

Fellow Endocrinologists and Certified Diabetes Educators,

As Chief Medical Officer and a member of their Advisory Board, I've been aggressively pioneering a new direction in diabetes tele-care with Diabetech for over five years now. The GlucoMON and its supporting GlucoDYNAMIX system have reshaped my approach to diabetes care like nothing else in my 25 years as a physician and endocrinologist.

I currently use this technology in the management of children and young adults with diabetes. We are finding applications in all clinical subsets of my patient population, including newly-diagnosed patients, insulin pump initiation, and patients with hemoglobin A1C values greater than 8%. I'm also using GlucoMON in a groundbreaking new approach to diabetes care called Diabetes Housecall. Following establishment of a traditional face to face provider-patient relationship, I arrange all follow up visits for the next year to occur via web-cam. Data from the GlucoMON is provided at virtual visits (and anytime in between) via e-mail. Hemoglobin A1C data are performed by the Homecheck A1C system and also provided to me pre-visit. The GlucoMON is a vital component to that system and its success. In my opinion, it will revolutionize diabetes care in the next decade.

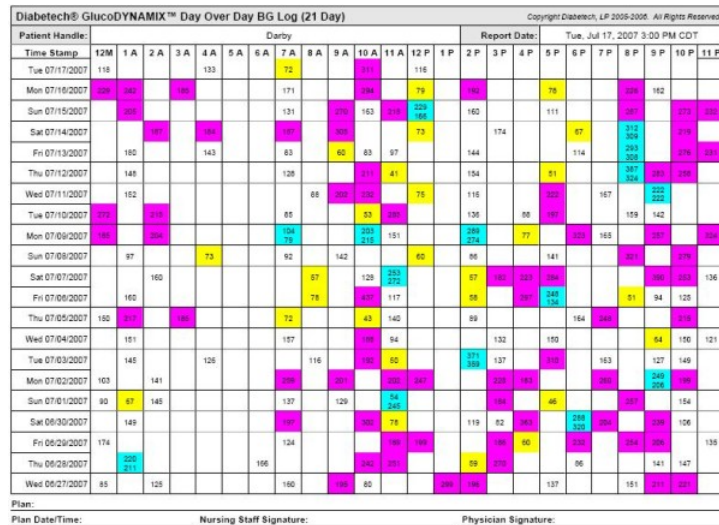
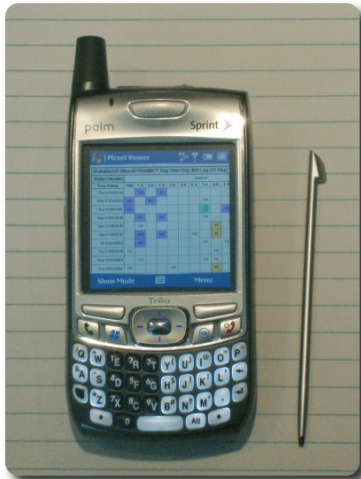


Figure 1. GlucoDYNAMIX Day Over Day Plot (Original and as displayed on wireless Palm Treo)

Using the GlucoMON, my professional staff spends far less time writing down blood glucose data called in by patients or families, or reading unintelligible faxes with questionable data or time stamps. In fact, before the GlucoMON, we had all but given up on software downloads since the meter clocks are rarely set to the correct time. Also, many families use more than one meter, which makes the time discrepancies even more problematic when we attempted to analyze these data.



This is completely eliminated as a barrier with GlucoMON. The color coded glucose reading and format make interpretation quick and efficient for me and the patients.

Overall patient satisfaction is high with the device. In part due to the fact that they know the endocrinologist can review these data without the need for back and forth telephone contact, which adds more time to both provider and patient since less than 50% of the time are both parties available to speak at the same time. Newly-diagnosed patients and pump starts are especially pleased by this since they typically require more frequent interactions and adjustments.

One other exciting aspect of this tool is how it allows me to review my patient's data while on the go, by simply using existing technologies that I'm already comfortable with. The GlucoDYNAMIX plots are readily viewed on my Palm Treo phone, and I can text or e-mail my comments to families from wherever I am without having to be near my laptop or PC. Also, patients require no PC or laptop or phone to send glucose data. In some cases, we are mailing printed GlucoDYNAMIX reports weekly to users who reside in remote areas, lack internet access, and don't speak English as a primary language. The ability for such a broad spectrum of my patient population to benefit from this technology is one of its most impressive aspects.

The simplicity of the GlucoMON system is like nothing else I've ever seen. Patients require only a couple of minutes to master the device, which allows their primary focus to be on their diabetes management rather than the technology that all too often engulfs it. I'm happy to discuss the advantages of this system further with you at any time. Please accept this endorsement of Diabetech and its leadership based on my five years of direct contact with them and our shared vision of improved diabetes self care outcomes.

Sincerely,

A handwritten signature in black ink, appearing to read 'Stephen W. Ponder', written in a cursive style.

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