



**ASX announcement  
Media Release  
29 March 2021**

## **Hills continues its market leadership with exclusive distribution deal for next generation patient care**

Hills Limited (**ASX: HIL**) is pleased to announce the signing of a three-year exclusive distribution agreement with GetWellNetwork, Inc, one of the world's leading providers of patient engagement systems, as the Company expands its Hills Health Solutions executive and sales team to pursue growth opportunities.

Under the terms of the agreement, Hills will become the exclusive distributor of GetWellNetwork's GetWell Loop and GetWell Inpatient products in Australia and New Zealand.

Hills first started working with GetWellNetwork in May 2019 as the sole distributor of the GetWell Inpatient product, which has been rolled out in the new Central Acute Services Building next to Westmead Hospital in Sydney, the new Calvary Adelaide Hospital and the Royal Hobart Hospital. In coming months, GetWell Inpatient will be installed in other hospitals and health care facilities in the Western Sydney Local Health District.

Hills Managing Director and Chief Executive Officer David Lenz said: "We're delighted to strengthen our relationship with GetWellNetwork and to be given the opportunity to bring their market-leading products to more patients and their families throughout Australia and New Zealand. GetWell Loop and GetWell Inpatient solutions are the undisputed leaders in patient engagement in this market, with proven success in improving the patient experience including through virtual check-ins, digital care management and precision patient engagement and clinical insights."

GetWell Loop and GetWell Inpatient are designed to integrate all patient engagement needs from pre-admission (such as appointment reminders and checklists), through to their stay in hospital (such as meals, entertainment and care management) and then post-discharge (such as appointment reminders and personalised medical care plans). The systems are integrated with electronic medical records and have demonstrated the ability to reduce hospital readmissions post discharge.

GetWellNetwork systems are installed in more than 600 facilities around the world, covering more than 75,000 beds and serving 10 million patients a year.

GetWellNetwork Founder and Chief Executive Officer Michael O'Neil said: "Our engagement with the team has been successful, and we are deeply committed to expanding our partnership to help educate and support as many patients and families as we can through an exciting distribution agreement with Hills."

Hills is also pleased to announce the appointment of experienced IT executive Feargal O'Farrell as Head of Sales for Hills Health Solutions as the Company continues to expand its executive and sales teams to take advantage of growth opportunities in the sector.



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Mr O'Farrell has more than 25 years of experience in specialist communications IT, including in nurse call and duress systems, with publicly listed and privately owned companies such as Ericsson and Damovo. He spent more than 17 years in executive roles at Ascom, a global provider of health care ICT and mobile workflow solutions, including three years as Managing Director of Ascom Integrated Wireless in Australia and New Zealand.

Mr O'Farrell's appointment is effective early April 2021, with Hills currently seeking to fill other key executive roles in Hills Health Solutions.

"Feargal is a terrific addition to the Hills Health Solutions team. His wealth of expertise, experience and connections in the health care and aged care sectors will prove invaluable as we continue to invest in our growing Health business," Mr Lenz said.

This ASX announcement is authorised for release by the Board of Hills Limited.

## **About Hills Limited**

*Hills is a majority Australian-owned publicly listed company (ASX: HIL) that is a value-added distributor of integrated technology solutions that connect, entertain and secure people in the environments they trust the most: their homes, schools and universities, hospitals and aged care facilities, workplaces and government institutions. For more information, visit [www.hills.com.au](http://www.hills.com.au)*

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