

**April 21, 2017**

**Compodium signs $1m new contract with Inera AB for digital solutions to the County Councils and Municipalities across Sweden**

**Compodium International AB has signed a new three-year agreement with Inera AB, which develops, manages and coordinates digital solutions for Sweden's County Councils, and Municipalities. Compodium will show case at the largest e-health exhibition in Scandinavia - it’s secure digital hospital wards at the Vitalis eHealth exhibition in Gothenburg, April 25-27 2017.**

“We are extremely proud and confident of our partnership agreement with Inera AB, which is just over eight million SEK. This highlights yet another important step in our growth and efforts to develop our e-health business across Europe. We secured the contract against competitive giants such as Cygate and Tele2 which demonstrates our extensive capabilities”, says Bengt Grahn, CEO at Compodium.

Together with Compodium, we will now go out and inform all county councils, and municipalities who are able to use this framework agreement to deploy the video and remote meeting services on offer from Compodium. The services can, for example, be used to streamline coordinated care planning, increase opportunities for improved care at home, and to offer patients equal care—regardless of time and place” says Thord Berglund, Services Manager at Inera.

For more than 20 years, Compodium has delivered secure and reliable video meetings to customers in healthcare, defence, government, global enterprises and the SMB sector. In 2016, new strategic partners were onboarded along with 15 million SEK in new capital from private investors and the Norrland Fund. Sales have continously increased from 9 to 16 million SEK and the budget for 2017 is 25 million SEK.

“By 2020, we plan to reach 100 million SEK. This new agreement with Inera AB is a great platform for the rapid development of our business. We have also doubled our headcount in resources with both sales and technical engineers. Our footprint and company extend beyond our Headquarters in Luleå (Sweden) with additional coverage in Stockholm (Sweden), Gothenburg (Sweden), London (United Kingdom), The Hague (Netherlands) and North Carolina (United States). Our target is to continously expand our team and global operation”, says Bengt Grahn.

Compodium International AB have appointed two senior executives to expand the International business for Compodium. Amit Walia joins Compodium as EMEA Executive Vice President and Martijn Voorhoeve as EMEA Business Development Manager. Walia is a global leader in the technology sector with experience in public, PE-owned, and venture backed companies.  Walia and Voorhoeve are best known for leading aggressive service growth and securing industry analyst awards for leadership and innovation in the domain of Unified Communications.

Walia had served as Vice President for the technology start-up Tely Labs's from Silicon Valley since 2013. In that role, he was responsible for the succesful implementation of the channel business at a global level. In a message to the Press Agency via LinkedIn, Walia said he was "grateful" for his time at Tely Labs, but that the opportunity he saw with Compodium International AB was "too good to pass up."

“Compodium offers a unique, secure and encrypted video service into the healthcare vertical as well other markets, with authentication via the BankID platform. We are positive our customers can seemlessly join a secured video meeting, regardless of location and system. The Compodium service interoperates with all platforms such as Smartphones, Skype for Business, tablets, desktop PC or Mac. It is here that we see significant international growth opportunities” says Amit Walia.

Through the new agreement with Inera, Compodium will maintain operational responsibility for video infrastructure at Sjunet—a quality assured network, specifically designed and adapted for healthcare. Sjunet has guaranteed availability and Compodium videoconferencing is used for real-time operations.

**Live Remote Broadcasts of Operations**

Compodium virtual healthcare services, using modern camera technology and a service for live video, has repeatedly been used to broadcast operations remotely from both Ersta Hospital and Huddinge University Hospital.

“Our medical equipment is at the core of the operating room. Via Compodium’s video service, everything that happens around the patient can be shared in real-time in a simple, efficient and safe manner”, says Mattias Hyvönen, Olympus Sweden AB.

“The technology from Compodium means that we can now offer a larger number of participants to take part in the live broadcasts than ever before. From an educational standpoint, it is unbeatable” says Stefan Carlens, director of surgery at Ersta Hospital in Stockholm.

**Captions:**

1. Compodium and Inera have signed a new three-year framework agreement for all municipalities and regions. Pictured representatives from Inera management group and Compodium. From bottom up: Maria Brunzell, Inera; Jon Strindlund, Compodium; Ronny Lomm and Andreas Sundkvist, Inera; Tomas Lundgren, Olof Helin, Bengt Grahn, Compodium.

2. Compodium is growing rapidly. Amit Walia and Martijn Voorhoeve onboarded as new senior executives to drive the expansion of the Compodium across Europe.

3. Compodium exhibits at Vitalis in Gothenburg from April 25-27, 2017.

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