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Please direct all public relations matters to: Nataaka Singleton Public Relations Manager 972-581-5529 nsinglet@novationco.com

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Media Contact: Nataaka Singleton, Novation, 972-581-5529 nsinglet@novationco.com

Novation Awards Multiple Contracts for Safety Needles and Syringes

IRVING, TX; December 5, 2005 - Novation, the supply company of VHA Inc. and the University HealthSystem Consortium, has signed agreements with four suppliers for safety needles and syringes. The agreements will take effect on Jan. 1, 2006 and run through Dec. 31, 2008. The agreements were signed based on Novation's public competitive bid process and input from the member surveys and member councils.

"Novation recognizes the critical importance of protecting patients, health care workers and the environment," said Cathy Denning, senior director, contract and program services at Novation. "This is why we actively pursue the inclusion of safety-related products in our contract portfolio. These agreements exemplify Novation's commitment to safety and providing members with a broad choice of supplier options."

The agreements are with the following companies:

Company Products

Becton Dickinson Safety-Lok™, SafetyGlide™, Eclipse™,

(Franklin Lakes, N.J) Integra™

Retractable Technologies Vanishpoint® Syringes, Vanishpoint®

Insulin, Vanishpoint® TB, Vanishpoint®

(Little Elm, Texas) Allergy Tray

Smiths Medical Needle-Pro® Safety Needles, Needle-(Keene, N.H.) Pro® Safety Combos, Insulin & TB

Needles, Edge® Safety Needles

Tyco Healthcare Magellan™ Safety Needles, Monoject® Safety Needles/Syringes Combo, (Mansfield, Mass.)

Monoject® Safety Needles

The increase costs of raw materials such as resin and petroleum necessitated a minimal price increase for Becton Dickinson and Tyco Healthcare products. However, Novation obtained - lower pricing on Retractable Technologies Inc. products and Smiths Medical agreed to maintain previous contract pricing on its products.

Many variables influence the supply of raw materials and ultimately the cost of various medical and surgical supplies. Novation monitors the market to ensure that as the availability and pricing of raw materials improves, the original contract pricing is either restored or prices are cut.

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## **About Novation**

Based in Irving, Texas, Novation is the leading health care contracting services company, delivering unmatched savings and value to nearly 2,500 members of VHA Inc. and the University HealthSystem Consortium (UHC), two national health care alliances. Through its public competitive bid process, Novation develops and manages contracts with more than 700 suppliers, both large and small. By combining scale and agility with clinical knowledge and product expertise, Novation offers the most extensive range of innovative contracting services, including: contract development, contract and supplier management, custom contracting, enhanced savings programs, online contract management and analytical tools, order management and online supplier connectivity. VHA and UHC members used Novation's contracts to purchase more than \$25 billion in supplies in 2005.

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