



For Immediate Release:

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Stelex and VelQuest to Improve Productivity in Pharmaceutical Labs

*Solution pairs the only Automated Lab Compliance Platform with
a Common Sense Compliance Approach*

Bensalem, PA and Hopkinton, MA, January 27, 2004 — Stelex, a firm providing enterprise-wide compliance solutions to the regulated industries and VelQuest, the developer of SmartLab™ systems, the only automated lab compliance platform available in the market, announced today, a strategic alliance to provide End-to-End Solutions that improve productivity and compliance in pharmaceutical labs.

It is estimated that approximately 70% of laboratory resources are dedicated to meeting compliance standards. The implementation of an automated laboratory system ensures compliance, as well as improves productivity by greater than 50%, allowing scientists to focus more on science to fill product pipelines and increase value.

“Our strategic alliance with Stelex benefits all facets of the Pharmaceutical industry by providing a complete automated compliance solution to pressing FDA compliance and business related challenges,” said Timothy Petracca, Vice President of VelQuest Corporation. “Our partnership enables customers to rapidly deploy the SmartLab solution directly reducing cost and increasing productivity and quality across their operations.”

This strategic alliance will enable clients to have SmartLab installed and validated by Stelex using its proven Common Sense Compliance™ methodology for IT initiatives. Those clients will then further benefit from working together with Stelex and VelQuest, who will implement and validate automated laboratory solutions faster and more cost effectively.

“This strategic alliance will allow Stelex and VelQuest to take a leadership role in laboratory automation solutions for the lifesciences industry by combining the best technologies with proven industry know-how and methodologies” said Daniel R. Matlis, Vice-President at Stelex.

About VelQuest

Founded in January, 1999, VelQuest Corporation provides a growing suite of unique products to help transform regulated industries from labor-intensive, paper-based operations to automated, efficient systems with greater confidence in compliance than ever before possible.

The SmartLab solution uses VelQuest's electronic Process Management & Compliance (ePMC™) Operating System that is an innovative software platform designed to provide the foundation for compliance-based activities in the life science markets. The software embraces the FDA's "cGMPs for the 21st Century: A Risk Based Approach" initiative, and supports the company's SmartLab Applications for a fully compliant electronic laboratory, SmartShell™ 21 CFR Part 11 remediation software, SmartBatch™ electronic Batch Record System, as well as planned product line extensions.

About Stelex

Stelex is a consulting firm providing enterprise-wide compliance solutions to regulated industries in the Pharmaceutical, Medical Device, Diagnostic and Biotechnology sectors for over 17 years. The firm delivers a comprehensive suite of Validation, Technology, Regulatory and Business solutions. Learn more about Stelex at www.stelex.com.

Stelex is a subsidiary of Vital Signs, Inc. (NASDAQ: VITL). Vital Signs provide products and services to the hospital market and FDA regulated industries. The Company was recognized in the October 2003 issue of *Forbes Magazine* as one of "The 200 Best Small Companies." Vital Signs is ISO 9001 certified and has CE Mark approval for its products.

All statements in this press release other than historical statements constitute Forward Looking Statements under the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from such statements as a result of a variety of factors, including but not limited to the changes in regulatory requirements in the United States and elsewhere, timing and effectiveness of changes to marketing and sales plans, programs and strategies; market conditions; customer response; technological change; and competition and other factors referred to by Vital Signs in its Annual Report on Form 10-K for the year ended September 30, 2003 and other reports filed with the Securities and Exchange Commission.