



Executive Summary





Who is Viztek?

Viztek is a **fast growing**, high-performance, healthcare information technology, (HCIT) company. Viztek, a broadly HCIT solution provider offers state-of-the-art digital radiology hardware and software. Viztek's diverse line of **PACS and DR** has penetrated the market and lead to considerable **company development and growth**.

Viztek's History

In 1999, founder Josip Cermin formed Viztek with a strategic plan focused on penetrating the healthcare industry in a segment where technology was just beginning to have its biggest impact: **diagnostic imaging**. Viztek targeted **imaging centers, radiology practices, orthopedics, medical clinics and <200 bed hospitals**—the so-called “small market.”

A team of highly skilled programmers achieved a breakthrough with the development of Onyx-RAD PACS, receiving FDA 510K approval in February 2001.

In 2006, Viztek developed a new web-based PACS program, Opal-RAD, receiving FDA 510K approval in December 2006.

Viztek established a relationship with Orex (acquired by Kodak in 2005) to distribute their line of computed radiography (CR) equipment. By 2003, Viztek evolved into the largest supplier of Kodak/Orex products, while also maintaining strong sales for software, developing its **fast-growing installed customer-base**.

Since 2006, Viztek's product offerings have expanded and grown to include a DR system using state-of-the-art technology. Viztek also acquired a sister company, 20/20 Imaging.

Viztek's Founder

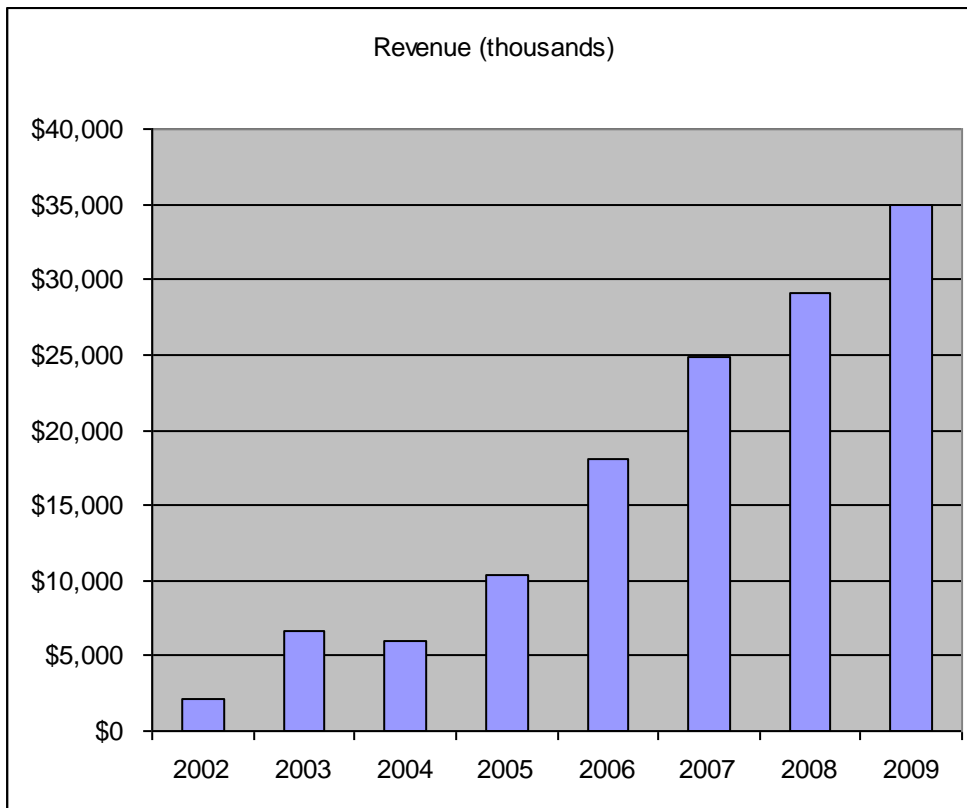
Viztek Founder and President, Josip Cermin, is a Croatian National, living in the US and was honored with the **Ellis Island Medal** for his work developing medical imaging software that is helping serve countless people in Iraq and in his native Balkans.

Viztek's Growth

Over the past ten years, Viztek has growth has gone from a \$2 million (sales) company to an estimated \$34 plus **million with an industry focus on the latest technologies available, including, Opal-RAD PACS, DR, and Opal-RIS**.



The high growth is fueled by remarkable leadership energy, product innovation, and ability quickly adapt and deliver products to the market.



	2002	2003	2004	2005	2006	2007	2008	2009 (est)
Revenue (thousands)	2129	6697	5956	10396	18040	24794	29139	34971

Viztek Today

Viztek headquarters is located in Jacksonville, FL with over 60 employees. The company has a planned move to a new facility in Raleigh North Carolina in August of 2009. This new facility is 50,000 square feet and will support state-of-the-art training centers for PACS, DR, and CR, while also housing distribution, pre-staging and integrations. The facility will enable Viztek to provide secure disaster-recovery and remote image storage.

Viztek – **Responsible for developing HCIT SW&HW solutions as well as sales/distribution channel management & service support infrastructure:**

- **SW Solutions** – In-house development of uniquely featured Web based RIS/PACS solutions – Opal-RAD, Opal-RIS
- **SW Integration** – integration of OEM supporting tool to in-house developed SW solution – EMR, HIS, Voice Recognition, Billing, EHR...



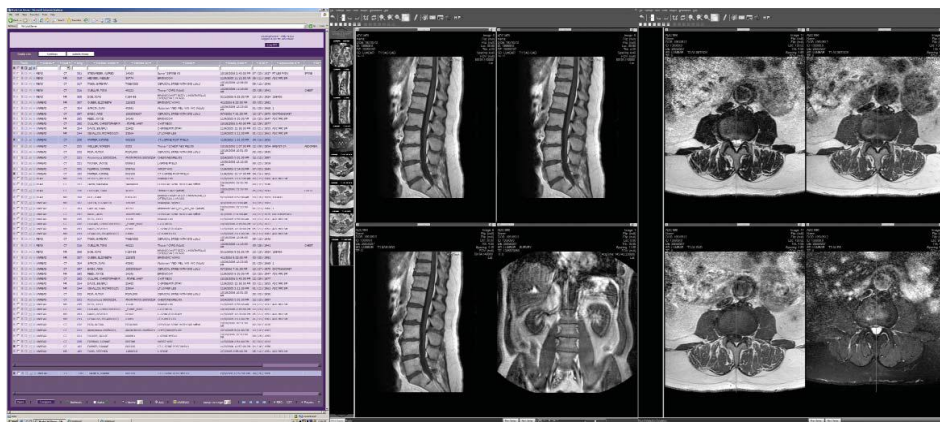
- **DR Solutions** – Adoption of a full line of FDA approved DR systems with multiple configurations
- **CR** – Adoption of OEM sourced low-end CR solutions to the lower segment of Viztek specific market – Viztek is a leading supplier of CR nationwide.
- **Sales/Distribution Channel** – Core of senior direct sales management team dedicated to supporting the dealer channel throughout the United States
- **Customer Support** – On-line service support to the installed base; HW repair shop; training center

Viztek’s **versatile product portfolio** allows for market penetration to a diverse range of facilities, including private practices, imaging centers, mobile imaging units, hospitals, as well as facilities associated with Group Purchasing Organizations (GPOs) and Individual Delivery Networks (IDN).

Product Portfolio

Web-Based PACS – Opal-RAD PACS is scalable, and customizable by specialty. Its versatile tool-sets are ideal for radiology, ambulatory care, and other markets. Opal-RAD features a broad range of customizable tools for all markets including **cardiology, radiology, orthopedics, mammography viewing** capabilities and other imaging specialty requirements.

Specific orthopedic tools include **templating and measuring tools** for preoperative planning.



DR – With the most **advanced workflow tools** available in the world, the combination of Viztek’s **user-friendly positioning** and **image quality** comes in multiple configurations. Viztek’s U-Arm and Dual Detector DR enables facilities to view images within seconds of exposure, decreasing the time it takes to see each patient.



Viztek's DR increases efficiency and workflow with its easy-to-use user interface and pre-programmed positioning and is ideal for practices of all sizes.

Auto-stitching, RSA capabilities, weight bearing and versatile positioning techniques puts Viztek's DR at the top of the market.





RIS – Opal-RIS simplifies the myriad of patient and exam tracking tasks necessary to continue serving existing customers while facilitating patient growth. Opal-RIS offers a multitude of tools for facilities to track patient trends and analyze facility patterns. The software is scalable with growth, can work as a standalone solution or integrate with other PACS. Viztek’s product portfolio is compliant with all EHR solutions.



CR – Viztek is one of the largest resellers of CR nationwide. CR is the fastest way to take existing analog imaging into the digital realm. CR can offer cost savings by eliminating film, chemistry, and other monthly related expenses.

Services

Installation/Applications – Complete installation and product overview

Support – 24x7 support available

Training – In house training for customers and dealers

HL7 Integration – Integration with any modality

Key Customers

Viztek serves a wide range of customers: from private single-physician practices to hospitals.

Several of Viztek’s key customers include:

- VinCon Diagnostic Center (Winter Spring, FL) – VinCon, the official clinical teaching site for a local university, supports multiple modalities managed by Opal-RAD PACS. The ten year old facility has received multiple awards and has had various articles featured in leading industry publications.

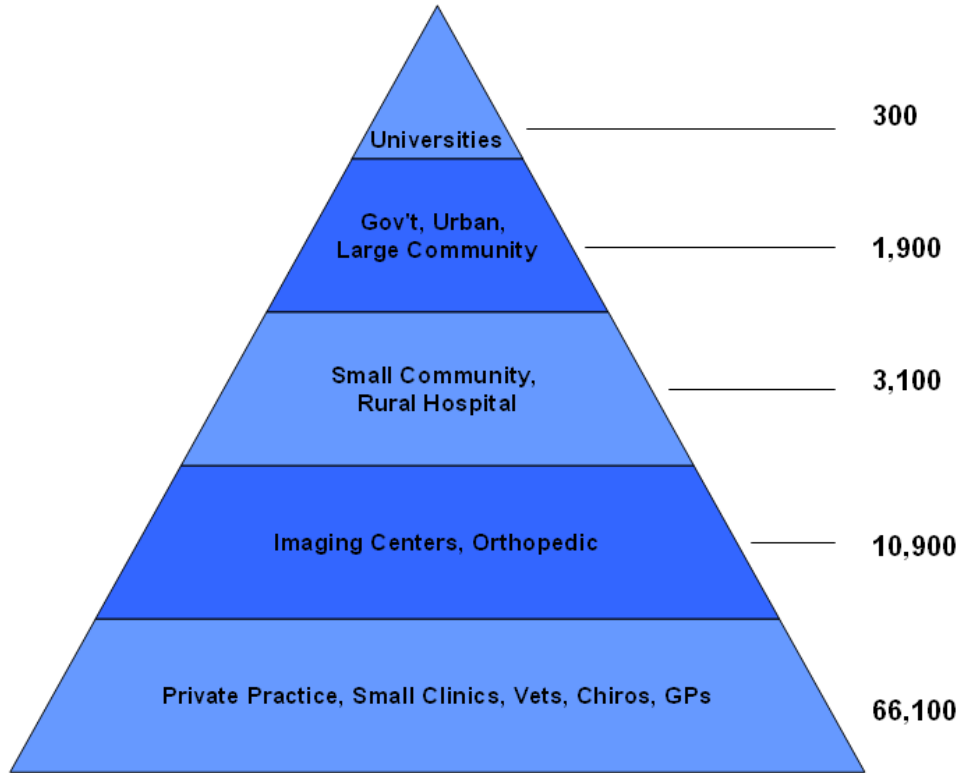


- Columbia Orthopedic Group (Columbia, MO) – COG performs 45,000 radiography exams and 5,000 MRI exams annually. Opal-ORTHO PACS allowed the multi-specialty, 30 physician, orthopedic facility to efficiently manage their images while integrating seamlessly with their existing EMR and practice management solution.

- Ardsley Radiology, P.C. (Ardsley, NY) – Opal-RAD PACS at Ardsley, supports multiple modalities, including, MR, CT, x-ray, and ultrasound. The physicians at AR have access to their images anytime, anywhere with full web capabilities.

- Midwest Orthopaedic at Rush (Westchester, IL) – MOR is a large, multi-specialty site with multiple locations around the Chicago area. With over 35 physicians, MOR and its individual physicians have received countless regional and national awards. MOR is installing Viztek's DR in various configurations throughout their facilities.

- McHenry County Orthopedics (Crystal Lake, IL) – MCO uses Viztek's Opal-ORTHO PACS tailored for the orthopedic practice, in addition to Viztek's U-Arm DR. Since the installation, the facility has seen dramatic workflow improvements.



Why Viztek?

Viztek is committed to providing the best digital hardware and software radiology solutions at the most affordable prices. Viztek’s PACS and DR provide state-of-the-art features and functionalities, while maintaining their ease of use. The user-friendly PACS and DR line of products offers all of the tools that are in high-demand with

fewer clicks necessary than competitors, making Viztek’s products a quick and efficient way to increase workflow.

The most significant growth activity in the healthcare technology market will be in delivering **state-of-the-art solutions** to a diverse group of users in this market space—by some estimates, this represents 80% of all growth for the next 5 years.

Success in this space requires the ability to develop and deliver **sophisticated healthcare IT solutions** significantly different—but no less complex—than those provided to the “large” segment at the appropriate value.

Viztek delivers the **highest-technology value solutions** to the “small” segment of healthcare by delivering state-of-the-art technology through sales and service channels optimized for these providers.

