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Coverage Area: United States

DUNNS:
10-131-7194

CAGE:
8Y9Y5

NAICS:
339113 - Surgical Appliance and Supplies Manufacturing
339114 - Dental Equipment and Supplies Manufacturing
423450 - Medical, Dental, and Hospital Equipment
325411 - Medicinal and Botanical Manufacturing
339112 - Surgical and Medical Instrument Manufacturing

PSC Code:
6505 - Drugs and Biologics
6515 - Medical and Surgical Instruments, Equipment, and Supplies

Capabilities Statement

Down Range Surgical Supplies, LLC is a medical equipment and service supplier as well as a consulting company founded by a service-disabled combat infantry veteran with 20 years of medical equipment distribution experience. We are a CVE-Certified Service Disabled Veteran Owned Small Business (SDVOSB) that has partnered with the medical industry, leading medical equipment manufacturers and new innovative companies to provide the most trusted, advanced and novel cutting-edge medical equipment, services, and devices. Our Leadership Team has over 60 years of combined medical experience, which includes a Medical Director who is a practicing interventional pain management anesthesiologist with multiple combat tours with a General Hospital and Forward Surgical Team as well as experience in Special Operations. Our focus is to provide the optimal economic value to Veterans and their families through the Department of Veteran Affairs and Department of Defense DoD facilities.

Core Competencies

Down Range Surgical Supplies, LLC is comprised of medical sales professionals that are proficient in the following areas:

- Fulfilling government contracts in a timely manner
- Timely shipping, tracking and delivery
- Distributing medical supplies to all sites of service within VA and DoD Facilities as well as civilian hospitals
- Working closely with Purchasing Managers, Purchasing Groups, Material Management, Supply Chain Coordinators, OR Directors, C-Suite Hospital Executives
- Training Medical Providers on new technology and techniques to maximize patient outcomes
- Equipment setup and training
- Industry leaders in promoting novel technologies to the market
- Proficient in sales within Orthopedic, Pain Management and Anesthesia, Podiatry, Neurology, Neurosurgery, General Surgery, Vascular Surgery, Plastic Surgery, ENT, Dermatology, MoHs Surgery, Ophthalmology, Urology, OBGYN, Burn and Wound Care Centers

Past Performance

- Over 40 years of experience selling, training, and distribution of medical supplies to area hospitals and teaching hospitals, Veteran Affairs Facilities and DoD facilities within the United States
- Product sales, training and distribution to DoD Hospital Centers at Ft. Bragg, Womack, Naval Medical Center Camp Lejeune, Naval Health Clinic Cherry Point, Pensacola Naval Base, Kessler AFB, and VA's across the United States
- Product sales, training and distribution to top academic hospital centers in the United States that include John Hopkins, Duke University, University of North Carolina, University of Maryland, Vidant Health, Atrium, Novant, Wake Forest University, UAB, University of South Alabama, and University of Mississippi,

Differentiators

- Over 35 years of medical sales training, selling, and distribution of equipment, and devices for DoD and VA vendors such as Stryker, Medtronic, Karl Storz, Depuy Spine, Boston Scientific and CR Bard
- Corporate Trained on over 300 medical products
- Sales for start-up companies resulting in 4 of 6 companies acquired for a combined \$1B and one company going public
- Proficient in corporate sales training
- Work closely with C-Suite Executives within Hospitals
- Work closely with GPO companies
- Completed hospital Value analysis Committees(VAC) for various medical product/device approvals in over 75 hospitals
- Our Medical Director is an Enduring Freedom Veteran and Harvard trained board- certified Pain Management Doctor of Osteopathic Medicine