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HORIBA Medical Announces Exclusive Agreement with CNECT

Irvine, California (May 9, 2018) – HORIBA Medical, a worldwide provider of hematology and chemistry in vitro diagnostic analyzers, today announced it has signed an exclusive agreement with CNECT, a national group purchasing organization, to provide their network’s members with hematology and tabletop chemistry analyzers along with HORIBA’s Lite^{DM} IT middleware solution.

HORIBA Medical manufactures the Micros60 and Pentra60C +hematology analyzers that provide a CBC with 3- part or 5-part differential results, and they manufacture the Pentra C400, a tabletop chemistry analyzer that has a full menu to meet the needs of the physician office laboratory and the low-volume hospital market. CNECT’s membership consists primarily of non-acute clinics where providing laboratory results will allow physicians to diagnose and treat patients while they are at their initial office visit; eliminating the need for a return trip.

“The partnership will allow HORIBA Medical to access CNECT’s membership base to present total laboratory solutions” said Steve Smith, National Manager of Corporate Accounts for HORIBA. “Our services will help physicians address requirements associated with the legislative quality measures known as MACRA and MIPS, and could even lead to improved MIPS scores.”

HORIBA Medical’s Lite^{DM} provides connectivity for up to four laboratory analyzers allowing the lab to consolidate patient results to one report while eliminating transcription errors into a patient’s medical record. In addition, the Lite^{DM} can connect directly into an EMR system further streamlining operations to meet the quality measure requirements.

“The partnership with HORIBA Medical provides our members with the ideal laboratory products to enable point of care testing which ultimately improves patient care quality and increases patient satisfaction.” said Lindsay Reital, Sr. Vice President – Strategy, Marketing & Operations for CNECT. “This is always the goal of CNECT contracts, to provide better patient care and enable our providers to do so with quality value-based products and services. HORIBA does just that.”



About HORIBA Medical

HORIBA Medical, a division of HORIBA Instruments, Inc. based in Irvine, CA is part of the global entity, HORIBA, Ltd. headquartered in Kyoto, Japan. Founded in Kyoto in 1945, HORIBA is one of the major leaders in the global market of analysis and measuring instruments. HORIBA Medical manufactures and distributes in vitro diagnostic hematology and chemistry analyzers for the physician office laboratory and the hospital market worldwide. They employ over 1,100 employees, they have four production centers located in Japan, China, France and Brazil, and R&D centers located in Japan and France. HORIBA Medical has over 100 distribution partners who sell products in over 110 countries on all five continents. Over 30,000 laboratories worldwide use HORIBA Medical's products.

About CNECT

CNECT is an national group purchasing organization (GPO) that grants its members access to discounts and services specifically designed to enhance their financial strength. Through dedicated support, detailed analytics, individualized program development and training opportunities, CNECT ensures members realize the total value proposition of their GPO relationship. Founded in 1979, CNECT continues to serve as a trusted partner and valued resource to members of all classes of trade, including healthcare, social service and education. Through CNECT's affiliation with Premier, Inc., a leading healthcare improvement company that operates one of the nation's largest group purchasing organizations, members have access to a comprehensive savings portfolio that includes thousands of contracts covering all aspects of purchasing.

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