

Armor Healthcare, LLC



Corporate Capabilities

Mission, Goal, And Mark

Our Mission ~ is to lead the industries we serve as the most progressive, innovative and customer focused, infection control / barrier protection company in the North American markets.



Mission, Goal, And Mark

Our goal ~ we are committed to accelerate the revenue growth through creative initiatives, acquisition, and strategic partnerships resulting in long term success for our customers, our company and our industry.



Mission, Goal, And Mark

We will make our Mark ~ as the most progressive, innovative and customer focused company, by daily practicing five values in building relationships inside and outside of our organization. 1. Quality First, 2. Caring, 3. Mutual Respect, 4. Innovation and 5. Teamwork



Company History

- September 18, 2007 - Armor Healthcare joint venture explored by Brian K. Martin and Robert J. Simmons, Jr.
- October 22, 2007 - Armor Healthcare, LLC receives official Certificate of Formation from the State of Delaware.
- November 2007 - Armor Healthcare, LLC receives first committed customer valued at nearly \$2,000,000 annually.
- December 2007 - Armor Healthcare, LLC submits Provisional Patent Application for “*ClassRoom Caddy*”. Patent search report finds no conflicts in Primary or Secondary Results.
- December 2007 - Market research continues for *ClassRoom Caddy* and the infection control market for educational / school markets. Patent illustrations are requested developed and submitted.
- January 2008 - Onsite Factory audits of Malaysian Manufacturers for primary and secondary suppliers for all medical glove products conducted.
- February 2008 - First of several Containers hit the USA for immediate delivery to customers.



Company History

- April 2008 - Armor Healthcare, LLC Business Plan completed.
- May 2008 - Armor develops and initiates rollout of Classroom Clean™ branded products.
- May 2008 - Press Release issued: Armor Healthcare LLC takes on Infection Control with Passionate Leadership.
- July 2008 – armorhealthcare.com up and running.
- September 2008 – Classroom Clean **Essentials** line launched.
- October 2008 – Online store section of website launched.
- October 2008 - Armor Healthcare, LLC enters into 3 year guaranteed supply agreement worth a total of \$7,000,000 with a leading mid-west infection control company.
- November 2008 – Classroom Caddy manufacturer selected and prototypes produced.



Awards & Recognitions

- Current Committee member of the American Standard of Tests and Measurements (ASTM).
- Chaired Committee on Radiation Protection.
- Assisted in writing guidelines for ASTM Standards for Chemotherapy Gloves.
- Current FDA Registered Importer
- Extensive experience with GPO Health Systems contracts include; Novation, Premier, Amerinet, MedAssetts, HCA, Consorta and Broadlane.
- Extensive experience in Global Supply Chain including Asia and China sourcing and distribution.
- Extensive experience with National & Regional Distribution Partners



100% Commitment to Customer Satisfaction and Quality Assurance

- Experienced & Dedicated Customer Service Department
- 24/7 Field Staff Availability
- On-site Evaluation programs
- Consultative Sales Process
- Experience in importing millions of cases of product.
- External international container audits performed by independent testing firm.
- Internal Quality Assurance program for all US received containers.



Products and Services

- Private Label Exam Gloves include:
 - Latex: all types (powder free, textured , sizes, lengths, color...)
 - Non – Latex: all types (Nitrile, Synthetics, Vinyl, powder free, textured , sizes, lengths, color...)
- Infection Control Products include:
 - Products designed to reduce the risk and spread of infectious diseases with emphasis on **MRSA** (Methicillin-Resistant *Staphylococcus aureus*) in schools.



Long Term Strategy

- Continue to build partnerships with target distribution partners.
- Continue to build momentum in the healthcare and non-healthcare market for the infection control market focused on MRSA and related infectious diseases through identified products proven effective in the risk reduction program.
- The Marketing & Sales Team attends multiple tradeshow to stay current with new and successful products in our markets.
- Work in hand with our customers marketing departments developing new ideas and turning them into revenue centers.
- The Marketing & Operations Department are in constant contact with the AHPC sourcing facilities and travel to the factories quarterly to ensure up-to-date manufacturing technique and to research new product ideas and processes.



Preferred Distributor Program PDP

- Traditional Distribution Model
- Custom Distribution Programs
- Factory Direct Programs



Partnership for Protection

Customer Name
and Armor Healthcare

Full Containers
F.O.B. Port of Departure

Private Label Product	Product Code	Pack Size	Price
PF Latex Exam Gloves Textured		10/100	\$
PF Latex Exam Gloves Smooth		10/100	\$
PF Stretch Vinyl Exam Gloves		10/100	\$
Pwd Latex Exam Gloves		10/100	\$
PF Vinyl Exam Gloves		10/100	\$
PF Nitrile Exam Gloves		10/100	\$

Terms:

Net of all terms.

Services Included

Placement of Purchase Order with Factory
Product Specification Maintenance
OEM Packaging Design
Packaging Development and Review
Factory Communications/Scheduling
Factory & QA Inspections
Product Liability Insurance
All Financing & Credit Issues with Factory
Customer Notification
Confirmation of order



1031 2nd Street
Hudson, WI 54016

For more information, contact your Sales
Representative at 715.381.9868

Optional Services Available

Product Support & Training
Direct Mail Campaigns
Custom Point of Sale Material
Sample Packs
Tradeshow Attendance
Cross-Website Appearance

Partnership for Protection

Customer Name
and Armor Healthcare

Full Containers Port of Entry

Private Label Product	Product Code	Pack Size	Price
PF Latex Exam Gloves Textured		10/100	\$
PF Latex Exam Gloves Smooth		10/100	\$
PF Stretch Vinyl Exam Gloves		10/100	\$
Pwd Latex Exam Gloves		10/100	\$
PF Vinyl Exam Gloves		10/100	\$
PF Nitrile Exam Gloves		10/100	\$

Terms:
Net of all terms.

Services Included

Placement of Purchase Order with Factory	Brokerage Fees
Product Specification Maintenance	FDA Clearance
OEM Packaging Design	Marine Insurance
Packaging Development and Review	Customer Notification
Factory Communications/Scheduling	Confirmation of order
Factory & QA Inspections	Shipping Tracking Information
Product Liability Insurance	
All Financing & Credit Issues with Factory	
Ocean Freight	
Custom Clearance Fees	



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Optional Services Available

Product Support & Training
Direct Mail Campaigns
Custom Point of Sale Material
Sample Packs
Tradeshow Attendance
Cross-Website Appearance

Partnership for Protection

*Customer Name
and Armor Healthcare*

*Full Containers
Delivered to
Customer Name
Warehouse Location*

Private Label Product	Product Code	Pack Size	Price
PF Latex Exam Gloves-Textured		10/100	\$
PF Latex Exam Gloves-Smooth		10/100	\$
PF Stretch Vinyl Exam Gloves		10/100	\$
Pwd Latex Exam Gloves		10/100	\$
PF Vinyl Exam Gloves		10/100	\$
PF Nitrile Exam Gloves		10/100	\$

Terms:

Net of all terms.

Services Included

Placement of Purchase Order with Factory	Brokerage Fees
Product Specification Maintenance	FDA Clearance
OEM Packaging Design	Inland Domestic Transportation (Rail)
Packaging Development and Review	Door Delivery (Rail to Customer's Door)
Factory Communications/Scheduling	Marine Insurance
Factory & QA Inspections	Customer Notification
Product Liability Insurance	Confirmation of order
All Financing & Credit Issues with Factory	Shipping Tracking Information
Ocean Freight	
Custom Clearance Fees	



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Optional Services Available

Product Support & Training
Direct Mail Campaigns
Custom Point of Sale Material
Sample Packs
Tradeshow Attendance
Cross-Website Appearance

Partnership for Protection

*Customer Name
and Armor Healthcare*

*Armor Healthcare
Warehousing
60 Case Minimum*

Armor Healthcare Product*	Product Code	Pack Size	Price
PF Latex Exam Gloves-Textured		10/100	\$
PF Latex Exam Gloves-Smooth		10/100	\$
PF Stretch Vinyl Exam Gloves		10/100	\$
Pwd Latex Exam Gloves		10/100	\$
PF Vinyl Exam Gloves		10/100	\$
PF Nitrile Exam Gloves		10/100	\$

*Armor Healthcare

Terms:
Net of all terms.

Services Included

Placement of Purchase Order with Factory
Product Specification Maintenance
Packaging Development and Review
Factory Communications/Scheduling
Factory & QA Inspections
Product Liability Insurance
All Financing & Credit Issues with Factory
Inventory Level Monitoring
Ocean Freight
Brokerage Fees
FDA Clearance
FDA Quarantine
Inland Domestic Transportation (Rail)



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Custom Point of Sale Material
Sample Packs
Tradeshow Attendance
Cross-Website Appearance

Partnership for Protection

Customer Name
and Armor Healthcare

Pricing Summary Sheet

Product	Full Containers FOB Port of Departure	Full Containers Port of Entry	Full containers delivered to Customer Warehouse	Armor Healthcare Warehousing	60 Case Min. Orders to their individual DC's
PF Latex Exam Gloves Textured, 10/100	\$	\$	\$	\$	\$
PF Latex Exam Gloves Smooth, 10/100	\$	\$	\$	\$	\$
PF Stretch Vinyl Exam Gloves, 10/100	\$	\$	\$	\$	\$
Pwd Latex Exam Gloves, 10/100	\$	\$	\$	\$	\$
PF Vinyl Exam Gloves, 10/100	\$	\$	\$	\$	\$
PF Nitrile Exam Gloves, 10/100	\$	\$	\$	\$	\$

Terms: Net of all terms.

Pricing Option Services

Packaging Development and Review	Included	Included	Included	Included	Included
Factory Communications/Scheduling	Included	Included	Included	Included	Included
Factory & QA Inspections	Included	Included	Included	Included	Included
All Financing & Credit Issues with Factory	Included	Included	Included	Included	Included
Product Specification Maintenance	Included	Included	Included	Included	Included
Product Liability Insurance	Included	Included	Included	Included	Included
Placement of Purchase Order with Factory	Included	Included	Included	Included	Included
Customer Notification	Included	Included	Included	Included	Included
Confirmation of order	Included	Included	Included	Included	Included
Ocean Freight	Not Included	Included	Included	Included	Included
Marine Insurance	Not Included	Included	Included	Included	Included
Brokerage Fees	Not Included	Included	Included	Included	Included
Custom Clearance Fees	Not Included	Included	Included	Included	Included
FDA Clearance	Not Included	Included	Included	Included	Included
Shipping Tracking Information	Not Included	Included	Included	Included	Included
Inland Domestic Transportation (Rail)	Not Included	Not Included	Included	Included	Included
Door Delivery (Rail to Customer's Door)	Not Included	Not Included	Included	Included	Included
FDA Quarantine	Not Included	Not Included	Not Included	Included	Included
Inbound QA Inspection	Not Included	Not Included	Not Included	Included	Included
Warehousing	Not Included	Not Included	Not Included	Included	Included
Palletizing	Not Included	Not Included	Not Included	Included	Included
Inventory Level Monitoring	Not Included	Not Included	Not Included	Included	Included
Just In Time Inventory	Not Included	Not Included	Not Included	Included	Included
Freight from Armor to customer location	Not Included	Not Included	Not Included	Included	Included
Orders can be modified	Not Included	Not Included	Not Included	Included	Included
24 hour turnaround time	Not Included	Not Included	Not Included	Included	Included
Product Samples	Not Included	Not Included	Not Included	Included	Included



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Optional Services Available

Product Support & Training
Direct Mail Campaigns
Custom Point of Sale Material
Sample Packs
Tradeshaw Attendance
Cross-Website Appearance

Preferred Distribution Program PDP

Our Preferred Distribution Program offers the following options which can be tailored to fit your needs.

- Product Support & Training
- Preferred Pricing Structure
- Marketing Programs
- Logistical Programs



Marketing Programs

- Private Label Programs (Brand Development)
- Cross- Coupon Program
- Marketing Point of Sale
- Tradeshow Attendance
- Cross- Website Appearance
- Sales Kit/Brochure Direct Mail



Perspective

- *The success Armor Healthcare has enjoyed has been achieved by sharing our experience and knowledge of manufacturing, logistics, distribution and marketing with our valued customers.*
- *We have forged relationships that build mutual strength and understanding of the issues facing providers and distributors in an ever-changing industry. In terms of breadth and depth of the products, services, quality and bottom line results the Armor Healthcare model is unmatched in the industry.*



Perspective cont.

We operate with a single-minded focus ~ the success of our customer, our company and our industry. This is our Mission and responsibility





Thank you for your time

We appreciate this opportunity to share our Corporate Capabilities with you. For more information please do not hesitate to call 715-381-9868 or email

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