



To: Cardinal Health Private Label Blood Pressure Cuff Customer

Re: Cardinal Blood Pressure Cuffs transition to Hillrom Blood Pressure Cuffs

We are pleased to announce that effective **December 15, 2020**, Cardinal Health will transition its Welch Allyn co-labelled Blood Pressure Cuff portfolio to Hillrom branding. Hillrom currently manufactures the Cardinal Private Label cuffs for Cardinal Health. The only impact you will notice is the printing on the cuff will now say Hillrom in place of Cardinal. Both organizations are working together to make this transition as seamless as possible to support you, our valued customers.

What you can expect during this transition:

- The current blood pressure cuff style and order-able part numbers will remain the same
- Customers may begin to see a mix of Cardinal and Hillrom branded cuffs during this transition
- The printing on the cuff will now say Hillrom in place of Cardinal
- Pricing will remain the same and our teams are working to transition customers to Hillrom contracts effective **December 15, 2020**.

Should you have any questions regarding the Cardinal Private Label Cuff transition, please contact your Cardinal Health, Hillrom/Welch Allyn representative or Hillrom Customer Care at 800.535.6663.

Thank you,

Sean Karla

Director, Marketing
Physical Exam and Diagnostics