



**FOR IMMEDIATE RELEASE**

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## **Black Diamond Video Partners with Iron Bow to Deliver Integrated OR Video Systems to Federal Consumers**

**Point Richmond, California, April 28, 2014** – Black Diamond Video, Inc. (BDV) today announced that it has partnered with Iron Bow Technologies, LLC, an information technology solutions provider, to deliver BDV's medical integration solutions to Veterans Affairs (VA) hospitals and the Defense Health Agency (DHA).

Through Black Diamond Video's agreement with Iron Bow, federal customers can easily purchase BDV's Integrated Digital Surgical Suite, IDSS, through the NASA SEWP (Solutions for Enterprise-Wide Procurement) IV contract. Black Diamond Video is therefore positioned to provide federal healthcare systems with the same all-digital video routing and display technology already used in operating rooms at 4 of the top 10 civilian hospitals in the United States (2013-2014 U.S. News and World Report).

Michael Malamphy, Vice President of Global Commercial and Federal Sales and Marketing at Black Diamond Video, is excited to open Black Diamond Video's IDSS sales to the federal healthcare sector through partnership with a "knowledgeable and well respected company" like Iron Bow. "Iron Bow has an established reputation for delivering comprehensive solutions to meet their customers' specific challenges," said Malamphy. "They possess the technical knowledge and creativity required to effectively deliver our comprehensive video integration solution to the VA and DHA."

"Partnering with Black Diamond Video enables Iron Bow to provide our Federal Healthcare customers with best of breed video solutions," said Adam Willis, VA Account Manager at Iron Bow Technologies. "We see how civilian hospitals have migrated away from antiquated and inflexible OR video systems in favor of Black Diamond Video's technologies and we recognize that federal healthcare would benefit from the same superior video routing and display solution."

### **About Black Diamond Video, Inc.**

Black Diamond Video is a leading manufacturer of high-resolution digital video processing solutions for mission-critical medical, federal, commercial and educational applications. The company manufactures a complete product line of single-link and dual-link DVI matrix switches, processors, scalars, signal conditioners, fiber optic transmitters and receivers, converters, system controllers, digital recorders, H.264 streaming and conferencing technology, and custom software solutions.

For more information about Black Diamond Video and/or its products visit [www.blackdiamondvideo.com](http://www.blackdiamondvideo.com). You may also call (510) 439-4500; fax (510)439-4599; or write to 503 Canal Boulevard, Point Richmond, CA 94804. Contact Laura Jumper, Media Relations at (877) 549-6600 or email [lauraj@blackdiamondvideo.com](mailto:lauraj@blackdiamondvideo.com).



### **About Iron Bow Technologies**

Iron Bow Technologies is an information technology solutions provider with a track record of government and industry success. With annual revenues approximating \$750 million, the company leverages a strong, flexible and targeted customer engagement model with premier products expertise to help customers design, acquire and build secure cloud, collaboration, data center, mobility, and networking solutions. Iron Bow is certified as a small business in categories as indicated in the System for Award Management (SAM).

For more information on Iron Bow, please visit [www.ironbow.com](http://www.ironbow.com). To join an ongoing conversation with our thought leaders, visit our federal blog, [TechSource](#), our commercial blog, [The High Tech Highway](#), or join us on [Facebook](#) and [Twitter](#).

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