



## Capabilities & Qualifications Briefing.

February 2021



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

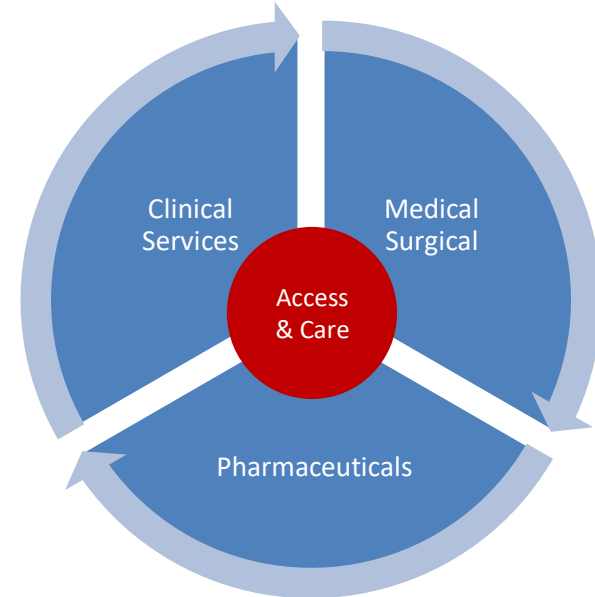
- Ophthalmic, Urology, ENT
- Diabetic and Wound Care Solutions
- Pharmaceuticals
- Biomedical Parts and Repair Services

## 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





# Partners

“Sell with our Partners”



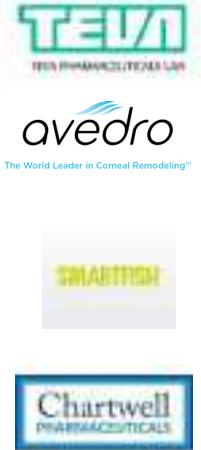
# MellingMedical's Partners

## Optometry & Ophthalmology



## MEDICAL SURGICAL

## PHARMACEUTICALS



## Specialty – Urology, Wound Care, Surgical



## Repair



PRIME VENDORS



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



Lamotrigine



Oxazepam



Carbidopa



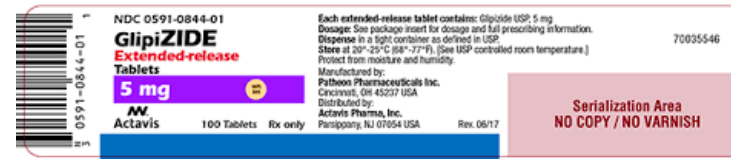
Desoximetasone



Clindamycin



Glipizide



Metoprolol Succinate



Nutrition Supplement



Desmopressin



Afeditab

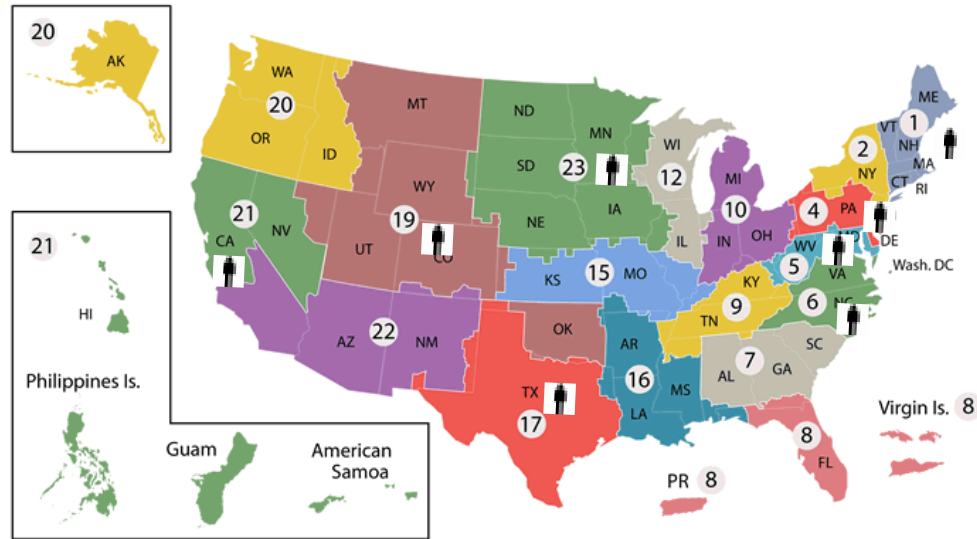


Nefazodone



# MellingMedical 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)	<a href="mailto:thearn@MellingMedical.com">thearn@MellingMedical.com</a>	848-333-9776	VISN 1, 2
David Melling (PA) Vice President Sales	<a href="mailto:dmelling@MellingMedical.com">dmelling@MellingMedical.com</a>	215-869-1450	VISN 4, 8, 10, 12
John Likens (WV)	<a href="mailto:jlikens@MellingMedical.com">jlikens@MellingMedical.com</a>	703-867-4399	VISN 5, 6 (Virginia)
Allison Iudica	<a href="mailto:aiudica@MellingMedical.com">aiudica@MellingMedical.com</a>	919-589-3606	VISN 6 (North Carolina), 7 and 9
OPEN (TX)	<a href="mailto:aross@MellingMedical.com">aross@MellingMedical.com</a>	484-994-1015	VISN 16, 17
Anne Ross (CO) Medical Surgical Director	<a href="mailto:aross@MellingMedical.com">aross@MellingMedical.com</a>	484-994-1015	VISN 15, 19, 20
Mark Bernardini (CA)	<a href="mailto:mbernardini@MellingMedical.com">mbernardini@MellingMedical.com</a>	562-256-5199	VISN 21, 22
Owen Henry (MN)	<a href="mailto:ohenry@MellingMedical.com">ohenry@MellingMedical.com</a>	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	<a href="mailto:aross@MellingMedical.com">aross@MellingMedical.com</a>	484-994-1015	DoD/IHS/HHS/BoP (West of Mississippi)
David Melling (PA) Vice President Sales	<a href="mailto:dmelling@MellingMedical.com">dmelling@MellingMedical.com</a>	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**

**PRODUCT REPS**

"Sell With Partners"

**ACCOUNT MANAGERS**

**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

**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

**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)	<ul style="list-style-type: none"> <li>Keeler Instruments</li> <li>Kerecis Omega3 Wound Care</li> <li>ReSure® Ocular Sealant</li> <li>Volk Optical</li> <li>Diopsys Vision Testing System</li> <li>Diamatrix</li> </ul>	<ul style="list-style-type: none"> <li>Katalyst Instruments</li> <li>Tearlab Dry Eye Analyzer</li> <li>Coronet Medical Technologies</li> <li>InfraScan Hematoma Scanner</li> <li>Surgistar</li> </ul>
Federal Supply Schedule 65IIB Pharmaceuticals (Finalizing)	<ul style="list-style-type: none"> <li>Azithromycin</li> <li>Fentanyl Patch</li> <li>Oxazepam</li> <li>Carbidoba/ Levodopa</li> </ul>	<ul style="list-style-type: none"> <li>Metoprolol</li> <li>Netazodone</li> <li>Fenofibric</li> <li>Afeditab</li> </ul>
DAPA Med/Surg (SP0200-15-H-0019)	<ul style="list-style-type: none"> <li>Keeler Instruments</li> <li>Tear Lab</li> <li>ReSure® Ocular Sealant</li> <li>InfraScan Hematoma Scanner</li> <li>Diopsys Vision Testing System</li> </ul>	<ul style="list-style-type: none"> <li>Kerecis Omega3 Wound Care</li> <li>Surgical Instruments</li> <li>Surgical Packs</li> </ul>
DAPA Pharmaceutical (SP020015H0046)	<ul style="list-style-type: none"> <li>Currently 103 Teva Pharmaceutical Products including Claravis, Azithromycin, Eletriptan, Metoprolol</li> <li>Multiple Prime Vendor Distribution including Express Scripts</li> </ul>	
Ocular Sealant BPA (VA119-16-Q-0408)	<ul style="list-style-type: none"> <li>ReSure® Ocular Sealant</li> </ul>	
ECAT (SPE2DH-16-R-0002 FPRL)	<ul style="list-style-type: none"> <li>Various (Eye Lane Equipment/Lasers)</li> </ul>	

Questions?