



NEWS RELEASE

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**FOR IMMEDIATE RELEASE**

## **Beckman Coulter and IntelliCyt Sign Distribution Agreement**

*Beckman Coulter's CyAn™ Flow Cytometer and IntelliCyt's HyperCyt® System Combine to Set a New Standard for Processing Speed in Flow Cytometry*

**Orange County, Calif. (August 20, 2009)** – Beckman Coulter, Inc. and IntelliCyt Corporation have reached an agreement on the distribution of IntelliCyt's HyperCyt system. The partnership provides Beckman Coulter with exclusive distribution rights for the HyperCyt system outside of North America and co-exclusive distribution rights for the HyperCyt system for use on its CyAn\* flow cytometer in North America. IntelliCyt will continue direct sales and support of the HyperCyt system in North America.

Beckman Coulter will also be offering its CyAn flow cytometer interfaced with the HyperCyt system in the United States and internationally. This arrangement will create the fastest available flow cytometric cell analysis system. The CyAn provides acquisition rates of up to 80,000 events per second, and combined with the rapid sampling capabilities of the HyperCyt, enables 384-well plates to be processed in as little as 10 minutes.

“The combination of these two products will provide the capability for flow cytometry to reach an entirely new market segment where high throughput is essential,” said Brad Calvin, vice president of Beckman Coulter's Flow Cytometry Business Center. “When the multi-dimensional cellular analysis capabilities of flow cytometry combine with high-throughput processing, more information can be generated from a single analysis than can be obtained with the drug discovery tools that are currently available.”

“We are very excited about this opportunity to work with Beckman Coulter. They have an extensive global footprint for both sales and support, which allows our products to reach a large and diverse customer set,” said R. Terry Dunlay, president and CEO of IntelliCyt. “With this relationship, we believe that HyperCyt will continue to advance and expand the use of flow cytometers to address the screening needs of modern drug discovery and life science research by delivering a new benchmark in the speed of sampling and data processing.”

#### **About Beckman Coulter**

Beckman Coulter, Inc., based in Orange County, California, develops, manufactures and markets products that simplify, automate and innovate complex biomedical tests. More than 200,000 Beckman Coulter systems operate in laboratories around the world, supplying critical information for improving patient health and reducing the cost of care. Recurring revenue, consisting of supplies, test kits and operating-type lease payments, represents approximately 78 percent of the company's 2008 annual revenue of \$3.1 billion. For more information, visit [www.beckmancoulter.com](http://www.beckmancoulter.com).

#### **About IntelliCyt**

IntelliCyt Corporation is a life science company focused on innovative high throughput cell screening solutions using flow cytometry technology for drug discovery and life science research. The company offers innovative products, cell-screening expertise, technological advances and services that make it possible for researchers to handle large-scale cell-based assays faster than previously possible. IntelliCyt is based in Albuquerque, NM. For more information, visit [www.intellicyt.com](http://www.intellicyt.com).

\*For research use only. Not for use in diagnostic procedures.