

## MEDIA RELEASE

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### **Ascom acquires the Italian medical software company UMS**

**Ascom has acquired the Italian software company UMS (United Medical Software), which provides integrations for medical devices and supplies digital medical records software solutions for life-critical patient care. With the acquisition of UMS, Ascom will gain access to new software and competence for global integrated workflow solutions in Healthcare ICT. Moreover, Ascom will improve its market position in Italy significantly thanks to the UMS installed base.**

UMS s.r.l. ([www.unitedms.com](http://www.unitedms.com)) is a privately held medical software company based in the region of Florence. The company delivers modular, point-of-care, digital medical records software solutions for life-critical patient care. UMS solutions help clinicians treat patients facing life-critical outcomes, while filling the gaps in digital medical records technology. UMS offers more than 200 medical device integrations and 1,000 different EMR forms and integrations. UMS' customers include large university hospitals, private specialty clinics, and healthcare government entities. UMS has products ready for international deployment and installations in Europe. The Company produces CE-marked medical device software, and is a partner/supplier of large companies in the medical device business.

UMS has a well-established installed base, mainly in the Italian market, and is expected to achieve revenues in the range of EUR 3–4 million in 2015, with EBITDA margins comparable to the Ascom Wireless Solutions Division.

With this acquisition, Ascom will gain access to new software and additional competence for global integrated workflow solutions in Healthcare ICT. Ascom will leverage the acquired software solutions globally. Consequently, capabilities to integrate medical devices and therefore mission-critical data into existing Ascom workflow solutions and Ascom Myco will be increased. In addition, Ascom will be granted access to new solutions for intensive care and surgical workflow management in high acuity units. Finally, the acquisition will help Ascom reach previously underserved geographical areas and increase its market share in

Italy and Southern Europe. The acquisition fits perfectly with Ascom's strategy for achieving its 2020 ambitions.

Ascom signed an agreement to acquire all shares of the company UMS s.r.l. Closing is expected to take place in mid-January 2016. All 27 employees will be taken over at their existing location. The purchase price amounts to the mid-single digit millions in CHF. In addition, Ascom has agreed to an earn-out payment in the low-single digit millions in CHF, dependent on the achievement of agreed revenue targets.

Gabriele Unterberger, who founded and successfully led UMS, will continue to run the company, to be renamed "Ascom UMS s.r.l.", as its Managing Director.

"Ascom is very pleased to have acquired a business with such a good strategic fit. This is an important technology acquisition for Ascom's Healthcare ICT strategy. With the acquired software solutions, we have the opportunity to give our customers even more possibilities to improve their clinical workflows. In addition, we will gain direct access to the Italian market. This transaction accelerates Ascom's roadmap for its integration capabilities and is the next step in building and strengthening the leading position of Wireless Solutions in the global healthcare communications market," underlines Claes Ödman, General Manager Ascom Wireless Solutions.

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## ABOUT ASCOM

[Ascom](#) is an international solutions provider with comprehensive know-how in healthcare workflows and telecommunications. The company is active in [Wireless Solutions](#) (an international market leader for high-value, customer-specific on-site communication solutions and workflow optimization) and [Network Testing](#) (a global market leader in testing, monitoring, post processing, and performance optimization for mobile networks). The Ascom Group is headquartered in Switzerland, has subsidiaries in 19 countries and employs around 1,700 people worldwide. Ascom registered shares (ASCN) are listed on the SIX Swiss Exchange in Zurich.

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