Dear UpToDate Partner,

It is my pleasure to introduce this newsletter, the first in a bi-monthly series, with information specifically for our UpToDate Channel Partners.

This newsletter will provide information on the latest product enhancements, newly available sales and marketing materials, and much more. This month we are pleased to announce a new resource: a Sales Toolkit just for our Channel Partners. The materials found here will enhance your interactions with both sales prospects and current customers alike. Read on to learn more about what information is available and how to access it.

The mission of UpToDate has always been to support clinicians, transform institutions, and improve patient care globally. Over the last 21 years, UpToDate has become one of the most trusted and utilized medical resources in the world. We have achieved this distinction by continuously improving and evolving our content and product, and through valued relationships with people and organizations — like you. We look forward to many years of continued mutual success.

Sincerely,

Otmar Mueller
Director of International Channels, UpToDate
Wolters Kluwer Health

Partner Resources: UpToDate Sales Toolkit

UpToDate Channel Partners now have the ability to order new materials directly through an online portal with an assortment of sales and training resources. Available items include:

- **Institutional User Guide** — currently available in 9 languages
- **Institutional Product Brochure** — currently available in English, Spanish, Chinese and Korean
- **White Papers** — including the "CDS Buyer’s Guide"
- **Sell Sheets** — featuring the most popular UpToDate sales materials

Within the online portal, users can review and select desired materials, and choose to download, email or order printed versions. Please check back often and only order the quantity of printed materials needed at a given time, as documents are updated frequently. This will ensure the information is current and accurate.

Each Channel Partner has designated users for their organization. A separate email with complete login instructions will be sent to those individuals approved for access. If you have questions about the Sales Toolkit or would like to request access, please contact Kristin Gallo at kristin.gallo@wolterskluwer.com.

Features and Benefits Update: Search in Your Own Language

UpToDate now supports search and navigation in 9 languages: English, French, German, Italian, Japanese, Portuguese, Spanish, Simplified Chinese, and Traditional Chinese.
To better support clinicians throughout the world in providing quality care, Search in Your Own Language streamlines search capabilities by enabling queries and navigation in multiple languages. Improved search accuracy means finding answers to clinical questions more quickly and easily.

- Clinicians can search and navigate in their own language
- Search terms auto-complete in the selected language
- Users can use the default language setting for their country or
- Choose an alternate language setting
- Users can also guide local language translations through feedback and suggestions link

NOTE: UpToDate search, navigation and auto-complete is available in multiple languages. UpToDate topic content remains in English.

Partner Spotlight: VIDAL Hoptimal (France)

UpToDate recently announced a distribution partnership with VIDAL Hoptimal, the leading health information portal in France. Users can now search and access UpToDate directly from VIDAL Hoptimal.

“Now that UpToDate has been incorporated into VIDAL Hoptimal, the user has access to an extensive clinical knowledge base that is unparalleled in France,” says Maurice Ventura, VIDAL Markets Manager.

UpToDate News and Events

Monthly UpToDate Expert User emails and bi-monthly Learning Forum Webinars are a great resource for customers to gain value from their UpToDate subscription. The Expert User emails provide concise tips on getting the most benefit from commonly used features in UpToDate, improving search accuracy, and enriching the user experience. They also highlight new product enhancements in an easy-to-share format so all users at an institution may benefit.

- The July Expert User email discusses Drug and Drug Interactions information available in UpToDate. The August email will cover the Summary and Recommendations Button.
- The next Learning Forum Webinar, "Bring Research to the Point of Care", will be held on August 20. Please visit www.uptodate.com/home/webinars for a detailed description of the webinar and registration link as it becomes available.

UpToDate and Wolters Kluwer Health will be exhibiting at the following upcoming congresses around the world:

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<tr>
<th>Dates</th>
<th>Congress</th>
<th>City</th>
<th>Country</th>
<th>Location</th>
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<tbody>
<tr>
<td>Jul. 31 - Aug 1</td>
<td>HIMSS APAC</td>
<td>Hong Kong</td>
<td>China</td>
<td>Booth #102</td>
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<tr>
<td>Aug. 20 - 23</td>
<td>MedInfo</td>
<td>Copenhagen</td>
<td>Denmark</td>
<td>Booth #33</td>
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<tr>
<td>Aug. 25 - 28</td>
<td>AMEE</td>
<td>Prague</td>
<td>Czech Republic</td>
<td>Booth #23</td>
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<td>Sept. 5 - 6</td>
<td>National Health Science Library Congress</td>
<td>Mexico City</td>
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<td>Oct. 26 - 28</td>
<td>Italian Society of Internal Medicine</td>
<td>Rome</td>
<td>Italy</td>
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<td>Nov. 12 - 14</td>
<td>HIMSS Europe CIO Summit</td>
<td>Madrid</td>
<td>Spain</td>
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<tr>
<td>Nov. 21 - 23</td>
<td>Spanish Society of Internal Medicine</td>
<td>Malaga</td>
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For a complete list of upcoming events, please [click here](#).

**We Want Your Feedback**

This newsletter is intended for you. Our goal is to improve your interactions with both current customers and prospects. Please email us at `ChannelPartnerSupport@wolterskluwer.com` to provide your feedback on how we can better serve you.