

Distributor of DME Medical and Home Health Care Products

Exclusive distribution rights in North America for high efficacy products for treatment of lymphedema and venous disorders

Est. 2011 Revenue: \$8,442,000

Est. 2011 EBIT: \$2,131,000

- ★ **Proven Efficacy With No Pending Treatment Breakthroughs:** Unfortunately, there is no known cure for lymphedema, and with no cure in sight the number of patents affected by lymphatic and venous disorders will continue to grow.
- ★ **FDA and Insurance Approved:** The Product is FDA approved and is currently covered by *Medicare* and private insurance. Moreover, the federal government has mandated that insurance carriers cover the treatment of lymphedema, which includes the use of this Product.
- ★ **Exclusive distribution rights:** The Company has obtained exclusive North American distribution rights to the product and its related accessories from the medical device manufacturer.
- ★ **Brand-name products:** The Company distributes the family of products, internationally recognized in the industry, which compete on the basis of unmatched quality.
- ★ **Broad customer base:** With 142 DME dealer distributor accounts and no one “major customer”, the Company is not exposed to negative consequences from a downturn in a single customer’s business.
- ★ **Training and Teaching Hospitals:** The Product is also used in numerous teaching hospitals to train physicians on effective treatments for lymphedema and venous disorders.



For further information regarding Client # 29447 please contact:

*eMerge M&A, Inc.
295 Madison Avenue, 12th Floor
New York, NY 10017
212.804.8282
www.eMerge-MA.com*

Business Description

Founded in 1986, the Company is a DME distributor of home health care and medical treatment devices and related accessories sold under an internationally recognized name. The Product system is designed for the effective treatment of lymphatic and venous disorders. The Company has obtained exclusive North American distribution rights to the Product and its related accessories from the medical device manufacturer. These distribution rights are transferable.

The Product is clinically proven to be a safe and effective treatment of lymphatic and venous disorders. The Product is FDA approved and is currently covered by *Medicare* and private insurance. Moreover, the federal government has mandated that insurance carriers cover the treatment of lymphedema.

The Company sells its products through medical device dealers (99% of sales) throughout the U.S., currently numbering 142 accounts. Once a dealer orders a system or any of its related accessories from the Company, the manufacturer will ship the product to the Company's office and packaging facility.

The Product system is used in numerous teaching hospitals and referenced in many medical training texts to train physicians on effective treatments for lymphedema and venous disorders. Some of those hospitals are:

- Mayo Clinic
- Sloan Kettering
- MD Anderson

The Product is prescribed by the following physicians and practitioners:

- Oncologists
- Radiologists
- Vascular Surgeons
- Dermatologists
- Orthopedists
- Plastic Surgeons
- Physical Therapist
- Occupational Therapists

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