

## Sonosite opens subsidiary in India

*SonoSite, Inc. (Nasdaq:SONO), announced today that it is opening a wholly-owned subsidiary, SonoSite India Private Limited, to better serve its growing customer base and expand its presence in the Indian market.*

Gurgaon, Haryana, IND, 2007-10-04 17:33:04 (IndiaPRwire.com)

**SonoSite, Inc.** (Nasdaq:SONO), the world leader in hand-carried ultrasound, announced today that it is opening a wholly-owned subsidiary, **SonoSite India Private Limited**, to better serve its growing customer base and expand its presence in the Indian market. Headquartered in Gurgaon, Delhi NCR, the new subsidiary will provide sales and marketing support and provide the opportunity for SonoSite to deliver the high level after-sale service and education programs it is known for throughout its customer base.

'SonoSite has enjoyed excellent growth in the Indian market since establishing our liaison office in 2005 under the experienced leadership of Mr. Pavan Behl as country manager,' said Graham Cox, SonoSite Vice President, International. 'Opening a direct subsidiary here further underscores our long-term commitment to our customers in India, as well as allows us to better support our distribution partners and to build on the progress already made. We can now offer the financial and practical benefits of hand-carried ultrasound to the Indian market in the same way that SonoSite products have already positively impacted clinical practice in other countries. Offering a free 5-year warranty on our latest products allows clinicians to use their budgets to provide the best equipment for their patients, without the worry of ongoing costs,' he added.

'As the recognized innovator and leader in hand-carried ultrasound, SonoSite is helping clinicians deliver better patient care by bringing high performance visualization tools right to the patient bedside,' Mr. Pavan Behl, Country Manager, SonoSite India said. 'Our products have been well received by Indian hospitals and physicians who appreciate the performance, size, ease of use and durability of SonoSite systems. Our Head Office in Gurgaon, and regional teams across India, look forward to continue their work with clinicians across the country to incorporate this technological advance into their practice.'

SonoSite India is the company's 10th international subsidiary. Through its subsidiary and distribution network, SonoSite sells its products in over 90 countries. Approximately half of the company's revenue comes from international customers.

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### **About SonoSite Inc.**

SonoSite, Inc. ([www.sonosite.com](http://www.sonosite.com)) is the innovator and world leader in hand-carried ultrasound. With headquarters near Seattle, Washington, USA, the company has an installed base of more than 36,000 systems. SonoSite's small, lightweight high performance systems are expanding the use of ultrasound across the clinical spectrum by cost-effectively bringing high performance ultrasound to the point of patient care. The company employs over 550 people worldwide.

### **SonoSite India Offers a Broad Product Portfolio to Serve Patients in Any Location**

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SonoSite's product range includes **MicroMaxx®**, **TITAN®**, **180PLUS®**, and **iLook®** systems. The Company launched its first hand-carried ultrasound system in 1999 and since then clinicians across various medical specialties all over the world have adopted their use, to provide point of care services in traditional settings as well as difficult and remote locations

SonoSite's products are designed for imaging in traditional applications, such as radiology, cardiology, vascular medicine and obstetrics and gynecology, as well as in applications where ultrasound has not typically been used such as emergency medicine, surgery, critical care, internal medicine and anesthetics procedures. SonoSite ultrasound systems are increasingly being used for procedures where physicians need cost-effective, non-radiating imaging in such diverse applications such as real-time trauma assessment in emergency situations, guiding interventional procedures such as biopsies, nerve blocks and surgery, and in the imaging lab for full diagnostic examinations.

SonoSite has brought a transformational change in clinical practice by bringing ultrasound to the point-of-care at the patient's bedside or physician's examination table. The system's mobility eliminates delays, which are associated with the outpatient referral process or moving heavy, cart-based systems across hospital departments to scan patients. This can lead to increased accessibility, improvement of patient care and safety and has the potential to reduce healthcare costs through earlier and more rapid diagnosis of diseases and conditions.

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You can also visit [www.sonosite.com](http://www.sonosite.com) for more information.