

CAPABILITIES STATEMENT



CONNECT MEDICAL operates as an Independent Manufacturer's Representative/Distribution arm for medical companies with a focus on Neonatal and Labor & Delivery Product equipment and supplies, Diagnostic Equipment, Patient Room Furniture, and Suction & Oxygen Therapy Solutions, including medical gas parts and hoses. Currently, Connect Medical represents lines in disposable products, small capital equipment and large capital equipment.

CORE COMPETENCIES

- IDN/Hospital Market Knowledge
- Superior Customer Relations
- High Account Conversions
- Clinical expertise in Critical Acute Care Market
- Deep Hospital Contact Network in Upper Midwest
- Extensive Network Connections with Medical Distributors throughout the nation

KEY DIFFERENTIATORS

- Built business in 16 years with 133% growth and 3 million in sales
- Staff with over 30 years' experience representing medical supplies
- Understand complex sales process for hospital conversions
- Superior customer relations – high % of repeat orders
- Full Service from interest to implementation and through life cycle
- Access to multiple brands to find the best fit
- Clinical support to our products
- Inventory assessments
- Extensive relationships with Suppliers and Distributors
- Veteran Owned Warehouse as source for stock and order fulfillment
- Small Woman Owned Business

CURRENT PRODUCT LINES

- Suction and Oxygen Therapy
- Medical Gas Parts & Hoses
- Patient Room Furniture
- Patient Room Camera Systems
- Diagnostic Equipment (monitor)
- Infant Disposables
- NICU Neurodevelopmental Positioning
- Skin Care and Cleaning; infant to elderly
- Oral Hygiene – Swabs, Kits

NOTABLE PAST PROJECTS

- Sanford Health - Fargo, ND
- VA Medical Center - Minneapolis, MN
- Secured CAPTIS Sole Source Agreement for vendor
- UW Health East - Madison, WI
- New construction Supplier
- RFP Bid Submissions and Awards

SAM: JR21WGMDVVJ6

NAICS Code – 423450

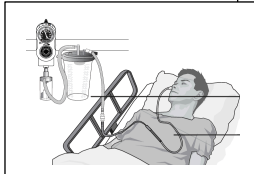
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