66666	64 mg/dL	MAS TESTER	Unknown Strip Lot, Uncertified Operator (Uncertified)	Test_I2	EVALUATE	370029	

RALS®- Web3: Key Features

- Delivers immediate and remote access to RALS® data
- Allows clinicians to view results from their own offices
- Enables review and release of patient results to the LIS directly from units (or anywhere!)
- Provides multiple levels of authority to ensure security

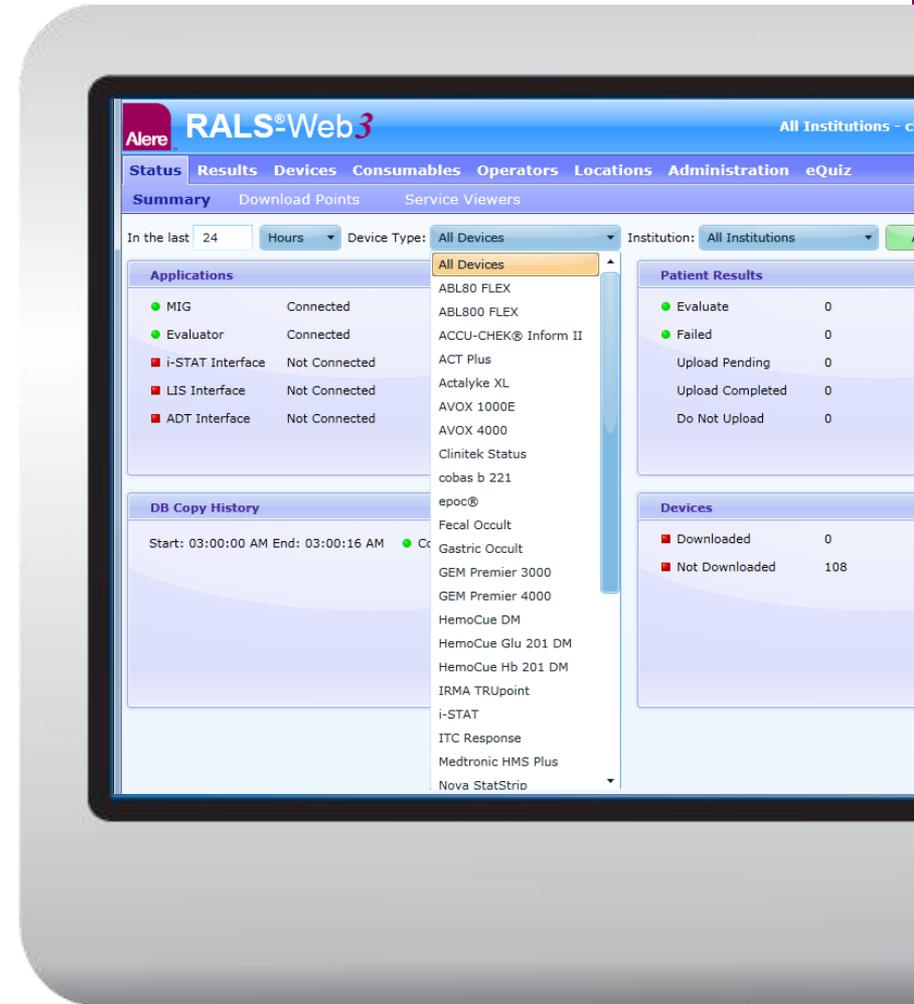


The screenshot displays the RALS-Web3 interface. At the top, there is a navigation bar with tabs for Status, Results, Devices, Consumables, Operators, Locations, Administration, and eQu... Below this is a sub-navigation bar for Device Management, with options for Device Configuration and Firmware Updates. A dropdown menu shows 'Device Type' set to 'i-STAT' and a filter for 'Downloaded in the last 24 Hours'. Below the navigation are buttons for Apply, Add, Edit, Remove, Restore, View History, and Device Configuration. The main content is a table with the following columns: Device ID, Device Name, Assigned Location, Download Date & Time, Download Location, and Last Inspection. The table contains 17 rows of data, with the row for Device ID 305670 highlighted in yellow.

Device ID	Device Name	Assigned Location	Download Date & Time	Download Location	Last Inspection
303844		i-STAT test 1	12/11/2012 04:57:52 PM	i-STAT test 1	04/01/2011
337596		i-STAT test 2	12/06/2012 04:58:30 PM	i-STAT test 2	07/18/2011
302026		i-STAT test 2	11/01/2012 05:06:57 PM	i-STAT test 2	01/30/2012
314237		Default Location	11/01/2012 05:06:26 PM	Default Location	10/29/2012
303110		Test Lab iStat	08/16/2012 10:23:55 AM	Test Lab iStat	04/01/2011
314692	LAiStat	Other 2	04/03/2012 11:07:39 AM	Test Lab iStat	09/22/2009
322197		Test Lab iStat	04/03/2012 11:07:39 AM	Test Lab iStat	02/14/2012
347053		Default Location	03/08/2012 10:16:17 AM	Default Location	03/08/2012
305670		Other 2	02/14/2012 01:41:26 PM	Test Lab iStat	09/28/2009
304965		i-STAT test 2	02/06/2012 11:10:54 AM	i-STAT test 2	01/30/2012
307769		Marco Test School	02/06/2012 11:10:54 AM	i-STAT test 2	11/09/2010
313802		Marco Test School	01/30/2012 02:39:20 PM	Marco Test School	11/09/2010
299994		Marco Test School	01/30/2012 02:37:50 PM	Marco Test School	11/09/2010
312670		Marco Test School	01/30/2012 02:36:35 PM	Marco Test School	11/09/2010
300203		Marco Test School	11/09/2010 05:01:38 PM	Marco Test School	11/09/2010
46349	PCA1	Test-2	08/10/2010 10:06:53 AM	i-STAT test 1	09/30/2009

RALS®- Web3: Key Features

- **Features at-a-glance device management status (whether a device has downloaded)**
- Minimizes search time through the use of smart filters
- Updates, manages and troubleshoots operator and device issues from nursing units
- Includes operator certification management



What Makes RALS® Different?...

What Makes RALS® Different?

From other systems...

1. The Power of ONE Single Point of Control

- ONE Partner
- ONE Program to Learn
- ONE Place to Manage Operators
- ONE Reporting Source
- ONE Call for Support

The screenshot displays the RALS-Freedom software interface. The top header shows 'Main Facility-Admin Operator: 123'. The left sidebar contains a navigation menu with icons for Status, Patients, Results, QC, POC, Reports, Instruments, Maintenance, Operators, Locations, Setup, Log, and About. The main content area is titled 'System Status' and features three sections: 'Patient Results', 'Quality Control Results', and 'Patient'. Each section contains a table of metrics and values, accompanied by small icons representing the respective data points.

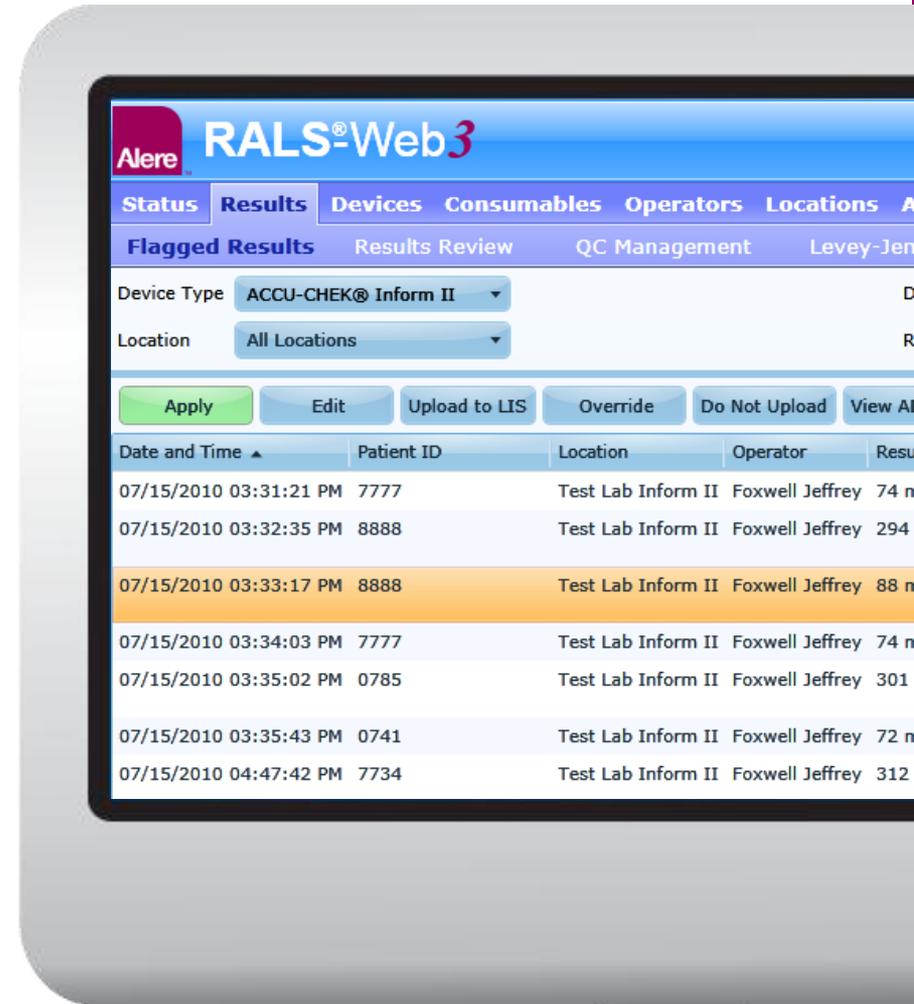
Section	Metric	Value
Patient Results	Flagged (This Location)	0
	Flagged (All Location)	5
	Total # Flagged (Last 24 hours)	0
	Total Patient Results	1,707
Quality Control Results	Flagged (This Location)	0
	Flagged (All Location)	0
	Total # Flagged (Last 24 hours)	0
	Total Patient Results	24,599
Patient	Total Patient (MRN#)	30
	Active Patient (Account #)	21

What Makes RALS® Different?

From other systems...

2. The Power of Choice Vendor Neutral

- Connectivity to all hospital glucose meters
- Connectivity to hundreds of non-glucose devices



What Makes RALS® Different?

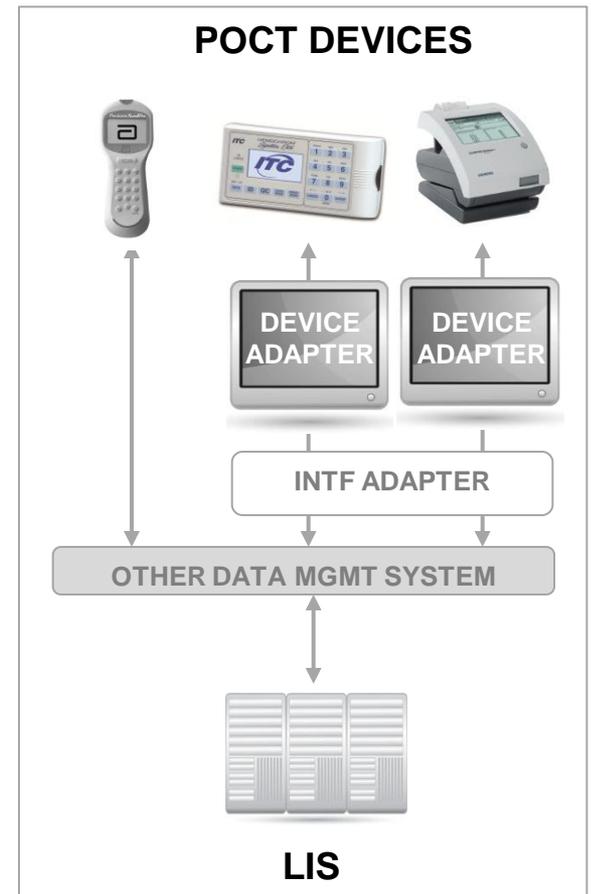
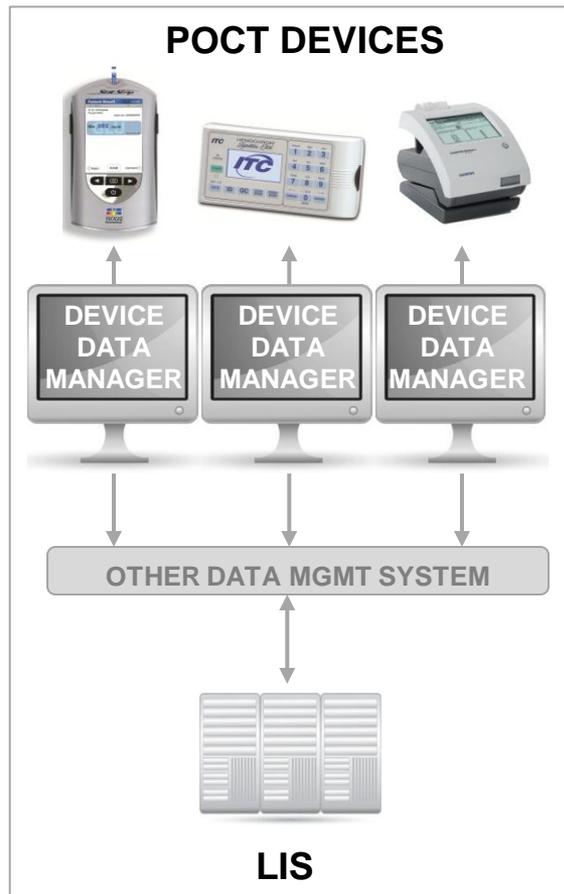
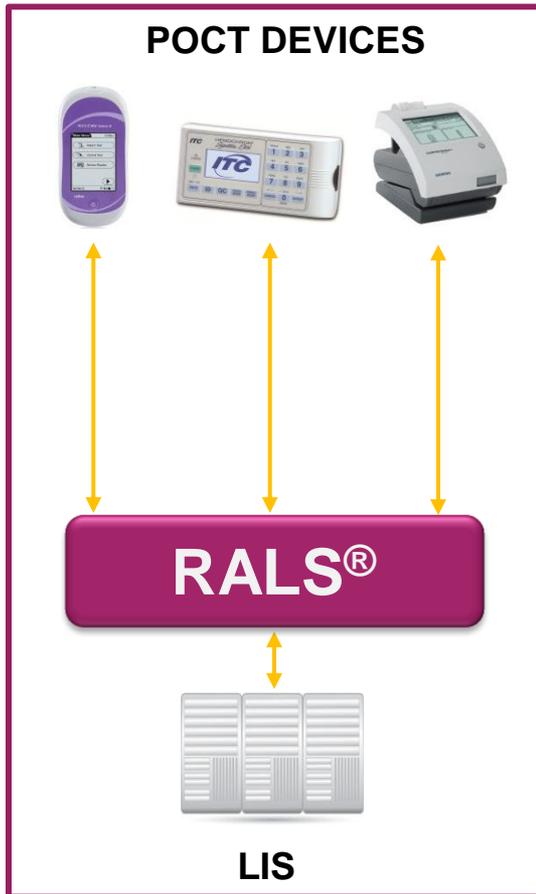
From other systems...

1. The Power of Direct-to-Device No Middleware

- Eliminates the need for device-specific data managers
- Improves POCT program efficiency and productivity

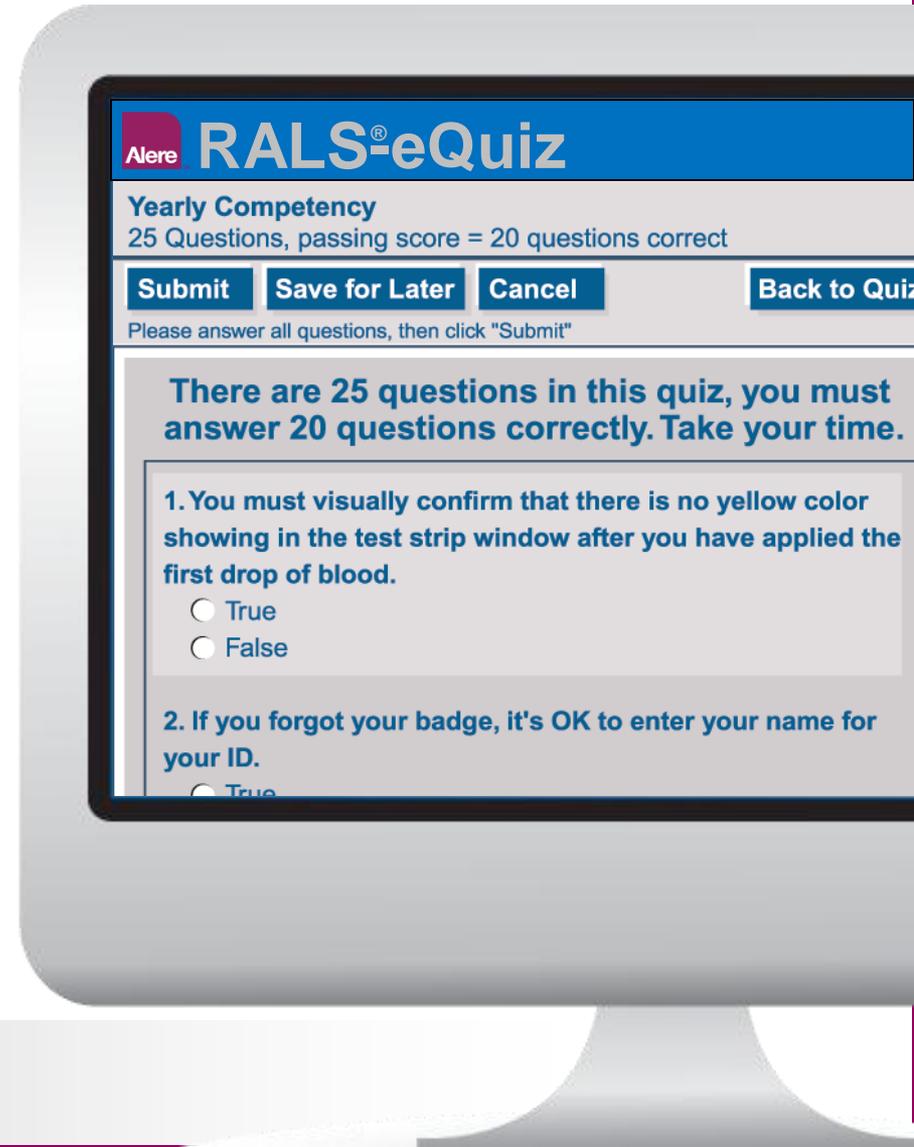


Simply Put...



RALS® Value Adds...

- **Operator Training/ Recertification Software**
 - Requires no installation of software on hospital workstations
 - Automates assignment, grading, and reporting
 - Takes the “human element” out of competency procedures
 - Assigns multiple quizzes to a single user – enabling administrators to develop quizzes for any device connected to the RALS system



- **Glucose Benchmarking**
 - Compares specific hospital glucose results to 700+ participating other hospitals
 - Available to RALS users and non-users
 - Supports regulatory, accrediting, and reporting agencies that are moving towards linking reimbursement to quality of medical care

Alere RALS® Report

ANNUAL GLUCOSE LEVELS

HOSPITAL	2006	2007	2008	2009	2010	2011
# of Hospitals	151	191	301	578	618	644
# of Results	14,077,103	18,986,435	29,771,261	49,924,203	51,746,852	52,162,489
Mean Glucose	163.2	163.5	162	165.3	167.2	166.4
Median Glucose	143	144	143	146	148	147
% Hypoglycemia (< 40 mg/dL)	0.56%	0.53%	0.49%	0.40%	0.33%	0.34%
% Hyperglycemia (>180 mg/dL)	30%	30%	30%	31%	32%	32%

ICU	2006	2007	2008	2009	2010	2011
# of Hospitals	147	187	292	535	566	593
# of Results	3,193,800	4,680,203	7,664,116	12,345,519	12,857,433	12,382,084
Mean Glucose	153.2	149.8	151.6	157.3	160	160.3
Median Glucose	136	136	135	139	143	143
% Hypoglycemia (< 40 mg/dL)	0.49%	0.49%	0.46%	0.38%	0.34%	0.34%
% Hyperglycemia (>180 mg/dL)	24%	24%	23%	26%	27%	28%

- **POCC Resource Web site**
 - Developed by MAS in 1999
 - Fully supported now by AIS
 - Includes article summaries, meeting schedules and recaps

**NORTHWEST**
Point-of-Care Testing Group

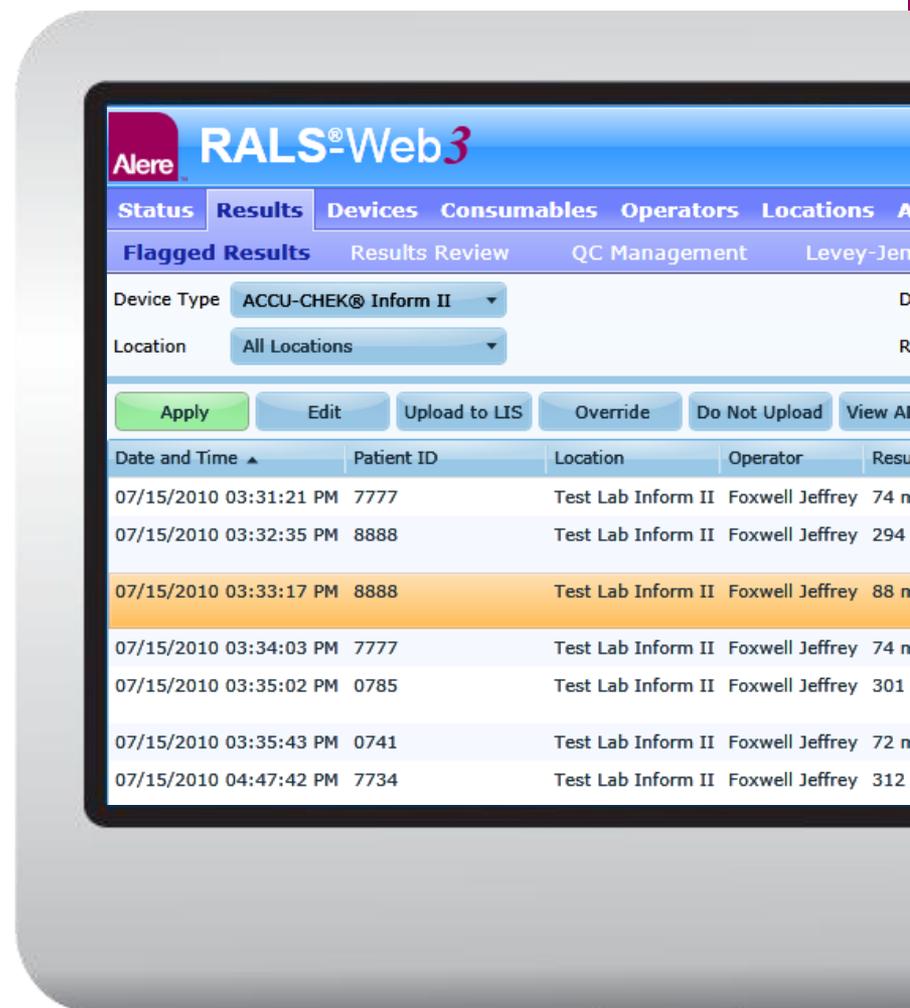


The screenshot shows the PointofCare.net website. The navigation menu includes: Starting a POC Group > POCC of the Year > POC Vendors > Publications > POC Procedures >. The main content area features a "2013 POC Meeting and Events Calendar" with a monthly view. Below the calendar is a featured article titled "IN CASE YOU MISSED IT... Highlights from AACC 2013" with sub-sections for "CPOCT Meeting", "CPOCT Forum", and "AfterGlow". The article text reads: "If you weren't able to attend the 2013 AACC Annual Meeting and Clinical Lab Expo, you missed a lot of great programs and events. And while we can't relive each moment, we have provided a recap of the AACC CPOCT (Critical and Point of Care Testing) division's annual meeting and mixer as well as the CPOCT Forum. The Forum page includes PDF files of the four presentations from 'The Role of Point-of-care testing in a Disaster (Plan)' presented during the event. Also included is a recap of AfterGlow 2013, 'The POCC Social of the Year'. Click on one of the buttons in the image above for more...there's lots of photos to check out!". Below the article is a section titled "Fall Meetings and Webinars Heating Up" with the text: "As summer nears its end many POC groups throughout the country are making plans and scheduling events for the fall. To date, there are 12 face-to-face meetings, many with vendor fairs, and webinars scheduled through December. Save the dates and make plans to attend. For details on who and where, click on one of the buttons in the image above". The right sidebar contains "POCT NEWS" with the headline "The Role of POCT in PATIENT CARE" and "An AACC Online Conference October 7-9, 2013". Below this is an "AACC" logo and text: "10 Live Webinars", "2 Live Q&A Sessions with Expert Faculty", "Up to 12 ACCENT Credits Offered", and "For more, go to www.aacc.org/POCT13". At the bottom right is a "Six Rivers (Ohio) CLMA Presents: Running on" logo.

Where We're Going...

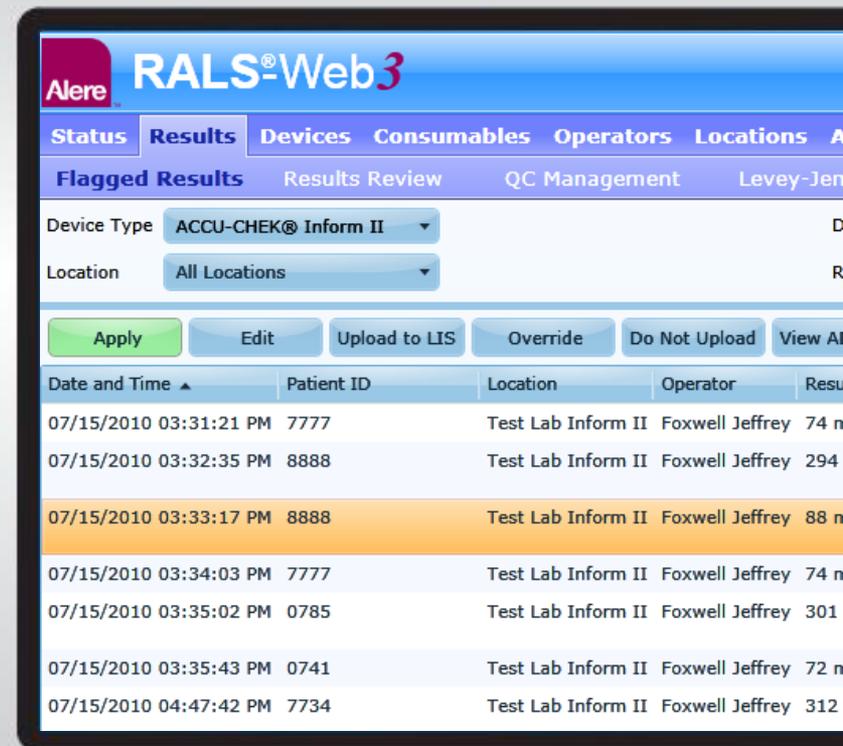
The Path to a Single System...

- We will continue to support current RALS® systems by adding new devices, features and functionality
- However, ultimately we want to provide and support a single system...



The Path to a Single System...

- A **Next Generation** system that:
 - Will combine the expertise and experience of people dedicated to providing the best in POC data management
 - Will be totally **web-based** and connected to all current meters and devices
 - Will **take advantage** of latest technologies



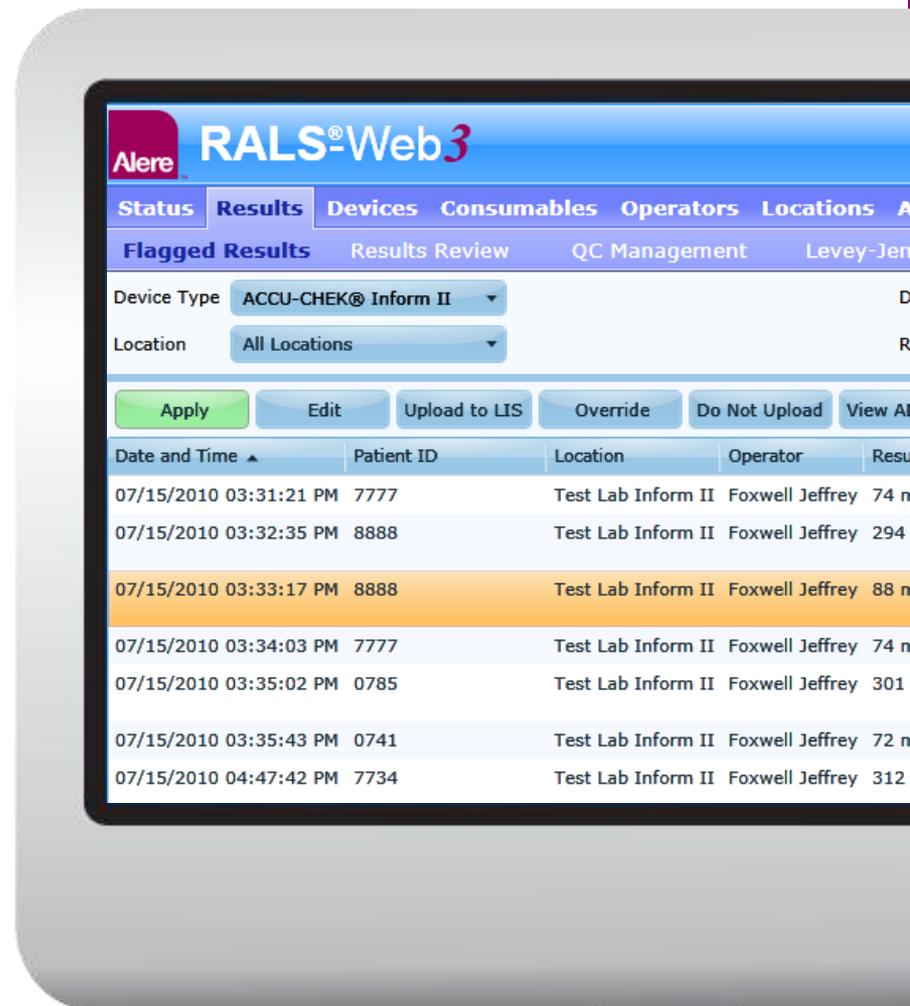
The screenshot displays the RALS-Web3 interface. At the top, there is a navigation bar with tabs for Status, Results, Devices, Consumables, Operators, and Locations. Below this, there are sub-tabs for Flagged Results, Results Review, QC Management, and Levey-Jen. The main content area includes two dropdown menus: Device Type (set to ACCU-CHEK® Inform II) and Location (set to All Locations). Below these are several action buttons: Apply (green), Edit, Upload to LIS, Override, Do Not Upload, and View All. The central part of the interface is a table with columns for Date and Time, Patient ID, Location, Operator, and Result. The table contains several rows of data, with one row highlighted in orange.

Date and Time	Patient ID	Location	Operator	Result
07/15/2010 03:31:21 PM	7777	Test Lab Inform II	Foxwell Jeffrey	74 n
07/15/2010 03:32:35 PM	8888	Test Lab Inform II	Foxwell Jeffrey	294
07/15/2010 03:33:17 PM	8888	Test Lab Inform II	Foxwell Jeffrey	88 n
07/15/2010 03:34:03 PM	7777	Test Lab Inform II	Foxwell Jeffrey	74 n
07/15/2010 03:35:02 PM	0785	Test Lab Inform II	Foxwell Jeffrey	301
07/15/2010 03:35:43 PM	0741	Test Lab Inform II	Foxwell Jeffrey	72 n
07/15/2010 04:47:42 PM	7734	Test Lab Inform II	Foxwell Jeffrey	312

Why, and When, to Consider RALS®?

Why, and When, to Consider RALS®

- You're at the end of your connectivity contract period
- You're thinking of changing glucose vendors
- You're looking to add devices to your current system...
- You've simply never seen RALS and wondered how it compared to your current system



Questions?

www.rals.com

Grace Hoenig
 Informatics Executive
 West Region

grace.hoenig@alere.com

773.354.7302

Alere Informatics **RALS**
Connectivity Without Limits™

Who is Alere Informatics?
 Alere Informatics is the result of Alere's 2011 acquisitions of
 M _____ and L _____
 RALS systems are connected to _____
 RALS - _____ is connected to the R _____ A _____
 I _____ the N _____ S _____ and the
 A _____ P _____
 RALS - _____ is connected to the A _____
 P _____ X _____ and the N _____
 S _____

What Makes RALS Different from Other Systems?
 The Power of O _____ - S _____ P _____ of
 C _____
 The Power of C _____ - V _____ N _____
 The Power of D _____

RALS Value Adds
 RALS - _____ : Web-based e-learning
 RALS - _____ : Glucose Benchmarking

