

LEXMARK, ETSEC DEVELOP NEW SECURE, ACCOUNTABLE RESULT DELIVERY SYSTEM FOR CLINICAL LABS

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It is estimated that laboratory testing has an impact on more than 70 percent of medical decisions, making the accurate distribution of test results to physician offices, hospitals and clinics vital to patient health.

Today, most labs rely on faxing and remote printing over telephone lines to distribute test results. Lexmark International, Inc. (NYSE: LXX) and ETSec, a global enterprise and managed security services company, have teamed to offer a new solution that makes it easier for labs to proactively manage the report delivery process and is designed to ensure that results are delivered safely and securely.

"With a critical process like delivering lab results, there is no room for error," said Marty Canning, Lexmark vice president and president of its Printing Solutions and Services Division. "This new solution gives labs the tools they need to effectively manage remote devices across their network, and ensure that test results reach their destination quickly and securely."

ETSec provides patented "dynamic Virtual Private Network (VPN)" technology through which print jobs are transmitted over an ultra-secure certificate-authenticated communications channel between the laboratory information system (LIS) and the remote office or clinic. Using ETSec's remote security management system, lab support personnel can remotely control and monitor every aspect of the print system. High-quality lab reports including color graphics are delivered and tracked electronically while maintaining a level of security that helps to maintain patient confidentiality.

Lexmark's unique printer management capabilities give labs access to the printers connected to ETSec's network in a way that is not compromised by printer status so that print jobs can be tracked, delivery can be confirmed, and information technology (IT) professionals can proactively manage each device. Lexmark's enhanced printer management technology provides remote diagnostics and detailed information about potential maintenance issues like low toner or paper jams so that corrective action can be taken quickly to minimize downtime.

This new solution also utilizes Lexmark's world-class Distributed Fleet Management processes, systems and tools to allow labs to automate supplies management and maintenance and monitor device usage to help reduce costs and optimize their printer fleet.

For more information about Lexmark's industry-specific products, solutions and service offerings for the health care industry, please visit www.lexmark.com/healthcare.

ABOUT ETSEC

Enterprise Trust Security, Inc. (ETSec) is a global information security company with patented security technologies and managed enterprise solutions. ETSec provides enterprise-wide global security services and products in multiple market segments. For more information, visit www.etsec.com.

ABOUT LEXMARK

Lexmark International, Inc. (NYSE: LXX) provides businesses of all sizes with a broad range of printing and imaging products, solutions and services that help them to be more productive. In 2008, Lexmark sold products in more than 150 countries and reported \$4.5 billion in revenue. Learn how Lexmark can help you get more done at www.lexmark.com.

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