

Henry Schein Medical

Maximizing the business of health.
Maximizing the health of your business.

Cristina Bowman
(Medical) Government Account Manager
State and Local Government

 HENRY SCHEIN®
BRAND PRODUCTS



Rely on Us for all your needs
from Henry Schein Brand Products.



 HENRY SCHEIN®

U.S. SPECIALTY DISTRIBUTION GROUP | STATE & LOCAL GOVERNMENT

WHO WE SERVE

**Supporting Care for
all State and Local
Government
Agencies and
beyond.**

SERVING MORE THAN
1 MILLION
CUSTOMERS



MMCAP Infuse Membership Profile Includes:

- Public Health
- Hospitals/Clinics
- Correctional Facilities / Detention Centers / Jails
- Substance Abuse Treatment Facilities
- Mental Health
- Developmental Disability
- Student Health
- Schools/Colleges/Universities
- Public Safety / Police
- EMS/First Responders
- and more

DISTRIBUTION FOOTPRINT

**Six Mega
Distribution centers
located throughout
the U.S.**



99%

Order Accuracy



94%

Customers Serviced Next Day



More than

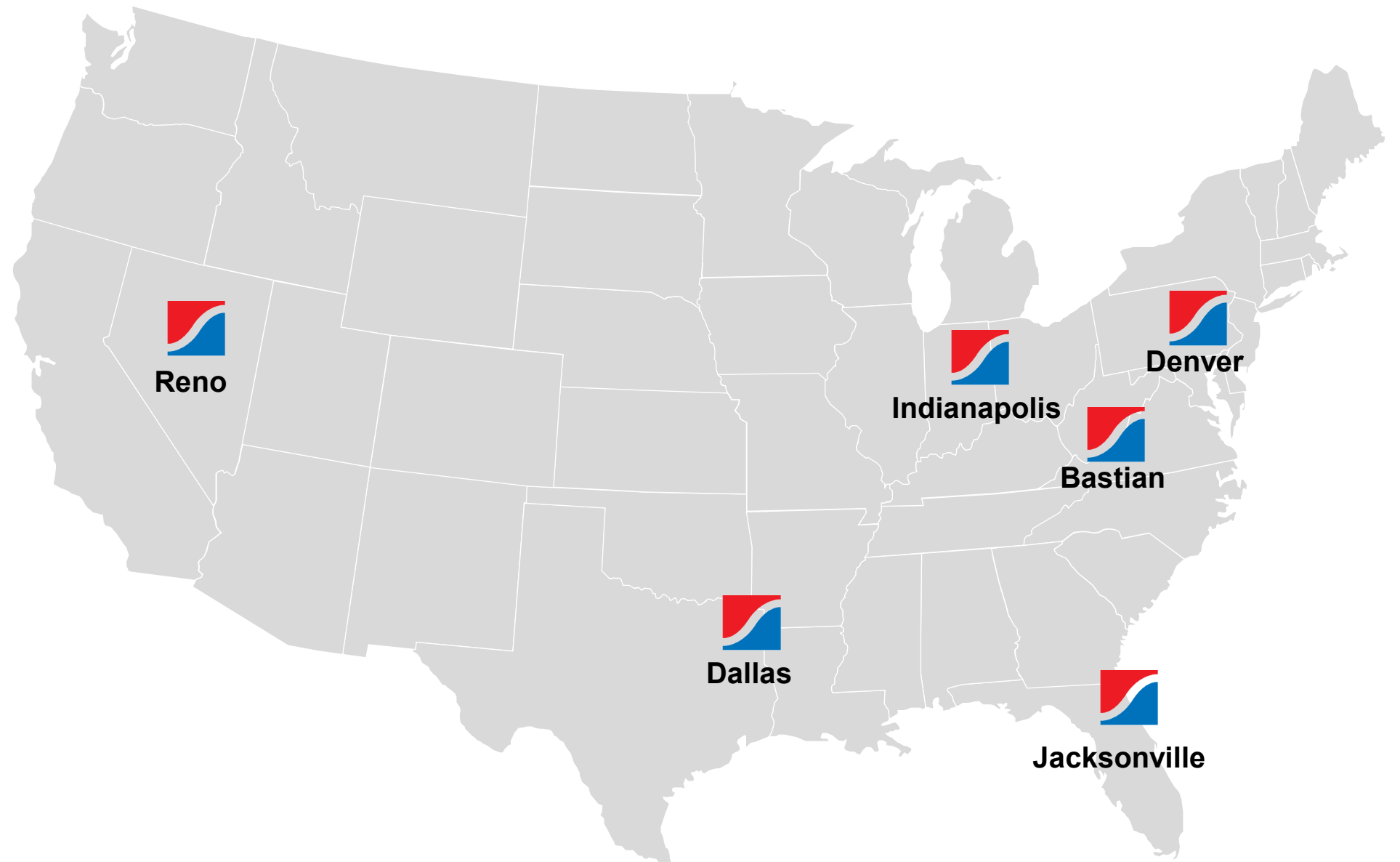
3,200

Supplier Partners

w/ 120,000 + items in Stock



North American DC Locations

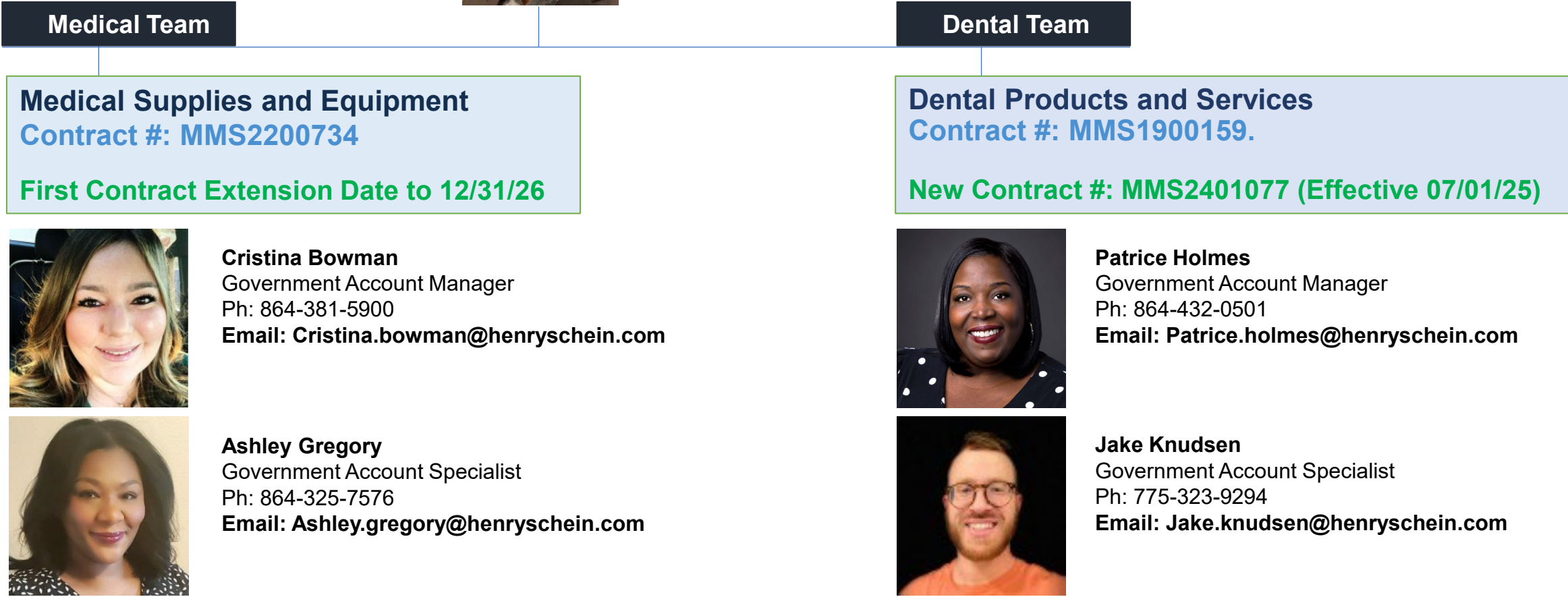


MMCAP INFUSE

HENRY SCHEIN GOVERNMENT TEAM & CONTRACTS



Rob Irwin
State and Local Government Director
Ph: 661-244-7090
Email: Rob.irwin@henryschein.com



APPROXIMATELY
21,000
TEAM SCHEIN MEMBERS

MORE THAN
3,400 FIELD SALES
CONSULTANTS



APPROXIMATELY
2,250 TELESALES
REPRESENTATIVES

MORE THAN
2,000
FIELD TECHNICIANS

OUR PRODUCTS

A Comprehensive Medical Product Portfolio

We offer national brand, generic, and Henry Schein brand products that address your quality care initiatives—from prevention to diagnosis to treatment.

With more than **3,200** supplier partners, our supplier engagement program ensures we carry the latest high-quality products.



HENRY SCHEIN®
BRAND PRODUCTS

 **INDIVIOR**

 **RETRACTABLE
TECHNOLOGIES, INC.**

 **BD**

 **midmark®**

WelchAllyn®

 **QUIDEL®**

 **Abbott**

Attends®


NORTH AMERICAN RESCUE®

HENRY SCHEIN®
MEDICAL

MMCAP INFUSE Contract #: MMS2200734

HENRY SCHEIN Medical Supplies and Equipment

What our Contract Covers:

- ✓ Medical & Surgical Supplies
- ✓ Lab Testing & Supplies
- ✓ Medical Equipment
- ✓ Pharma OTC
- ✓ Sublocade
- ✓ Brixadi
- ✓ Annual Shareback credit on all Contracted purchases!
- ✓ Dedicated Henry Schein Government Account Team

Contracted Item Categories:

Core Items

- ✓ 7,424 Items – 6 Months Fixed Pricing

MMCAP Infuse Products

✓ Incontinence

- ❖ Essity/SCA Incontinence (Tena)
- ❖ Attends
- ❖ First Quality

✓ Nestle Healthcare Nutrition

✓ Diabetic Products; Needles and Syringes

- ❖ Agamatrix
- ❖ HTL Strefa
- ❖ Lifescan, Inc.
- ❖ Retractable Technology Products
- ❖ Trividia

✓ Sublocade & Brixadi

- ❖ Exclusive Pharma RX offering with MMCAP Infuse and Henry Schein via the Medical Supplies and Equipment Contract.

Non-Core Items

- ✓ All other Contracted Items - 29% off list Price

Contract Freight Terms:

- ✓ **No Fuel Surcharge, Small Order, or Handling charges** – on items shipped from our Henry Schein Distribution Centers
- ✓ Subject to **White Glove Delivery**, upon request, on Capital Equipment Orders (includes Delivery, Installation, & Debris Removal)
- ✓ Products **drop shipped** direct from Henry Schein's Contracted Suppliers are subject to a freight charge, determined by the Vendor, and disclosed to the customer upon request.
- ✓ **Hazardous** Fees apply

HENRY SCHEIN BRAND PRODUCTS

Rely on Us™



Henry Schein Brand Product Guide



Exceptional Value.
High Standard of Quality.
Guaranteed Satisfaction.

www.henryschein.com/medical



HENRY SCHEIN®
BRAND PRODUCTS

Trust our selection of
quality products at an
unsurpassed value.

[SHOP NOW](#)

A Comprehensive Henry Schein Private Brand Product Portfolio

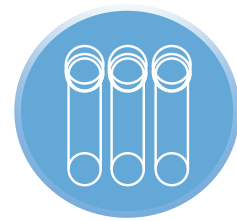


- Equipment
- Exam Room Products
- Gloves
- PPE
- Infection Prevention
- Hypodermics
- Blood Collection
- IV Products
- Waste Management
- Surgical Products & Instruments
- Minor Procedure Kits
- Wound Care & Closure
- Orthopedics
- Pharmaceuticals
- Health & Beauty Care
- DxRx Solutions

A ROBUST POCT PRODUCT PORTFOLIO

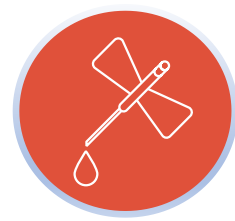


We offer molecular and lateral-flow options, plus readers and other lab accessories and supplies, along with test kits for a comprehensive range of conditions and measures, including:



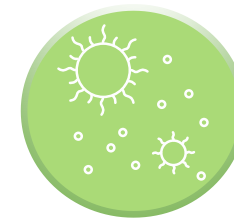
LAB

- Influenza
- RSV
- Strep A
- COVID



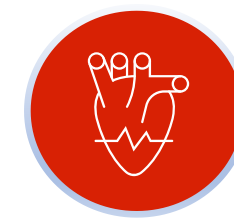
HEMATOLOGY

- CBD



SPECIALTY

- Thyroid
- Lyme
- Conjunctivitis
- Allergy
- Lead



CARDIOVASCULAR

- Cardiac Panels
- Cholesterol Lipids
- PT/INR



INFECTIOUS
DISEASE

- Mononucleosis
- Hepatitis C
- H. pylori



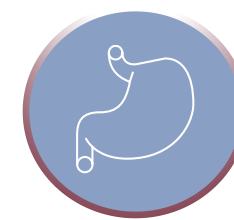
PREGNANCY

- Urine Only
- Combo Kits



TOXICOLOGY

- Drugs of Abuse



FECAL OCCULT
BLOOD

- Guiac
- Immunochemical



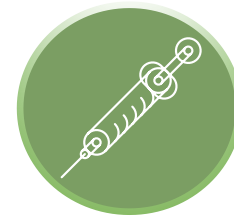
STD

- Chlamydia
- HIV
- Bacterial Vaginosis
- Syphilis (Male and Female)
- Trichomonas



URINALYSIS

- Urine



DIABETES
MANAGEMENT

- HbA1c
- Blood Glucose
- Kidney Function
- Hemoglobin

★ Now offering **Harm Reduction Fentanyl and Xylazine Test Strips!** Connect with our team for ordering!

NEW TO POINT OF CARE LAB

U.S. syphilis cases have surged to the highest levels in 70 years!

NOWDiagnostics First To Know® Syphilis Test

- **First and Only In-Home Test for Syphilis**
- First-of-its-kind, self-directed rapid test provides in-home **results in 15 minutes**
- Offering individuals an accurate, easy-to-use, and private way to test for syphilis
- Key tool in Syphilis prevention!
- The First To Know® Syphilis Test is a patented buffer-less lateral flow device that provides a qualitative rapid membrane immunochromatographic assay for detecting *Treponema pallidum* (syphilis) antibodies in human whole blood (capillary) from individuals suspected of having a syphilis infection

Brand New Item added to our Lab POC Portfolio, via the Medtox division of Labcorp and now added to our Core Item list!

Item #	Item Description	Mfg.	MFG Part #	Size
1482417	First To Know Syphilis Cassette Test Kit CLIA Waived 12/Ca	Medtox Scientific	600736	12/Ca



Dedicated POC Specialist for MMCAP Infuse:
Michael DelGrosso
Point of Care Specialist
Ph: 412-584-9311
Email: Michael.delgrosso@henryschein.com

A ROBUST LAB PRODUCT PORTFOLIO

Lab Testing Analyzers & Supplies

View our lab product guide for more information about our tests, plus equipment and supplies including:



Blood Collection
Needles, Sets,
and Tubes



Plated Media



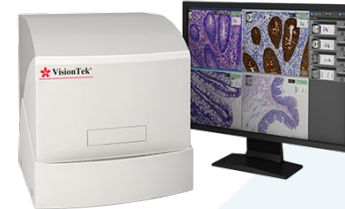
Pathology



Tourniquets



Urine and
Specimen
Collection



Microscopes,
Centrifuges,
Tubes and Caps,
Racks, Carriers,
Dispensers, Timers



Lancets



Transport
Systems



Pipettes, Tips,
and Accessories



Specimen
Bags



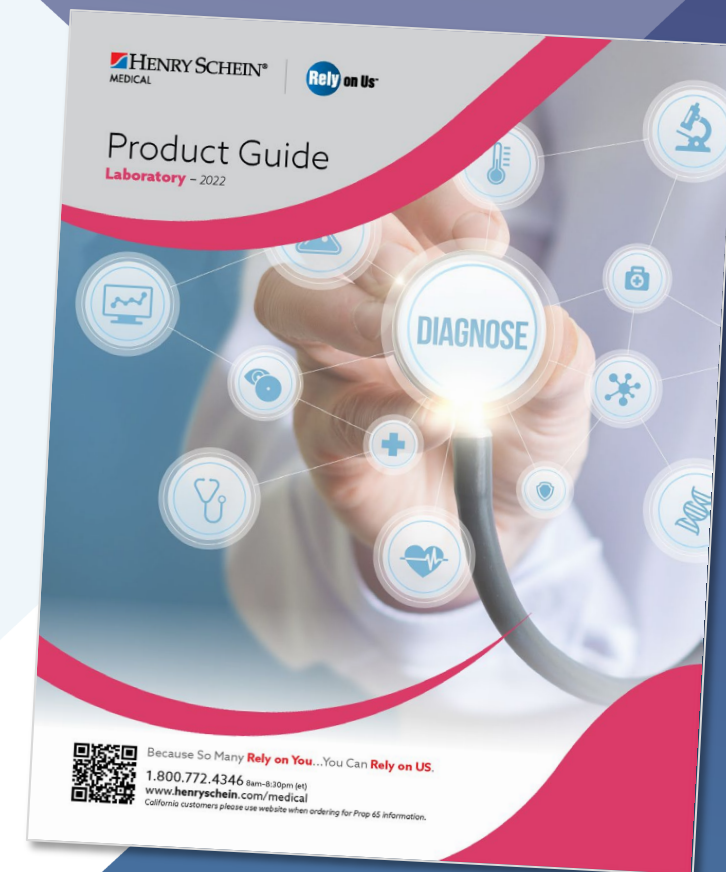
Petri Dishes



Fixatives
(including
Formalin)



Stains and
Reagents



A ROBUST EQUIPMENT PRODUCT PORTFOLIO

The following is a selection of the wide range of equipment categories we offer.



ANESTHESIA



AUTOCLAVES



COLD STORAGE



CT & MRI MACHINES



EXAM LIGHTING



EXAM TABLES AND CHAIRS



IV POLES/STANDS



MAYO STANDS & MEDICAL CARTS



PATIENT
MONITORS



PHYSICAL THERAPY EQUIPMENT



ULTRASOUND



WHEELCHAIRS



XRAYS

ABS  American BioTech Supply

drive |  DeVilbiss[®]
HEALTHCARE


midmark[®]

*Welch*Allyn[®]

 THE
IMAGING
SOLUTIONS COMPANY[®]

 CLINTON[®]
INDUSTRIES INC.

 HENRY SCHEIN[®]
MEDICAL

OUR EQUIPMENT SERVICES

Henry Schein Medical offers consultation and services to support you every step of the purchasing journey.

COORDINATE

Coordinate the entire procurement process according to your timeline and delivery needs



Consultation & Selection

STAGED DELIVERY

Staged delivery for equipment and supplies by functional area or room to expedite receiving



White Glove Delivery & Staging

WHITE-GLOVE INSTALLATION

White-glove installation means we remove all packaging debris and your equipment will be ready to run



Training & Support

OUR PHARMA CAPABILITIES AND BENEFITS

1

BEST IN CLASS COLD CHAIN PROCESSES AND PROTOCOL

Ensures product has been stored and transported properly through the chain of custody

2

EASY RECALL IDENTIFICATION

- Clinic level for all recall notices
- Corporate recall notifications for all impacted practices

3

BROAD OFFERING

- Brands/Generics
- Pharma OTC
- Specialty

EXCLUSIVE PHARMA CONTRACT - SUBLOCADE



SUBLOCADE injection, for subcutaneous use, is a prescription medicine used to treat adults with moderate to severe addiction (dependence) to opioid drugs (prescription or illegal).

Extended-release Sustained Levels throughout the month

This is a REMS item. Any pharmacy or healthcare setting that intends to store a supply of and order SUBLOCADE directly from an authorized distributor **must be certified** in the SUBLOCADE REMS prior to purchasing/dispensing SUBLOCADE.

To become REMS Certified, please visit the following link and download and complete the appropriate forms: www.sublocadeREMS.com

Contract Discounts:

WAC – 27.5034% for Corrections (includes Detention Centers, Jails, & Sheriff Departments)

WAC – 5% on all other eligible facilities (Public Health Centers, drug rehabilitation centers, etc.).



Sublocade™
(buprenorphine extended-release)
injection for subcutaneous use Ⓢ
100mg•300mg

2025 - CORRECTIONS / Detention Centers / Jails / Sheriff Departments					
Item #	Item Description	Mfg.	Mfg. Part #	Discount %	
1312173	Sublocade SubQ Injection Prefilled Syringe 100mg 0.5mL Box 1/Pk	Indivior	1249601001	27.5034%	
1312174	Sublocade SubQ Injection Prefilled Syringe 300mg 1.5mL Box 1/Pk	Indivior	1249603001	27.5034%	

2025 - Public Health and all other Eligible Agencies					
Item #	Item Description	Mfg.	Mfg. Part #	Discount %	
1312173	Sublocade SubQ Injection Prefilled Syringe 100mg 0.5mL Box 1/Pk	Indivior	1249601001	5%	
1312174	Sublocade SubQ Injection Prefilled Syringe 300mg 1.5mL Box 1/Pk	Indivior	1249603001	5%	

EXCLUSIVE PHARMA CONTRACT - Braeburn's Brixadi



BRIXADI (buprenorphine extended-release) injection, for subcutaneous use (CIII) is indicated for the treatment of moderate to severe opioid use disorder in patients who have initiated treatment with a single dose of a transmucosal buprenorphine product **OR** are already being treated with buprenorphine.

BRIXADI should be used as part of a complete treatment plan that also includes counseling and behavioral therapy.

- BRIXADI should only be prepared and administered by a healthcare provider.
- BRIXADI exists in two formulations: weekly and monthly, and is administered by subcutaneous injection in **the buttock, thigh, abdomen, or upper arm**.
- Injection sites should be alternated/rotated between injections for those receiving BRIXADI weekly.
- Doses of BRIXADI weekly cannot be combined to yield a monthly dose. See full prescribing information [here](#).



BRIXADI® Risk Evaluation and Mitigation Strategy (REMS) Program:

BRIXADI is only available through a restricted program called the BRIXADI REMS due to the risk of serious harm or death that could result from intravenous self-administration.

BRIXADI is a CIII controlled substance. Customers purchasing BRIXADI, whether Healthcare settings or Pharmacies must meet the below criteria:

1. *Must be certified in the BRIXADI REMS program by Braeburn mentioned above.* Customers can visit www.brixadirems.com to get more information on being enrolled.
2. Must have a valid DEA registration for controlled substances.
3. Must comply with the Henry Schein “know your customer” due diligence process prior to purchase. It is likely that they first order will pend for this to be completed.

2025 MMCAP Contract Pricing for All Agencies					
Item Number	Item Description	Mfg.	Mfg. Part #	Discount	
1477979	Brixadi Subcutaneous Injection 128mg Monthly Prefilled Syringe 0.36mL Ea	Braeburn Inc.	58284022801	10%	
1477980	Brixadi Subcutaneous Injection 64mg Monthly Prefilled Syringe 0.18mL Ea	Braeburn Inc.	58284026401	10%	
1477981	Brixadi Subcutaneous Injection 96mg Monthly Prefilled Syringe 0.27mL Ea	Braeburn Inc.	58284029601	10%	
1477983	Brixadi Subcutaneous Injection 16mg Weekly Prefilled Syringe 0.32mL Ea	Braeburn Inc.	28284021601	10%	
1477984	Brixadi Subcutaneous Injection 24mg Weekly Prefilled Syringe 0.48mL Ea	Braeburn Inc.	58284022401	10%	
1477985	Brixadi Subcutaneous Injection 32mg Weekly Prefilled Syringe 0.64mL Ea	Braeburn Inc.	58284023201	10%	
1477982	Brixadi Subcutaneous Injection 8mg Weekly Prefilled Syringe 0.16mL Ea	Braeburn Inc.	58284020801	10%	



Now available for sale through Henry Schein as of Mid December 2024

NORTH AMERICAN RESCUE (NAR)



Emergency Preparedness— **BECAUSE EVERY SECOND COUNTS**

Henry Schein Medical, in collaboration with our sister company North American Rescue® (NAR), delivers premium Products with a Mission® to pre-hospital first responders.

- Stop the Bleed Kits
- Custom Kits , and can include State and/or Agency Logos
- IFAK Kits
- CAT Tourniquets
- Simulation Manikins
- Tactical Gear



LEARN MORE ABOUT
NORTH AMERICAN RESCUE



Rob Irwin

Henry Schein, Inc.
Director, State & Local Government
U.S. Specialty Distribution Group

(661) 425-4175 Work
(661) 244-7090 Mobile
Rob.Irwin@henryschein.com
California
United States



Cristina Bowman

Henry Schein, Inc. Medical
Government Account Manager
National Accounts
Enterprise Health

(864) 381-5900 Work/Mobile
Cristina.Bowman@henryschein.com
Greenville, South Carolina



Ashley Sims Gregory

Henry Schein Medical
Government Customer Acct Spec...
National Accounts
Enterprise Health

(864) 238-2013 Work/Mobile
Ashley.Sims@henryschein.com
Greenville, South Carolina
United States of America

CUSTOMER AND INDUSTRY RECOGNITION



#1 HEALTH CARE
WHOLESALE

