

Global Business Leadership Award



The Global Business Leadership Award is for a business that has demonstrated outstanding strategic marketing and business practices relative to developing its international business operations. For this award, the Northeast Ohio International Business Network (NEOIBN) considered the following criteria:

- What is the company's international focus?
- How has the company organized its international marketing efforts?
- What growth has the company experienced in its international sales during the past few years?

The International Network (Northeast Ohio International Business Network) was organized in 2005 by a group of highly experienced business people with the specific purpose of helping each other and others involved in international business.

Its goal is to stimulate economic growth in Northeast Ohio. The International Network does this by providing networking receptions, offering programs on pertinent and timely international

business topics, and hosting incoming missions.

More specifically, The International Network is designed to assist new and experienced international business people by:

- Facilitating networking opportunities with people in international business.
- Attracting a younger and more diverse population into international business.
- Educating people on international business practices and opportunities.
- Supporting existing international business activities.
- Hosting and helping others to host incoming missions and business efforts.
- Offering professional international trade education seminars.

For more information about NEOIBN, contact: The International Network
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Global Business Leadership Award

Codonics, Inc.

Peter O. Botten, President

Timothy E. Jakubisin, Chief Financial Officer / Director of Operations

Timothy J. Jablonski, V.P. Marketing & International Sales

One person's entrepreneurial spirit has grown Middleburg Heights, Ohio, USA-based Codonics, Inc. from a solo start to an international company with a well-established brand in the global medical field. Today, Codonics has nearly 200 employees, more than 30,000 product installations, and is represented in over 80 countries. Grown from humble beginnings, Codonics is now a multi-million dollar international business that provides the medical industry with some of the most advanced medical imaging products in the world. Codonics full product line is exported to 120 countries, with over 70% of sales accounted for through growth in exports.

Founded in 1982, Codonics initially started as a computer graphics manufacturer. Interest in medical imaging quickly evolved to devices and communication software as preferred hardcopy solutions for diagnostic medical imaging systems. By 1983, Codonics moved to their first office space in Middleburg Heights, Ohio. Working with and leveraging the sales presence of OEM medical system manufacturers, the company sales began to soar and Codonics quickly outgrew the space. Today the facility now spans 100,000 square feet and is home to Codonics production, warehousing, engineering R&D, sales, service, marketing, and administrative offices.

The catalyst of the company's growth was the introduction of a new product

line in November 1999 at the world's largest medical assembly, the Radiological Society of North America trade show in. Codonics unveiled the Horizon® Multi-media Medical Imager, the world's first medical imager to combine film, color, and grayscale technologies in a desktop-size printing device. The product competes head-to-head with those offered by major global film manufacturers in the medical imaging industry.

Since 1999, the company has continued to experience amazing growth, and has launched several innovative product lines including the Virtua Medical Disc Publisher, the Integrity Medical Disc Importer, and the Infinity Medical Image Server. All Codonics products are export-ready and compliant with international electrical and medical regulatory requirements.

Most recently, the company has licensed technology from Massachusetts General Hospital, expanding Codonics products into the operating room. Based upon the SmartLabels technology, Codonics 500i Safe Label System improves patient safety anywhere syringes are prepared. User's simply scan a drug vial and the system instantly checks the hospital's formulary to ensure the drug is allowed to be used. The process significantly simplifies the documentation process.

For more information about Codonics, visit the company's website at www.codonics.com.