



Sales Bulletin - 101124
Systems for Award Management –
Renewal.

Your access to VA and Department of Defence Facilities.

When selling HemaClear into military hospitals and VA medical centers, you may receive a request from material managers for a SAM number. The System for Award Management (SAM) is the Official U.S. Government system that consolidated the capabilities of previous systems. SAM numbers are used by the DOD and VA to identify vendors selling products and services to those facilities. When a buyer looks up our SAM number, they can view our pricing, terms and shipping conditions.

Our active SAM number is **KKEGTSFJ1MA7**, and the companion Commercial and government Entity code (CAGE) is **7F3K5**.

Our SAM number opens up more opportunity to improve your business and earnings. The VA system alone has more than 1,400 facilities, making it the largest single health-care delivery system in the United States. Included in that number are 151 medical centers and 827 outpatient clinics. Knee replacements and Hip replacements are one of the common orthopaedic surgeries performed in VA hospitals*.

In rare instances, a DOD facility will require that the sale of consumable products, like HemaClear, be through a DLA registered Prime Vendor. If you have this occur, call me for the name of our Prime Vendor; otherwise all sale go through OHK.

With more than 2 million cases using HemaClear to date, there have been no reported cases of nerve injury. Compare that with the estimation of 1 in 4000 cases with the pneumatic tourniquet result in nerve injury** - the value from using HemaClear is strong for hospitals serving Veterans.

For your questions and comments about penetrating into government facilities, please contact me at Larry@hemaclear.com or give me a call at 951-255-9297.

Good Selling,

Larry



* *Osteoarthritis Cartilage*. 2010 Dec; 18(12): 1639–1642. *J Bone Joint Surg Am*. 2007 Apr;89(4):780-5.

** *J Bone Joint Surg [BR]*;2006;88-B:1090-2.

