

FOR IMMEDIATE RELEASE
December 4, 2006

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MD SCIENTIFIC EXPANDS SALES TEAM
Chad Rasmussen To Grow EndoTool™ Customer Base

CHARLOTTE, N.C. – The number of hospitals across the country that will benefit from the use of EndoTool™ to control blood glucose levels for patients in critical care will continue to grow as MD Scientific’s sales team expands. Most recently the company added Chad Rasmussen as an Applications Representative – Medical Software. In this role Chad will be instrumental as an ambassador of the EndoTool™ software. He will represent the company, demonstrating the benefits of the FDA-cleared product to hospitals. He will provide insight and demonstrations on how EndoTool™ both calculates the dose of IV insulin needed, and also actively models and adapts to individual patient responses to IV insulin.

Chad comes to MD Scientific with over 15 years experience in medical nutrition, industrial and specialty retail sales. Prior to joining MD Scientific, Chad spent four years with Novartis Medical Nutrition as the Regional Sales Manager for the Mid-Atlantic region. In this role, Chad coached and led a team of seven account managers and two regional account executives in the implementation of sales strategy within all healthcare channels (GPO’s, hospitals, medical offices and practices, long term care facilities, home care and medical distributors). Chad was consistently ranked as a Top Performer throughout his tenure with Novartis Medical Nutrition.

“Chad brings valuable sales experience to the MD Scientific team,” said President and CEO Shade Mecum. “His familiarity with medical software helps him to communicate the factual benefits of tight glycemic control to hospitals nationwide. We are thrilled to have him aboard and know that he will continue to show potential customers how EndoTool and its features can cut tight glucose control costs and effort in their facilities,” he continued.

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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