



CEOCFO

Interviews & News!

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Global Med Technologies' Latest Acquisition Of Inlog In France Has Positioned The Company As The World Leader In Software For Blood Banks And Transfusion Systems Within Hospitals Market As They Are Now In Over 20 Countries, With Over 1,400 Sites, Over 580 Donor Centers, Over 450 Hospitals And Over 360 Labs



Technology
Healthcare
(GLOB-OTC: BB)

Global Med Technologies, Inc.

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Michael I. Ruxin, M.D.
Founder, Chairman, CEO and CFO

BIO:

Michael I. Ruxin, M.D., Chairman and Chief Executive Officer, founded Global Med's predecessor company in 1989, and founded Global Med in 1995. Dr. Ruxin received a B.A. degree from the University of Pittsburgh and an M.D. degree from the University of Southern Califor-

nia, and is a licensed physician in California and Colorado.

Company Profile:

Global Med Technologies[®], Inc. is an international medical software company that develops regulated and non-regulated software products and services for the healthcare industry. As a leading provider of blood and laboratory software applications and services, Global Med's products are deployed in 20 countries and serve over 1,400 hospital transfusion centers, blood donor centers and laboratories.

Global Med's U.S. division, Wyndgate Technologies[®], provides Vein-to-Vein[®] tracking through its Donor Doc[™], SafeTrace[®], SafeTrace Tx[®] and ElDorado Donor[™] software products. Each year, Wyndgate's products and services manage more than eight million blood components, representing over 27% of the U.S. blood supply.

Global Med's European subsidiary, Inlog, SA, is a leading provider of donor center and transfusion management systems as well as cellular therapy software, laboratory information systems and quality assurance medical software systems internationally. Inlog's products include EdgeBlood**, EdgeTrack**, EdgeCell, EdgeLab and SAPA.

Global Med's U.S. subsidiary, PeopleMed[®], Inc., provides cost-effective customized software validation, consulting and compliance solutions to hospitals and donor centers.

**FDA 510(k) clearance required prior to sales in the U.S.

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFOinterviews.com

CEOCFO: Dr. Ruxin, please tell us your vision when you founded the company and where you are today?

Dr. Ruxin: "First of all, I very much appreciate you taking the time to interview me and learn about Global Med Technologies. Global Med was founded in 1995 and the vision was to be a world leader in our space that is basically software for blood banks and software for transfusion systems within hospitals. We are certainly well on our way to achieving that vision, especially with our recent acquisition of Inlog in France. With the acquisition, we are now in over 20 countries, 1,400 sites, over 580 donor centers, over 450 hospitals and over 360 labs all over the world."

CEOCFO: What differentiates your software?

Dr. Ruxin: "The bottom line is that technology and the FDA are defining it, because our software products have to receive clearance through the FDA. The software is no different than a drug or a heart valve. Consequently, there are substantial barriers to entry and substantial difficulties in making sure that the software is appropriate for the various hospitals and donor centers and it works according to their standard operating procedures. The software manages the life cycle of blood from vein-to-vein from the

time the blood is donated to the time the blood is transfused.”

CEOCFO: Are your solutions off the shelf or customized to each facility?

Dr. Ruxin: “We actually have 12 different applications that we offer and the product is off the shelf. However, it can be customized for our various clients. Our clients range from the Mayo Clinic to Stanford, Memorial Sloan Kettering, National City of Hope, Cedars-Sinai, and 340 other hospitals around the United States. In addition, everyone does not process blood exactly the same, so we can work with them to customize the software if needed for their standard operating procedures.”

CEOCFO: What is the revenue model for you?

Dr. Ruxin: “The revenue model is simply a standard software license fee, maintenance, and implementation. In terms of the revenue model, we get one of the highest recurring revenue streams in the entire software industry. We receive about 27% of the software license fee and that is why going into 2009 our recurring revenues should be over \$9 million with a GP of 75%.”

CEOCFO: You have had 15 consecutive quarters of revenue growth?

Dr. Ruxin: “That’s correct and with that comes the consecutive 9 quarters of profitability.”

CEOCFO: I see you have a steady stream of new organizations working with you; how do you get your business?

Dr. Ruxin: “We get our business really through our Service 360 philosophy. We work with our clients very closely, we rarely lose clients and we meet their needs. The basic philosophy is always a win-win that comes from the top down in our organization.”

CEOCFO: What is the market place like for your products?

Dr. Ruxin: “The market place like any other product is very competitive. However, many consider us best of breed and

that’s why I have mentioned the names that I have mentioned. Perhaps it’s a little bit easier for us because it becomes a situation where the testimonial is so strong that others want our product. One of our most recent announcements was Intermountain Healthcare. They have a 21 hospital healthcare system and they selected us because they felt that we had the best-of-breed software. We also recently did a transaction with Cerner, which has their own software, but they felt that it would probably be better to work with Global Med in partnership going forward then to have to support their software.”

“There are several keys for Global Med, starting with the acquisition of Inlog on June 26th, 2008, which was a transforming event for the company. In addition, Global Med has premier channel partners, significant barriers to entry, very high profit margins and substantial recurring revenues. We believe we have the best-of-breed software, our model is very scalable, and we have a management team that has been with the Company for a long time. This management team is not one that goes in and out of a revolving door. We have name brand clients and I think the key and bottom line here is we believe this management team can execute going forward and we are very excited about our future.”
- Michael I. Ruxin, M.D.

CEOCFO: Tell me a little bit more about the recent Inlog acquisition and do you see more acquisitions down the road?

Dr. Ruxin: “The goal of the management team is to get us to \$100 million in revenue profitability, with the best-of-breed products and services as soon as possible. Obviously if last year we reported \$16 million in revenues and Inlog reported, somewhere about \$11 million or so in revenues and then if our 1st Quarter was about \$4.6 million, you can see that we are close to a third of the way there. That’s the vision of the company along with being the world leader in our space. The Inlog acquisition really transformed the company because Inlog is a very highly thought of company in Europe. They have excellent products; they have the entire country of France, the Flemish Red Cross and parts of the German Red

Cross. They also have one of the most prestigious hospitals in Europe, which is the Pierre & Marie Curie Institute in Paris. Therefore, acquiring and teaming with Inlog, really is a substantial event for this company.”

CEOCFO: Do you see more acquisitions; is that part of your growth strategy?

Dr. Ruxin: “Yes, we will acquire more companies going forward. That is the plan of this company.”

CEOCFO: Is there a particular geographic focus or plan of where you would like to be?

Dr. Ruxin: “Our strong points are in the US and Europe. So we are going to look very heavily at companies in US and in Europe because those are very fertile markets and markets that understand our products. They are also markets that have substantial growth opportunities. That doesn’t mean we aren’t interested in Africa, where we have quite a presence. In addition, we are interested in growing our business in the Far East.”

CEOCFO: How much tweaking do you do to the software; is there a big R&D effort in keeping it up to date or coming out with new facets?

Dr. Ruxin: “In order to continue the philosophy of Service 360, we are always upgrading and updating our software for our clients. Our customers want the latest technology and the best service, and that’s what we do. Therefore, we are spending substantial dollars on R&D as we go forward and we will continue to do that.”

CEOCFO: Could you tell us a little more about the financial picture of the company today?

Dr. Ruxin: “We have \$7 million in the bank and we are cash flow positive. We talked about our 15 consecutive quarter of comparable quarter-to-quarter revenue growth and 9 quarters of profitability. Our first quarter this year, we had record revenues of close to \$4.6 million, about a 23.5% increase over the comparable

quarter last year and in addition our operating income rose over 110%. Our company is throwing off a lot of cash and that should continue to grow.”

CEOCFO: Is the investment community starting to pay attention?

Dr. Ruxin: “Let’s just say starting. It is especially challenging in today’s market. It is very difficult for small companies to get recognized, although we have over 15 institutions that own over 50% of our stock.”

CEOCFO: Do people look to you as a technology company, as a healthcare company or somewhere in the middle?

Dr. Ruxin: “We are looked to as healthcare IT, an HCIT company. We are com-

pared with other healthcare IT companies like Cerner and McKesson, which has a very large footprint. Of course they are both our partners.”

CEOCFO: Address potential investors; why should they look to Global Med Technologies and what might people miss or not focus on that they really need to understand?

Dr. Ruxin: “There are several keys for Global Med, starting with the acquisition of Inlog on June 26th, 2008, which was a transforming event for the company. In addition, Global Med has premier channel partners, significant barriers to entry, very high profit margins and substantial recurring revenues. We believe we have the best-of-breed software, our model is

very scalable, and we have a management team that has been with the Company for a long time. This management team is not one that goes in and out of a revolving door. We have name brand clients and I think the key and bottom line here is we believe this management team can execute going forward and we are very excited about our future.”

CEOCFO: Final thoughts; what should people reading this remember most?

Dr. Ruxin: “What our vision started out to be in 1995, where we are now and where we are going.”

For more information about Global Med’s products and services, please call 800-996-3428 or visit www.globalmedtech.com, www.peoplemed.com, www.inlog.com and www.wyndgate.com.



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