

Printers/labels/wristbands for positive patient identification

Company contact information	Product(s) for positive patient ID	Year company entered market	Printers reseller? Brand name of printers marketed under reseller agreement	Labels reseller? Brand name of labels marketed under reseller agreement	Wristband reseller? Brand name of wristbands marketed under reseller agreement	Percentage of customer base in U.S. Outside U.S.	Distinguishing characteristics of printers, labels, wristbands
Brady Corp. Annie Ropella, annie_ropella@bradycorp.com 6555 W. Good Hope Rd. Milwaukee, WI 53223 414-358-5195 www.bradycorp.com/lab	printers and labels	1998	no/sell Brady printers —	no/sell Brady labels —	—	60% 40%	printers: small footprint; reliable; optimized for laboratory applications labels: variety of materials that withstand harsh lab environments; labels that can be applied to already frozen vials and labels for slides and tissue cassettes; materials resist common solvents, chemicals, dyes, and temperature extremes from LN2 to autoclaves
CognitiveTPG Angela Mansfield, angela.mansfield@cognitivetpg.com 25 Tri-State International, Suite 200 Lincolnshire, IL 60069 847-383-7900 www.cognitivetpg.com	printers and labels	1996	no/sell Cognitive printers —	yes/sell Cognitive and other companies' labels Datamax, Zebra Technologies, Printronix	—	90% 10%	printers: small footprint; PCL 5 emulation available; internal Ethernet; LCD model; large roll capacity; metal print mechanism; 300 dpi resolution labels: customization available
DataRay Brent Scales, brents@datarayusa.com 1141 S.E. Grand Blvd., Suite 107 Oklahoma City, OK 73129 800-477-5317 www.datarayusa.com	printers, labels, and wristbands	1986	—	no/sell DataRay labels —	no/sell DataRay wristbands —	99% 1%	printers: health care information system interface labels: economical wristbands: economical; durable
Endur ID Robert Chadwick, bchadwick@endurid.com 8 Merrill Industrial Drive, Unit 4 Hampton, NH 03842 603-758-1488 www.endurid.com	wristbands	2003	—	—	no/sell Endur ID wristbands —	100% 0	wristbands: waterproof; tear proof; adhesive closures; no clips or laminates
General Data Healthcare General Data Marketing, talktous@general-data.com 4354 Ferguson Drive Cincinnati, OH 45245 513-752-7978 www.general-data.com/healthcare	printers, labels, and wristbands	2004	yes Cognitive, Zebra Technologies, Datamax, Sato America	no/sell General Data labels —	no/sell General Data wristbands —	90% 10%	labels: StainerShield xylene-resistant slide labels wristbands: durable; easy to print; easy to apply to patient; easy-to-scan bar codes; different wristband types for different patients
LabMedia Partners Steve Palma, steve.palma@ourpartners.com 4330 Shawnee Mission Parkway Fairway, KS 66205 913-432-4333 www.labmediapartners.com	printers, labels, and wristbands	2008	yes Intermec, Sato America, Zebra Technologies, others	no/sell LabMedia Partners labels —	no/sell LabMedia Partners wristbands —	100% 0	printers: RFID; thermal or direct printers; easy to use labels: label facestocks and adhesive combinations designed to withstand extreme chemical (xylene); temperature ranges/processing include extreme heat (autoclave) to extreme cold (cryogenic and LM2) and e-beam irradiation lab environments; others wristbands: preprinted bar-coded requisitions with labels integrated into document; bar-coded lab documents produced with 100% bar-code verification; markets served are CAP FDT forensic identity and toxicology (CCF drug testing custody and control forms), pathology requisitions, others
LaserBand Jason Boland, jason.boland@laserband.com 120 S. Central Ave. St. Louis, MO 63105 314-726-7491 www.laserband.com	labels and wristbands	1998	—	no/sell LaserBand labels —	no/sell LaserBand wristbands —	70% 30%	labels: adhesive-free zones prevent printer jams; high-quality materials prevent smudging or smearing wristbands: patented self-laminating wristbands protect patient information for length of patient's stay; perfect application for bar coding/scanning
Lattice Pat Heniff, pat.heniff@lattice.com 1751 Naperville Rd. Wheaton, IL 60560 630-949-3250 www.lattice.com	printers and labels	1996	yes Zebra Technologies	yes —	—	100% 0	printers: size; durability labels: matte finish; adhesives
Siemens Healthcare Theresa McGillvray-Dodd theresa.mcgillvray-dodd@siemens.com 18724 66th Ave. N.E. Seattle, WA 98028 425-487-0179 www.medical.siemens.com	printers	2007	yes Zebra Technologies	—	—	100% 0	distinguishing characteristics not provided
Sunquest Information Systems Chris Fraker, chris.fraker@sunquestinfo.com 250 S. Williams Blvd. Tucson, AZ 85711 877-239-6337 www.sunquestinfo.com	printers	2004	yes Printek, Zebra Technologies, Epson, Intermec	—	—	99% 1%	distinguishing characteristics not provided
Typenex Medical Debra Gray, dgray@typenex.com 303 E. Wacker Drive, Suite 1200 Chicago, IL 60601 312-938-3000 www.typenex.com	wristbands	1980	—	—	no/sell Typenex wristbands —	80% 20%	wristbands: FinalCheck wristband label provides unique blood bank ID to open FinalCheck Recipient Safety System—only the blood bank ID on band will open FinalCheck lock; bar code and Flexi Bands offer unique blood bank IDs in GS1-128 bar-coded and human-readable formats; band durability ranges from 3–14 days