



The nation's premier providers of specialty
medical sales, service and education.

How do specialty distributors fit into your prime vendor program?

Chances are, you have a strong and mutually beneficial relationship with a general-line, acute-care distributor. You rely on that company for its expertise in logistics, troubleshooting skills, and the presence of its sales reps in your facilities on a regular basis.

IMDA members offer you something different. We focus on bringing to market innovative medical technologies. In fact, we're the ones who brought to hospitals such technologies as pulse oximetry, blood filtration devices, orthopedic implants and closed tracheal suctioning. Today, these technologies are the standard of care. But when they were first introduced, they were considered "bleeding edge." And we continue to bring new technologies to market every day.

Yes, our logistics capabilities are top-notch. Next-day delivery is the norm. But our greatest value to you is our knowledge of how innovative technology can help you improve patient care, cut costs and excel in today's environment.

We are primarily local or regional companies. We carry relatively few lines, so we know each of them intimately. And our representatives are technically adept, so they can demonstrate to you and your clinicians how to maximize the clinical and financial benefits of the technologies they carry.

For commodity products, call your general-line distributor. But for innovative, cost-effective technologies, rely on specialty sales and marketing organizations. Rely on IMDA members.