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Ascom wins nationwide contract in the United States with a leading Integrated Delivery Network (IDN)

Ascom secures a long term contract with one of the largest multi-institutional integrated delivery networks for healthcare in the US. The contract enables Ascom and its partners to bid on all new construction and nurse call upgrade projects of the delivery system.

Ascom, the leading global healthcare Information and Communication Technology (ICT) provider, has secured a nationwide contract with one of the largest multi-institutional Integrated Delivery Networks (IDNs) in the United States, serving hundreds of hospitals, continuing care facilities and outpatient centers across the country. Ascom's full healthcare platform is included in the contract, from nurse call and mobility like the purpose-built smartphone Ascom Myco 2 to middleware (Ascom Unite) and software (e.g. Digistat), to position the IDN for future advancements and integrations with multiple hospital systems and medical devices such as patient monitoring.

The contract win is significant for Ascom and the company's North American distributors because it demonstrates that one of the most prominent IDNs in the U.S. values the company's solutions and market position, and chose to enable Ascom partners to bid on all new construction and upgrade projects for the next three years, with the potential to extend the contract in increments for up to five years. As a first win Ascom secured one early Telligence nurse call order for approximately USD 200,000 with one of the IDN's hospitals in upstate New York, with several potential orders on the horizon.

"Securing this multiyear contract with one of the largest American healthcare systems demonstrates that our IDN sales strategy is bearing fruit," said Tim Whelehan, member of Ascom's Executive Committee and President of Ascom North America. "As healthcare providers consolidate and standardize their technology solutions to realize cost savings and improve efficiencies, Ascom's inclusion as a preferred vendor is key to building a preference among clinicians for Ascom technology, expanding our brand footprint, and growing sales. We look forward to securing many wins with this IDN and our U.S. Partners."



ABOUT ASCOM

Ascom is a global solutions provider focused on healthcare ICT and mobile workflow solutions. The vision of Ascom is to close digital information gaps allowing for the best possible decisions – anytime and anywhere. Ascom’s mission is to provide mission-critical, real-time solutions for highly mobile, ad hoc, and time-sensitive environments. Ascom uses its unique product and solutions portfolio and software architecture capabilities to devise integration and mobilization solutions that provide truly smooth, complete and efficient workflows for healthcare as well as for industry and retail sectors.

Ascom is headquartered in Baar (Switzerland), has subsidiaries in 15 countries and employs around 1,200 people worldwide. Ascom registered shares (ASCN) are listed on the SIX Swiss Exchange in Zurich.

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