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NEW APPLICATIONS REPRESENTATIVE JOINS GROWING TEAM
Jim Stroup Will Promote MD Scientific's Software to Potential Users

CHARLOTTE, N.C. – A new Applications Representative – Medical Software has joined MD Scientific's team to manage accounts and introduce hospital critical care units to the sophisticated EndoTool™ insulin calculation software. Jim Stroup will be responsible for presenting and explaining the benefits of the product and the concept of intensive glucose management in the critical care environment. He will work with hospitals across the country to do training as well as work with Information Technology departments to implement EndoTool™ installation.

Prior to joining MD Scientific in October, Jim spent six years as a Senior Diabetes Management Consultant at Medtronic MiniMed out of Raleigh, N.C. There he managed his territory by calling on Endocrinologists, Primary Care Physicians and Certified Diabetes Educators to generate interest in their products for recommendations to patients. In this role he managed his team's budgets, directed team members and exceeded sales quotas. Before joining MiniMed, Jim was a Senior Account Manager at Roche Diagnostics for seven years, where he served as a diabetes consultant and inserviced hospitals for product upgrades and conversions. He also held sales associate positions at Lanier Worldwide and Southern Oaks Realty.

“Jim has a long history of success in sales and that has benefited MD Scientific significantly. He has a spectacular track record of selling to diverse groups of medical professionals and excellent account management skills,” said Shade Mecum, President and CEO of MD Scientific. “As EndoTool™ continues to expand into new markets, we look forward to having Jim continue to build client relationships and present the factual benefits of tight glycemic control to hospitals nationwide,” he continued.

Jim has a Bachelor of Science in Marine Science from the University of South Carolina.

About MD Scientific

Founded in September 2003, MD Scientific currently markets EndoTool™, a highly sophisticated software system that calculates the dose of IV insulin needed to quickly control blood glucose levels in a critical care setting. This proprietary, easy to use, FDA-cleared software actively models and adapts to individual patient responses to IV insulin – even those with fluctuating insulin requirements. For more information about the company, EndoTool™ and other offerings, please visit www.mdscientific.com.

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