

Doing Business with Cook Medical

Presenter:

Ron Walters, Corporate Account Executive, Government, Cook Medical



www.cookmedical.com

Agenda

About Cook Medical

Clinical Divisions

Healthcare Business Solutions

Business Requirements

Cook Medical – A Global Company



- Established in 1963 by Bill and Gayle Cook
- Cook Medical collaborates with physicians to develop minimally-invasive products and improve patient care
- Today we offer over 16,000 medical devices and technologies
- With manufacturing on 3 continents, our global distribution reaches to 135 countries
- We remain family owned so we can focus on what we care about:
 - patients
 - our employees
 - our communities

Cook Medical – A Global Company



- 9 manufacturing companies
- 10 clinical divisions
- Coverage in 135 countries
- 16,000 SKUs

Clinical Divisions

10 clinical divisions

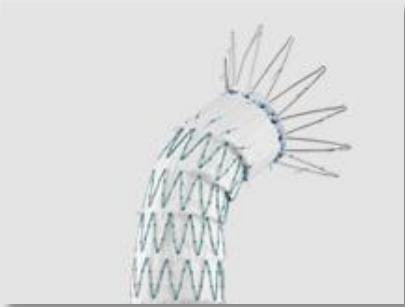
- Vascular
- Non-Vascular
- GI/Urology



servicing **40+**
physician specialties

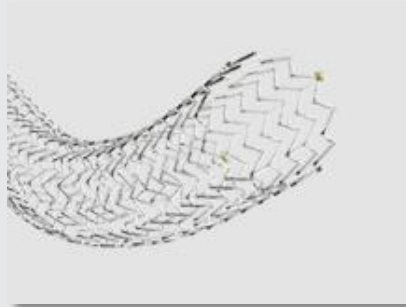
Clinical Divisions

STRATEGIC BUSINESS UNITS: VASCULAR



Aortic Intervention

- Products for endovascular treatment of abdominal and thoracic aortic aneurysm disease.



Peripheral Intervention

- Products for interventional radiology, and cardiology as well as vascular surgery.



Interventional Radiology

- Venous access, drainage, GI, liver access, and biopsy products.



Lead Management

- Products for implantation and extraction of cardiac leads.

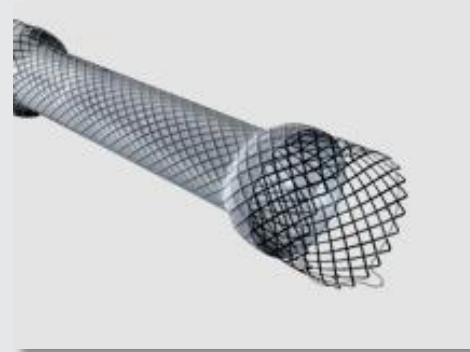
Clinical Divisions

STRATEGIC BUSINESS UNITS: GI AND ENDOSCOPY



Urology

- Diagnostic and therapeutic products for stone management and Peyronie's, as well as biomaterials for incontinence.



Endoscopy (GI)

- GI endoscopy products, sphincterotomes, biliary stents, gastrostomy systems, and polypectomy snares.

Clinical Divisions

STRATEGIC BUSINESS UNITS: MEDICAL SURGERY



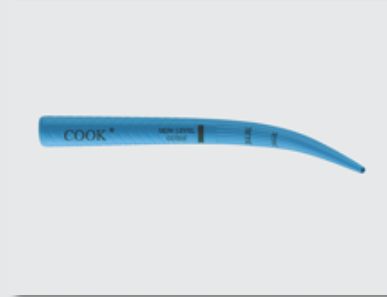
Reproductive Health

- Products for assisted reproduction, male fertility, gynecologic surgery and procedures, maternal fetal medicine, labor and delivery.



Surgery

- Products for hernia and fistula repair, ENT, staple line reinforcement, and dural repair.



Critical Care

- Products for managing difficult airway, centesis and drainage, enteral feeding, vascular access and tracheostomy.



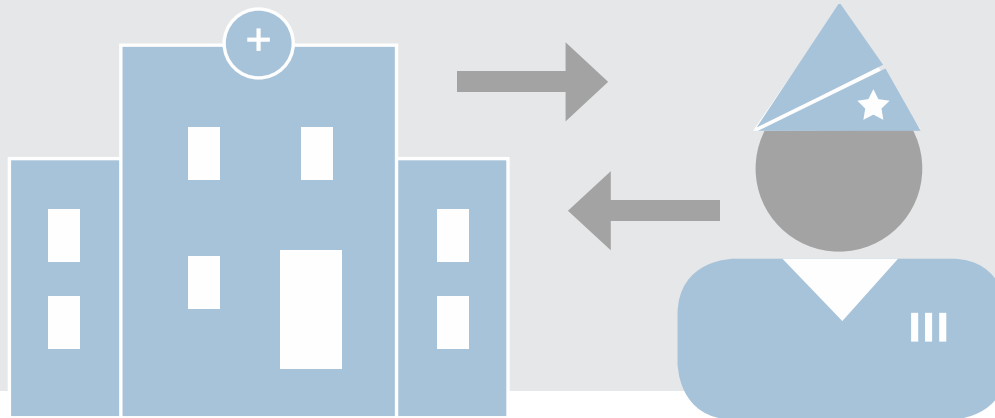
Otolaryngology

- Minimally invasive technologies for otolaryngology, head and neck surgery, and rhinology.

Government Healthcare Business Solutions

IMPROVING THE WAY *we do business together*

- We start by learning about your particular needs and identifying our shared goals
- We will work with you on customized strategies to increase efficiencies
- We have a team of experts dedicated to streamlining supply chain activities such as purchasing, distribution, and inventory management



Business Requirements - Cook Medical

THE GOVERNMENT SECTOR

Minimum of 5 years
experience working with
the VA and DOD

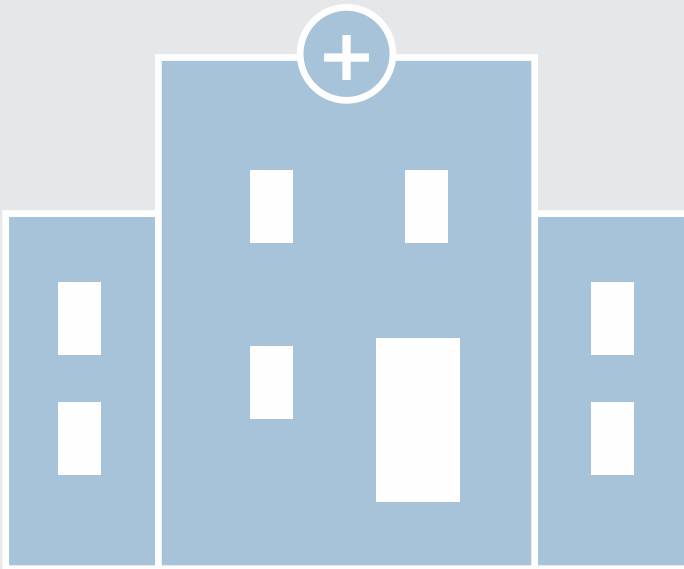
FSS and DAPA
contracts required

Strong Relationships in
the VA and DOD

Financial Strength

Business Requirements - Cook Medical

MINIMUM 5 YEARS EXPERIENCE With VA and DOD

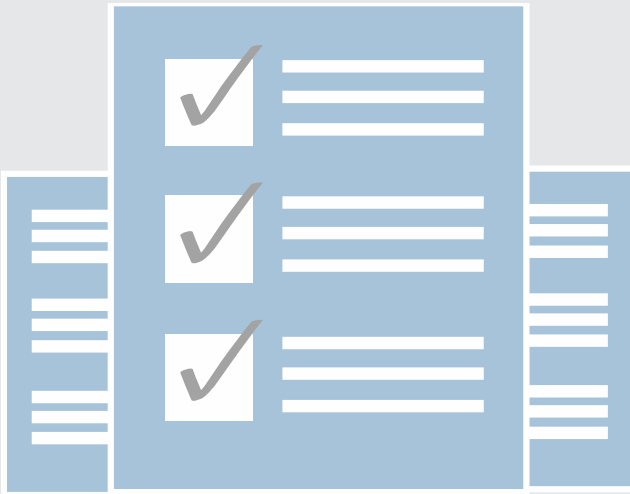


- In business for a minimum of five years with experience in the VA/DOD
- Ability to place orders and pay invoices electronically (EDI/ACH)
- Experience in working with other Large Businesses
- Solid working knowledge of the contracting and procurement process
- Bring creative solutions for procurement strategies

Business Requirements - Cook Medical

FEDERAL SUPPLY CHAIN And DAPA Contracts

- Experience and ability to add products to an existing Federal contract
- Experience with creating additional types of contracts
 - *Blanket Purchase Agreements*
 - *Basic Ordering Agreements*
 - *Indefinite Delivery Indefinite Quantity*
 - *ECAT*
- Willingness and ability to utilize MSPV in the procurement process



Business Requirements - Cook Medical

STRONG RELATIONSHIPS



- **Logistics** – CLO and staff
- **Prosthetics** – CPO and staff
- **Contracting** – Cos
- **Small Business Liaison**
- **MSPV** onsite reps

Business Requirements - Cook Medical

FINANCIAL STRENGTH

- Ability to handle higher volumes of business
- Sufficient capital and liquidity
- Access to additional capital if needed
- Solid credit history
- Business References



Questions?