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Eosera™ Cites TMAC as a Contributor to Early Success

Fort Worth, TX, June 20, 2017— [EOSERA™ Inc.](#) the biotechnology company behind the innovative earwax dissolvent product [Earwax MD](#), says that [TMAC](#) (formally Texas Manufacturing Assistance Center) was a huge contributor to their early success. The Fort Worth-based company sold out of Earwax MD within the first month of launching on Amazon Exclusives.

“We started with an idea and a general pathway to follow to accomplish that idea, but we weren’t confident on how to overcome the obstacles along the way,” said CEO and Co-Founder of Eosera, [Elyse Dickerson](#). “That is where TMAC came in.”

Eosera’s relationship with TMAC began just four months after the company was created in March 2015. When TMAC’s advisor Mona El-Khatib met the three people on the Eosera team, they were in the product development stage of their first product, Earwax MD. “When we met, Eosera was in the lab formulating, and now they are selling out on the shelf,” El-Khatib said. “That fact alone makes them a success story.”

“We initially set out to help Eosera find a regulatory pathway for their product, Earwax MD,” she said. “We also helped them build a quality management system to ensure that all records, documentation, labelling and supply chain are all in compliance with current good manufacturing practices (cGMPs).”

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Darold Tippey, the TECH Fort Worth TMAC Liaison and Advisor, said the mission of TMAC is to accelerate profitable growth of companies by developing and improving products, processes, technologies and people.

“Essentially, TMAC works with companies to help them solve the problems that keep them up at night by helping companies overcome those obstacles,” he said. TMAC employees are a collection of experts in different aspects of business, manufacturing and logistics.

“Our employees include C-Level executives, businesses owners, and people who specialize in product development and operations improvement for companies,” Tippey said. Tippey said over 30 years ago, the United States government realized that manufacturing was leaving the country. As a result, the Manufacturing- Extension Partnership was created in an effort to keep manufacturing alive and competitive in the United States. El-Khatib said TMAC’s main objective is for their customers to grow revenues and profits faster and with less risk by applying known best practices, time-tested systems and processes, and emerging technologies. “When companies experience profitable growth, they can hire more people, and grow the Texas economy,” she said.

TMAC works with companies of all sizes to help them achieve success, streamlining processes, improving products, and developing people, as well as implementing emerging technologies. “TMAC offers services for manufacturers such as supply chain management, development of

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safety, quality, and environmental management systems, medical device development, GMP compliance, FDA regulatory and product development,” El-Khatib said. “We also offer Lean Six Sigma training and coaching, strategic planning, and family owned business assistance as well.”

Eosera’s Relationship with TMAC

TECH Fort Worth’s partnership with TMAC allowed Eosera an introduction to the organization and their services. “TMAC assisted us with our regulatory and registration strategy based on FDA regulations,” said Eosera’s CEO Elyse Dickerson. “TMAC was also very helpful in identifying sources for raw materials and setting up standard operating procedures for Eosera.” Eosera’s Co-Founder and CSO, [Joe Griffin](#) said TMAC helped fill in the gaps in areas where they did not have expertise. “We engaged TMAC very early on to help set Eosera up for success,” he said.

Eosera’s TMAC advisor Mona El-Khatib said that the key to TMAC’s successful relationship with Eosera is listening and trusting. “Eosera is a wonderful team that has done extremely well. When they are seeking advice, the team listens, discusses the obstacle and then acts,” she said. “I have enjoyed being part of the team, and I look forward to see where this company goes in the future.”

About TMAC

TMAC is the Texas partner under the United States Department of Commerce Manufacturing Extension Partnership (MEP). Since 1995, [TMAC](#) has worked with more than 6,200 companies reporting \$2.9 billion in new or retained sales, \$995 million in cost savings and avoidance, and more than 29,600 Texas jobs created or retained. The organization provides assistance in both management and technical functions.

About EOSERA/Earwax MD

EOSERA™, Inc. is a majority woman-owned biotech company committed to developing products that address underserved medical needs. Eosera operates by putting purpose before profits and is proud to be one of the pioneering companies in a movement called Conscious Capitalism. Eosera exists to heal humans through innovative healthcare products. Eosera’s first product, Earwax MD™, is a novel, patent-pending topical drop that uses a dual-action technology to dissolve impacted earwax. Earwax MD is clinically proven to perform in a single treatment, unlike alternatives that require multiple applications over time. Earwax MD is the only product on the market today that is supported by scientific efficacy. For more information, visit www.earwaxmd.com

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