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Linköping, Sweden

Sectra continues to dominate the Scandinavian PACS market.

Sectra has received an order for PACS from the Blekinge Hospital in south of Sweden worth SEK 21 million (approx \$2.5 million US). The contract includes a turnkey PACS solution and service/support for four years. Using Sectra PACS and high-speed WAN the two units, Karlskrona and Karlshamn (60 km apart), will form a Wide Area Radiology Department (Sectra WARDline®) where images and administrative information are available from both clinics seamless.

“To be able to increase the efficiency of the hospital and to reduce waiting time for the patients we are investing in modern IT support”, says Chief Radiologist Torgil Toft. “We chose Sectra PACS because it is proven to be reliable, to support optimal workflow and extensive RIS integration.”

“Approximately 25-30% of Swedish hospitals are completely film-free as of today. Another 20% have signed contracts for full PACS or have tenders out”, says Staffan Bergström, Marketing Manager of Sectra Imtec. “Out of these Sectra has approximately 70% market share. The PACS market in Sweden has become mature in the last couple of years, which makes Swedish customers very demanding when it comes to functionality and reliability. High-Availability solutions, as the one we are delivering to Blekinge, with clustered UNIX servers for 24/7 operation and flexible, cost-effective Microsoft Windows NT client workstations has become a prerequisite in the market. Customers do not accept down time even if it is planned for service and upgrades. What makes the Blekinge deal so important for us is the experiences and direct customer feedback we gain on the home market. This knowledge base is essential for us when delivering high quality SW to other countries direct our through partners.”



For further information, please contact:

Sectra Imtec AB, Torbjörn Kronander, President,
ph + 46 13-23 52 27, to-kro@sectra.se

Sectra AB, Jan-Olof Brüer, President and CEO,
ph + 46 13-23 52 09, job@sectra.se

Welcome to visit our website: <http://www.sectra.se>

Sectra's operations

Sectra has its roots in Linköping Technical University and is one of Sweden's fastest growing high-tech companies in the IT area. Since the mid-1980s, Sectra has successfully conducted development and sales of high-technology medical IT and telecommunications products. Today, the business includes products in medical imaging systems, secure communication systems and wireless information systems.

The medical image business of Sectra is conducted in Sectra Imtec AB, which is a wholly-owned subsidiary of Sectra AB. Internationally Sectra PACS is marketed and sold through different partners. Among these Philips Medical System is the largest.

Business is conducted in five countries with a total of 166 employees. Sales for the fiscal year May 1999–April 2000 reached SEK 192 million. Since March 1999, Sectra's shares have been quoted on the O list of the OM Stockholm Exchange.

Sectra AB (publ)

Teknikringen 2

SE-583 30 Linköping, Sweden

Ph: + 46 013 23 52 00

Fax: 013 21 21 85

info@sectra.se

www.sectra.se

VAT reg no. SE556064830401