



We architect, supply, implement and manage IT.

## VHA INC. SELECTS PDS AS PREFERRED TECHNOLOGY PARTNER

*PDS chosen as one of four IT solution providers to serve nationwide healthcare market*

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**OCONOMOWOC, Wis. – April 23, 2010** – Paragon Development Systems, Inc. (PDS), a leading provider of technology solutions to medium and large enterprise organizations, today announced that it has entered into an agreement with VHA Inc., a national health care network that serves more than 1,400 not-for-profit hospitals across the nation. VHA provides its members with supply chain management services and clinical improvement services that enable hospitals to accelerate their improvement and make better use of their resources. VHA also facilitates the sharing of information surrounding best practices.

“PDS has been servicing the healthcare IT industry for decades, including some VHA members, such as Mayo Clinic, ProHealth Care, Inc., and Froedtert & Community Health, among others. We’re excited to have the opportunity to serve the national network of VHA healthcare organizations.” says Michael Grall, vice president at PDS.

The PDS and VHA agreement provides discounts and value-added services on hardware, software and consulting services for VHA’s 1,400 members. PDS will be one of only four IT Value Added Resellers in the VHA IT purchased services portfolio.

“Technology is a critical component of high-quality, cost-effective and safe patient care. Efficiency and reliability in the area of IT results in improved clinical outcomes, higher staff productivity, increased patient satisfaction and enhanced cash flow,” said David Gillan, vice president of Purchased Services and Strategic Sourcing. “We continue to offer exceptional value to our members by identifying industry-leading suppliers such as PDS who have the capability, quality and demonstrated willingness to collaborate.”

“This agreement will allow VHA members to access PDS’s preferred pricing and unique service approach,” says Craig Schiefelbein, president and chief executive officer of PDS. “We have a great opportunity in front of us to show a large segment of the healthcare market what makes us truly unique.”

“The PDS value is derived from our culture of focusing on long-term partnerships with our clients by making them more efficient, reducing their total cost of ownership and allowing them to focus on their core business. Our technical expertise combined with our unique product services arm is what makes us attractive and able to provide end to end solutions that aren’t typically available through mass resellers,” says Grall. “Today’s business climate demands technology partners to provide value way beyond the products, and our healthcare track record, intellectual property, and unique methodologies has put us in a position to form a great partnership with a highly reputable and respected organization like VHA.”

### **About PDS**

For more than 23 years, Paragon Development Systems, Inc. has been providing technology products, services and solutions to medium and large size organizations, improving the quality of life for IT departments regions across the country. As a technology services company, PDS architects, supplies, implements and manages IT for organizations in four primary markets: healthcare, government/higher-education, corporate, and professional



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services.

In addition to being a major Enterprise Tier product and service value added reseller (for manufacturers such as HP, IBM, Cisco, Microsoft and many others) PDS manufactures its own PDS-branded PCs and video solutions in an ISO 9001:2008-certified 43,000-square-foot configuration center. PDS also offers clients a single-point-of-contact, ITIL-aware resource for service management with a 24x7 help desk.

Headquartered in Oconomowoc, Wisconsin, PDS holds more than 400 certifications in technology services, installation and support of computer systems. PDS has been assessed and approved by National Quality Assurance, USA, an accredited ISO 9000 auditor.

### **About VHA**

VHA Inc., based in Irving, Texas, is a national network of not-for-profit health care organizations that work together to drive maximum savings in the supply chain arena, set new levels of clinical performance and identify and implement best practices to improve operational efficiency and clinical outcomes. Formed in 1977, through its 16 regional offices, VHA serves more than 1,400 hospitals and more than 25,500+ non-acute care providers nationwide. VHA was ranked by Modern Healthcare as the 7th best place to work in health care in 2009.

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