



## **PRESS RELEASE**

Stockholm, July 2, 2004

### **US TOP GROUP PURCHASING ORGANIZATIONS TRUST ELEKTA FOR LIFE-SAVING SOLUTIONS**

**Elekta's radiation oncology and stereotactic radiosurgery solutions are currently available to 80 percent of the acute care centers and hospitals in the U.S., thanks to contracts with most of the nation's largest healthcare group purchasing organizations (GPOs).**

Healthcare group purchasing organizations (GPOs) offer their members more than just cost savings. With a full-time staff dedicated to researching and reviewing the latest medical developments, GPOs provide a level of expertise and investigation that can't be matched by a single entity.

These days, GPOs nationwide are talking to their members about Elekta. A majority of the top GPOs in the U.S. (Consorta, HPG, MedAssets HSCA, Broadlane to name a few) now have provider contracts with Elekta for radiation oncology, stereotactic radiosurgery and associated neuroscience products for their member hospital and clinic groups.

"Hospital systems face intense pressure to maintain a competitive edge, both in terms of obtaining patient referrals and in attracting and retaining top-notch clinical staff," said Anthony De Carolis, Regional VP North America and President & CEO of Elekta, Inc. "Elekta's proven, leading-edge clinical solutions offer hospitals and clinics the opportunity to both provide a higher level of patient care and grow their business within the communities they serve." Within just the past few months, Elekta has announced new or extended contracts with two leading GPOs.

In late June 2004, Consorta announced it had signed preferred provider contracts with Elekta both for radiation oncology solutions and for stereotactic radiosurgery solutions. Elekta was awarded the contract through Consorta's intensive vendor selection process, which focuses on delivering high-quality, cost-effective products and services to Consorta's health care provider customers.

In April 2004, Elekta reinforced its commitment to HealthTrust Purchasing Group (HPG) by signing a provider contract with the buying organization that includes Elekta's oncology product lines. The company's most recently announced Elekta Synergy™ product for Image-Guided Radiation Therapy (IGRT) is a major part of the agreement.

The April contract was in addition to an agreement signed in September 2003 for stereotactic radiosurgery and associated neuroscience products for member hospital and clinic groups of HPG.

"Elekta's tremendous growth in the GPO segment can be attributed to our ability to listen and respond to the needs of both the GPOs and their members," said Jan Kenoyer, Director, National & Strategic Alliances. "As existing contracts expire, GPOs are conducting their in-depth product evaluations, which are highlighting the fact that the technology, service and corporate strength found at Elekta will provide very real market advantages for their member hospitals and group clinics."



## **Leading Edge Products That Save Lives**

Elekta is noted for its ability to develop product innovations that build off the best practices of its existing technologies and offer clinical relevance and value.

Elekta is revolutionizing radiation therapy with its ground-breaking IGRT platform, Elekta Synergy™ – the first radiation treatment machine with an integrated high resolution imaging system. This technology will enable doctors to obtain images of patients just before their treatment, allowing them to visualize tumors at the point of treatment and more precisely target tumors with radiation beams.

Elekta is also known for Leksell Gamma Knife®, a non-invasive surgery used to treat a range of brain disorders without surgically opening the skull. Gamma Knife® surgery offers favorable results for the patient's quality of life, treatment cost, clinical outcomes and reduction of complications. It's become the most trusted radiosurgery product in the world with proven results documented in 2,000 peer-reviewed published papers.

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Elekta is a world-leading supplier of advanced and innovative radiation oncology and neurosurgery solutions and services for precise treatment of cancer and brain disorders. Elekta's solutions are clinically effective, cost efficient and gentle to the patient.

For additional information about Elekta, please visit [www.elekta.com](http://www.elekta.com)