



# ENTRÉ TECHNOLOGY GROUP

*Serving the OEM and Embedded Computer Needs of the Medical and Clinical Lab Markets*

## FOR IMMEDIATE RELEASE

### ENTRE SOLVES THE MEDICAL LAB MARKET



Bob Clayton, president and CEO of Entre Technology Group

**FORT WORTH, Texas -- May 1, 2006 --** Entré Technology Group, a leading provider of OEM technology and embedded computing solutions to the medical and clinical lab markets, was recognized by CRN Magazine as one of the Top 10 Systems Integrators in the United States as measured by volume growth from 2004 to 2005. Excerpts from the article are included below.

*“Entre Technology Group has found a successful, growing niche for its custom systems in the medical equipment and clinical lab market, a niche that has helped make it the No. 3 White-Hot Performer among CRN’s 50 Leading System Builders.*

*Entre, Fort Worth, Texas, built 4,004 systems last year, an increase of more than 120 percent from 2004, the company reported.*

*The system builder’s business has come a long way since starting out in 1984 as franchise store No. 135 in the now-defunct Entre Computer Center chain. It got its start in the medical lab market 16 years ago with a contract to provide computers for a medical-testing equipment manufacturer.*

#### **ENTRE TECHNOLOGY GROUP**

#### **FORT WORTH, TEXAS**

2005 units: **4,004**

Unit growth: **120.5%**

Rank by units: **30**

Rank by growth: **3**

2005 sales: **\$3.5M**

*Entre currently supports its medical industry clients with embedded PCs, workstations that integrate with lab equipment, stand-alone systems for nurses’ stations and remote printing solutions. It also continues to build custom systems for clients outside the health-care industry.*

*Alta Healthcare Systems, which operates three medical labs that service four community hospitals in Los Angeles, does business with Entre because of its product expertise and technical support, said Irvin Henry, director of lab services at Alta.*

*“We have IT people here, but they’re not always available,” Henry said. “In an emergency, I deal with Entre. I’m a [med tech] person, not an IT guy. Entre sometimes walks me through issues over the phone. They are very helpful to people like me who are not IT experts.”*

*That kind of customer support is especially critical to the William Bee Ririe Hospital in Ely, Nev., about 250 miles from the nearest airports in either Las Vegas or Salt Lake City, said Art Phillips, lab manager. Because of the hospital’s isolated location, it keeps spares on-site in case any computer systems linked to its testing equipment or nurses stations have a problem. “We replace it ourselves, and they send replacements,” Phillips said.*



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*Entre is also known for its easy-to-use software, an important consideration for a hospital with frequent employee turnover, Phillips said.*

*"Their software is very user-friendly," he said. "We work with a number of temporary technicians that come in to work a couple months and then leave. It's easy to train them in the software."*

## **Entré Technology Group**

Entré Technology Group provides OEM and embedded technology solutions to medical companies and labs throughout the United States, Puerto Rico, and Canada. The company has been under the same ownership and management since 1984. Today it offers more than 100,000 computer products to over 500 clients throughout North America. Entré Technology Group is a privately-owned Texas Limited Partnership headquartered in Fort Worth, Texas. For more information, visit [www.entretechnology.com](http://www.entretechnology.com).

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