

# robust supply chain partnership

Local Distribution Centers and Sales Team

Hands-On Senior Management

National Vendor/Group Purchasing Contracts

Emergency Preparedness Programs

Supply Chain Technology

- Full E.D.I. Capabilities
- Web-Based Ordering
- “Real time” Order Status Information
- Tools to Identify, Drive and Track Product Standardization
- Interface with Customer Operating and Third-Party Ordering Systems
- Executive and Detail Level Custom Reporting
- Inventory Management Solutions
- Spend Management Tools

State-of-the-Art Distribution Services

- Custom Service and Delivery Models
- Multiple Units of Measure
- Consistently High Fill Rates

Broad Product Resources

- Products from all Major Healthcare Manufacturers
- Full Line of Capital Equipment
- Formulary Development
- Comprehensive Suture Management Program

## Mission

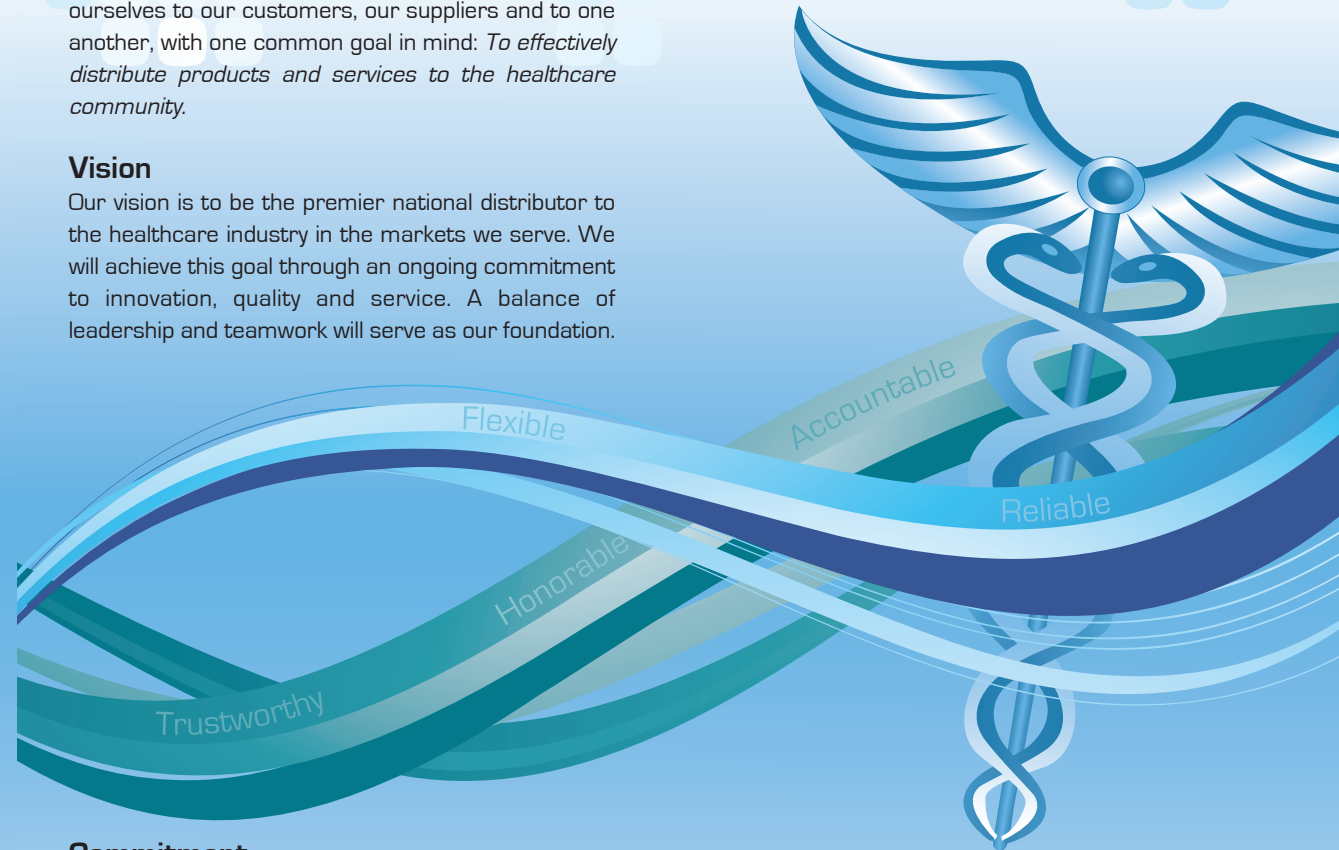
To effectively serve all of the specialized and diverse needs of the medical community, while conducting ourselves with honesty and integrity. We dedicate ourselves to our customers, our suppliers and to one another, with one common goal in mind: *To effectively distribute products and services to the healthcare community.*

## Vision

Our vision is to be the premier national distributor to the healthcare industry in the markets we serve. We will achieve this goal through an ongoing commitment to innovation, quality and service. A balance of leadership and teamwork will serve as our foundation.

## Commitment

- To provide seasoned account representatives and ongoing support.
- To offer quality products, service and training.
- To build partnerships of value for the present and future.
- To possess a broad working knowledge of all facets of this industry.
- To encourage high standards and loyalty in all relationships.
- To exceed your expectations!



# who we are

MMS - A Medical Supply Company was founded in 1970 under the name of Midwest Medical Supply Company, Inc. The company's goal of becoming the most customer driven healthcare provider is as important today, as it was over forty years ago. Today, MMS is delivering customized service models and top quality products across the entire spectrum of healthcare.

MMS's business focus is to fulfill the medical/surgical products, equipment and specialty needs of providers and healthcare facilities. While completely focused on the healthcare market, MMS has leveraged our supply chain expertise to create customized service models across the entire continuum of care. MMS offers customer service, easy ordering, focused formularies and channel expertise to Acute Care facilities, Physicians Practices, Surgery Centers, State and Federal Government Healthcare Provider networks, Nursing Homes, Home Care, Emergency Medical Systems and Hospices. This multi-channel experience has made MMS an invaluable resource to customers expanding their service base to incorporate new providers and additional sites as IDNs or ACOs.

MMS's commitment to our customers is to partner in the development and support of a replenishment program customized to your needs and priorities. We recognize that each organization is different, and therefore, our systems and operations need to be flexible and accountable.

MMS has adopted a “regional” strategy in order to excel in the areas and segments we serve. Our business philosophy is to keep our resources and management team close to our customer. Our approach allows us great flexibility and timely solutions for operational issues.

With more than 400 employees, MMS is the largest independent regional healthcare distributor in the United States.

Your Partner for  
Medical Supplies  
and Solutions!

# markets served

## Acute Care

MMS's differentiator in the Acute Care market is our unique ability to provide each customer with the service model, traditional/bulk, low-unit-of-measure, or a custom hybrid, and formulary that optimizes their specific requirements. MMS's team of experienced professionals delivers ongoing, measurable, supply chain improvements, both costs and operating efficiencies. We are an authorized distributor for most group purchasing organizations.

## AOS

AOS, the retail division of MMS provides personal care products to individual customers throughout the United States. AOS carries a wide variety of medical supplies (incontinence, ostomy, self-help, wound care, etc.) for all stages of life. AOS is an accredited, unassigned Medicare supplier. AOS customer service representatives assist customers with questions on product selection, order placement or understanding Medicare benefits.

## EMS Medical Services

The EMS division has over 30 years of experience in working with and providing a full range of products to the pre-hospital market. This division is dedicated to providing EMS Professionals and First Responders more than just quality products at competitive prices. Our team of experienced professionals will continuously work with our Focus Vendors to remain informed on the latest trends in the EMS industry and will provide customers reliable information along with the newest products.

## Extended Care

MMS's Representatives are experienced, proactive, "product experts" in the supply chain needs of nursing homes, assisted living and home health agencies. In addition to a full line of medical supplies and equipment, MMS partners to reduce the overall cost of

procuring, managing and billing via strong relationships with key manufacturers, web ordering, inventory control software, education programs and Accredited Part B billing services. Detailed tracking and custom reporting prove our ongoing commitment to accountability and constant improvement.

## Government

Our Government division has over 25 years of experience in providing a full range of products to all federally funded medical installations including: United States Military facilities, Veterans Administration facilities and Public Health Service locations throughout the United States and the world. DAPA and FSS contracts provide our customers with exceptional pricing and value.

## Home Care

St. Louis Home Care Distributing offers one of the largest selections of home health care equipment and supplies in bulk or low-unit-of-measure to resellers of home health care related products through the Continental US. We feature wound care, daily living aids, ambulatory aids, bathroom safety, incontinence, urological, ostomy products and orthopedic softgoods. Our team of customer service representatives are ready to offer advice and assistance to help you obtain products that fit your needs.

## Hospice

Our Hospice specialists understand the hospice philosophy of care and have years of experience partnering with hospice organizations. We are dedicated to supply quality products, on a timely basis and listen to requests and concerns. A sensitivity to your Hospice caregivers compassion will accompany our every step. Our comprehensive supply program offers: budgeting tools, inventory management systems, benchmarking, product standardization, treatment protocol development and in-service training along with a complete CEU credit program.

## Industrial

This division focuses on supplies for cleanroom, production and sterile environments. Your cleanroom supplies are supported with next day delivery from our distribution centers. Products include gloves, apparel, disinfectants, bioprocess bags, cleaning supplies, sterile products, chemicals, furniture, cleanrooms, wipers and disposables from industry leading manufacturers. The industrial division also supports our partners by providing contract manufacturing and packaging via FDA, DEA, and cGMP compliant service provider.

## Primary Care & Lab

The sales force in the Primary Care division provides med-surg products, pharmaceuticals, capital equipment and non-medical office furnishings to individual physician practices, physician groups, clinics, labs and surgery centers. For point-of-care testing, MMS has a large selection of CLIA-waived and moderately complex instruments and reagents.

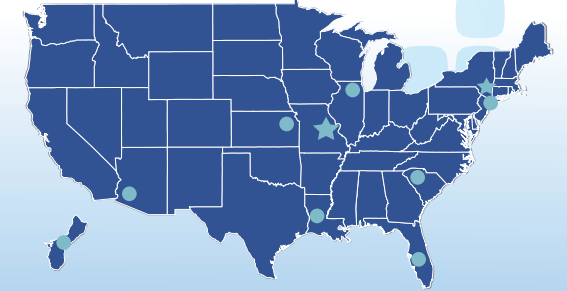
## Redistribution

As a Master Distributor, MMS facilitates reductions in manufacturers' cost by creating supply chain efficiencies. Manufacturers maintain their market share while our customers receive name brand products at prices comparable to buying direct. Our distributor/customers can combine purchases from multiple manufacturers without having to meet minimum purchase requirements.

## Specialty

For over 35 years, MMS Specialty has provided advanced technologies into the Acute Care marketplace, including integrated health networks, stand-alone hospitals and surgery centers. Our representatives, skilled in the technical aspects of each product, in addition to understanding the relevant physiological effects associated with its use, provide product and services designed to improve both clinical and financial outcomes. MMS Specialty serves Missouri, Kansas, Central and Southern Illinois, Iowa, Nebraska, Texas and Oklahoma.

# locations



## Headquarters - Missouri

13400 Lakefront Drive, Earth City, MO 63045  
Phone: 314-291-2900 / Toll Free: 800-736-2115  
Customer Service: 800-473-2332 Fax: 800-352-1778  
Government: 800-488-7951 Fax: 800-811-3752  
Home Care: 888-540-3232 Fax: 314-291-2998

## Regional Office - New York

145 Huguenot St., Suite 108  
New Rochelle, NY 10801  
Phone: 914-819-1100  
Hospital: 800-585-8882  
Fax: 914-738-9568  
Extended Care: 800-221-0850  
Fax: 914-738-4536

## Arizona

2229 East Magnolia St.  
Phoenix, AZ 85034  
Phone: 602-306-1722  
Cust. Service: 800-777-2634  
Fax: 602-306-1787

## Florida

1575 Aviation Ctr Pkwy #525  
Daytona Beach, FL 32114  
Phone: 386-252-9960  
Fax: 386-252-9961

## Guam

165-E Guerrero St.  
Harmon Industrial Park  
Tamuning, GU 96913  
Cust. Service: 671-922-2700  
Fax: 671-922-6967

## Illinois

1555 Hawthorne Lane, Suite 1W  
West Chicago, IL 60185  
Phone: 630-231-0440  
Cust. Service: 800-882-8889  
Fax: 630-231-4626

## Kansas

1970 S. West St.  
Suite 360  
Wichita, KS 67213  
Phone: 316-945-6941  
Cust. Service: 800-473-2332  
Fax: 316-616-0000

## Louisiana

3401 Oak Villa Blvd  
Baton Rouge, LA 70814  
Phone: 225-216-3329  
Cust. Service: 800-473-2332  
Fax: 225-216-3346

## South Carolina

4260 Orchard Park Blvd  
Spartanburg, SC 29303  
Cust. Service: 866-825-6078  
Phone: 864-576-0010  
Fax: 864-576-0140

## New Jersey

200 Seaview Dr.  
Secaucus, NJ 07094  
Phone: 201-223-4602  
Fax: 201-223-4607