

Creating a Healthier Community



Connetquot West, Inc.

Health Care Products

Continuity of Service

Connetquot West, Inc. is a Full-Line medical supplier of Medical & Surgical Products, and equipment. We offer dedicated inventory, Inventory Management solutions, and accommodating delivery service. Connetquot West is committed to providing quality.

Our Mission

Connetquot West, Inc. and our diverse community profits by transforming ordinary interactions into extraordinary relationships which result in the creation of opportunities for everyone to have their need for quality healthcare products and services fulfilled.

Our Culture & Values

- Maintain integrity by doing what we say we will do.
- Act with long-term & ethical views.
- Value diversity, openness & respect.
- Dedication to providing extraordinary services through teamwork.
- Determination in fulfilling our customer's needs with top quality products.
- Give back and support our community.
- Contribute to advances in the health care products industry.
- Develop significant and sustainable growth through performance and results.

Who We Service

- Acute Care Facilities
- Long Term Care
- Surgery Centers
- Non-Profit Agencies

Designations

- Minority and Women Owned Business Enterprise.
- Family Owned and Professionally Managed.
- ACHC Accreditation.

Our Origination

The founder of Connetquot West, Shirley Lam, was inspired by a news article from the Wall Street Journal in 1992 regarding the growth of the baby boomer generation. Her vision of global demand of medical and surgical supplies was on an expansive horizon. Regardless of the economic upturn or downturn, creating value will always be a need in our community.

With her inspiration, vision and determination, Connetquot West was formed in November 1992. Starting from her home in Great River to her first warehouse in Bohemia, she marketed health care supplies into hospitals, nursing homes, assisted living and homecare markets in Long Island and the five boroughs of New York City. After two years of much success and endeavor, the company ventured into the addition of Enteral & Nutritional Supplements and grew in size and strength. In the years that followed and into the future, currently headquartered in Farmingdale, Connetquot West continues to expand its product lines and services.

Empire State Development



M/W/B/E

Services Portfolio

1-866-588-3888

www.cwiquality.com



Order, Maintain & Track Your Medical Supplies faster & easier



suppliesMGR™:1

Our Med Procure system, **suppliesMGR™:1**, allows you to efficiently charge supplies and services to residents, automate purchasing processes, and effortlessly communicate with multiple systems and vendors.

Flexible Tracking and Charging - suppliesMGR:1 simplifies the job of tracking supplies and services used by individual residents. You can quickly set up recurring charges so that you no longer waste time on continuous, repeated entries. For other charges, multiple tracking methods give you the flexibility to choose what works best for your staff. Some users print barcode “piggyback” labels to “peel and stick” each time a supply is used. Others use a handheld device to scan the barcode label of each item as it is consumed by a patient.

Our most popular tool for tracking supplies is the Resident Hot Sheet. This report lists the items and services previously used by each resident. To record the use of an item, your staff simply marks the appropriate column—and that’s it. A quick barcode scan of the items marked on the report then enters the associated charges into the suppliesMGR:1 system.

Customizable Export Files - Data from suppliesMGR:1 can be easily exported to practically any accounting package format. Our solution is device and platform independent: we configure it to meet your needs.

Effortless Inventory Control and Ordering - suppliesMGR:1 maintains an on hand inventory quantity for each item based on purchases and item usage. The system automatically generates purchase orders for items that fall below their assigned minimum quantity, and allows you to define a “hot list” of frequently purchased items that you can optionally include on purchase orders for specified vendors. After you edit (if needed) and approve each purchase order, a simple mouse click sends it to the supplier—in the format they prefer. With suppliesMGR:1, you have one system that communicates with all vendors.

suppliesMGR™:2

Our MedProcure system, **suppliesMGR™:2**, our solution for inventory control management. Eliminates the hassles of writing and then phoning or faxing orders. With suppliesMGR:2, you create and place orders in a fraction of the time, gain greater control over your purchasing processes, and reduce ordering errors.

Just Scan, Sync, and Send - To place orders using suppliesMGR:2, simply scan preprinted barcode labels on all the items you need, even if they have different suppliers. These items are automatically included on separate purchase orders for each supplier, based on preset vendor preferences. You can edit each purchase order if needed, and then send it — in each supplier’s preferred format — with a simple mouse click. We call it scan, sync, send™ technology. You’ll call it effortless ordering.

Purchasing Control - With suppliesMGR:2, determine the products that are available for purchase in your system, as well as the standard order quantity for each one.

Optional Approval Process - Your system can optionally require a designated staff member to review and approve all purchase orders before they are sent.

Order Confirmations and Audits - Through the connectMGR portal, confirmed shipping quantities and vendor pricing are automatically compared to your purchase order and alerts are generated anytime a discrepancy occurs.

Streamlined Invoice Approvals

- suppliesMGR:2 provides you with accurate receiving reports that allow your accounting group to quickly match vendor invoices to inventory receipts and speed processing time.

Order and Usage History

- Flexible reports allow you to monitor purchases by vendor, item, etc.



Efficiently charge supplies and services to residents or manage inventory.

Automate purchasing processes.

Effortlessly communicate with multiple systems.

Trouble-free Setup - MedProcure takes care of the installation of your system—from loading your inventory, resident lists, to setting up communications with your vendors, to creating accounting export files. And our comprehensive online training ensures that you’re fully productive, right from the start.



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200 Allen Boulevard, Farmingdale, New York 11735
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Our Leasing Programs & Options

With Leasing You Can:

- Preserve capital and improve cash flow
- Allow for off-balance sheet financing
- Provide considerable tax savings
- Offer fixed-rate payments
- Eliminate the risks of maintaining obsolete equipment

Fleetwood Leasing Options

- **\$1.00 Buyout Capital Lease** - This lease plan is most commonly exercised for equipment that retains a high percentage of its value throughout the lease term. The equipment can be purchased for \$1.00 at lease expiration
- **Fair Market Value Lease (FMV)** - This option provides the lowest monthly payment and is most beneficial for high technology equipment, which depreciates rapidly
- **Fixed Purchase Lease** - A fixed purchase option provides the cash flow benefits of an FMV lease while offering the security of a fixed payment at end of term. The amount of fixed final payment can vary although it is usually 10%
- **FASB-13 Operating Lease** - For larger companies that require significant tax benefits. This is similar to a rental plan but also provides the option of purchasing, returning, or renewing the leased equipment at the end of the term
- **Executory Fee Lease** - Please call for more information

Specialty Leasing Programs

- **12 Month, 0% Interest Plan** - To calculate the monthly payment, simply divide the equipment cost by 12. At end of lease, return the equipment or simply make one additional lease payment.
- **90-Day Deferred Plan** - Lease payments are deferred for 90 days following equipment installation. This allows the equipment to start generating revenue and pay for itself before lease payments are due.
- **Step Lease** - This option can match lease payments with revenue generated by the equipment. Typically the first 12 months are lower level payments.
- **FlexLease** - Available after the first year of the lease, Flexlease combines the economy of leasing with the flexibility long associated only with renting. When upgrading is needed, we will prepare a lease for the new equipment. With Flexlease you'll receive a rental credit based on the payments you've already made. A credit that grows over time. We combine this credit with any trade in provided by the manufacturer. Traditional lease agreements require buying out the contract and paying off the balance before new financing can be arranged. Not with Flexlease and only Fleetwood has it. Please call us for complete information.
- **179 Tax Benefit** - This recent government incentive is for all capital leases that contain a 'fixed' purchase option.

Available Purchasing Guides

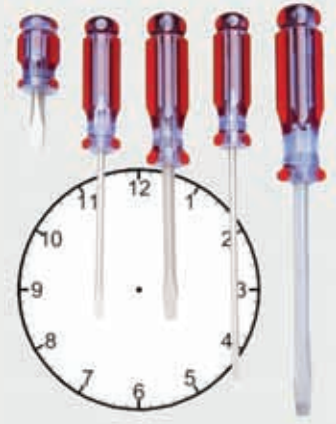
from Connetquot West, Inc.

Specialty Specific Office Set-Up Checklists of Products & Equipment
Handy lists incorporating reception/billing areas, waiting rooms, and exam treatment rooms

- | | | |
|--|---|--|
| <input type="checkbox"/> Dermatology | <input type="checkbox"/> OB/GYN Specialists | <input type="checkbox"/> Pediatrics |
| <input type="checkbox"/> General Practitioners | <input type="checkbox"/> Oncology | <input type="checkbox"/> Plastic Surgery |
| <input type="checkbox"/> Internal Medicine | <input type="checkbox"/> Orthopedic | <input type="checkbox"/> Urology |



WARRANTY EXTENSIONS



Med-Equip Assurance Plans

Minimize equipment downtime and cap repair costs with our “Extended Warranties”

- Choose the coverage term length that best fits your needs for your new equipment: 2, 3, 4 or 5 years. Coverage is also available on most used equipment for a 1-year term, and can be renewed annually.
- Extend the manufacturer’s coverage up to five years on new equipment.
- Get protection against unexpected mechanical and electrical failures, as well as normal wear & tear.
- Med-Equip ‘wraps around’ the manufacturer warranty period, providing reimbursement for gaps in coverage such as labor, tax, travel and freight in getting your equipment repaired.
- If you are leasing equipment, coverage is available and can be embedded into lease payments. In most cases, coverage may only raise the payment a few dollars each month.
- You have the choice of repair vendors. Choose the original equipment manufacturer or independent service organizations.
- Med-Equip is backed by a third-party insurance guaranteeing that coverage will always be in place.

Eligible Equipment Examples

Audio Screeners
Blood Pressure Monitors
Bone Densitometers
Centrifuges
Chemistry Analyzers
Colposcopes
Cystoscopy Units

DNA Analyzers
Dopplers
Electrocardiographs
Electrosurgical Units
Enzyme Analyzers
Exam Tables
Fetal Monitors

Hematology Analyzers
Imaging Systems
Infusion Pumps
Lasers
Mammography Units
Microdermabrasion Units

Microscopes
Scales
Spirometers
Sterilizers
Stress Test Systems
Treadmills



Are You Covered?

For More information with getting **Hassle-free Warranties** for New & Used Eligible Equipment, call 1-866-588-3888.

Med-Equip does not cover preventative maintenance, pre-existing conditions, abuse, misuse, fraud, intentional damage, business interruption, glassware, consumable & disposable items, data processing & media software, or cosmetic restoration.



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- ✓ Patient Wound History
- ✓ Superior Documentation
- ✓ Guided Dressing Orders
- ✓ Product Ordering
- ✓ Easy to Use & Affordable

Complete Wound Management

is finally here, and it will put money in your pocket!

Call us today

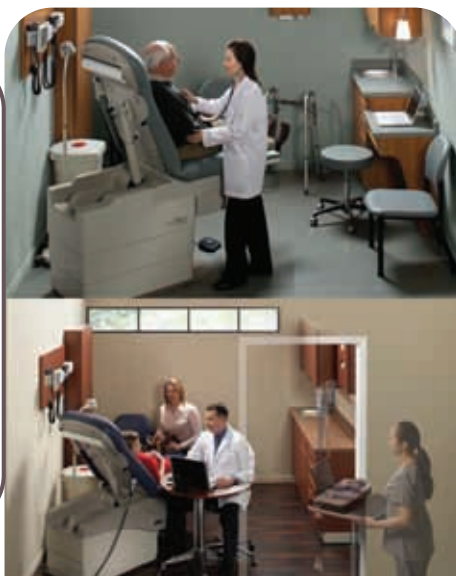
to schedule your demonstration
1-866-588-3888

Real Time information to Wound Healing - All in One Application -

- **Save money \$\$\$\$** - Cut your dressing costs by as much as 70%.
- **QuickRounds™** advisor software guides medical team in choosing the approved dressing types and allowable quantities for stages and surgical wounds.
- Drastically reduce your documentation time - 1/2 the time required.
- No undocumented information on wound sites. Built-in quality assurance.
- Charting and record keeping consistency from unit to unit.
- Access treatments and wounds more effectively while reviewing on screen historical data.
- Shared documentation amongst medical team improves heal times.
- Modules address all aspects of wound healing including nutrition, pressure relief and protection products.
- Mobile laptop hardware allows documentation at bedside or can be access at nursing station desktop.
- Prints all charting materials in seconds - doctors orders, treatment labels, skin flow sheets, skin progress notes.
- Patient dressing orders will automatically be sent out for delivery - no faxing or phone calling necessary.
- Complete package reports including - financial controls, heal time, historical data - custom reports & exporting information available.
- Internet access allows you to view data from your corporate head quarters, home, or car. Attend any meeting with the same documentation stored at the facility from any remote location.
- Dressing dictionary with pictorial at your finger tips.
- Secure/HIPAA compliant /Login and password protected.
- Audio/Visual internet inservice educator with training manuals.
- Your Dressing Formulary is incorporated to meet your standards.

Rethink & Redefine Your Clinical Space

From the examination room to the procedure room, Connetquot West can offer solutions to maximize the caregiver-patient interaction and the delivery of efficient patient care.



Our Effective Exam and Procedure Room Designs will address:

- Reimbursement & Regulatory standards
- Improved clinical outcomes
- Digital device workflow
- Safe patient handling
- Intuitive EMR access
- Time & cost savings
- Access data at the point of care

For More Information:

1-866-588-3888

Manufacturing Partners

3M
 ABAXIS, Inc.
 Abbott Nutrition
 ADI Medical
 Aesculap, Inc.
 Akro Mils
 Albahealth
 Allied Healthcare
 Alpha ProTech, Inc.
 Ambra Le Roy Medical
 AMD-Ritmed
 American Diagnostic Corp
 Amsino International
 Anatomical Charts
 Angiotech
 Anmuth Medical
 Ansell
 Arjo Wiggins Medical, Inc.
 ARKRAY USA, Inc.
 ASO Corporation
 B Braun Medical, Inc.
 Bard Medical/Urological
 Barjan Manufacturing
 Baumanometer
 Bayer Healthcare
 BD Medical
 Beaumont Products, Inc.
 Beckman Coulter
 Bemis Health Care
 Beutlich LP Pharmaceuticals
 Biomerieux, Inc.
 Birchwood Labs
 Blickman
 Blue Chip Medical
 Bovie Medical Industries, Inc.
 Bowman Dispensers
 Brewer Company
 Burnishine Products
 Burton Medical Products, Inc.
 Busse Hospital Disposables
 C & A Scientific
 Cardiac Science
 Certol
 Cetylite Industries
 Chematics
 Chester Labs, Inc.
 Cincinnati Surgical Company
 Clinical Diagnostic Solutions
 Clinton Industries
 CNF Medical
 ColdStar International
 Confirm Monitoring System
 ConMed Corporation
 Connetquot West
 CooperSurgical, Inc.
 Covidien/Kendall
 Covidien/Mallinckrodt
 Covidien/US Surgical
 Crosstex
 CryoSurgery, Inc.
 Cumberland Swan
 CWI Medical
 Dale Medical
 Derma Sciences
 Detecto
 DeVilbiss Healthcare
 Devon Medical
 Diabetes Care - Metrika, Inc.
 Dial Corporation
 DJO, LLC
 Donovan Industries
 Doran Scales
 Drew Scientific
 Drive Medical Design & Manufacturing
 DUKAL Corporation
 Duro-Med Industries/Mabis
 Dynarex Corporation
 Employ+Ability
 Encompass
 Encore Plastics
 Energizer Battery, Inc.
 Enzyme Solutions, Inc.
 Erie Scientific Company
 Ethicon
 Exel Corporation
 Fashion Seal Uniforms
 Ferndale Laboratories, Inc.
 First Aid Only, Inc.
 First Quality Products
 Fotona Lasers
 Fougera & Company, Inc.
 GE Healthcare Technologies
 Genzyme Diagnostic
 Global Health
 GOJO Industries, Inc.
 Golda, Inc.
 Golden Technologies
 Graham-Field
 Graham Professional
 Harloff
 Hartmann-Conco, Inc.
 Hausmann Industries, Inc.
 Harvard Drug Group
 Health o meter
 Helena Laboratories
 Hospira
 HTL-Strefa, Inc.
 Huntleigh Healthcare, Inc.
 Hygenic Corporation
 IBF Corporation
 Immunostics
 Innovative Healthcare Corp.
 InSource, Inc.
 Instant Technologies
 Integrity Medical
 Invacare Corporation
 Inverness/Cholestech
 Inverness/HemoSense
 Inverness/PerMaxim
 Inviro Medical
 Iris Diagnostics
 Iris Diagnostics/StatSpin
 J&J Consumer
 J&J Wound Management
 J&J/Advanced Sterilization
 Jack Frost Laboratories
 Jant Pharmacal Corp.
 Joerns Healthcare
 Kennedy Webster
 Kimberly-Clark Health Care
 Kimberly-Clark Professional
 Kimberly-Clark/Ballard Medical
 Labsco
 Lagasse, Inc.
 Lakeside
 Leonhard Lang
 Lew Jan Textiles
 Llorens Pharmaceuticals
 Luxor
 LW Scientific
 Maico
 M.C. Johnson
 Mada Medical Products, Inc.
 Major Pharmaceuticals
 Maxant Technologies
 Micromedics
 Medical Action
 Medical Action/Winfield
 BioSafety
 Medical Chemical Corp.
 Medical Nutrition USA
 Medicom, Int.
 MediPurpose
 Metrex Research Corp.
 Metro
 Micro-Scientific Industries
 Micro-Tech
 Midmark Corporation (Ritter)
 Midmark Diagnostic Group
 Miltex, Inc.
 MJM International Corp.
 Moldex-Metric, Inc.
 Molnlycke Health Care
 Myco Medical
 MyOfficeProducts, Inc.
 ndd Medical Technologies
 Nestle Healthcare Nutrition
 Network Services
 New World Imports
 Nihon Kohden America, Inc.
 Nikomed USA, Inc.
 NK Medical
 Omni International
 Omnimed, Inc.
 Omron Healthcare, Inc.
 Orasure Technologies, Inc.
 Owen-Mumford
 Parker Laboratories, Inc.
 PDI -Professional Disposables
 Persona Medical
 Pfizer, Inc.
 Philips Healthcare
 Plasti-Products, Inc.
 Polar Ware Company
 Polymer Technology Systems
 Precision Dynamics
 Propper
 Price Chopper Medical
 Principle Business Enterprises
 Pro Advantage by NDC
 Profex Medical Products
 Protect-A-Bed
 Puritan
 Quidel Corporation
 RD Plastics Co.
 Reister
 Roche Diagnostics
 Rubbermaid Commercial Products
 Rusch
 Safetec of America
 Sage Products
 SAJ Distributors, Inc.
 Salk
 Scott Specialties
 Screening Devices Canada
 SD Canada
 seca Corporation
 Seiler Instruments
 Sempermed USA
 Shippert Medical Technologies
 Siemens Diagnostics
 Simport
 Skil-Care
 Sklar Instruments
 Smart
 Smith & Nephew, Inc.
 Smiths Medical ASD, Inc.
 Smiths Medical PM, Inc.
 Solon Manufacturing Co.
 Southwest Technologies, Inc.
 SpecLinc, Inc.
 SR Instruments
 Stanbio Laboratory, L.P.
 Stryker
 Sultan Healthcare
 Summit Doppler Systems
 SunTech Medical, Inc.
 Surgical Specialties/Look
 Tuttnauer
 Tech-Med Services
 Teleflex Medical, Hudson RCI
 Terumo
 Tex-Care Medical
 Thermo Fisher
 Thomaston Mills
 TIDI Products, LLC
 Time-Med Labeling Systems
 Triad Medical
 TriMira, LLC
 Tronex
 Tuttnauer USA Co. Ltd.
 Ultron Technologies
 Val Med
 Viasys NeuroCare (Nicolet)
 Vulcon Technologies
 Waldmann Lighting Co.
 Welch Allyn
 Wolf X-Ray Corporation
 Zoll Medical



Customer Information

Ordering Options

Phone: 866-588-3888 631-844-0055

Our fully trained Customer Care representatives are ready to assist you with ordering, and, or answering any questions you may have with Health Care Products. From Nutrition to Equipment & Everything in between, please call Monday through Friday from 8:30am to 5:00pm (EST).

Fax: 866-588-3337 631-844-9095

Orders can be faxed 24 hours/day, 7 days/week.

Please be sure to provide:

- Billing & Shipping Address
- Purchase Order Number, if applicable
- Your name & telephone number
- Product numbers/description
- Unit of measure & quantity ordered

Website: www.cwiquality.com

Order on-line at www.cwiquality.com. With an activated account, you can:

- Research Products
- Retrieve Pricing
- Create, Update & Edit Shopping Lists
- View and Order from Buying History or Quotes
- Review Open Orders
- Review & Print Invoices
- Update On-line Account Information
- View Real-time Inventory
- Access Item Promotions & Deals

Payment Information

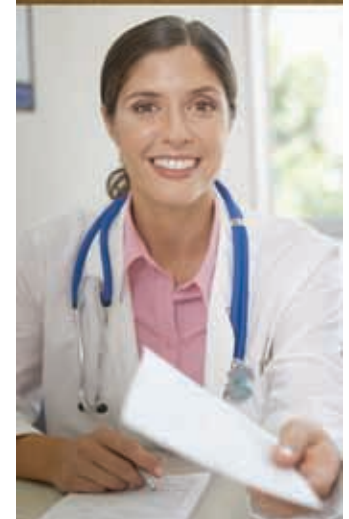
Open An Account

Connetquot West offers terms account purchases subject to our open account terms and satisfactory credit references. We also offer convenient payment terms. For a credit application, download a form at www.cwiquality.com, or call 1-866-588-3888.



Other Payment Options

- Prepayment by check or money order.
- All major credit cards: Visa, Mastercard, American Express, & Discover





Connetquot West, Inc.
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CORPORATE OFFICE

Connetquot West, Inc.
200 Allen Boulevard
Farmingdale, New York 11735

ORDERING/CUSTOMER SERVICE

Tel: 1-631-844-0055
Toll Free: 1-866-588-3888
Fax: 1-631-844-9095

Website: www.cwiquality.com



Creating a Healthier Community ✦

- ◆ Medical & Surgical Instruments
- ◆ Diagnostics
- ◆ Exam Room
- ◆ Disposables, Tubing & Kits
- ◆ Pressure Management
- ◆ Enteral & Nutritional Supplements
- ◆ Bathroom Safety
- ◆ Incontinence
- ◆ Skincare
- ◆ Wound Care & Emergency
- ◆ Fall Prevention
- ◆ Aids to Daily Living
- ◆ Patient Room & Care
- ◆ Mobility & Ambulatory
- ◆ Textiles

