



## BTE Technologies Expands Scope of ISO Registration to include Employer-Payer Services Processes

**Hanover, MD and Greenwood Village, CO, October 4, 2007--** BTE Technologies, Inc. (BTE), the leading provider of function-based injury prevention, return to work and rehabilitation management programs, announced today that its Employer-Payer Services' processes were added to its quality management system (QMS); ISO registration scope under ISO 9001 and ISO 13485.

International Organization for Standardization (ISO) is a global network that identifies what standards are required by business, government and society, develops them in partnership with the sectors that will put them to use, adopts them by transparent procedures based on national input and delivers them to be implemented worldwide.

Requirements for ISO 9001 conformance include:

- a set of procedures that cover all key processes in the business;
- monitoring processes to ensure they are effective;
- keeping adequate records;
- checking output for defects, with appropriate corrective action where necessary;
- regularly reviewing individual processes and the quality system itself for effectiveness; and
- facilitating continual improvement

"The expansion of our QMS to include our Employer-Payer Services processes under ISO 9001 and ISO 13485, puts us at the forefront of the world standard for both the equipment and the service processes used to reduce workers' compensation and disability expenses," said John Shano, Chief Operating Officer of BTE. "Our expanded ISO registration to include our service processes is a validation of BTE's ongoing commitment to high standards and continual improvement."

The QMS now certified is part of the company's full-continuum solution to managing workers compensation costs. Via the integration of these services with cutting-edge equipment and software products, BTE assists employers and payers in regaining control over injuries and lost time by preventing the work injuries from happening in the first place and by expediting recovery and return-to-work processes when an injury does occur.

"The adoption of International Standards helps us compete more effectively in the global marketplace," said Ewa Kaczanowska, Quality Manager. "But we consider the primary benefit to be improvement of processes throughout the organization. The commitment of all our employees to meet or exceed the expectations of all customers allows BTE to be an ISO registered company and to continually improve products and services."

BTE offers its customers proven cost reductions in disability-related expenses across many industry sectors. From automotive manufacturing, to food production, to government services and beyond, the return on investment has averaged \$8 for every \$1 in program expenses.

"We help employers avoid unplanned and unnecessary costs," said Robert Stoner, Vice President, Employer-Payer Services. "The addition of ISO registration for our employer-payer services provides further testimony for companies seeking to improve employee safety and productivity."

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BTE is the leading provider of services designed to help employers, insurance carriers and third party administrators reduce workers' compensation and disability expenses. From hiring employees that are physically able to perform the requirements of the job, to returning injured/disabled employees to safe and productive work, BTE's services, expertise and technology deliver cost solutions for employers and payers. The company also provides advanced physical and occupational evaluation and therapy solutions for the healthcare industry. BTE's international services are based in Hanover, Maryland and Greenwood Village, Colorado. For more information, please visit [www.btetech.com](http://www.btetech.com).