MellingMedical

Surgical Solutions for Veterans

Capabilities & Qualifications Briefing.

February 2021

Service Disabled Veteran Owned Small Business

SDVOSB

cVE

Photo credit: Staff Sgt. Felix Fimbres

Company Overview

MellingMedical provides veterans better access to quality health care with innovative and cost-effective Pharmaceuticals and Medical Surgical equipment, supplies and services, with a specialty in Ophthalmology

Overview

- CVE Service-Disabled Veteran Owned Small Business (SDVOSB)
- Virginia Pharmaceutical Wholesale Distributor (0215000422)
- VA Limited Liability Company (LLC)
- Registered Federal Contractor (SAMS)
- VA & DoD Multiple Prime Vendor Agreements (EDI Ordering)
- FDA Re-labeler (70915)
- Tricare Certified

Products & Services

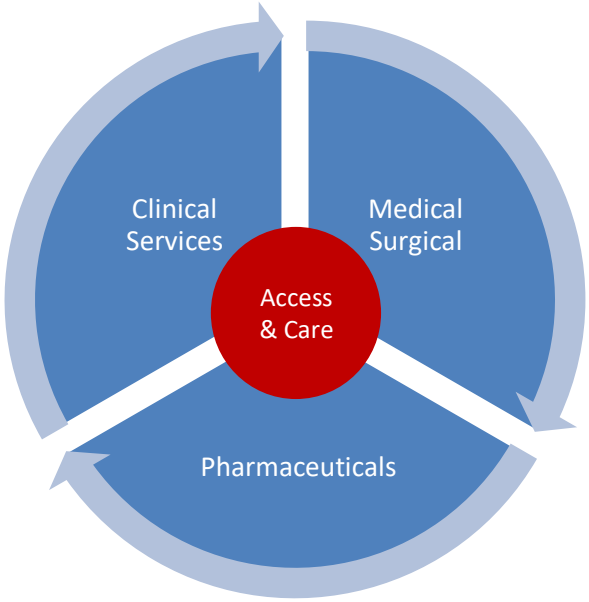
- Ophthalmic, Urology, ENT
- Diabetic and Wound Care Solutions
- Pharmaceuticals
- Biomedical Parts and Repair Services

Customers

- 160+ VA Medical Centers, Clinics and CMOPS
- 104+ DoD Medical Facilities and Community Hospitals
- Department of Health & Human Services CDC and IHS
- Department of Justice FBI and Bureau of Prisons

Contracts Vehicles

- GSA 65IIA FSS Med/Surg: V797D-50471
- GSA 65IB FSS Pharma: 36F7971800378
- DAPA Med/Surg: SP0200-15-H-0019 • DAPA Pharma: SP0200-15-H-0046
- ECAT: SPE2DH-19-D-0018 • Prime Vendor Agreements



Federal Medical Market

Partners

"Sell with our Partners"

MellingMedical's Partners

Optometry & Ophthalmology

Keeler Ophthalmic Instruments
Leica Microsystems
TOPCON
HS HAAG-STREIT USA
DIOPSYS — Advancing the Science of Vision Testing
ACCUTOME
VOLK
Ocular Therapeutics
katena
Lumenis
Reichert Technologies
LIONS VISION GIFT
Bruder — Better. By Design.
OCULUS SURGICAL
centervue
optos
DigitalOptometrics
ESSILOR
SIGHTPATH MEDICAL
VisionCare
NOVAEYE MEDICAL
icare USA
TearLab
maculogix
SURGICAL SPECIALTIES CORPORATION

MEDICAL SURGICAL

Specialty – Urology, Wound Care, Surgical

Teleflex
Surgistar
SONACARE MEDICAL
KERECIS
Focal Healthcare
katena
Katalyst Surgical, LLC
Jackson Medical
medCOMP
KENT IMAGING
STRADIS HEALTHCARE
COBONEY

Repair

PARTSSOURCE
Benjamin Biomedical
select
The Surgical Equipment People — "When you need more than just the price"

PHARMACEUTICALS

TEVA
avedro — The World Leader in Corneal Remodeling™
SMARTFISH
Chartwell Pharmaceuticals
ANDA INCORPORATED
TopRx

PRIME VENDORS

AMD amdnext.com
Owens & Minor
CONCORDANCE HEALTHCARE SOLUTIONS
DMS Pharmaceutical
McKESSON
Seneca Medical
MEDLINE
MMS MEDICAL LIMITED
CardinalHealth
AmerisourceBergen

Melling Supplier Portfolio enables delivery of complex multi-item solutions

Products – MedicalMedical Surgical

Ophthalmoscopes

Slit Lamps

Ocular Sealant

Osmolarity Testing

Vision Testing

Clinical AMD test

Optical Coherence Tomography

Wound Care/ Biologics

Cryo System

Retinal Imaging

Tonometer

Prostate Sonosource

Ultrasound

Avedro Keratoconus

Surgical Lasers

Surgical Instruments

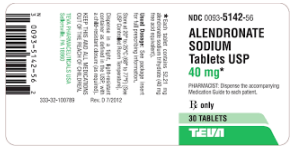
EYE Lanes

Pentacams

MellingMedical Pharmaceutical Products

Fenofibric Acid

Alendronate Sodium



Azithromycin

Olmesartan

Ciclopirox

Fentanyl

Lamotrigin

Oxazepam

Carbidopa

Desoxximatasone

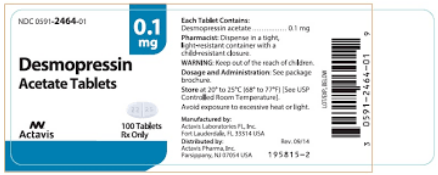
Clindamycin

Glipizide

Metoprolol Succinate

Nutrition Supplement

Desmopressin

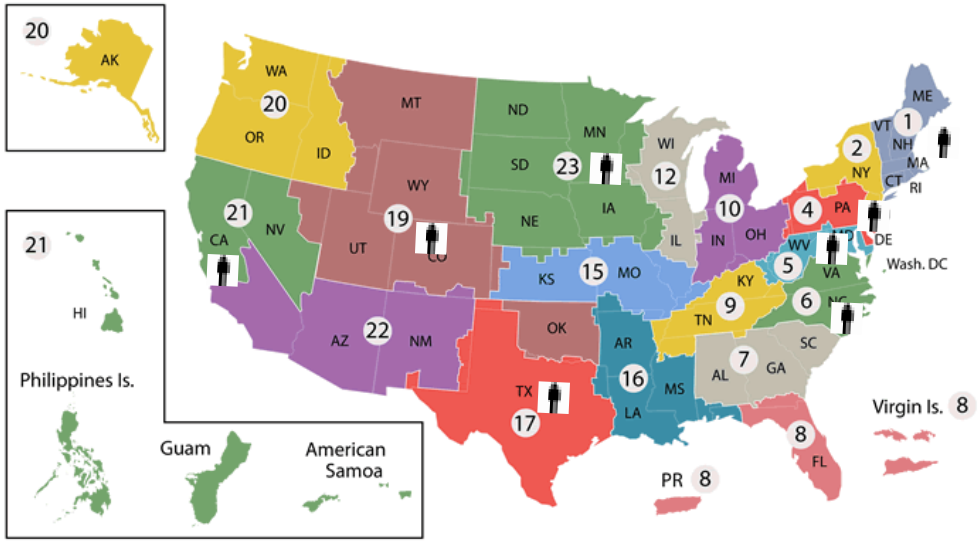


Afeditab

Nefazodone

Melling*Medical* Sales Team

Department of Veterans Affairs: Veterans Integrated Service Network (VISN)



Department of Veteran Affairs VISN Assignments

Account Manager	Email	Phone	Territory
Tom Hearn (MA)	thearn@MellingMedical.com	848-333-9776	VISN 1, 2
David Melling (PA) *Vice President Sales*	dmelling@MellingMedical.com	215-869-1450	VISN 4, 8, 10, 12
John Likens (WV)	jlikens@MellingMedical.com	703-867-4399	VISN 5, 6 (Virginia)
Allison Iudica	aiudica@MellingMedical.com	919-589-3606	VISN 6 (North Carolina), 7 and 9
OPEN (TX)	aross@MellingMedical.com	484-994-1015	VISN 16, 17
Anne Ross (CO) *Medical Surgical Director*	aross@MellingMedical.com	484-994-1015	VISN 15, 19, 20
Mark Bernardini (CA)	mbernardini@MellingMedical.com	562-256-5199	VISN 21, 22
Owen Henry (MN)	ohenry@MellingMedical.com	612-940 - 8290	VISN 23

*VISNs 3, 11, 13, 14 & 18 have been consolidated into surrounding VISNs.

Department of Defense, Indian Health Services, Health & Human Services & Bureau of Prisons Assignments

Account Manager	Email	Phone	Territory
Anne Ross (CO) *Medical Surgical Director*	aross@MellingMedical.com	484-994-1015	DoD/IHS/HHS/BoP (West of Mississippi)
David Melling (PA) *Vice President Sales*	dmelling@MellingMedical.com	215-869-1450	DoD/IHS/HHS/BoP (East of Mississippi)

MellingMedical Team

MellingMedical
President (SDVOSB)
Washington, DC
Chris Melling

Federal Contracts
(FAR T&C, ICA, BOA, FSS, Protest)
- *Wayne Keup (Counsel)*
- *Anne Ross (Contract Admin)*

Medical Advisors
- *Dr. Jai Parekh*
- *Dr. Ileana Caamal*
- *Dr. Michael Perdios*

Operations
(Washington DC & Philadelphia)
- *Norman Melling*
- *Annette Grimm*
- *Anne Ross*
- *Peter Melling*

Marketing & Sales Director
(Philadelphia)
- *David Melling*

Medical Surgical & Services
(Philadelphia & Denver)
- *David Melling*
- *Anne Ross*

Pharmaceuticals
(Boston & Philadelphia)
- *Ken Melling*
- *Tom Hearn*

OPS TEAM

Contracts Pricing
(Contracts & Schds)
- *Anne Ross*
- *Ken Melling*

Info Tech
(IT, EDI, QB, Db)
- *Peter Melling*
- *Annette Grimm*

Logistics
(Shipping & Warehousing)
- *Tom Hearn*

Invoicing (A/R)
(EDI, Tungsten, WAWF)
- *Annette Grimm*
- *Norman Melling*
- *Cathy Ellington*

Proposals
(Contracts, Open Market, FSS)
- *Anne Ross*
- *Connie Torres*

Treasury (A/P)
- *Chris Melling*

PRODUCT REPS

"Sell With Partners"

Supplier Relations
Product Reps
- *Keeler*
- *OCTX*
- *Kerecis*
- *Diopsys*
- *Topcon*
- *Centrvue*
- *Avedro*
- *Vision Care*
- *Coronet*
- *Accutome*
- *Ian Tech*
- *Tear Lab*
- *Katalyst*
- *Diamatrix*
- *Surgistar*
- *Katena*
- *Bruder*
- *Stradis*
- *Icare*
- *Oculus*
- *Teva*
- *Smartfish*
- *Chartwell*
- *ANDA*
- *McKesson*
- *AMD*
- *Seneca*
- *O&M*
- *Concordance*
- *MMS*
- *DMS*
- *Cardinal*
- *ABC*

ACCOUNT MANAGERS

VISN 1-3
(Northeast)
- *Tom Hearn*
- *Ken Melling*

VISN 4-6
(Mid-Atlantic)
- *David Melling*
- *John Likens*

VISN 5
(Capital Region)
- *Chris Melling*
- *David Melling*
- *John Likens*

VISN 7- 8
(Southeast)
- *David Melling*
- *Allison Iudica*

VISN 9 -16, 23
(Central)
- *David Melling*
- *Anne Ross*
- *John Likens*

VISN 17
(Texas)
- *Open*
- *David Melling*

VISN 19 -20
(Northwest)
- *Anne Ross*
- *David Melling*

VISN 20 – 22
(West)
- *Mark Bernardini*
- *Anne Ross*
- *Trent Bruyere*

Defense (DOD)
(DLA & Services)
- *David Melling*
- *Anne Ross*

HHS & DOJ
(IHS, CDC, BOP)
- *David Melling*
- *Anne Ross*

VA CMOP
(7 Locations)
- *Ken Melling*
- *Tom Hearn*

Contract Vehicles

Contract Vehicles	Representative Products
Federal Supply Schedule GSA 65IIA Medical Equipment & Supplies (V797D-50471)	• Keeler Instruments • Kerecis Omega3 Wound Care • ReSure® Ocular Sealant • Volk Optical • Diopsys Vision Testing System • Diamatrix Katalyst Instruments Tearlab Dry Eye Analyzer Coronet Medical Technologies InfraScan Hematoma Scanner Surgistar
Federal Supply Schedule 65IIB Pharmaceuticals (Finalizing)	• Azithromycin • Fentanyl Patch • Oxazepam • Carbidoba/ Levodopa Metoprolol Netazodone Fenofibric Afeditab
DAPA Med/Surg (SP0200-15-H-0019)	• Keeler Instruments • Tear Lab • ReSure® Ocular Sealant • InfraScan Hematoma Scanner • Diopsys Vision Testing System Kerecis Omega3 Wound Care Surgical Instruments Surgical Packs
DAPA Pharmaceutical (SP020015H0046)	• Currently 103 Teva Pharmacetuical Products including Claravis, Azithromycin, Eletriptan, Metoprolol • Multiple Prime Vendor Distribution including Express Scripts
Ocular Sealant BPA (VA119-16-Q-0408)	• ReSure® Ocular Sealant
ECAT (SPE2DH-16-R-0002 FPRL)	• Various (Eye Lane Equipment/Lasers)

Questions?