

Vital Signs Lead Program 2008 Program Rules and Qualifications

Inverness Medical will pay distributor reps for leads that result in **demos** for the following products:

Cholestech LDX® System
Biosite Triage® MeterPro™
HemoSense INRatio®

Execution elements:

Qualified leads that turn into demos will result in the following payouts within a quarter:

<u>Demos</u>	<u>Payout</u>
#1-2	\$40 each
#3+	\$60 each

There is a maximum limit of 15 demos that can be paid out per quarter (\$860 payout). Payouts will be processed on a quarterly basis. Payouts will be made for those demos completed within the current quarter only. Any demos carried over to the following quarter count for that new quarter only. Here are the rules regarding qualified leads:

1. Demonstrations must be conducted in-person by an Inverness Representative.
2. Demonstrations must take place at the customer's facility (no trade show or other off-site demonstrations will qualify).
3. Demonstrations must be made with the economic buyer present.
4. Demonstrations of multiple systems to the same account will count as only one demo.
5. Demonstrations must occur within the same quarter (Apr-Jun, Jul-Sep, Oct-Dec, Jan-Mar) to get to the higher payout level.

Distributor leads can be submitted by contacting your Inverness Account Executive directly (listing is below). An Inverness Representative (Account Executive or Clinical Consultant) will have to complete the demo before it will be credited. Payouts will take place on a quarterly basis.

Sales representatives from Cardinal Health will receive payments on a quarterly basis in the form of gas cards. All other distributors will be paid out in cash through their corporate payroll system.



Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, CORPORATE (PDG)		
100A	Eric Allen Perreault VP, PDG Sales 9975 Summers Ridge Rd San Diego, CA 92121	M - 619-540-5741 O - Eric.Perreault@invmed.com
SALES, NORTHEAST REGION (PDG)		
101A Northeast	Tony Penta Regional Sales Director 74 Depot St. Douglas Douglas, MA 01516	M - 617-803-1228 O - 877-436-6444 x 254 Anthony.Penta@invmed.com
101B NJ, NY, Southwest CT	Nick Faragasso Account Executive 7 Piermont Place West Caldwell, NJ 07006	M - 201-310-0975 O - 888-246-7483 x 53586 Nicholas.Faragasso@invmed.com
101C New England	Scott Sullivan Account Executive 37 Algonquian St. Natick, MA 01760	M - 508-280-1607 O - 888-246-7482 x 53593 Scott.Sullivan@invmed.com
101D NY,NJ, PA	Bob Hanna Account Executive 7 Barbara Drive Hillsborough, NJ 08844	M - 510-780-6383 O - 877-500-8500 x 8323 Bob.Hanna@invmed.com
101E New England	Amy Andrade Account Executive 4 Casey Drive Bristol, RI 02809	M - 401-241-4399 O - 800-637-3717 x 501 Amy.Andrade@invmed.com
101H	Chris Weaver Account Executive 139 Blackhouse Rd Trumbull, CT 06611	M - 914-588-4498 O - Chris.Weaver@invmed.com
101I	Sandra Ryan Account Executive 100 West Lake Drive Taunton, MA 02780	M - O - 508-269-7589 Sandra.Ryan@invmed.com
151Z	Carl Bergquist Field Marketing Representative 107 Woodfield Rd Washington Township, NJ 07676	M - 201-666-1946 O - Carl.Bergquist@invmed.com

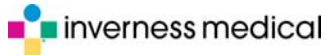


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ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, MIDWEST REGION (PDG)		
102A Midwest	Jeff Ellis Regional Sales Director 216 NW Locust Street Lee's Summit, MO 64064	M - 816-803-1772 O - 800-637-3717 x 551 Jeff.Ellis@invmed.com
102B Kansas City, MO	Mike Stanley Account Executive 13834 S. Mullen Street Olathe, KS 66062	M - 913-707-5305 O - 800-637-3717 x 570 Mike.Stanley@invmed.com
102C Kansas City, KS	Jason Tyler Account Executive 12206 W. 139th Terrace Overland Park, KS 66221	M - 773-230-6052 O - 800-745-8026 x 53588 Jason.Tyler@invmed.com
102D St. Louis	Colleen Wagener Account Executive 2616 Lauren Lake Drive Shiloh, IL 62221	M - 510-780-6254 O - 877-500-8500 x 8341 Colleen.Wagener@invmed.com
102E Peoria	Megan Fuller Account Executive 318 N. Sterling Avenue Peoria, IL 61604	M - 309-253-2948 O - 800-745-8026 x 53523 Megan.Fuller@invmed.com
102F Chicago, IL	Vicky Ridenour Account Executive 428 Harbor Drive Carpentersville, IL 60110	M - 510-780-6261 O - 877-500-8500 x 8319 Vicky.Ridenour@invmed.com
102L	Joan Lisenbe Account Executive 1409 Calcutta Lane Naperville, IL 60563	M - 630-531-0080 O - 630-753-9095 Joan.Lisenbe@invmed.com
102M Bennington NE	Pam Utech Account Executive 10312 North 182nd Circle Bennington, NE 68007	M - 402-203-7733 O - 800-637-3717 x 564 Pamela.Utech@invmed.com
152Z Midwest	Scott Robitaille Field Marketing Representative 192 Willey, Gilberts Gilberts, IL 60136	M - 224-558-3190 O - 800-637-3717 x 320 Scott.Robitaille@invmed.com

Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, NORTHWEST REGION (PDG)		
103A Northwest	Mike Willing Regional Sales Director 3140 Cedrona Drive NW Olympia, WA 98502	M - 360-970-6213 O - 360-970-6213 Mike.Willing@invmed.com
103B Minneapolis MN	Stephanie Bruns Account Executive 1920 South 1st Street Suite 2003 Minneapolis, MN 55454	M - 510-780-6256 O - 877-500-8500 x 5026 Stephanie.Bruns@invmed.com
103C Elk Grove CA	Tamara Decker Account Executive 9046 Quail Cove Drive Elk Grove, CA 95624	M - 916-600-0303 O - 800-637-3717 x 472 Tamara.Decker@invmed.com
103D Eden Prairie MN	Joe DiFrancesco Account Executive 6317 Chatham Way Eden Prairie, MN 55346	M - 612-868-6498 O - Joe.DiFrancesco@invmed.com
103E Olympia WA	Dave Little Account Executive 8039 Countrywood Drive SE Olympia, WA 98034	M - 206-398-9094 O - 800-637-3717 x 664 Dave.Little@invmed.com
103H San Jose CA	Paul Phillips Account Executive 1042 South Pine St. Canby, IL 97013	M - 503-201-7710 O - Paul.Phillips@invmed.com
153Z Northwest	Curt Henry Field Marketing Representative 3823 154th Street West Rosemount, MN 55068	M - 763-218-9389 O - 800-637-3717 x 368 Curt.Henry@invmed.com



Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, CENTRAL REGION (PDG)		
104A Central	Mike Schroeder Regional Sales Director 629 Hawthorne Dr. Carmel, IN 46033	M - 510-512-2354 O - 800-733-0404 x 8307 Mike.Schroeder@invmed.com
104B Cleveland, OH	Mike Deckard Account Executive 89 Paddison Ave. Cuyahoga Falls, OH 44223	M - 330-554-2043 O - 888-246-7483 x 53517 Michael.Deckard@invmed.com
104D Detroit, MI	Marcy Bell Account Executive 937 Pearson Dr. Milford, MI 49381	M - 609-335-4715 O - 800-637-3717 x 588 Marcy.Bell@invmed.com
104E Columbus, OH	Kristin McGinness Account Executive 5199 Willow Grove Place South Dublin, OH 43017	M - 614-581-7315 O - 800-637-3717 x 540 Kristin.McGinness@invmed.com
104H	Beth Russell Account Executive 37183 Berkleigh Ct. Farmington Hills, MI 48331	M - O - 734-732-5417 Beth.Russell@invmed.com
104I Louisville	Jill Lee Account Executive 6201 Burnham Place Prospect, KY 40059	M - 502-741-6889 O - 800-637-3717 x 450 Jill.Lee@invmed.com
104J Louisville	Nathan Frisbie Account Executive 217 Sequoia Road Louisville, KY 40204	M - 510-780-6253 O - 800-733-0404 x 8313 Nathan.Frisbie@invmed.com



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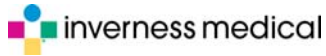
ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, SOUTHEAST REGION (PDG)		
105A Southeast	Mark Wdowicki Regional Sales Director 465 Fieldstone Landings Alpharetta, GA 30005	M - 678-361-6789 O - 800-637-3717 x 548 Mark.Wdowicki@invmed.com
105C Atlanta, GA	John Bray Account Executive 461 Glendale Ct Stone Mountain, GA 30087	M - 510-780-6384 O - 800-733-0404 x 8349 John.Bray@invmed.com
105E Macon, GA	Tina Spees Account Executive 104 Waterford Ct. Bonaire, GA 31005	M - 478-397-5628 O - 800-637-3717 x 560 Tina.Spees@invmed.com
105F Jacksonville, FL	Amy Fraga Account Executive 3057 Cypress Creek Dr Pointe Vedre, FL 32082	M - 904-612-7533 O - 800-637-3717 x 492 Amy.Fraga@invmed.com
105G Orlando, FL	Karen Torres Account Executive 2442 Ridgemoor Dr Orlando, FL 32828	M - 407-756-5885 O - 800-637-3717 x 577 Karen.Torres@invmed.com
105H Miami, FL	Veronica Tirado Account Executive 5290 NW 109 Ave #104 Miami, FL 33178	M - 305-989-5638 O - 800-637-3717 x 440 Veronica.Tirado@invmed.com
105I Mobile, AL	Dee Chapman Account Executive 143 Augusta Ct. Fair Hope, AL 36532	M - 251-377-7549 O - 800-637-3717 x 461 Dee.Chapman@invmed.com
105J Nashville	April Underwood Account Executive 1928 Harpeth River Drive Brentwood, TN 37027	M - 510-780-6388 O - 800-733-0404 x 8321 April.Underwood@invmed.com
105K Nashville	Brad Bowen Account Executive 196 Spy Glass Way Hendersonville, TN 37075	M - 615-415-9808 O - 800-745-8026 x 53558 Brad.Bowen@invmed.com

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ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
<p style="text-align: center;">105L Knoxville</p>	<p>Kristi Buchholz Account Executive 8712 Amberleigh Drive Knoxville, TN 37922</p>	<p>M - 865-207-2422 O - 800-637-3717 x 453 Kristi.Buchholz@invmed.com</p>
<p style="text-align: center;">135Z Homeostasis Specialist</p>	<p>John Mays Homeostasis Specialist 8829 Hamden Dr Tampa, FL 33626</p>	<p>M - 813-966-9283 O - John.Mays@invmed.com</p>
<p style="text-align: center;">155Z Southeast</p>	<p>Jennifer Merritt Field Marketing Representative 3508 Brookview Forest Court Nashville, TN 37211</p>	<p>M - 615-613-4883 O - Jennifer.Merritt@invmed.com</p>

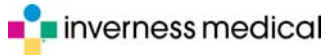
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ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, SOUTHWEST REGION (PDG)		
106A Southwest	David Franklin Regional Sales Director 1214 Powder River Trail Southlake, TX 76092	M - 817-235-7139 O - 888-246-7483 x 53546 David.Franklin@invmed.com
106B Dallas, TX	Ryan Credeur Account Executive 6400 Wincrest Drive #616 Plano, TX 75204	M - 510-780-6387 O - 877-500-8500 x 8306 Ryan.Credeur@invmed.com
106C Austin, TX	Mary Ann Garofolo Account Executive 5516 B Woodrow Avenue Austin, TX 78756	M - 512-585-3966 O - 800-637-3717 x 329 MaryAnn.Garofolo@invmed.com
106E Baton Rouge, LA	Brian St.Cyr Account Executive 22782 Greencliff Drive Denham Springs, LA 70726	M - 713-865-6924 O - 800-637-3717 x 488 Brian.StCyr@invmed.com
106F Houston, TX	Kevin Williams Account Executive 22155 Wildwood Park #132 Richmond, TX 77469	M - 510-780-6389 O - 877-500-8500 x 5302 Kevin.Williams@invmed.com
106H	Matt Shouse Account Executive 10160 Dentport Dr Dallas, TX 75238	M - 214-244-9889 O - Matt.Shouse@invmed.com
106I	Paul Hearn Account Executive 6302 Hickory Bough Ct Kingwood, TX 77345	M - 713-725-4360 O - Paul.Hearn@invmed.com
106J Dallas, TX	Robert Taylor Account Executive 1409 Sherwood Drive Rowlett, TX 75088	M - 214-912-6336 O - 800-637-3717 x 582 Robert.Taylor@invmed.com
156Z Southwest	Franklin King Field Marketing Representative 5215 Timber Park Drive Flower Mound, TX 75028	M - 214-629-4816 O - 888-246-7483 x 53327 Franklin.King@invmed.com



Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, WEST REGION (PDG)		
107A West	Marc Nicholas Regional Sales Director 4793 Panorma Dr. South Ogden, UT 84403	M - 510-688-0408 O - 800-733-0404 x 8314 Marc.Nicholas@invmed.com
107B Trabuco Canyon	Shayne Gallagher Account Executive 21412 High Country Dr. Trabuco Canyon, CA 92679	M - 949-235-7164 O - 800-637-3717 x 563 Shayne.Gallagher@invmed.com
107C Glendale	Tammy Stojanovski Account Executive 20019 N. 43rd. Lane Glendale, AZ 85308	M - 602-363-3361 O - 800-637-3717 x 483 Tamara.Stojanovski@invmed.com
107D Littleton	Amy Kilburg Account Executive 9854 S. Garland Ct. Littleton, CO 80127	M - 510-780-6257 O - 800-733-0404 x 8352 Amy.Kilburg@invmed.com
107E Sylmar	Cesar Marroquin Account Executive 15410 Monte Street Sylmar, CA 91342	M - 510-780-6260 O - 800-733-0404 x 8311 Cesar.Marroquin@invmed.com
107F Valencia	Don Fellows Account Executive 23438 Berwick Place Valencia, CA 91354	M - 818-624-7230 O - Don.Fellows@invmed.com
107G Tucson	Bret Samowitz Account Executive 5522 W. Bellagio Ct Herriman, UT 84096	M - 520-260-5190 O - Bret.Samowitz@invmed.com
107H	Beckie Greer Account Executive 7745 E. Via Montoya Scottsdale, AZ 85255	M - 480-363-0156 O - Beckie.Greer@invmed.com



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ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
SALES, MID ATLANTIC REGION (PDG)		
107A Mid Atlantic	Open	M - O -
108B Pittsburgh, PA	Ben Liptak Account Executive 247 Edgewood Dr. Beaver, PA 15009	M - 724-544-4959 O - 800-637-3717 x 480 Ben.Liptak@invmed.com
108C Virginia	Dennis Medlin Account Executive 2701 Queenswood Road Midlothian, VA 23113	M - 804-370-8673 O - 800-745-8026 x 53319 Dennis.Medlin@invmed.com
108D Hagerstown, PA	Jeff Patten Account Executive 112 Gabriel Ct. Smithsburg, MD 21783	M - 301-491-6951 O - 888-246-7483 x 53524 Jeff.Patten@invmed.com
105B Chralotte, NC	Kip Horton Account Executive 2037 Queens Road West Charlotte, NC 28207	M - 510-780-6391 O - 800-733-0404 x 8334 Kip.Horton@invmed.com
108F	Scott Grillo Account Executive 1201 Chestershire Place Pottstown, PA 19465	M - 610-636-9455 O - Scott.Grillo@invmed.com
108G Annapolis, MD	Sherri Hilton Account Executive 3130 Sade Ct. Huntingtown, MD 20639	M - 407-924-2918 O - 800-637-3717 x 374 Sherri.Hilton@invmed.com
108H Charlotte, NC	Susie Gido Account Executive 133 N Audobon Ave Mooresville, NC 28117	M - 704-500-9135 O - 800-637-3717 x 576 Susie.Gido@invmed.com
108I	Scott Richberg Account Executive 2212 Mariners Ferry Charleston, SC 29414	M - 843-991-9996 O - Scott.Richberg@invmed.com

Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
TECHNICAL & CLINICAL CONSULT (PDG)		
131A	Carla Young Technical Director - EAST 19614 Creekside Dr Spring Grove, VA 23881	M - 510 856 7449 O - 877-500-8500 x 8316 Carla.Young@invmed.com
131B	Chad Flinders Technical Consultant 7467 Canterbury Rd. Portsmouth, OH 45662	M - 510-427-7024 O - 800-733-0404 x 8304 Chad.Flinders@invmed.com
131C	Charlene Naimo Technical Consultant 78 Peaslee Crossing Newton, NH 03858	M - 510-512-0488 O - 800-733-0404 x 8369 Charlene.Naimo@invmed.com
131D	Emily Gullo Technical Consultant 172 Grace Blvd. Altamonte Springs, FL 32714	M - 510-780-6246 O - 800-733-0404 x 8363 Emily.Gullo@invmed.com
131E	Jason Viczen Technical Consultant 6420 Oak Highlands Court Cumming, GA 30041	M - 510-780-6247 O - 800-733-0404 x 8371 Jason.Viczen@invmed.com
131F	Jeri Cavanaugh Technical Consultant 11 Fairmount Lane Granby, CT 06035	M - 860-462-1136 O - 877-436-6444 x 157 Jeri.Cavanaugh@invmed.com
131G	Stephen Welch Technical Consultant 6459 Woodland Ct Avon, IN 46123	M - 630-215-9712 O - 877-436-6444 x 167 Stephen.Welch@invmed.com
131H	Debbie Winkfield Technical Consultant 494 Varghese Dr Strasburg, VA 22657	M - 540-325-3071 O - 877-436-6444 x 173 Deborah.Winkfield@invmed.com
131I	Linda Gray Technical Consultant 3426 Lakeview Dr Delray Beach, FL 33445	M - 561-213-5652 O - 877-436-6444 x 255 Linda.Gray@invmed.com

Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
131J	Sue Neill Clinical Consultant 100 4th Ave. S., #137 St. Petersburg, FL 33701	M - 352-257-3028 O - 888-246-7483 x 53591 Sue.Neill@invmed.com
131K	Amy Dukovcic Clinical Consultant 43 Beacon Hill Court Gaithersburg, MD 20878	M - 240-535-0357 O - 888-246-7483 x 53503 Amy.Dukovcic@invmed.com
131L	Margaret Fasano Clinical Consultant 18 Moss Creek Lane East Patchogue, NY 11772	M - 631-255-5242 O - 888-246-7483 x 53590 Margaret.Fasano@invmed.com
137A	Rich Ackerman Technical Director - WEST 7225 E.Caley Ave. Englewood, CO 80111	M - 720-220-3669 O - 877-436-6444 x 256 Richard.Ackerman@invmed.com
137B	Christy Triller Technical Consultant 4737 46th Ave NE Seattle, WA 98105	M - 206-669-8757 O - Christy.Triller@invmed.com
137C	Leo Espinoza Technical Consultant 3107 Berryfield Lane Pearland, TX 77581	M - 510-780-6248 O - 800-733-0404 x 8370 Leo.Espinoza@invmed.com
137D	Linda Pellaton Technical Consultant 18824 Cameo Ct. Castro Valley, CA 94546	M - 510-427-6588 O - 800-733-0404 x 8053 Linda.Pellaton@invmed.com
137E	Sarah Gentry Technical Consultant 1302 Faulkner Dr. Pleasant Hill, MO 64080	M - 510-780-6251 O - 800-733-0404 x 8308 Sarah.Gentry@invmed.com
137F	Bruce Hartmann Technical Consultant 1325 Irish Moss Trail Round Rock, TX 78665	M - 561-702-1666 O - 877-436-6444 x 163 Bruce.Hartmann@invmed.com
137G	Jackie Gonzalez-Rubio Technical Consultant 1223 Armanda Dr. Pasadena, CA 91103	M - 818-807-7980 O - 877-436-6444 x 143 Jacqueline.Gonzalez@invmed.com

Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
137H	Judy Holthe Technical Consultant 3440 W. Las Positas Blvd Pleasanton, CA 94588	M - 510-599-2024 O - 877-436-6444 x 155 Judy.Holthe@invmed.com
137I	Patty Vega Technical Consultant 200 San Diego San Juan, TX 78589	M - 956-655-6052 O - Patty.Vega@invmed.com
137J	Sherry Henning Clinical Consultant 8234 Stony Creek Dr. Dallas, TX 75228	M - 214-448-4244 O - 888-246-7483 x 53527 Sherry.Henning@invmed.com
137K	Lucia Denton Clinical Consultant 850 Beech Street, #1902 San Diego, CA 92101	M - 619-876-0115 O - 888-246-7483 x 53504 Lucia.Denton@invmed.com
137L	Laura Moore Clinical Consultant 7635 Carillon Woodbury, MN 55125	M - 651-270-5525 O - 888-246-7483 x 53507 Laura.Moore@invmed.com

Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
MARKETING (PDG)		
150A	Dean Jenkins Director of Clinical Marketing 3347 Investment Blvd Hayward, CA 94545	M - 510-427-8735 O - 510-293-8010 Dean.Jenkins@invmed.com
151A	Mike Musnug VP, Marketing - POC Products 10 Southgate Rd MS 534 Scarborough, ME 04074	M - 302-229-7055 O - 207-730-5767 Mike.Musnug@invmed.com
151B	Maureen Harlan Marketing Coordinator, POC Products 10 Southgate Rd Scarborough, ME 04074	M - O - 207-730-5735 Maureen.Harlan@invmed.com
151C	Dotty Peterson Director of Marketing, POC Products 10 Southgate Rd Scarborough, ME 04074	M - 207-831-7970 O - 207-730-5788 Dotty.Peterson@invmed.com
151D	Sabina Roadset Marketing Manager 4106 Sorrento Valley Blvd San Diego, CA 92121	M - 858-405-3703 O - 858-200-8939 Sabina.Roadset@invmed.com
151E	Camille Johnson Marketing Manager 4106 Sorrento Valley Blvd San Diego, CA 92122	M - 858-717-4080 O - 858-200-8943 Camille.Johnson@invmed.com
152A	Lisa Wikstrom VP, Marketing - Cardiovascular 9975 Summers Ridge Rd San Diego, CA 92121	M - O - 858-805-2406 Lisa.Wikstrom@invmed.com
152B	Dan Jorgensen Marketing Manager - Cardiovascular 9975 Summers Ridge Rd San Diego, CA 92121	M - 650-207-3566 O - 510-732-7200 x 5064 Dan.Jorgensen@invmed.com
152C	Cali Matthews Marketing Associate 9975 Summers Ridge Rd San Diego, CA 92121	M - 303-725-9310 O - 510-732-7200 x 5049 Cali.Matthews@invmed.com

Physician Diagnostics Group (PDG) Contact List

ID / RESPONSIBILITY	NAME / ADDRESS	CONTACT
MARKETING (PDG)		
153A	David Phillips VP, Marketing - Hemastasis 3347 Investment Blvd. Hayward, CA 94545-3808	M - 317-341-2229 O - 408-240-3808 David.Phillips@invmed.com
153B	Tim Still 651 River Oaks Parkway San Jose, CA 95134	M - 408-240-3838 O - Timothy.Still@invmed.com
153C	Brendan St. John Marketing Manager – Hemastasis 3347 Investment Blvd. Hayward, CA 94545	M - 925-200-5335 O - 408-240-3846 Brendan.StJohn@invmed.com
153D	David Kang Marcom Manager– Hemastasis 3347 Investment Blvd. Hayward, CA 94545	M - O - 408-240-8817 David.Kang@invmed.com
153E	Shari Kipp Product Manager – Hemastasis 3347 Investment Blvd. Hayward, CA 94545	M - 408-896-3919 O - Shari.Kipp@invmed.com
153F	Wei Huang Marketing Operations Manager – Hemastasis 3347 Investment Blvd. Hayward, CA 94545	M - O - 408-240-3804 Wei.Huang@invmed.com