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**NORTHWESTERN MEMORIAL HOSPITAL AND DELL ANNOUNCE  
TECHNOLOGY PROJECTS TO SHAPE HOSPITAL OF THE FUTURE**

**ROUND ROCK, Texas, XXXX, 2003**—Northwestern Memorial Hospital, one of the country’s premier academic medical centers, today announced a technology relationship with Dell in their ongoing commitment to advance clinical care, ensure efficient operations, and continue to provide the best patient experience. Northwestern Memorial has deployed 1,100 Dell OptiPlex SX260 desktops and 300 Dell Latitude C840 wireless notebooks in every patient room and throughout the hospital for a variety of functions including patient data entry by physicians, record automation and medical supply management.

“We needed an architecture that enables our staff to log in from any work station and access e-mail, applications and files as easily as if they were on their own dedicated workstation—and we can't have any downtime,” said Mike Carper, director of information services, Northwestern Memorial Hospital. “Our focus is on providing the best patient experience and the less that caregivers worry about technology, the more they can focus on patients.”

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Northwestern Memorial physicians also will use the systems to record vital signs, chart patient information and manage electronic patient records. The hospital plans to deploy another 3,400 Dell desktops within the next 12 months.

Dell Services provided program management, deployment and installation, asset management and custom factory integration, and will provide lifecycle management for the systems going forward. These services help drive a lower total cost of ownership and higher level of support for Northwestern Memorial physicians, clinicians and administrators.

“Northwestern Memorial shares our vision for providing caregivers access to vital patient information anytime, anywhere in the hospital,” said Jim DeFoe, Dell’s director of healthcare sales. “Together, Dell and Northwestern Memorial are implementing programs that improve process, increase hospital efficiency and improve patient care.”

### **About Northwestern Memorial**

Northwestern Memorial Hospital (NMH) is one of the country’s premier academic medical centers and is the primary teaching hospital of Northwestern University’s Feinberg School of Medicine. Northwestern Memorial and its Prentice Women’s Hospital have 720 beds and more than 1,200 affiliated physicians and 5,000 employees. Northwestern Memorial was ranked as the nation’s 5<sup>th</sup> best hospital by the 2002 *Consumer Checkbook* survey of the nation’s

physicians and is listed in the majority of specialties in this year's *US News & World Report's* issue of "America's Best Hospitals."

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### **About Dell**

Dell Inc. (Nasdaq: DELL) is a premier provider of products and services required for customers worldwide to build their information-technology and Internet infrastructures.

Company revenue for the past four quarters totaled \$38.2 billion. Dell, through its direct business model, designs, manufactures and customizes products and services to customer requirements, and offers an extensive selection of software and peripherals. Information on Dell and its products can be obtained at [www.dell.com](http://www.dell.com).

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