



Capabilities & Qualifications Briefing
August 2023



Photo credit: Staff Sgt. Felix Fimbres

Company Overview

MellingMedical provides veterans better access to quality health care with innovative and cost-effective Medical Surgical Equipment and Pharmaceutical Supplies

Overview

- CVE Service-Disabled Veteran Owned Small Business (SDVOSB)
- Registered Federal Contractor (SAMS)
- VA & DoD Prime Vendor Agreements (EDI Ordering)
- *Largest SDVOSB Ophthalmic distributor in US Govt (FedMine)*

Products & Services

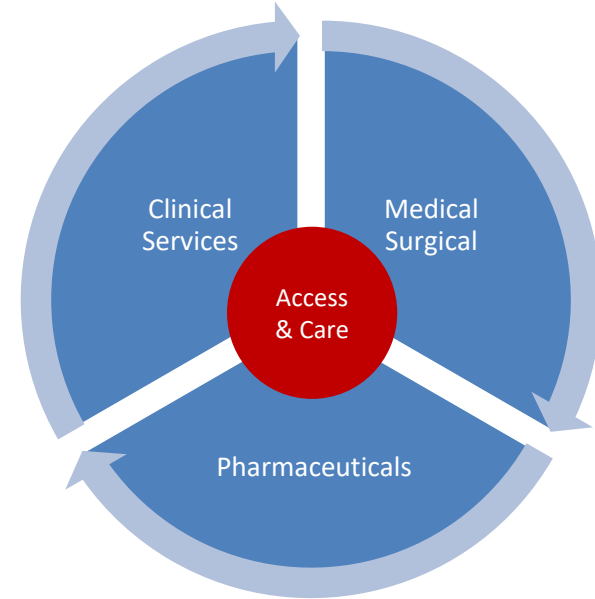
- Ophthalmic, Optometry, Urology, ENT, General Surgery, Neurosurgery
- Biologics, Implants and Grafts
- Pharmaceuticals

Customers

- 171 VA Medical Centers, 1,113 Outpatient Clinics and 7 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: 36F79722D0189
- GSA 65IB FSS Pharma: 36F7971800378
- DAPA Med/Surg: SP0200-15-H-0019
- ECAT Equipment: SPE2DH-19-D-0018
- ECAT Med/Surg: Pending (Est April 2023)
- MSPV 2.0: 36C24C20A0039



Medical Surgical Supply Partners

Dermatology



General Surgery



Ophthalmology



Urology



Wound / Biologics



Dental, ENT, Neurology & Patient Safety



Contract Vehicles

| Contract Vehicles | Representative Products |
|---|--|
| Federal Supply Schedule GSA 65IIA Medical Equipment & Supplies (36F79722D0189) | <ul style="list-style-type: none"> Keeler Instruments Kerecis Omega3 Wound Care Katena Instruments Volk Optical Leica Microsystems Boston Scientific Tearlab Dry Eye Analyzer New World Medical Topcon Healthcare Haag Streit |
| NX Equipment IDIQ (36C10G20D0044) (July 01, 2020 – June 30, 2023) | <ul style="list-style-type: none"> Topcon Healthcare KR-1W Corneal Analyzer |
| ECAT Equipment (SPE2DH-16-R-0002) | <ul style="list-style-type: none"> Lumenis BE Tear Lab OCULUS Optos Boston Scientific Topcon Healthcare Icare/CenterVue |
| MSPV/Formulary BPA (36C24C20A0039) | <ul style="list-style-type: none"> Kerecis Katena Keeler Volk |
| DAPA Medical/Surgical (SP0200-15-H-0019) | <ul style="list-style-type: none"> Kerecis Katena Volk |
| Federal Supply Schedule 65I B Pharmaceuticals (SP0200-15-H-0046) | <ul style="list-style-type: none"> Various Generic Pharmaceuticals & OTCs |
| DAPA Pharmaceutical (SP0200-15-H-0046) | <ul style="list-style-type: none"> Various Pharmaceuticals & OTCs |

MellingMedical is aligned with Government Buying Vehicles

VA Acquisition Requirements (VAAR)

Federal Medical Procurement - “Veterans First Initiative”

Executive Order 13360

“Aims to increase federal contracting and subcontracting opportunities for service-disabled veteran businesses.”

Signed by President George Bush 2004

FAR 808.004-70 Use of other priority sources.

(a) Veterans contracting priority. In order to fulfill the requirements of 38 U.S.C. 8127-8128 (see subpart 819.70), contracting officers shall award contracts (see FAR 2.101 for the definition of contracts), as well as Blanket Purchase Agreements (BPAs), and orders against VA and GSA Federal Supply Schedules (FSS), providing priority in the awarding of such contracts to VIP-listed SDVOSBs first, then VOSBs.

(b) Strategic sourcing priorities and application of the VA Rule of Two. To provide medical supplies in Federal Supply Classification (FSC) groups 65 and 66 efficiently and effectively the VA, through previous reform initiatives, has implemented key strategic sourcing contract vehicles (e.g., prime-vendor, national contracts, VA FSS). If these strategic sourcing contracts were subject to the VA Rule of Two (see 802.101), they may be determined mandatory by the head of the contracting activity. Contracting officers shall consider these priority contract vehicles before using other existing contract vehicles.

VAAR 819.203-70 Priority for SDVOSB/VOSB contracting preferences.

(a) 38 U.S.C. 8127 and 8128 require the VA to provide priority and establish special acquisition methods to increase contracting opportunities for SDVOSBs/VOSBs. These priorities and special acquisition methods are set forth in subpart 819.70 and shall be applied by contracting officers before other priorities and preferences in FAR 19.203.

(b) Pursuant to 38 U.S.C. 8128, contracting officers shall give priority to SDVOSBs/VOSBs if such business concern(s) also meet the requirements of that contracting preference. The requirement in this paragraph (b) applies even when using a contracting preference under FAR part 19 (for example, a women-owned small business set-aside).

Supreme Court Kingdomware Case Confirms SDVOSB Priority (Rule of Two)

Federal Health Care Facilities

Federal Health Care Facilities

Departments of Defense, Health and Human Services,
Homeland Security and Veterans Affairs



VA is the Largest Integrated Healthcare System in the world with a \$2.1B Medical Supply Spend

www.meiningmedical.com

MellingMedical's Value

MellingMedical provides value to our Partners in main three areas

Compliance

- Strict adherence to Government Federal Acquisition Requirements (FAR) and Agency Executive Orders
- John Loesch- Regulatory Expert and Leading Government Contracts and Compliance Attorney
- Mitigate Government Audits, Government Contract Maintenance and Reporting, invoicing and payment issues with Government
- Integrated and aligned with how the government buys
- Project Management Team to ensure compliant implementation (Customer Installation & Support)

Competitiveness

- Service-Disabled Veteran Owned Small Business (SDVOSB)
- Provide a comprehensive distribution and sales strategy for the Federal Marketplace
- Comprehensive Government Proposals
- Government Purchasing Vehicles
- Onsite and/or Virtual Govt Sales Training
- Nationwide Account Managers
- Opportunity development
- Pipeline Funnel Reviews

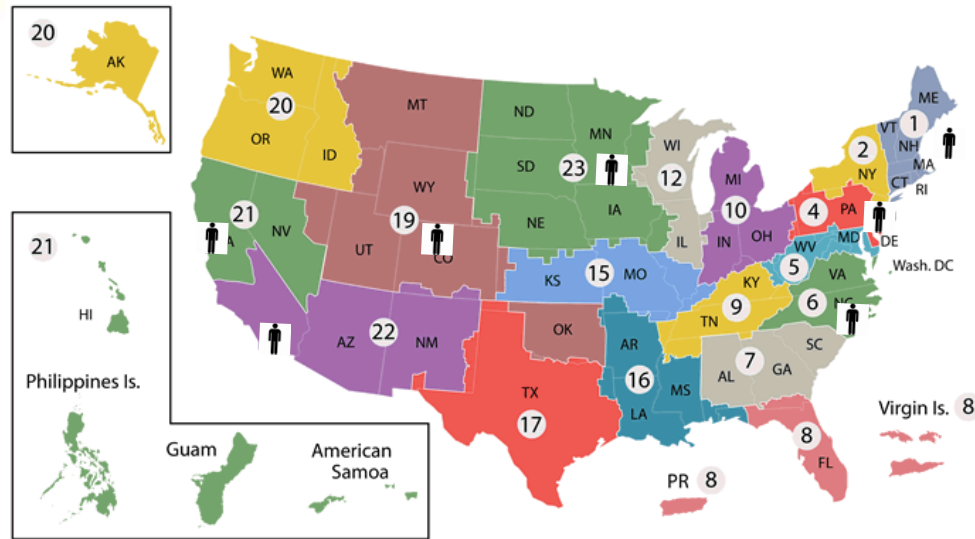
Cost

- Eliminate the burden of maintaining Government Contracts
- Standardize Pricing Strategy
- Shorten government sales cycle
- Eliminate complexity of selling to the government
- Customer Conferences (VA, AMSUS, CGP, NVSBC etc.)



MellingMedical Account Managers

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



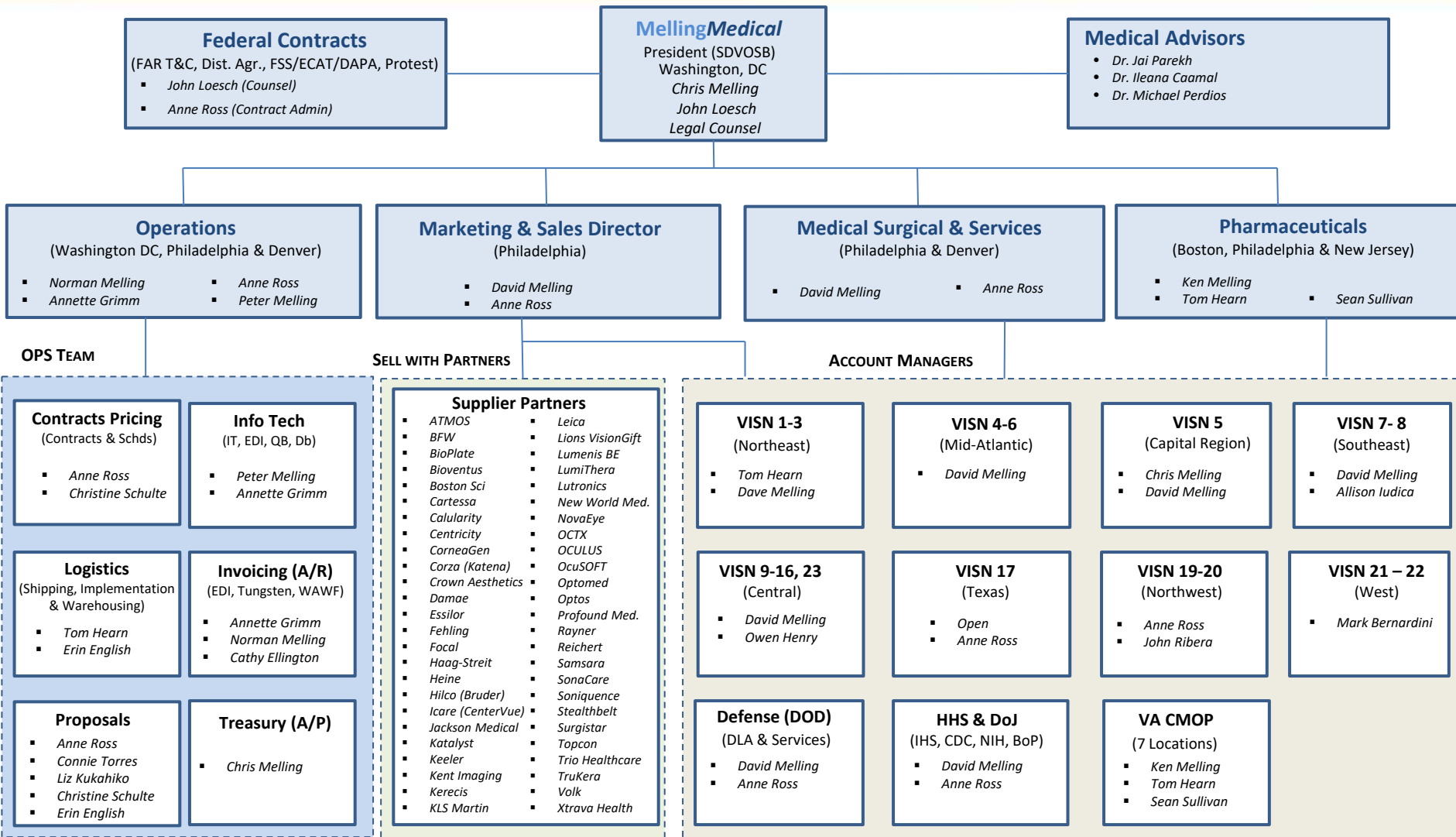
Department of Veteran Affairs VISN Assignments

| Account Manager | Email | Phone | Territory |
|--|--------------------------------|--------------|------------------------------------|
| Tom Hearn | THearn@MellingMedical.com | 848-333-9776 | VISN 1, 2 |
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Department of Defense, Indian Health Services, Health & Human Services & Bureau of Prisons Assignments

| Account Manager | Email | Phone | Territory |
|--|-----------------------------|--------------|---------------------------------------|
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MellingMedical Team



Questions?