



Noninvasive Medical  
Technologies

**PHILIPS**

## Press Information

June 15, 2010

### **PHILIPS AND NMT COLLABORATE TO EXPAND HOME MONITORING CAPABILITIES FOR CONGESTIVE HEART FAILURE PATIENTS**

*Philips to market, sell and distribute NMT's ZOE fluid status monitors with its patient telemonitoring service*

**Andover, Mass. and Las Vegas, USA** – Royal Philips Electronics (NYSE: PHG, AEX: PHI) announced a reseller agreement with Noninvasive Medical Technologies, Inc. (NMT) to complement Philips' current patient telemonitoring service offering with NMT's ZOE® fluid monitoring technology. According to the American Heart Association, 5.7 million people in the United States live with heart failure, a chronic condition that requires monitoring and management of fluid status. This agreement will help support congestive heart failure patients.

ZOE fluid status monitors measure thoracic base impedance ("Zo"), gauging the resistance of small frequency electric current as it travels from the top to the bottom of the thorax. The less resistance the current meets, the more fluid that exists in the chest. Increases in fluid in the chest are indicators of heart failure worsening or noncompliance to the treatment plan. Research indicates Zo is an early predictor of fluid congestion in heart failure. When fluid levels in the body increase, Zo levels decrease as early as two weeks prior to weight gain on scales.<sup>1</sup> Remote fluid monitoring provides clinicians with a quick and easy method of determining whether patients are experiencing fluid congestion or dehydration and can help clinicians optimize medical management of patients living with heart failure, and other medical conditions that cause fluid management problems like hypertension and end-stage renal disease. ZOE provides a clinician with noninvasive assessment of a patient's fluid status.

Fluid status monitors supplement Philips' existing telemonitoring solution, which measures vital signs including weight, blood pressure and blood oxygen saturation, as well as measurements from other third-party equipment such as blood glucose monitors.

"We are continuously looking for new ways to increase our customers' ability to remotely manage patients with chronic conditions while the patients remain at home," said Paul Bromberg, general manager, Philips Remote Patient Monitoring. "Collaborating with NMT and expanding our product line helps us achieve that goal."

"As the incidence of heart disease rises, care is shifting from the costly institutional setting to the home," said Ann McCaughan, chief operating officer and chief technology officer at NMT. "The use of ZOE in conjunction with Philips Telehealth Solutions can help patients better manage their own health while aiding healthcare providers in facing the challenges of this increasing burden on the healthcare system."

**For media inquiries, please contact:**

Steve Kelly  
Philips Healthcare  
Tel: +1 (425) 487-7479  
E-mail: [steve.kelly@philips.com](mailto:steve.kelly@philips.com)

Ian Race  
Philips Healthcare  
Tel: +1 (978) 659-4624  
E-mail: [ian.race@philips.com](mailto:ian.race@philips.com)

Laura Dolajak  
Noninvasive Medical Technologies, Inc.  
Tel: +1 (888) 466-8552  
E-mail : [ldolajak@nmtinc.org](mailto:ldolajak@nmtinc.org)

Dodi Handy  
Elite Financial Communication Group/Elite Media Group  
Tel: +1 (407) 585-1080  
E-mail: [NMT@efcg.net](mailto:NMT@efcg.net)

**About Royal Philips Electronics**

Royal Philips Electronics of the Netherlands (NYSE: PHG, AEX: PHI) is a diversified health and well-being company, focused on improving people's lives through timely innovations. As a world leader in healthcare, lifestyle and lighting, Philips integrates technologies and design into people-centric solutions, based on fundamental customer insights and the brand promise of "sense and simplicity". Headquartered in the Netherlands, Philips employs approximately 116,000 employees in more than 60 countries worldwide. With sales of US 32.3 billion in 2009, the company is a market leader in cardiac care, acute care and home healthcare, energy efficient lighting solutions and new lighting applications, as well as lifestyle products for personal well-being and pleasure with strong leadership positions in flat TV, male shaving and grooming, portable entertainment and oral healthcare. News from Philips is located at [www.philips.com/newscenter](http://www.philips.com/newscenter).

**About Noninvasive Medical Technologies, Inc.**

Headquartered in Las Vegas, Nevada, Noninvasive Medical Technologies, Inc. (NMT) is an award-winning company engaged in pioneering highly advanced remote, noninvasive and non-contact patient monitoring solutions for use in military, federal and state government, general healthcare, emergency/disaster response and consumer applications, among many more. NMT's mission is to save lives by continually advancing the standard for noninvasive patient monitoring across the care continuum, while maximizing clinical, medical and financial outcomes, and promoting scientific innovation. To learn more, please visit [www.nmtinc.org](http://www.nmtinc.org).

---

<sup>i</sup> Lasater M., Von Rueden KT. Outpatient cardiovascular management utilizing impedance cardiography. *AACN Clinical Issues* 2003 May;14(2):240-50.