FROST & SULLIVAN

2008

2008 European Temperature Monitoring Devices Technology Innovation Award

"We accelerate growth"

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Award Description

The Frost & Sullivan Award for Technology Innovation is presented to the company that has demonstrated technological superiority within its industry. This Award recognizes the ability of the company to successfully develop and introduce new technology, formulate a well-designed product family, and make significant product performance contributions to the industry.

Research Methodology

To choose the recipient of this Award, the analyst team tracks emerging and existing technologies, as well as R&D developments. This is accomplished through interviews with major market participants and extensive secondary research. Also considered are elements such as product launches, customer acceptance, penetration rates, and time to market. Finally, competitors are compared and ranked for relative position. Frost & Sullivan then presents the Award to the company that received the number one industry rank.

Measurement Criteria

In addition to the methodology described below, there are specific criteria used to determine final competitor rankings in this industry. The recipient of this Award has excelled based on one or more of the following criteria:

- Revenue and market-share growth
- Proof of success executing a restructuring strategy
- New market penetration (geographic, product, etc.)
- Marketing, promotion, and visibility of the company through various media
- Evidence of success through strategy innovation
- Technological innovation and leadership
- Increased name recognition
- Improvement in customer satisfaction and loyalty levels

The 2008 Frost & Sullivan Technology Innovation Award in the Eastern European Temperature Monitoring Devices Market is presented to TECNIMED srl for its technology innovation in introducing the first non-contact clinical thermometer in the world: THERMOFOCUS. The Award is further bolstered by TECNIMED's incorporation of a new quick temperature stabilization system in the existing temperature monitoring device in the year 2007.

Company Background

TECNIMED is an Italian company specialized in the development and manufacture of electrical and electronic devices with the focus in the products for the healthcare protection. The company has its manufacturing facility based in Italy and all the products are strictly manufactured within its own factory which ensures greater product quality and reliability. The manufacturing plant is Quality Control System certified with a class 100 clean room for the assembling and the calibration of Thermofocus and a controlled environment for packaging and testing of the products. The company emphasizes on innovation as its business strategy and produces revolutionary and intelligent exigency products. TECNIMED is known for its non contact thermometer THERMOFOCUS, which is the first non contact clinical thermometer in the world, and for Zanza-Click (Mosquito-Click), a revolutionary afterbite device. TECNIMED has a well-established distribution network with distributors spread across the globe in North and South America, Africa, Asia, Oceania and Europe. The company produces THERMOFOCUS models for both home and professional use.

Chart 2.2 depicts the major product features that have attributed to TECNIMED srl receiving the Technology Innovation Award 2008.

Technological Innovation – Incorporation of quick temperature stabilization system in the temperature monitoring device

THERMOFOCUS is the first at distance clinical thermometer in the world. The thermometer is designed to measure the temperature of the body without any contact with the body skin or mucosae. THERMOFOCUS is perfect for babies and infants as it provides instantaneous and precise digital measurement safely without causing any discomfort. It is based on the principle that all object and living beings emit infrared radiations of wavelength between 5 and 14 micrometers. The thermometer consists of a sensor called thermopile that emits a signal when activated by the infrared radiations. This signal is amplified and converted into a digital one which indicates the body temperature, after automatic adjustment for the surrounding room temperature. The body temperature is measured by pointing the THERMOFOCUS at the center of the forehead or the umbilical area.

The right distance to take the temperature measurement, which is usually 3 cm, is easily determined in THERMOFOCUS when the two beams converge to form a single red spot. THERMOFOCUS is held still at this point for about half a second after the button is released, till the light flashes which indicates the completion of temperature measurement. The beams are absolutely harmless and are not the matter of concern if pointed out accidentally into

the eyes. The new versions of the THERMOFOCUS models have the patented quick temperature stabilization system to the environment temperature which makes them suitable for use in hospitals, ambulances and doctor ambulatories where the temperature changes from room to room. This system of body temperature measurement is a technological innovation in thermometry and the fact that the technology is patented, makes the design non reproducible.

Flexibility of the device

THERMOFOCUS can be used for the temperature measurement also when the child is crying or perspiring and it is difficult to take the temperature on the forehead. The temperature, in that case, can be taken on the navel or in the armpit or on the neck under the auricle. In case of old people with wrinkles on the forehead, the temperature is taken on the same sites as those for the infants.

Economical

THERMOFOCUS is an economical substitute for the commonly used ear thermometers in the hospitals. In contrast to other thermometers, which require disinfection after every use or need expensive hygienic and disposable covers, THERMOFOCUS does not need this at all. The measurements can be taken easily for the large number of patients without having to worry about changing the thermometer probe cover. It is hypothesized that each THERMOFOCUS allows the hospital to save 4,000/5,000 each year and saves lot of time wasted for temperature measurements.

Multipurpose

THERMOFOCUS is safe, harmless and multipurpose. It can be used for the variety of purposes. THERMOFOCUS has the range of temperature measurement between 1 to 55°C. It can be used to take the temperature of the feeding bottle, the water of the bath, the soup, the window of the room for home use. The device can be used to scan the temperature of a certain area of the skin by the doctors. It is thus possible to find anomalies, inflammations and blood circulation problems. THERMOFOCUS is also used on open wounds and internal organs during surgeries as it is non contact. The device is showing an acceptance amongst pediatricians due to its ease of use and its range of utility.

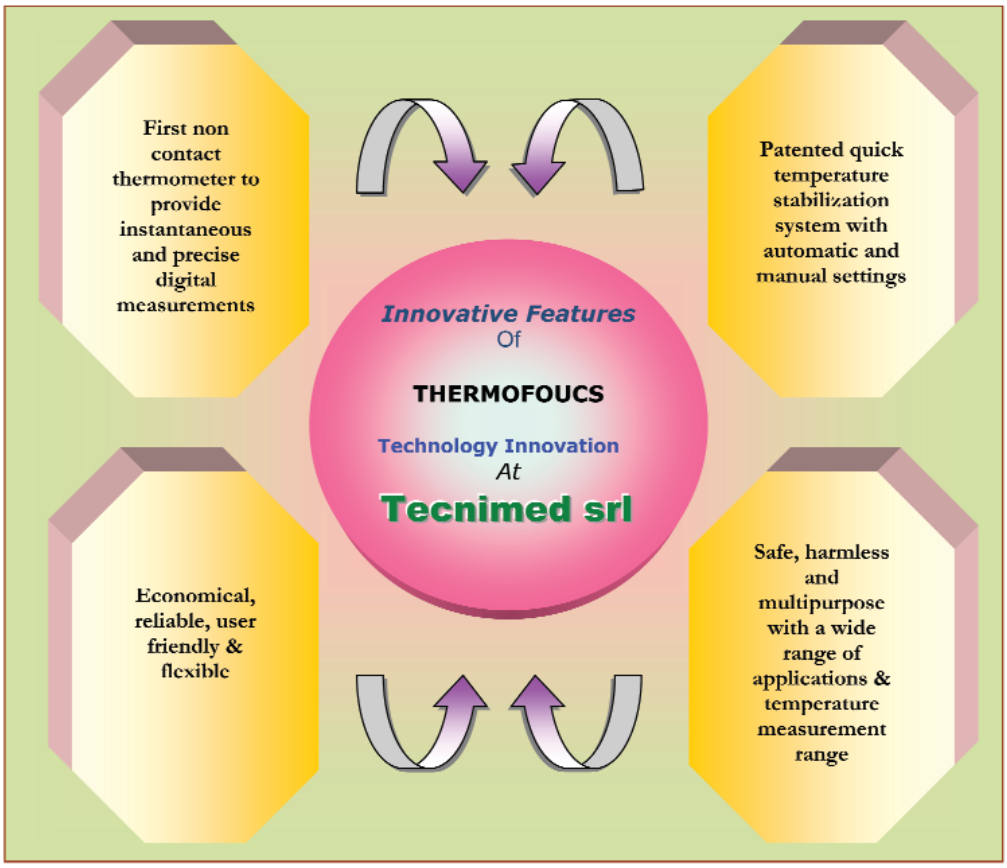
Temperature Stabilization Patented System

THERMOFOCUS has two patented systems to stabilize to the room temperature; one is the automatic quick calibration system which needs 5 minutes for the device to stabilize, other is the manual quick calibration system which just needs 3 seconds for the temperature to stabilize. It makes it suitable for use in ambulances and for doctors during exigencies.

Conclusion

THERMOFOCUS is not only reliable and user friendly, it is also popular amongst mothers of the infants. THERMOFOCUS determines the accurate core body temperature with the help of its patented system which tells the correct distance to hold the device for the temperature measurement. The device also incorporates the patented temperature stabilization system in order to quickly adjust to the surroundings, which is very important for the infrared thermometer to yield precise readings. TECNIMED is getting widely accepted in the hospitals owing to its unique advantages. THERMOFOCUS has long life and memory recall functions. Hence, introduction of these unique design features and innovation in the product make TECNIMED the worthy recipient of the 2008 Frost and Sullivan Technology Innovation.

C h a r t 2. 2. Temperature Monitoring Devices Market: Major Innovative Product Features Attributing to Technology Innovation-Tecnimed srl (Eastern Europe), 2008



About Best Practices

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, partners with clients to accelerate their growth. The company's TEAM Research, Growth Consulting and Growth Team Membership empower clients to create a growth-focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit http://www.frost.com.

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