

## WHO IS NEXT LIFE MEDICAL?

- Emergent Respiratory has been **acquired** by Next Life Medical Corporation
- Next Life Medical Corporation is a company that helps medical product companies improve their offerings to their customers utilizing **proprietary world class supply chain principals** and have been doing so since 2011
- Next Life Medical has strategic **relationships and partnerships** with logistic and warehouse companies, engineering firms, manufacturing partners, business to business (B2B) portals, key opinion leaders in the healthcare space, and suppliers of all types.
- Next Life Medical acquired Emergent Respiratory because the previous owners, who are a world class manufacturing partner of Next Life Medical, decided that Emergent no longer fit their strategic direction and was actually a better fit for Next Life Medical. We are thrilled they chose us to acquire Emergent!
- Next Life Medical was founded and is managed by a father (**Chris Oleksy**) and son (**Ryan Oleksy**) team.
- Emergent Respiratory will be **managed by Chris and Ryan** because of their excitement about the patients this product line serves as well as the care givers who utilize the products.
- All other Next Life Medical activities will be managed by other resources so that Chris and Ryan can be **dedicated to Emergent Respiratory**.
- Chris is a known expert in supply chain principals being one of the founding authors of the industry ANSI Std. Supply Chain Operations Reference model (SCOR) used globally by hundreds of thousands of companies. He is a driving champion of the concept of the '**Care Chain**' and has published much about the need to re-focus on patient care; and not only supply chain cost!
- **Chris** has spent his entire 30+ year career **holding executive positions** in some of the best companies in the world such as Medtronic, Dow Corning, ATEK Medical (now Vention Medical), Providien Medical; and now, Emergent Respiratory!
- **Ryan** has spent his 8+ year career, working on Next Life Medical projects serving in roles at client's locations as well as working for RGP (previously a division of Deloitte and Touche consulting)
- **Ryan** also brings a wealth of knowledge in the emergency response arena via his experience as a volunteer fire fighter. Additionally, Ryan is known as a thought leader in the mass casualty and active shooter environments in regard to patient care.
- **More details about Chris and Ryan** at: [www.nextlifemedical.com/our-team.html](http://www.nextlifemedical.com/our-team.html)
- Next Life Medical is also proud to say that a portion of all Emergent Respiratory profits will be donated to further the **Oleksy Family Foundation** charitable efforts in the emergency responder arena where they have helped organizations acquire items such as Lucas<sup>TM</sup> Devices and other needed items.

## EMERGENT DIRECTION

- **ORDER DIRECT:** Our extensive research has concluded that care givers desire a closer relationship with Emergent for many reasons such as **training**, input into **future products**, direct lines of **communication** if an industry issue should occur like last year's industry wide *filter media issue* that caused shortages etc. Additionally, since Next Life Medical has strategic relationships with logistics organizations, we are able to pass certain supply chain savings onto our customers. Therefore, we have decided to **discontinue the use of Bound Tree Medical** as the primary distributor of the product line and customers can buy **directly from Emergent**. For those of you that see this (buying at [www.eresp.com](http://www.eresp.com)) as an additional step in your purchasing process, we are very sorry. We appreciate your cooperation and extra work! We won't let you down and believe this closer relationship will be beneficial.

\*\* Immediately, please **order product directly** at our **new pricing** at [www.eresp.com](http://www.eresp.com) \*\*

- **INVENTORY/FREE SHIPPING:** Emergent has inventory positioned right now in the Midwest, East and West so that product can get to customers within 2-3 days via ground shipping which keeps the cost of product minimized. Standard shipping is **included** on orders over \$100. We've been able to offer this via our new configuration and relationships with our partners; once again saving you money!
- **SERVICE/CIRCUIT COST:** Our research has shown that service cost was difficult to manage and that we needed to reduce those costs and include a portion of those costs in circuit pricing. We listened, and did just that. Effective immediately, the cost of service is being slashed 40% from \$250 to **\$150**. Your cost will be **\$100** (60% off old list) if you do not need a loaner unit and can work with Emergent on scheduling your service timing. Emergent is able to do this by negotiating with our strategic manufacturing partners. This does create a small increase per circuit to make this happen. But again, we feel this is the right thing to do. We will continue to work with suppliers downstream and see what else we can do.
- **PortOvent CPAP COST:** Due to eliminating extra steps in the supply chain, and forming strategic relationships with our manufacturing partners, Emergent has been able to slash the cost of the PortOvent to **\$ 599.00!** that's down 54% from the old list of \$1299.00! And, if you trade in your current PortOvent or buy multiple units, the savings are even greater due to special volume discounts we have negotiated. If you trade in and buy multiple units, *your cost could be as low as \$ 499.00!*
- **KITS:** You will now be able to purchase a kit including a PortOvent, bag, cylinder and connection for **less than the price of the former PortOvent list price!!** Again, our Partners have created this opportunity!
- **IN-LINE NEBULIZER:** Our unit is fully capable of utilizing an in-line nebulizer. Soon, we will release details once we determine who our partner is for this offering. Stay Tuned!
- **THANK YOU FOR YOUR LOYALTY!** We want to thank you for providing a level of care to your patients that we feel is the ~~gold standard~~, we mean, the "**yellow standard**", in care. We look forward to finding ways to help you further as well as meeting you soon!