

**Press Release**



**FOR IMMEDIATE RELEASE**

Editorial Contact:

Pete Masi  
Director, Marketing Communications  
Swisslog Healthcare Solutions  
Phone: 303.373.7945  
Fax: 303.375.5748  
[pete.masi@swisslog.com](mailto:pete.masi@swisslog.com)

**Swisslog's Drug Management Business Unit Expands Sales Force**

***New products and marketplace acceptance power dramatic headcount growth;  
14-year veteran Waski promoted to vice president***

DENVER, Colo. (February 16, 2011) – Swisslog, a leading provider of automated materials transport and medication management solutions for hospitals, today announced that it has significantly expanded the sales force of its [Automated Drug Management Systems \(ADMS\)](#) business unit, including the promotion of Robert M. Waski to position of vice president of U.S. sales.

Waski, who has worked for Swisslog for the past 14 years, had been an ADMS regional sales manager whose territory included the western U.S. In his new role, he will manage the team of regional sales managers and the sales support staff.

Other recent additions to the ADMS sales force include four new regional managers, a strategic accounts manager, as well as additional sales support engineers and administrative staff.

Among the new products fueling the ADMS sales force expansion is [MedRover](#), a mobile drug cabinet designed to reduce the medication retrieval and delivery burden of nurses. It is lighter, more maneuverable and stores more drugs than any competing product on the market. MedRover provides secure delivery of medicine, including controlled drugs, and support of electronic medical records (EMRs) at the patient's bedside, making it an ideal solution for hospitals that have an EMR solution as well as those still looking for one.

**swisslog**

MedRover is a part of Swisslog's medication management product portfolio, which also includes PillPick, BoxPicker, ATP High-Speed Packagers, Pick-to-Light Shelving, and Inventory Management Software. Collectively, these solutions streamline and optimize the operations of both in-patient and out-patient hospital pharmacies. From the packaging of bulk medications to storage, dispensing and logistics, Swisslog's products help hospitals reduce or eliminate dangerous medication errors while improving the speed and efficiency of the drug supply chain.

"Driven by marketplace acceptance of our solutions, productive strategic partnerships and key product acquisitions, our business unit has experienced impressive growth over the past four or five years," said ADMS Vice President Ben Hinnen. "With this growth come expectations of even greater market penetration. As a result, we knew we had to geographically expand our sales force and install a senior manager who would be responsible for coaching and leading the team. Today's announcement reflects the company's support of this growth strategy."

Swisslog Healthcare Solutions is the leading supplier of logistics automation solutions for healthcare facilities. Swisslog has installed [automated materials transport](#) and [medication management](#) solutions in more than 3,000 hospitals around the world, including more than 2,000 in North America. Swisslog offers total systems design, manufacturing, installation and customer support providing a complete supply chain management approach to the logistics challenges of hospitals. The North American division of Swisslog Healthcare Solutions is based in Denver, CO.

## **About Swisslog**

Swisslog is a global provider of integrated logistics solutions for warehouses, distribution centers and hospitals. Its comprehensive services portfolio ranges from building complex warehouses and distribution centers to implementing Swisslog's own software to intra-company logistics solutions for hospitals.

Swisslog's solutions optimize customers' production, logistics and distribution processes in order to increase flexibility, responsiveness and quality of service while minimizing logistics costs. With years of experience in the development and implementation of integrated logistics solutions, Swisslog provides the expertise that customers in more than 50 countries rely on.

Headquartered in Buchs/Aarau, Switzerland, Swisslog currently employs over 2,000 staff in about 20 countries worldwide. The group's parent company, Swisslog Holding AG, is listed on the SIX Swiss Exchange (security number: 1232462, Telekurs: SLOG, Reuters: SLOG.S). For more information, visit [www.swisslog.com](http://www.swisslog.com).

--END--

The logo for Swisslog, featuring the word "swisslog" in a lowercase, sans-serif font. The letters are a dark red color, and the "i" and "o" have a white dot. The logo is set against a light red rectangular background.