

NEWS RELEASE

FOR IMMEDIATE RELEASE

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Maquet Critical Care Selects ForeignExchange as Preferred Vendor for Translation of Medical Device Manuals

Quality Translations, Multilingual Compliance Process Make ForeignExchange Maquet Critical Care's Vendor of Choice

Watertown, MA, October 25, 2005 – ForeignExchange Translations, Inc. the global leader in providing linguistic services to the life sciences industry, today announced its selection as the exclusive foreign language translations vendor by Maquet Critical Care, a leading provider of technical equipment and systems for medical surgery, intensive care, and extended care. After an intensive one-year selection process that included six competing translation firms, ForeignExchange emerged at the top of Maquet's vendor list.

A task force at Maquet Critical Care, a Swedish subsidiary of Getinge AB, based its decision on the results of vendor self-evaluation questionnaires as well as its own vendor screening process. Maquet Critical Care looked for companies that were financially stable with excellent references and could offer a broad spectrum of translation and localization services with quality, accuracy, and timeliness. Specialization in the medical regulatory industry along with ISO 9001:2000 compliance was mandatory. In addition, Maquet Critical Care required proactive project management and open, informative vendor/client communication.

Maquet Critical Care was also impressed with ForeignExchange's proprietary [Multilingual Compliance Process](#), a standardized tracking system that provides in-depth measurement of a project's process and results. The three main facets include certification of linguists, best-of-breed technology, and the tracking and measurement of quality data.

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“ForeignExchange Translations has actually exceeded our screening criteria and expectations,” said Göran Nordlund, Project Manager–User Information and Education, at Maquet Critical Care. “Their accurate, quality manual translations have saved our division time and money. There is no room for mistakes with life support equipment manuals. When we needed an update of our Heart-Lung HL30 manual completed within an extremely tight deadline, ForeignExchange accomplished this unusually demanding task on time and accurately. Late changes were taken in stride and potential obstacles were clearly communicated before they become big problems. ForeignExchange transitioned our Heart-Lung H130 manual update challenge into an excellent training experience for our product management team.”

ForeignExchange Translations president Andres Heuberger stated, "It is very gratifying that our foreign language services team has met Maquet's Critical Care's exacting standards for quality medical device manual translations and contract management. We are honored to be a trusted partner for Maquet Critical Care, a global leader in medical supplies and devices with a 30% market share for ventilators and heart-lung machines. With a focus on medical device, biotech and pharmaceutical companies, we have unique expertise that will provide Maquet Critical Care with substantial long term benefits.”

Nordlund said Maquet Critical Care learned from its screening process that rehiring and retraining different vendors for each project was neither a cost-effective nor efficient way to manage their manual translations in the long run. The resulting hiring objective was to develop a long-term relationship with a sole, preferred vendor who could deliver medical translations with consistent quality, accuracy, and timeliness as well as work as a united team with the Maquet Critical Care staff.

Additionally, a medical device product is only as good as the accuracy and clarity of its manual. A manual, by definition, is part of the product and also a back-up mechanism should any problems arise. Accurate foreign language translations in clear, consistent text are critical for medical device manuals used in operating theatre and hospital environments. The manual also saves money on training costs, while reducing product liability. In some situations, the manual is the only form of training the medical staff receives. In many third world countries, where some medical staff members may not have the opportunity for advanced training, information from accurately translated manuals becomes even more crucial when a patient is not responding as expected.

About Maquet Critical Care

The GETINGE GROUP is a leading global provider of equipment and systems that contribute to quality enhancement and cost efficiency within healthcare and life sciences. Equipment, services and technologies are supplied under the brands ARJO for patient hygiene, patient handling and wound care, GETINGE for

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infection control and prevention within healthcare and life science and MAQUET for Surgical Workplaces, Cardiopulmonary and Critical Care.

About ForeignExchange Translations

ForeignExchange Translations, Inc. is redefining the delivery of foreign language services to medical device and pharmaceutical industries. ForeignExchange Translation's solutions are based on its proprietary Multilingual Compliance Process (MCP), which combines expert linguists, best-of-breed technology, and measurable translation quality in a robust and scalable process. ForeignExchange focuses on the foreign language needs of companies in the medical device, pharmaceutical, diagnostics, and biotech industries, as well as contract research organizations (CROs). ForeignExchange provides Internet globalization, software localization, and technical translation solutions to clients such as Pfizer (NYSE:PFE), Johnson & Johnson (NYSE:JNJ), GlaxoSmithKline (NYSE:GSK), Baxter (NYSE:BAX), and Medtronic (NYSE:MDT). For more information, please visit www.fxtrans.com or contact (617) 926-2791.

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