

PRESS RELEASE

Health • Well-being



bewellconnect®

teams up with Zuora,

the global partner of choice for subscription services,

to support the launch of BewellCheck-up®

Paris, November 10th, 2015

VISIONMED GROUP (FR0011067669 – ALVMG), a company specializing in new generation medical grade electronics, announces it has signed a partnership with Zuora, the leading platform for subscription-based sales of innovative services.

Founded in 2007 in Mountain View, California, Zuora has created a *Relationship Business Management* (RBM) solution that lets businesses market their services on a subscription or pay-per-use basis. Launched initially in the United States, Zuora's platform is now used worldwide by businesses based in Amsterdam, Copenhagen, London, Munich, Paris, Beijing, Stockholm, Sydney, Tokyo and Vienna. Zuora's clients include major multinationals and market leaders including BlueJeans, Box, Financial Times, The Guardian, Honeywell, lynda.com, NCR, RTL, Schneider Electric, Shutterfly, TripAdvisor, Trulia, Vivint, YP.com.

Thanks to this partnership, VISIONMED GROUP is now finalizing preparations for the commercial launch of its connected health platform BewellCheck-up®, the revolutionary Personal Health Assistant. With its world preview scheduled at the next CES in Las Vegas in January, BewellCheck-up® ushers in a new era whereby the Group can monetize ultra-personalized monitoring services that are unique in the world, based on its connected-health medical devices.

Eric Sebban, Founding Chairman and Chief Executive Officer of VISIONMED GROUP says: "As we did with Validic for patient data collection, we have made a deliberate strategic choice to team up with a global leader in



New generation medical technology

subscription-based services who can help us sign up subscriptions fast for BewellCheck-up® services. We now have everything we need to make BewellCheck-up® an unrivalled service to reinvent personal health care.”

Philippe Van Hove, Director Western Europe at Zuora says: "*The world of health care is totally changing and we are delighted to support a company like VISIONMED GROUP, an innovative French player through its new subscription-based connected health platform.*"

About VISIONMED GROUP

Founded in 2007 by Eric Sebban, VISIONMED GROUP specializes in new generation medical electronics. The laboratory develops and markets innovative health products in the booming field of medical and wellness self diagnosis devices. VISIONMED is notably the inventor of ThermoFlash®, the first-ever contactless infrared medical thermometer.

VISIONMED combines innovation, technology and design to provide non-drug solutions for prevention and treatment focused on simplicity, comfort and the wellbeing of users.

In 2014, VISIONED GROUP announced the launch of its range of BewellConnect® connected health products, thus becoming the first medical electronics laboratory to penetrate the very-high-potential IoT market (Internet-of-Things). Based in Paris, VISIONED GROUP is backed by a team of 105 staff including sales teams dedicated to marketing to pharmacies (OTC), to health professionals (hospitals, clinics, retirement homes) and, since late 2010, to large retailers. Group sales in 2014 were more than €13 million. VISIONED GROUP is recognized as an “Innovative Enterprise” by Bpifrance.

VISIONMED GROUP won national 2nd place in the 2014 Deloitte In Extenso Technology Fast 50 rankings, and European 2nd place in the Health/Biotech/Pharma sector Deloitte Technology Fast 500 rankings.

For more information go to www.visiomed-lab.com.

About Zuora, Inc.

Zuora's Relationship Business Management (RBM) solution helps enable businesses in any industry to launch or shift products to subscription, implement new pay-as-you-go pricing and packaging models, gain new insights into subscriber behavior, open new revenue streams, and disrupt market segments to gain competitive advantage.

Headquartered in Silicon Valley, Zuora also operates offices in Atlanta, Boston, London, Paris, Munich, Beijing, Sydney, Tokyo, Amsterdam, Vienna, Copenhagen and Stockholm. Zuora clients come from a wide range of industries, including media, travel services, consumer packaged goods, cloud services, and telecommunications. Clients include Financial Times, Schneider Electric, Box, Honeywell, NCR, RTL, lynda.com, The Guardian, YP.com, BlueJeans, Shutterfly, TripAdvisor, Vivint and Trulia. To learn more about Zuora, please visit zuora.com.

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