



Hospital IDNs are Choosing CBORD® Solutions to Improve Profits

February 2, 2009

Ithaca, New York—The CBORD Group, Inc., the leading provider of food and nutrition management and cashless card systems to healthcare facilities, announced today that CBORD® signed contracts with over a dozen integrated delivery networks (IDNs) in 2008. CBORD's strategic healthcare focus on IDNs has been a very successful strategy, and the company will continue to develop software solutions that support the varied needs of this segment, with solutions that improve productivity, reduce costs, and enhance revenues.

Rich Barnes, CBORD's national market manager, stated that in this economy, providing management tools for IDNs that can save money and support revenue generation will continue to generate strong demand.

CBORD's Room Service software supports hotel-style room service and has a track record of improving patient satisfaction. Foodservice Suite® is the industry leader, providing powerful tools to improve operating efficiencies. On the retail side, the Odyssey PCS™ cashless payment system enables hospital employees to use their ID badge for payment at all register and vending locations. Providing easy payment options increases sales, speeds up lines, and reduces cash handling.

IDNs are choosing CBORD products for their innovative solutions and discovering benefits in sharing common systems. Employees can easily travel among sites using their ID badges for retail, foodservice and vending transactions. They also benefit from the ability to share system knowledge among facilities.

Some of CBORD's recent notable corporate agreements include:

Adventist Health System Sunbelt

OSF Healthcare
Valley Services
Compass Group USA
Sutter Sacramento Sierra Region
Bon Secours, Richmond, VA Division
Norman Regional
Henry Ford Health System
Memorial Healthcare System
Empire Health
Banner Health

“The focus in healthcare on patient satisfaction, cost reduction and revenue enhancement will only increase over the next few years,” said Tim Tighe, CBORD’s President and CEO. “We expect that CBORD’s proven IDN solutions will continue to be in high demand.”

About The CBORD Group

The CBORD Group serves healthcare facilities, colleges and universities, chain restaurants, supermarkets, continuing care facilities, corporations, and a host of other market segments. CBORD’s products are used in food service, catering, nutrition services, online ordering, cashless dining, campus ID card privilege control, access control, integrated security, housing services, and other institution-wide activities. The CBORD Group serves more than 6,000 clients in the U.S., Canada, Europe, South Africa, the Middle East, New Zealand, and Australia.

The CBORD Group was founded in 1975. Today it employs more than 450 professionals. To learn more about CBORD, visit us at www.cbord.com.

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