



PRESS RELEASE

Dolphin RFID and Esbee Dynamated join hands to bring Automated Identification Technology for Medical Devices to India

- Dolphin is a leading provider of end-to-end RFID services and has its own proprietary middleware based solution for Healthcare Asset Management, Esbee Dynamated is the leading provider of high quality medical and surgical equipment in India
- Dolphin & Esbee plan to bring the best practices in asset tracking of medical equipment prevalent in markets such as US into India and will use the capabilities of RFID to enable seamless tracking and management of surgical equipment and medical devices
- Will leverage RFID to enhance other sensitive aspects of healthcare like patient tracking, patient management and tracking of maintenance & calibration status of hospital's assets using Dolphin's patented solutions

Mumbai, 19th September 2016:

Dolphin RFID Pvt. Ltd. (Dolphin), one of World's recognised RFID solution providers and Esbee Dynamated (Esbee), a leading provider of surgical instruments and medical devices to prestigious hospitals across India have joined hands to leverage the power of RFID for the vital healthcare sector. The specific areas identified for immediate implementation are in the areas of surgical instruments and medical device management. Through the collaboration, Esbee will, in association with Dolphin, bring in to India best practices like the US F.D.A's new unique device identification (UDI) tracking . By tagging surgical instruments and medical devices, hospitals will be able to track vital devices used during surgical procedures in a matter of seconds leading to improved patient safety. Keeping a track of other important medical devices to enable immediate access during emergencies will also be facilitated by using RFID.

As a part of advanced good practices, different classes of medical devices now include a permanent mark containing a unique identifier and manufacturing information. Healthcare is among the largest spenders in RFID technology and practices such as UDI will become a regulatory mandate in India as well in the years to come as is being done in US at present.

The global hospital asset management market segment commanded 89.7% of the global healthcare asset management market in 2015, projected to grow at a CAGR of more than 35.8% from 2015 to 2020. Equipment management commands the largest share of the healthcare asset management market and it is set to grow further with regulations such as UDI and the enhanced use of RFID in tracking medical devices and surgical equipment. Improved Patient Care is another aspect waiting to be immensely improved using RFID.

Commenting on the development, Commodore SK Sawhney, President and CEO, Dolphin RFID said, "Healthcare will be among the biggest spends due to an ageing population and lifestyle changes. With proper RFID tags on all medical devices and surgical equipment complemented by our own RFID readers, Dolphin and Esbee will enable hospitals to ensure that right devices travel from the autoclaving unit to operation theatres at the right time and enable saving of hundreds of dollars of



clinical time per minute and more importantly, human lives. It will also enable to enhance efficiency by tracking and managing of critical assets and enabling to administer better healthcare by RFID tracking of patient's treatment and records.”

Expressing his views on the collaboration, Aditya Bawa, Director, Esbee Dynamed, said, “The collaboration with Dolphin will further strengthen our commitment of providing the best medical equipment and also bringing the best technology to Indian hospitals. With RFID tracking of medical devices and surgical equipment, hospital assets and patient's records, there would be a significant enhancement in administering healthcare services. This collaboration will enable us to take Indian healthcare to a new level and prepare us for medical tourism as well, thereby making India a preferred destination for healthcare services recognised by the best medical insurance companies.”

Once the medical devices and surgical equipment management is empowered by RFID, Dolphin and Esbee also endeavour to leverage this technology in areas such as patient management (both in-patient and out-patient), bed tracking, asset tracking and files and record management as also vehicle management. Dolphin has successfully completed projects in healthcare asset management for Tata Medical Centre at Kolkatta and Apollo Hospital in Delhi and is in advanced stages of discussions with other major chains in India and abroad.

About Dolphin RFID: (<http://www.dolphinrfid.com/>)

Dolphin group of companies, with more than two decades of focused experience in RFID technologies and innovation, is at the core of Internet of Things (IoT) revolution. Dolphin RFID (Dolphin) is a privately owned company poised to become one of the world's leading end-to-end solution providers in the ever expanding field of RFID with its unique, innovative, cost effective and relevant solutions. Dolphin provides solutions for Asset, Personnel and Vehicle tracking across sectors covering MRO, Retail, Healthcare, IT and ITes, Hospitality, DOD , Government, Student Tracking, Maintenance Management and Power among others. Dolphin has amongst its existing customers some of the top companies figuring in the Fortune 500 companies in the world and is actively exploring fresh avenues.

Dolphin is headquartered in Mumbai, India, with its Development Centre in Pune and branches in New Delhi, Bangalore, Chennai and Hyderabad. Dolphin has existing channel partners covering all six continents.

About Esbee Dynamed (<http://www.esbeedynamed.com/>)

Esbee Dynamed has partnered healthcare device companies for over 20 years to bring worldclass technologies to Operating rooms through the country. Over the past 2 decades, its has improved healthcare at hundreds of prestigious hospitals across India. Esbee is recognized in the medical industry for a steadfast commitment to Customer Service, Technical Expertise and the ability to Deliver Across Regions. With the aim to improve patient safety, patient turnaround and quality of care, Esbee has launched a new division – PIVOT healthcare solutions - focusing on enabling Workflow technologies. Experience and expertise to offer crucial insights during purchase, maintenance and repair of medical equipments. Suppliers can access a pan-India network of elite medical professionals through Esbee.

For Media Query:

Mahadevan - mahadevan@proseintegrated.com | +91 99673 52037
mahadevan@proseintegrated.com | mahadevan@proseintegrated.com