



Special Conference Call:
Omnicell Provides Update on Form 10-K Filing and Reaffirms 2015
Financial Guidance

The following will include forward-looking statements subject to risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied. For a more detailed description of the risks that impact these forward-looking statements, please refer to the information in our press release today, in the Omnicell annual report on Form 10-K filed with the SEC on March 17, 2014, and in other more recent reports filed with the SEC. Please be aware that you should not place undue reliance on any forward-looking statements made today.

The date of this statement is March 18, 2015, and all forward-looking statements made herein are made based on the beliefs of Omnicell as of this date only. Future events or simply the passage of time may cause these beliefs to change.

Rob Seim:

On March 2, 2015, we filed a 12b-25 with the SEC for an automatic extension of the filing of our form 10K for 2014 by 15 days. We filed for this extension because we received a whistleblower claim on February 27, 2015, one business day prior to our 10-K filing date, from an Omnicell employee alleging, among other matters, the existence of a "side letter" arrangement with one of the company's customers for certain discounts and free Omnicell products that were not reflected in the final invoices paid by the customer.

We immediately initiated an investigation of these claims and expected, at the time we filed for the extension, that the investigation would be completed within two weeks. We have found that the amount of documentation that must be reviewed is more extensive than we initially anticipated and the investigation has not yet concluded.

It is premature, at this point, to make any conclusions based on the information we have been able to review over the past two weeks, and we cannot answer any questions on the matter or speculate on its outcome. Once the internal investigation process is complete, we plan to file our Form 10-K as soon as practicable thereafter.

Regarding our business, we do not expect this investigation to have any bearing on our competitive position in the marketplace or customer interest in our products. During our earnings call of February 3, 2015, we provided guidance for 2015, and, thus far we are not changing that guidance. We said we expect revenue to be between \$480 and \$490 million, an increase of 9-11% and expect Non-GAAP earnings to be between \$1.35 and \$1.40 per share, growth of 7-12%. We said we expect steady revenue and earnings growth through the year, and Q1 2015 to be \$110 to \$115 million of revenue and approximately \$0.23 Non-GAAP EPS. We said we expect product bookings to be between \$390 and \$405 million in 2015.

On February 26, 2015, we announced that we had signed an agreement to acquire MACH4 Pharma Systems in Bochum, Germany, subject to closing conditions. If that acquisition closes, and assuming a close date of April 1, 2015, we would expect our revenue guidance to increase to \$492 to \$505 million, our Non-GAAP earnings guidance to be between \$1.31 to \$1.36 per share, and our product bookings to be between \$398 and \$416 million.

While the delay in filing the 10K may cause concern, we ask investors to appreciate that we take any whistleblower claim very seriously and we must take steps to assure we fully investigate any claim. Please understand that since the investigation is not completed and we have not reached any conclusions, we cannot entertain any questions about the claim or make any further statements about it, including speculation about when it will be concluded. However, we can take any questions about the rest of the normal operations of Omnicell, or the announced pending acquisition of MACH4, at this time.