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Brightree LLC

# Press Release

## INVACARE CORPORATION AND BRIGHTREE ANNOUNCE STRATEGIC ALLIANCE

*Invacare to exclusively endorse Brightree's industry-leading  
business management solution*

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**Elyria, OH and Duluth, GA – July 28, 2009:** Invacare Corporation (NYSE: IVC) and Brightree LLC today announced a 5-year alliance. As part of this alliance, Brightree will become a key component of Invacare's iPartner Solutions<sup>SM</sup> program. Under the agreement, the Invacare salesforce will market Brightree's industry-leading business management software solution to home medical equipment providers nationwide.

"The goal of Invacare iPartner Solutions is to help HME providers re-evaluate their business operations and find new opportunities to streamline business functions, reduce costs and focus on key, profitable activities. Based on the input of a large number of our customers, we believe that Brightree's business management software presents our customers with another valuable business solution. It will be an important addition to the iPartner portfolio," said Carl Will, senior vice president, Invacare HomeCare North America.

The recent reimbursement cuts and oxygen caps are forcing providers to seek new ways to operate more productively and efficiently. One key area for improvement is in the software that providers use to run their business. This new partnership enables the nationwide Invacare sales team to deliver the Brightree solution to more providers.

Brightree is the fastest growing software solution for HME/DME providers and today supports over 20,000 users on its Internet-hosted product. These users file over 20 million claims annually valued at over \$4.3 billion.

“Brightree’s proven to be the most efficient way for providers to bill, collect, and manage inventory; and best of all it’s on a hassle-free Internet platform,” said Dave Cormack, Brightree President and CEO. “Now we are setting our sights on creating the same efficiency for HME/DME supply chain management, and this agreement with Invacare is a huge first step.”

Invacare and Brightree plan to harness the strengths of each organization to deliver an array of revolutionary Internet-centric services which will extend Brightree’s virtual ecosystem for HME/DME providers. The backbone of these solutions will be Brightree’s Internet-based business management solution, which will be used to connect providers with suppliers, manufacturers, Medicare, private payers, and outsourcing partners (like the Invacare HCS patient management solution) into one seamless, easy-to-use system.



Brightree LLC is the leading provider of business management software solutions for Home Medical Equipment (HME) providers, Durable Medical Equipment (DME) providers, Orthotics & Prosthetics (O&P) practitioners, and Sleep Labs. Brightree’s unique Internet-based solutions follow the natural workflow of our users to automate and improve how they manage their business. Brightree is the only solution of its type endorsed by the 2,200+ member VGM service organization. Brightree serves more than 900 providers in the USA. For further information, visit [www.brightree.com](http://www.brightree.com) or call 1.888.598.7797.

Invacare Corporation (NYSE: IVC), headquartered in Elyria, Ohio, is the global leader in the manufacture and distribution of innovative home and long-term care medical products that promote recovery and active lifestyles. The company has 6,100 associates and markets its products in 80 countries around the world. For more information about the company and its products, visit Invacare’s website at [www.invacare.com](http://www.invacare.com)