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Press Release

Awarepoint Real-Time Awareness Solution® Expands its RTLS Solutions to Australia, New Zealand and Singapore

New Distributor, Wi Protect, Broadens Awarepoint Presence to International Market

SAN DIEGO (August 13, 2010) – [Awarepoint](#) Corporation, a provider of [Zigbee](#)-based networked real-time awareness solutions and real-time location system (RTLS) applications for hospitals, announced a new distributor contract with [Wi Protect](#) Pty. Ltd. of Sydney, Australia. This contract provides for distribution rights throughout Australia, New Zealand and Singapore. The company has recently contracted the first major RTLS public hospital project in Victoria, Australia.

“The international market faces the same critical success factors for RTLS as their US counterparts. The ability to provide enterprise-wide coverage and persistent room-level location accuracy without the need for a wired infrastructure make this ZigBee-based wireless sensor network technology attractive globally,” said Jonathan Elcombe, General Manager of Wi Protect. “We are excited to announce the first RTLS deployment in Australia and expect the market uptake to reflect growth trends in the US,” he added.

According to Frost & Sullivan’s ‘[Asia Pacific Healthcare Outlook Focus: Australia](#)’ 2010, the current healthcare market drivers in Australia are based around operational efficiency, safety, accuracy and cost. The government has also committed to reduce surgery waiting time and recognizes the necessity for development of new technologies to replace current methods. Wi Protect and Awarepoint’s recent partnership provides an innovative solution to directly address this demand for better quality. By positively impacting both clinical and financial outcomes, the solution will help to enhance patient care and staff satisfaction while delivering cost savings and improving workflows and equipment utilization.

“Up until now, Awarepoint has been cautious to expand internationally. Finding distributors we could trust was a challenge,” said Brad Weinert, president and COO of Awarepoint. “Partnering with Wi Protect expands our global strategy of ventures and alliances around the world. This, along with our strong confidence in Wi Protect, has been the catalyst for this international growth.”

About Awarepoint Corporation

Awarepoint provides real-time location solutions (RTLS) to hospitals nationwide. Analogous to indoor GPS, RTLS is used to track location of assets and people in indoor environments and is particularly effective for tracking mobile equipment assets in hospitals. Awarepoint solutions include its real-time awareness platform, firmware, active RFID tags, sensors, and bridges. Requiring no hardwiring, Awarepoint’s “plug and track” ZigBee-based wireless sensor network is a fully managed service, including hardware, software, remote monitoring and maintenance. The company is headquartered in San Diego, California. Track us down at www.awarepoint.com.

About Wi Protect

Wi Protect is a specialist innovator within the latest Asset Management Technologies focusing on Active/Passive RFID, Web- & Cloud-based software, wireless sensor networks and mobility platforms including GPRS/3G, WLAN & Satellite. As Awarepoint’s exclusive Australian & New Zealand (ANZ), and Singapore distributor the company is bringing the world’s leading Real-time Location Solution (RTLS) for hospitals. Wi Protect operates

throughout Australia from offices in Sydney, Melbourne and Brisbane. Additional information can be found at www.wiprotect.com.

Zigbee: Wireless Control that Simply Works

The Zigbee Alliance is an association of companies working together to enable reliable, cost-effective low power, wirelessly networked monitoring and control products based on an open global standard. The Zigbee alliance is a rapidly growing non-profit industry consortium of leading semiconductor manufacturers, technology providers, OEMs, and end-users worldwide. Membership is open to all. Additional information can be found at <http://www.zigbee.org>

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