

Edward J. Ludwig
Chairman of the Board,
President and
Chief Executive Officer
1 Becton Drive
Franklin Lakes, NJ 07417-1880
tel: 201.847.6800
fax: 201.847.5361
www.bd.com



January, 2008

Dear Valued Customer:

As you know, the US healthcare marketplace has heightened its focus on policies designed to protect the privacy of healthcare clinicians and professionals, patients and the vendors who serve them. HIPAA has set a new standard in how healthcare business is transacted. JCAHO and AdvaMed, among other organizations, are reinforcing safety, security and confidentiality through new credentialing guidelines and recommendations.

As a result, many healthcare facilities are increasing vendor credentialing practices. BD agrees that sound practical requirements will yield improved quality of care and clinical outcomes, as well as a safer environment for your employees, patients and visitors.

BD has gone to great lengths over the past several years to meet specific – and varying – credentialing requirements from hospitals and third-party credentialing organizations, while pursuing the uninterrupted, seamless delivery of care. While we support the concept of assuring credentialing, we also believe that there must be a more efficient way for vendors to respond without loss of productivity, duplicative costs or risks to our associates' privacy.

Accordingly, BD has implemented a formal **Vendor Access Policy** that institutes uniform guidelines across our nearly 700 US customer-facing associates. The policy is designed to ensure rapid customer response and safe and efficient vendor access to all our valued accounts. A cornerstone of the policy is 100% compliance to requirements deemed mandatory – yet reasonable – by hospitals, integrated delivery networks and other care facilities. These requirements span occupational health, industry and privacy training, as well as background checks.

BD is among the first healthcare industry suppliers to take this proactive step in managing the rapidly escalating credentialing situation. Our program is being considered as a standardization template by several government and professional forums.

We are confident that the BD Vendor Access Policy will meet your institution's essential credentialing requirements. As always, we thank you for your continued support.

Best regards,

A handwritten signature in black ink, appearing to read 'Edward J. Ludwig', written in a cursive style.

EJL/cw