

OUR COMMITMENT

Our commitment is to create lasting partnerships with our customers by distributing quality medical supplies and services in a way that helps them excel in their areas of expertise. We do that with:

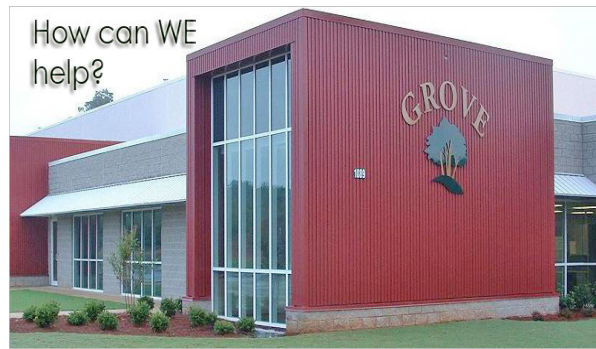
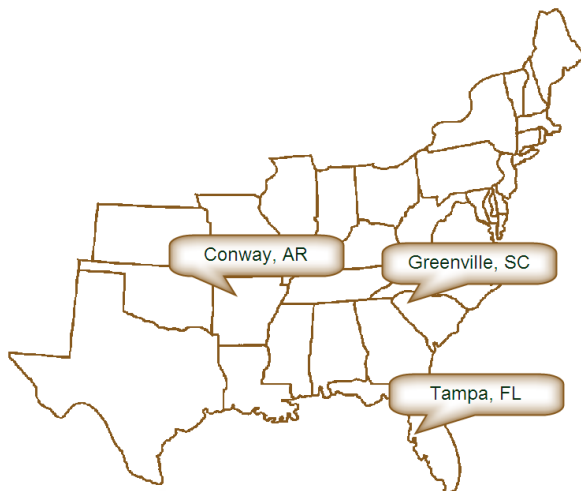
Innovative Value-Added Services

- 24 hour a day Ask-a-Nurse consulting
- Onsite wound care consulting
- Formulary development and management
- Electronic ordering, inventory and patient charge tracking software
- Tailored delivery schedules
- Online CEUs for MDS, QIS, etc.
- Access to Group Purchasing Organizations (GPOs)
- Facility design consulting services
- Industry blog, [The Healthcare Note](#)
- Customizable packing lists

Timely Distribution

- Three distribution centers serving the eastern United States
- Accurate order fulfillment
- Same day shipping
- One day transit time to most delivery points

DISTRIBUTION CENTERS



www.GroveMedical.com

OUR ADVANTAGES

Grove offers advantages and innovative technology solutions that help reduce cost, create efficiencies and increase revenues and profitability. These solutions allow you to focus on delivering the best possible care with:

Convenient Medicare Part B Services

- Full Assignment Billing
- Fee-for-Service Billing
- Certified Wound Care Nurse on staff for consultations
- Wound Care formulary support
- Onsite clinical support

Advanced Technology Solutions

- [GroveMedical.com](#): robust online ordering and order management system
- [Tracer](#): easy to use patient charge and inventory tracking software
- [GroveConnect.com](#): completely integrated and customizable web-based order and patient management solution for Home Care and Hospice providers
- [Electronic Data Interchange \(EDI\)](#): fully automated supply chain transactions

OUR PEOPLE

Our people are what separate us from our competitors. With an experienced sales force, dedicated Customer Care Representatives and professional Distribution Team you will experience the **Grove Medical difference!**

Sales Force

- Average tenure of 10+ years
- HIDA AMS (Accredited in Medical Sales) Certified team members
- Consultative sales approach for both products and facility design

Customer Care

- Average tenure of 8+ years
- HIDA Advance CSR Certified Customer Care Representatives
- Dedicated Customer Care Representative for your account with direct lines

Distribution Team

- Average tenure of 9+ years
- 50,000+ square feet of distribution space
- Picking accuracy of 99.6%



Covering all your healthcare needs

COMPETITIVE PRICING

We offer competitive pricing from hundreds of name brand manufacturers on:

- Incontinence Supplies
- Enteral Supplies
- Nursing Supplies and Equipment
- Wound Care Products
- Medical and Diagnostic Equipment
- Patient Aids
- Skin Care
- Paper Products
- Respiratory Care Supplies
- Ostomy Supplies
- Physician Supplies
- Urological Supplies
- Furniture
- Medical and Non Medical Equipment
- Orthopedic Products
- IV Solutions, Sets and Access Devices
- Linen and Housekeeping Products
- Medicare Part B Billing Services
- Protective Equipment and Supplies
- Durable Medical Equipment
- Patient Feeding Supplies
- Sleep Lab Supplies
- Sports Medicine Supplies

Come be a part our team:

“Grove Medical has reinvented the role of a ‘vendor’ to that of a ‘partner.’ Grove has serviced our facility for 15+ years and earns that position each and EVERYDAY!”

- *From the President and Administrator of one of our oldest customers*

MISSION STATEMENT

We are dedicated to distributing quality products and services.

We believe in building lasting relationships based on respect, honesty and integrity with our customers, employees, manufacturers and partners.

We believe that we must support our relationships through personal effort and finances while always honoring God in the way we conduct our business!

The medical supplies, equipment and service provider for you!



Covering All Your Healthcare Needs

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Covering All Your Healthcare Needs

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