



Our Knowledge, Network, and Passion in Healthcare Deliver Results

Testimonials

GPO

Amerinet | Todd Ebert | President

"NCI Consulting Group (NCI-CG) has been a valuable resource for Amerinet. As we search for companies that can assist our members in providing the highest quality patient care possible, NCI-CG introduces suppliers to us that offer many new and innovative products and services. Health care providers are constantly searching for the best technology available and NCI-CG has proven to be a valuable conduit to niche and high tech companies."

Broadlane, Inc. | David Ricker | Past President

"NCI Consulting Group has been instrumental in bringing new and innovative suppliers to our attention which ultimately brings the best technology to our hospital customers. NCI Consulting Group has proven its ability to introduce suppliers that meet today's contracting demands."

Community Health Systems, Inc. | Tim Marlette | Chief Purchasing Officer

Details of the Recommendation: "I have had the pleasure of knowing Jim for many years. He has always been a pleasure to work with and holds himself to a high level of ethical standards. He knows everybody in the Healthcare Supply Chain and GPO world, and would be an asset to any company looking for someone to help them with their business line. He is exceptionally hard working and passionate about getting the job done, and will provide results."

HPG/Consorta, Inc. | John Strong | Past President & CEO

"NCI Consulting Group is a really good link to provide both resources and expertise to suppliers who have challenges in the marketplace. NCI Consulting Group assists the Consorta contract managers by making them aware of suppliers, who provide a validated "Value Proposition". The true value to

Consorta is to have an educated supplier interface with the Consorta contract team. At the same time,

NCI assists suppliers who have a Consorta contract with developing the appropriate penetration plan to successfully manage the Consorta contract."

MedAssets, Inc. | Rand Ballard | Office of the Chief Executive Senior Executive Vice President and Chief Customer Officer

"NCI Consulting Group educates its clients on MedAssets' members' needs for cost of care delivery, quality patient care, and the overall requirements involved in providing a complete and attractive value proposition to MedAssets' members. NCI's client qualification process also prepares clients for go-to market requirements. The net result is that a higher quality of supplier is presented to MedAssets members."

Novation | Larry McComber | Senior Vice President, Strategic Services

"NCI Consulting Group is a great resource for suppliers wanting an "expert's knowledge" of the health care supply chain. Given the complexities of the ever-evolving health care landscape, NCI Consulting Group works with all stakeholders - GPOs, hospitals, and suppliers - to gain a broad perspective of the issues as they arise. Through NCI Consulting Group, suppliers can learn ways to navigate the contracting process, while understanding this unique business, enabling them to deliver excellence in customer service."

Premier | Brent Wiseman | Lead Region Director, Continuum of Care, Director, Provider Select:
MD

NCI is a unique organizations that has been able to bridge the gap of GPO needs specific to the acute care as well as the non-acute care needs. This organization has the pulse of the needs of the market and has successfully introduced companies to Premier with specific value-added components in the non-acute care space. NCI is responsive to our needs and the needs of our members and is always customer focused, extremely well organized and efficient.

ROi | Gene Kirtser | President & CEO

"I've worked with NCI for a long time during my career on the supplier and provider parts of healthcare. From both sides of the table, NCI has brought value in aligning the needs of Suppliers and Providers. They take a highly customized and consultative approach, taking time to understand the short and long term needs of all stakeholders. The healthcare industry needs organizations like NCI to help us navigate the dynamic and unpredictable business environment."

IDN

New York City Health and Hospitals Corporation (HHC) | Frank J. Cirillo | COO

"As COO of a large healthcare system, NCI assisted us many times by introducing their clients that provide needed commodities and/or services. NCI is a professional, talented and most importantly trusted to deliver true partnership opportunities between IDNs and suppliers--not

merely pushing sales and increasing market-share, but building long-lasting partnerships that deliver true value to both the IDN and the supplier."

St. Joseph Orange | Jim McManus | Vice President, Finance

"NCI Consulting Group" displays their industry knowledge by introducing my healthcare system to companies that have a good value proposition as well as a strong offering.

Mercy | Vance Moore | Senior Vice President - Operations

"I have dealt with NCI for many years. I appreciate their industry and personal knowledge. They do a great job at understanding both the manufacturer's and provider's needs and play a key match-maker role. They are trusted and efficient, providing access to the leaders needed for decisions yet respectful for the limited time that decision makers are afforded. They bring a strategic rather than sales approach to our business – this model helps build a more sound foundation and aids in more long-term relationships rather than short-term transactions between trading partners".

Rush University Medical Center | Mike Mulroe | Director, Purchasing & Contracting

"NCI Consulting Group does a great job of bringing solutions to my healthcare system. They consistently introduce viable companies that have solid value propositions. Each time I get a call from NCI Consulting Group I jump on the opportunity, because I know it's something that can work, they don't waste our time."

BJC | Marion Reynolds | Jr. Assistant Executive Director Supply Chain Services

"The challenges on the provider side continue to become more and more challenging and complex. NCI Consulting Group provides an exceptional service to the industry. They understand these challenges and do an excellent job in working to insure they serve up suppliers that our aligned with the goals we want to achieve as an organization."

Baptist Health South Florida | Frank Fernandez | AVP/Corporate Director Materials Management

"NCI Consulting Group employs an effective process and methodology to present high quality, high value suppliers to the appropriate decision makers in the healthcare marketplace. By bringing these opportunities to the marketplace, NCI Consulting Group makes it possible for potential customers to quickly evaluate and determine the potential impact and value that their health care organizations may be able to derive."

Cottage Health System | Afshin Fatholahi | Sr. Vice President Supply Chain

"I have known Jim for many years during which I have found him to be sincere, dedicated and resourceful. As a Principal with NCI Consulting Group, Jim continuously delivered high value to his clients by meeting specific deadlines and requirements. Jim is a pleasure to work with and has proven to be trustworthy and committed to providing quality service."

Seton Healthcare Network | John Eaker | Director of Network Purchasing

“NCI Consulting Group has introduced clients to our system that represent some immediate and future cost savings.”

Virtua Health | James Rivard | Vice President - Support Services

"NCI Consulting Group has introduced a number of innovative companies to Virtua over the years. These companies presented interesting value propositions that grabbed our attention. The valuable consultative service of NCI Consulting Group has provided supplier Clients with “C” level access to key health care provider decision makers. In our case it would have required more time and effort on the companies' behalf to gain access.”

Supplier Current & Past Client

Current Clients:

Eloquest Healthcare, Inc. | Tim O’Halla | Vice-President & COO

“We are fortunate to have found and partnered with Jim Dausch and NCI. His professionalism, ethics and business sense are exemplary and commendable.

NCI has:

- Generated greater visibility of our company’s solutions,
- Improved our contract position with GPOs, and IDNs
- Helped us form relationships with key decision-makers at major health systems

Jim and his team have also played a major role in educating and training our developing national account team. Overall, NCI has been a blessing to work with over the last several years”.

FDSI | Gary Galloway | President Healthcare Division

“NCI Consulting Group has assisted FDSI in becoming the industry's leading 3PL for inbound freight cost reduction. They have also helped FDSI to gain visibility of our solution at the large IDN and GPO C Suite level, further enhancing our market penetration. And when we were ready to unveil FDSI's Logistics Management for Construction Projects this year NCI CONSULTING GROUP assisted FDSI capture the attention of the construction project owners, facilities planning managers, general contractors and the hospital C Suite. NCI CONSULTING GROUP has TRULY met and exceeded our EXPECTATIONS.”

Innovative Healthcare Corporation (IHC) | Jeff Hayes | Vice President Corporate Accounts

“I have had the pleasure of being associated with Jim Dausch and NCI for over 15 years. If I had to use

one word to describe the benefit of contracting with and utilizing the services of NCI, it would be “access”. NCI delivers access in many forms - access to key informational data for most of

the nations IDNs and GPOs. Access to the key decision makers not only in all areas of materials procurement from the Senior VP level down but also access to the key players in the C-Suite at both the large and small IDN's and all of the GPO's nationally.

I personally experienced the frustration of attempting to make contact with these key players in my early days in National Accounts. I can assure you, the task is daunting if not impossible in most cases. After we contracted with NCI, it was like magic! The doors opened and contacts (and many great relationships) were established. I cannot say enough about the great reputation and services provided by NCI. If you intend on contracting your products in the IDN and/or GPO marketplace, a call to Jim Dausch and NCI will be the one call you should make!"

WorkflowOne | Robert Hansen | Director Strategic Accounts | Healthcare Division

Our partnership with NCI Consulting Group began about 60 days ago. We partnered with them with the goal of reducing our sales cycle by increasing the frequency of calling at a higher contact level in our targeted customers. While we are at the beginning stages of our relationship, we are very pleased with the results we are seeing. The level and depth of the relationships NCI maintains with its IDN and Hospital Systems customers is significant. The willingness of these groups to meet with us and conduct a meaningful dialogue has met and often exceeded our expectations. We are a results-driven organization, and in the end, that will be the measuring stick we will use to evaluate this partnership, but thanks to the efforts of Jim, Rich and Shea, we feel we are already well ahead of the curve in driving toward those results.

S&W Healthcare | Richard Young | President & CEO

"In real estate it is "location, location, location" while in business its "doors, doors, doors" and who can open them for you. With their extensive network of contacts, NCI Consulting Group has given us access to potential IDN, GPO and Hospital customers that we were not able penetrate on our own. This includes meetings with high level executives who previously said that they were not interested in us.

They have truly proven their ability to build our brand awareness throughout the supply chain. If you want to increase your market penetration in the healthcare marketplace, then NCI Consulting Group has the solution for you."

Past Clients:

Tri-anim | Dale Clendon | Past President

"I would like to take the opportunity to make the highest recommendation of Jim Dausch and his company NCI. Tri-anim has had the great fortune of forging a 22 year relationship with Jim that has resulted in multiple contracts with GPO's and IDN's. Over the years this has added incalculable value to Tri-anim as a business strategy, helping us to achieve accelerated growth. Initially this provided credibility in the hospital community via Jim's efforts and was one of the guiding strategies that enabled us to build a company from a few million dollars to over \$240 million.

From a personal aspect Jim has fun “making it happen” every day as a partner and collaborator, holding himself to the highest ethical standards. This is why we found Jim’s contacts and knowledge of Health System was only surpassed by his diligence and efforts to make a difference in an organization. I would be happy to provide additional information on how Jim and NCI could make an impact on your organization.”

Tri-anim | Robert A. Byers, Jr., | Past President/CEO, Current Chairman of Sarnova

“We started with NCI Consulting Group 22 years ago with the idea that we would probably utilize them for two or three years, then would no longer need NCI Consulting Group (NCI CONSULTING GROUP) Market solicitation and penetration services. Here we are 22 years later, still with them, and the ... reason for that is they continue to be a valuable asset to Tri-anim ...

One of the reasons that the relationship has continued to flourish is that both companies have always worked as a team ... We have gained value not from just the agreements we have gotten during those 22 years, but also the relationships that they have helped to create for us that we could not have possibly made without them.

Another very important variable for us has been that the NCI Consulting Group team has been fun to work with, not only because of their desire to do the right thing, but the attitudes with which they do it, including getting back to us in a timely manner, great follow-up, and an ongoing desire to assist us in any way possible.”

Sarnova | Craig T. Davenport, C.E.O. & Director

"Jim Dausch is a real pro. He is the consummate professional, an excellent communicator, gifted in presenting a balanced "win-win" between our Company, Tri-anim and the hospital or GPO clients. He is respected by all due to his experience, his integrity and knowledge in his field. I'd hire Jim again when the need is presented.

ALSIUS | Mark Colangelo | (past) Director, Corporate Accounts

As a small manufacturer launching a new product with limited resources, NCI immediately expanded our reach at the executive level of IDN's and GPO's. But most impressive was the difference their relationships made in bringing us instant access & credibility with key decision makers at the system level.

NCI was a true extension of our corporate accounts department and made a tremendous impact! They mapped out their vision for account targeting based on our value proposition, complete with lockstep execution steps. They prequalified accounts and scheduled meeting after meeting, accelerating our marketing, feedback loop, and sales cycle.

NCI helped us move sales from pipeline to P.O. in 30% less time, and at 40% less cost than traditional outreach efforts. I recommend NCI highly, and regard them as THE strategic partner for anyone looking to implement a work-smarter-not-harder approach to penetrating the hospital market.

Life Sync | Drew Rogers | Vice President Sales

"I am writing to thank you for all of your contributions to LifeSync Corporation over the past two years. As a startup company with no GPO or IDN contacts we faced a major challenge in gaining visibility and acceptance for our products in the U.S. market. We are now growing at 40% per year which is totally contributed to the efforts of NCI.

NCI strategic coordination and executive introductions have landed us the MAGNET, MedAssets, Novation and Amerinet contracts in less than 18 months. NCI introduced the LifeSync solution to Premier which extended an agreement to LifeSync as well even though LifeSync elected not to contract under their terms and conditions. That's pretty much of a clean sweep with the major GPO's.

In addition NCI facilitated meetings with dozen major regional IDN's, through NCIs personal relationships with high level executives in each. NCIs executive management "Team" traveled tirelessly across the country to attend those meetings and introduce the LifeSync solution. Without NCI, LifeSync would still be at the dock waiting to set sail.

LifeSync | Lou Ann Beggs, RN | Senior Vice President, Marketing

"NCI CONSULTING GROUP has demonstrated their outstanding ability to open the GOP and IDN doors. As a startup company with new technology, NCI CONSULTING GROUP relationships and respect have allowed LifeSync Corporation to tell their story. In just a short six months NCI CONSULTING GROUP has proven their value."

LifeSync | Donna Quinton Brown, Director National Accounts

"NCI has incredible connections in the IDN &GPO medical arena and they get the job done well. The Team are very personable and a pleasure to work with."

Arrow International | Paul Frankhouser | Executive VP, Global Business Development

"NCI Consulting Group served as our "guiding light" as they lead us through the maze of corporate accounts challenges. Market leaders typically have great difficulties maintaining their market share, but with NCI's assistance, we were able to remain at the top.

Arrow International | Paul Tasca | Past Director National Contracting, Strategic Accounts & Distribution

"Jim is the hardest working, best connected consultant with whom I have ever worked. Jim is a results oriented relationship builder with high moral character and an engaging and fun personality. Jim consistently provides value well beyond expectations."

Service Category: Business Consultant

Year first hired: 1999 (hired more than once)

Top Qualities: Great Results, Expert, High Integrity

Stericycle-Bio Systems | Mike Goonewardene | Corporate Vice President

“I personally retained NCI Consulting Group at two different firms during my career. I have found we have been able to quickly obtain a higher level of visibility to key stakeholder executives via NCI Consulting Group than through traditional National Account strategies alone, which has shortened the contract closing cycle. NCI Consulting Group is able to provide unprecedented real time feedback on the quality and productivity of our customer acquisition activities.”

Biotronik | Tom Brown, | Executive Vice President

“NCI Consulting Group has provided Biotronik with access to upper level management of GPOs and IDNs.

Through this access, our brand awareness has been highlighted in a relatively short period of time that normally would have taken years to attain. NCI Consulting Group has helped us develop forward thinking strategies that have allowed Biotronik to customize our strategic penetration process by customer. NCI Consulting Group has provided coaching support for the Biotronik corporate accounts and sales organization.”

Biotronik | Tom Pate | Manager of National Accounts

“NCI Consulting Group has vastly accelerated the process of getting us in front of the right people. As a small market share company in the United States, NCI Consulting Group has immediately opened doors for us to get into places where it would have taken us several months to get to the appropriate decision maker.”

WaveMark | Patrick Littlefield | Chairman

“The NCI Team has an encyclopedic knowledge of the healthcare industry and the good judgment to understand the optimal connection points for a company trying to reach key decision makers. We enjoyed our working with NCI and continue to benefit from the connections they made.”

MIZUHO OSI | Steve Lamb | President & COO

“NCI Consulting Group has been instrumental in supporting our market expansion by providing Mizuho OSI with access to upper level management of National Accounts. In a relatively short time, we have developed meaningful relationships through NCI’s connections in the industry. We are a US business under Japanese ownership and NCI clearly understands the dynamics of this and has supported us by opening doors that would have otherwise taken quite some time to accomplish. I consider them to be an indispensable partner for our business.”

Fukuda Denshi USA/ Loran Van Noy / Sr. Director

NCI provided Fukuda Denshi USA with strategic coordination and executive introductions that assisted our U.S. market introduction.

In addition NCI set up and facilitated Fukuda Denshi management meetings with ALL major GPO’s and dozens of highly recognized regional IDN’s. NCI assisted Fukuda Denshi with their first two major GPO contract awards. The NCI “Team” tirelessly traveled across the country to

attend those meetings to introduce us and to help us present the Fukuda Denshi solution. Our company name and product recognition are now known within these groups and more Agreements will be forthcoming in the future.

I highly recommend NCI, and regard them as **“The Right Step to Take”** for any company looking for the best way to penetrate the U.S. healthcare market.

ClearMedical | Mike Blume | Vice President Sales

"I enjoyed working with NCI. We contracted with NCI to provide us access to key decision makers in healthcare group networks. NCI got us in front of highly qualified, well-targeted groups and set us up to take continual steps toward contracts. I enjoyed NCI's ability to focus, their swiftness of actions, and overall effectiveness. We sold our company before we could realize the advantages of NCI total program. However, I believe that the progress we made together, the resultant pipeline, was contributory to the sell price. I would certainly work with NCI again."

Consulting Firms

Insight4Healthcare | John Strong | Principal

"Jim is a highly experienced and seasoned healthcare national accounts consultant. He has an outstanding understanding of the healthcare industry, and is able to leverage that understanding in significant ways for his clients. Jim's knowledge and his contacts make him a valuable resource for both suppliers and providers."

Suppliers

Mossberg Labs | Greg Firestone | President

If I were looking for an organization that could educate my company on the best methods for working with GPOs and IDNs, assist with getting access to key decisions makers, secure contracts and drive substantial business growth, it would be Jim Dausch at NCI Consulting Group."

Smith & Nephew | Lawrence Dooley | Past ROi & Novation

"I have known Jim for twenty years. I have worked with Jim on a professional level for many of those years. I have found Jim to be honest, ethical and professional in all his dealings. Most of all with regards to the clients he represents to the industry are those that will bring high-value to the end-user. Jim's approach to taking on a client is that he thoroughly investigates the potential client and understands how that client will be positioned strategically - this has led to NCI's success over the years.

Medical Action | John Burks | Vice President National Accounts | Past Novation

"I have worked with Jim a colleague at VHA and later over the span of many years in various roles in the Health Care Supply Chain. He is the consummate professional with a deep understanding of sales strategy and the industry dynamics. Jim's strength is building and

maintaining personal and business relationships. Fundamental to his success is trust, integrity and his ability to delivering results."

CareFusion Daniel T. Blucher | Vice President Strategic Accounts | Past Novation/Provista
"Jim is one of those rare individuals that has exceptional industry knowledge and a broad contact base. I have known Jim for almost 20 years now and he has always conducted his business in the highest ethical standards while delivering his clients and partners superior results. He has a great intuition and creative approach to finding solutions that drive market share for his clients and value for GPO's and the healthcare providers he serves."

Masimo Corporation/ Jim Beyer, Vice President Sales, Corporate Accounts and Alternate Care, Past Novation

"Jim is an icon in the healthcare supply chain market. His longevity is directly attributed to his integrity and commitment to his clients and customers. Very few people are as well connected and respected in this line of work like Jim Dausch. I have relied on him many times in my career for advice and counseling. There is no one I would rather represent me or my company to healthcare's largest customers than Jim Dausch. I highly recommend Jim for his unique skills, wisdom, insight and general respect from the industry. I am honored to recommend Jim Dausch."

ArjoHuntleigh RJ McNaughton, Vice President of Sales **Past** Executive Vice President **Amerinet, Inc**

"I have worked with NCI for many years. They has always been very professional and helped thier clients connect to the right people. NCI "Team" are passionate about what they do and has excellent contacts throughout the industry. They have been very helpful for us in finding great companies with great value for our members.

CareFusion | David Dahle | Vice President Strategic Accounts

"Jim is a dedicated professional who understands his clients and the healthcare industry to find the right solution for all parties. His relationships and knowledge have proven to be a great resource and would be an asset to any team."

Business Development | Kim O'Leesky | Principal

"Jim is a dedicated and focused healthcare professional. He has excelled at building and bridging relationships in the provider, vendor as well as GPO and payer communities. He has keen insight into the industry and is recognized as a trusted advisor to all sectors. He accomplishes this by brokering long-lasting partnerships which deliver true value to all parties. It has been a great honor to collaborate with him and welcome future opportunities to do so."

Molly Maid | Scott Farrar | President

"In my business dealing with Jim, he is a man of high integrity, passion for the job at hand and personable. Jim is a good listener and is innovative."

Strategic Partners

IDN Summit | John Kelly | CEO of Bluegrass Business Media

"Jim is an outstanding professional who always provides excellent analysis of the healthcare supply chain market. His relationships provide him a rich source of knowledge and contact to any situation. Jim's assisted our organization immensely as we navigate the healthcare supply chain market."

ANAE | Gary Gustafson | President

"I believe Jim Dausch is one of the most knowledgeable consultants in the Healthcare Industry. I have watched him perform at an exceptional level over time and I have seen his skills produce winning outcomes on every project we have worked on. Our companies have formed a strategic partnership based on trust and proven service."

StratCenter | Patrick Michael Plummer | CEO

"I have known – and have worked close with – Jim Dausch in several capacities over the past 20 years, and specifically in his role with NCI for nearly a decade. What allows him to deliver success to his clients in ways that few others can is that he KNOWS the industry, KNOWS the contacts, and KNOWS how to get things done. But what impresses me most about Jim is that despite this knowledge, if an obstacle presents itself to him, he will not stop working on coming up with a solution until he has created one. I've seen this in pursuit of contracts for his clients, in building relationships with senior-most execs, and in delivering value to all sides of the supply chain table well before talking about "value" was in vogue. It's been a pleasure and an honor for me to have worked with Jim Dausch in my career, and to be able to call him a friend. Any supplier needing a jumpstart to growing its healthcare revenues would be well served to engage the services of NCI."