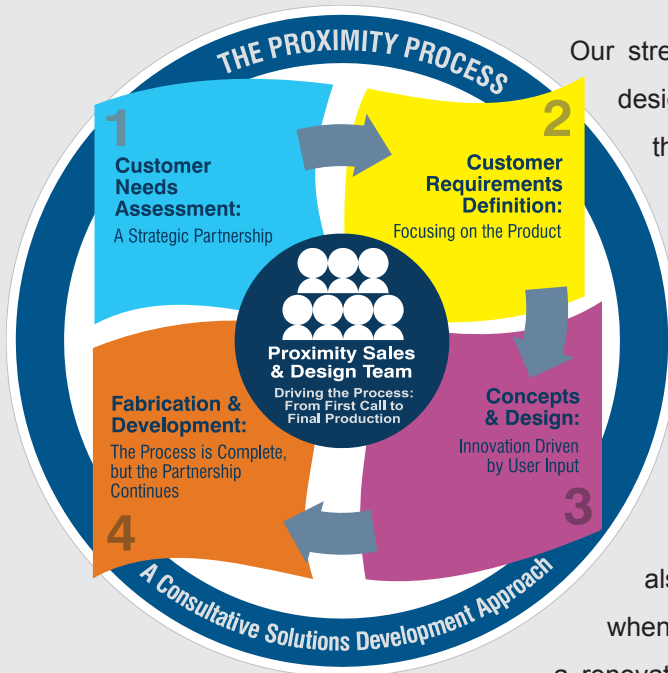


THE PROXIMITY PROCESS: Ensuring a Perfect Fit



Our streamlined, 4-step process has evolved over many years of custom designing, engineering, and manufacturing computer WorkStations for more than 1,000 hospitals and other businesses. In addition to direct patient care areas, we offer products that serve exam rooms, conference rooms, training centers, PACS areas, doctors and nurses lounges, waiting rooms, universities, fire stations, offices and a variety of other settings where space is limited and security or safety is an issue. Through this consultative solutions development approach, your specific and diverse needs are considered, including items such as the use of the room and workstation, IT considerations and individual ergonomics and aesthetics. In healthcare environments, we also consider patient care, clinician workflow and operating efficiencies when making recommendations. Whether you are initiating new construction, a renovation or a dedicated workstation deployment, Proximity's experience developing and implementing solutions is invaluable.

Step 1: Strategic Needs Assessment

The process begins with our teams working together on strategic planning that will help guide your equipment selection. The Proximity team consists of key members from our Sales, Design and Manufacturing departments. Many factors are evaluated during this phase and you'll benefit from our understanding of best practices and the lessons learned from the experience of hundreds of installations.

Step 2: Product Requirements

This step involves looking at product specific issues and working with you to delineate factors that will impact your design and usage. This includes understanding your intended applications, your workflow, equipment, ergonomics, aesthetics, site conditions and regulations.

Through the 4-Step Proximity Process every Proximity WorkStation reflects the unique specifications of each customer.

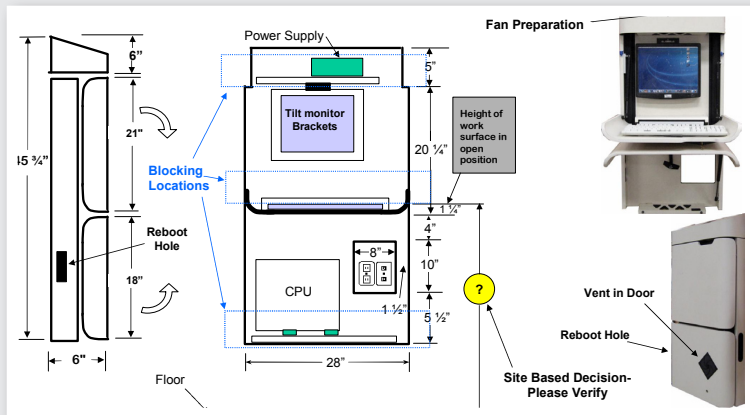


Step 3: Concepts, Design & Engineering

Throughout this step, the input and ideas of your architects, equipment planners, facility planners, clinicians, IT staff and management continue to define and shape the final product. Activities in this step often include configuring each WorkStation compartment, selecting finishes, conferring on dimensional constraints and site conditions. Our design team will offer you options and explore the pros and cons of each. We will develop a clear, concise Product Description Sheet (PDS) that contains drawing details, dimensions, and a conceptual photograph. This schematic helps engineers, architects, equipment planners, contractors and IT staff, as well as non-technical users with the information they need to complete the evaluation process and integrate the concepts into their own plans.

If you have a photo of your deployment site, we will digitally insert a Proximity Computer WorkStation rendering to help you better visualize the solution in your environment. We also develop CAD drawings and blocks for your architects and engineers upon request.

This step, depending on the customer need, can include developing full-size, fully-functional prototypes, allowing your team to convert ideas into an actual product to evaluate.



The PDS contains all drawing details, dimensions and a conceptual photograph.

Step 4: Fabrication & Deployment

Once the design is approved, step 4 is when your custom WorkStations are built to order in our state-of-the-art manufacturing facility, overseen by the same sales and design team that worked with you in steps 1-3. With design, engineering and manufacturing in the U.S., we control costs, meet tight schedules and maintain the high quality you expect. You are not paying for a multi-level distribution channel, which is why our prices are very competitive, despite being custom.

Once built and quality reviewed, your custom Proximity Computer WorkStations are delivered, fully-assembled and ready to install, with a complete installation kit. In selected situations, Proximity Systems will entertain offering competitively priced installation services.

Our commitment to your satisfaction continues, with a 2-year warranty and complete customer support to ensure users are able to take full advantage of all the features designed into each Proximity Computer WorkStation.



Custom Computer Workstations
Design + Engineering + Manufacturing