

About:

Inverness Medical Innovations, Inc. and Alere®

Inverness Medical Innovations, Inc. and Alere LLC comprise a family of highly innovative and successful companies that employ health information technology, home monitoring services, rapid diagnostic tools, clinical outreach, and health coaching to:

- enable individuals to gain greater control over their own health;
- enable healthcare providers to improve clinical outcomes and manage costs; and
- enable payers to maximize the value of the healthcare dollars they expend on behalf of employees and/or the beneficiaries of government-sponsored programs.

Our programs are designed to improve individuals' health from the beginning to the end of life and across the entire spectrum of their health needs, from wellness and prevention for those at risk for illness, to disease management for the chronically ill, to complex care management for those with multiple, late-stage comorbidities.

We have clients in all 50 states, with an especially significant presence in Massachusetts, New York, New Jersey, Georgia, Florida, Ohio, Illinois, Texas, Colorado, Maine, Nevada and California. Our worldwide operations also include the Far East, Middle East, Africa, Europe and the Americas. Inverness/Alere is a \$2 billion company with about 7,000 employees, including more than 2,200 healthcare professionals. Our principal corporate offices are located in Waltham, Massachusetts.

Empowering individuals to take charge of their own health at home

When individuals are provided with tools and services that help them make medical decisions at home, under medical supervision, their health either improves or the progression of an existing chronic problem can be delayed. Successful care management results in fewer urgent medical interactions, a reduction

in hospital visits, and the avoidance of unnecessary healthcare spending.

Our primary areas of clinical support are in cardiology, women's health, infectious disease, oncology and drugs of abuse, and we are continuously developing innovative health management programs supported by advanced diagnostic and monitoring tools that will help people dealing with these and other conditions to better care for themselves.

Some examples of our programs include:

Wellness

Wellness Solutions is a suite of integrated wellness programs and resources designed to help an organization reduce health risks and improve the health and productivity of its employees while reducing its healthcare-related costs. For instance, one of the health risk screening tools used by many physicians and employers is a rapid diagnostic test developed by the company to screen for elevated cholesterol and lipids. Other programs include the Health and Productivity Assessment, Healthy Living Programs, the Health Portal and Personal Health Record, Health Coaching and MaternaLink Risk Screenings.

Chronic Care

Our Care Management Programs provide technology-enabled, evidence-based solutions for managing chronic and high-cost conditions, improving productivity and reducing health care costs. While our offering addresses the entire population it intensely focuses on the highest-risk members of the population, the area most likely to realize the most positive clinical and financial improvement.

Oncology

Our Oncology Program is one of the most comprehensive, experienced and long-running cancer management programs in the nation. We manage more than 60 cancer types. Since the program's inception, we have

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covered more than 8 million lives and effectively manage more than 60,000 lives per year. By incorporating best practices and coordinating with physicians and participants, we provide an integrated solution to actively manage this expensive and debilitating disease. We also support palliative and hospice care for those nearing the end of life.

Women's & Children's Health

Our Women's and Children's Health Programs deliver a total spectrum of obstetrical care services, ranging from a risk assessment to identify women at risk for preterm birth to a neonatal program for early infant care management. In between are home-based obstetrical programs to manage and monitor pregnant women who have medical or pregnancy-related problems that could harm their pregnancies. We deliver telephonic and home-based nursing services that improve pregnancy outcomes while allowing patients to receive the optimum level of care in their homes.

Rapid Diagnosis

We have become market leaders in developing, distributing and analyzing and reporting on the results of rapid diagnostic tools – tests producing results within 15 minutes – for influenza, HIV, heart failure, cancer, pregnancy, and drugs of abuse. In addition to rapid

diagnostic tests, we offer the 24-hour availability of a personal RN, an active, “intelligent” Personal Health Record, and support tools for patients and their clinicians.

At Inverness/Alere, we believe that comprehensive, integrated health improvement strategies can lower health risks, reduce the burden of illness, improve productivity and lower total health-related costs. Concepts such as the “Patient-Centered Medical Home” emphasize continuous, comprehensive care led by a primary care team with the integration of health information to facilitate better care coordination and health management for patients. It is likely, however, that the medical home of the future will be “virtual” rather than based exclusively on physical location and will include a wide range of health behavior and decision support, health information technology, and personalized healthcare planning tools that are available to patients wherever and whenever they wish, through the Internet, their mobile phones, and whatever other communication pathways suit their preferences.

Achieving these objectives – real healthcare reform – will require a substantial commitment to nurturing innovation in non-institutional settings including the patient's home, a shift toward a culture of health rather than just more treatment and cures, and a focus on the quality and effectiveness of care rather than just the quantity and efficiency of care.