

**FOR IMMEDIATE RELEASE**

**September 13, 2004**

**Contact:**

**Daryl Risinger**

**Vice President, Marketing, Inogen Inc.**

**805.562.0511**

**Bryan Hansel**

**President and CEO, evo Medical Solutions**

**800.759.3038**

## **EVO WILL DISTRIBUTE THE INOGEN ONE**

*Agreement Secures Nationwide Distribution for Promising New Oxygen Device*

SANTA BARBARA, CA – Home Medical Equipment industry insiders have speculated how the Inogen One, a new category of oxygen device designed to serve both stationary and portable oxygen requirements, would be distributed into the hands of providers. That speculation recently intensified after the oxygen system received marketing clearance from the FDA. Today, Santa Barbara-based Inogen, Inc. revealed their plan.

The Inogen One now has its own nation-wide distribution network - **evo** Medical Solutions, Inc. The new incarnation of Medical Industries America, **evo** is based in the Midwest and has nearly 20 years of experience in providing respiratory products to the home health marketplace.

Inogen CEO Kathy Odell said, “**evo** and Inogen are a great fit. We’re impressed with their approach and willingness to pursue new ideas in an industry that is poised to undergo dramatic changes. Like us, they see providers as partners, not just customers. We wanted a like-minded distribution partner and we believe we have found it in **evo**.” **evo**’s philosophy is to position leading health care technologies like the Inogen One to raise the standard of care for the homecare patient, while helping providers stay competitive.

Inspired by a desire to bring better oxygen therapy to patients, the Inogen One is designed to meet the changing demands of the HME provider’s business. The streamlined device promises several advantages over existing technologies including being lightweight, quiet, and simple to use. It offers patients greater independence while offering providers greater operating efficiencies.

Bryan Hansel, CEO of **evo** said, “We pride ourselves on taking a novel approach to the typical problems in the provider business model and offering our customers innovative solutions based on new technologies. Inogen shares our vision. The Inogen One is a breakthrough product that promises to change the oxygen therapy industry, and we have the means to get it into the right hands.”

Inogen will be attending Medtrade in October. Companies wishing to set up a meeting to discuss the Inogen One are encouraged to contact **evo** at 1-800-759-3038.

*Inogen is innovation in oxygen therapy. With a team of known leaders in the provider industry, deep experience in medical devices, talented engineers and associates each committed to revolutionizing oxygen therapy, our vision is to develop innovative, cost effective respiratory home healthcare equipment that improves quality of life for patients and bottom line profits for providers. And we are proud to introduce our first commitment to that vision: The Inogen One.*

*One Solution: The single solution for home and away, for today and tomorrow, for patients and provider.*

**evo Medical Solutions** is a manufacturer and distributor of home care respiratory products. Its manufacturing plant and headquarters office is located in Adel, Iowa.

*From its 112,500 square foot facility, a dedicated 100+ person workforce manufactures and distributes a complete line of respiratory and sleep therapy products to home care dealers in the United States and more than thirty international markets. The manufacturing facility is ISO 13485 registered.*

-##-