

### **Tri-anim – Specialty Distributor**

Representation Period: 22 Years  
Shortened sales Closing Period by: 40%  
Number of Major GPO agreements awarded: 4  
Number of IDN agreements awarded: 300  
Annual sales growth attributable to NCI involvement: 400%

### **S&W Healthcare – EKG Electrodes & Chart Paper**

Representation Period: 6 Years  
Shortened sales Closing Period by: 50%  
Number of Major GPO agreements awarded: 3  
Number of IDN agreements awarded: Alternate care market  
Annual sales growth attributable to NCI involvement: Added over 1,000 new customers

### **FDSI – Freight Management**

Representation Period: 5 Years  
Shortened sales Closing Period by: 60%  
Number of Major GPO agreements awarded: 3  
Number of IDN agreements awarded: 300  
Annual sales growth attributable to NCI involvement: 500%

### **Haemacure - Surgical Adhesives, Hemostats, Sealants, Biomaterial and Surgical Devices**

Representation Period: 2 Years (Acquired by Baxter)  
Shortened sales Closing Period by: 50%  
Number of Major GPO agreements awarded: 3  
Number of IDN agreements awarded: 150  
Annual sales growth attributable to NCI involvement: 300%