

## **Sage Products and 3M's Infection Prevention Division Announce Expanded Agreement**

-3M will provide sales representation for Sage in select international markets-

Sage Products and 3M's Infection Prevention Division have entered into an agreement which includes sales representation of Sage Products by 3M in select international locations. The new agreement is the second collaboration announced by the two companies in recent months. In December 2010, the companies announced the inclusion of 3M's Peridex Oral Rinse in Sage's Q-Care Rx system. Effective immediately, this second agreement builds upon the initial partnership and expands the reach of Sage's leading infection prevention products into markets where they are not currently sold.

Under the banner of "Partners in Prevention," the companies also intend to collaborate on a variety of initiatives designed to minimize the risk of healthcare-associated infections (HAIs). Collaborative efforts may include joint customer education programs, co-sponsored events and other initiatives that improve patient care and reduce risk, a priority for both companies. The new agreement will enable expansion of these efforts into international markets.

"3M and Sage Products are by far the most recognized leaders in this area of healthcare and it made sense for our companies to expand our collaboration to international markets. Infection prevention is a world-wide priority and we are excited about 3M's ability to reach across the globe. We'll continue to look for new ways to work together on prevention and education initiatives with the goal of achieving greater patient care outcomes everywhere," said Scott Brown, president and COO of Sage Products.

"We are both pleased and excited to sign a second agreement with Sage," said Debra Rectenwald, president and general manager, 3M Infection Prevention Division. "Combining the strength of Sage's innovative portfolio with 3M's international reach is a natural fit for both companies and one that we feel has a lot of promise in addressing market needs."

### **About Sage Products, Inc.**

Since 1971, Sage Products has developed disposable healthcare products trusted by leading healthcare facilities worldwide. The company has a core belief in prevention--that evidence-based interventions improve outcomes. Sage is pioneering Interventional Patient Hygiene (IPH) with industry-leading brands such as Toothette® oral care, Sage 2% Chlorhexidine Gluconate Cloths for patient preoperative skin preparation, Comfort Bath® with Skin Check™ full-body cleansing, Comfort Shield® all-in-one incontinence care, and Prevalon® pressure-relieving heel protection. These advanced hygiene products make it easier for busy nurses to deliver essential patient care. The company's goal is to help improve patient safety and outcomes by preventing skin breakdown, healthcare-associated pneumonias, surgical site infections, and other adverse nosocomial events. For more information about Sage Products, visit the company's website at [www.sageproducts.com](http://www.sageproducts.com).

### **About 3M Infection Prevention**

3M Infection Prevention Division is truly on a mission to help reduce healthcare-associated infections through its infection prevention solutions. With its system of people, products and processes, 3M remains a trusted partner committed to helping hospitals reduce the risk of infections, improve patient outcomes, and control their bottom lines. Learn more at [www.3m.com/infectionprevention](http://www.3m.com/infectionprevention).

## About 3M Health Care

3M Health Care, one of 3M's six major business segments, provides world-class innovative products and services to help healthcare professionals improve the practice, delivery and outcome of patient care in medical, oral care, drug delivery, food safety and health information markets. Learn more at [www.3m.com/healthcare](http://www.3m.com/healthcare).

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