



### **VivoMetrics Taps James Utterback to Head Newly Formed Pharmaceutical Research Division**

VENTURA, Calif. - April 25, 2002 - VivoMetrics Inc. has formed a new business unit dedicated to selling its first commercial product, the LifeShirt® System, into the pharmaceutical clinical trials market. The company has hired James D. Utterback to run the new division as its president.

The LifeShirt System is the first non-invasive, continuous ambulatory monitoring system that can collect data on respiratory and cardiac function and other physiological parameters, and correlate them over time. The system received 510(k) market clearance from the U.S. Food and Drug Administration earlier this month, and was awarded CE Mark certification from the European Union in November 2001. Formation of the pharmaceutical research division reflects a company-wide initiative to support expansion into its three initial target markets: pharmaceutical clinical trials, home sleep diagnostics and academic research.

"Communicating the LifeShirt System's benefits to the clinical trials community will require dedicated resources and singular focus, so we've created the new division to provide that," said Paul Kennedy, VivoMetrics' president and chief executive officer. "We selected Jim for his extensive experience building businesses in this highly regulated market and his global industry relationships, and we're looking to him to lead the charge in effecting rapid market penetration for the LifeShirt System."

One of Utterback's initial responsibilities will be to build and staff the new division, which will be headquartered in Boston to capitalize on close geographic proximity to its customer base.

"Right now there's a lot of competitive activity in the ambulatory monitoring sector," said Utterback. "Our team will focus on communicating the sound science behind the LifeShirt System and its very tangible benefits, so customers can understand how it fundamentally improves the capture and analysis of clinical trial data."

Utterback has more than 22 years of experience building start-ups and public organizations in healthcare software, products and services. Prior to joining VivoMetrics he was the CEO and board member of PHT Corp., a global leader in e-clinical software for healthcare organizations bringing projects through clinical research. At PHT, Utterback was instrumental in the company's evolution from start-up to commercially successful enterprise, growing revenues more than 400 percent per year for two years running.

Additionally, Utterback raised more than \$28 million from some of the world's leading healthcare venture funds, contract research organizations and pharmaceutical venture groups. During his tenure at PHT, the company grew from 30 to more than 110 employees, and expanded globally through both direct and alliance channels.

Utterback was previously corporate senior vice president and operating president of Covance, one of the world's largest and most comprehensive biopharmaceutical development service companies. He also served in a number of executive capacities at Rhone-Poulenc Rorer Pharmaceuticals (now Aventis), most recently as its CEO of Sub-Saharan Africa, and prior to that held positions in manufacturing, human resources and marketing at The General Electric Company. In the late 1990s, Utterback founded Rxccl Partners LLC, a global healthcare consulting firm dedicated to accelerating the growth of pharmaceutical companies interested in expanding in the U.S. and Asian Markets.

Utterback received his bachelor's degree in psychology and economics at Washington & Lee University (Lexington, Virginia) and his master's degree in industrial psychology at Virginia Polytechnic Institute (Blacksburg, Virginia).

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