



Axiscare Health Logistics



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One hundred percent puerto rican

Axiscare Health Logistics is a major distributor and wholesaler of medical and surgical equipment and supplies on the island of Puerto Rico. It was founded in 1986, has 350 employees, and operates out of a 100,000 square foot facility in Toa Baja. Its products come from hundreds of U.S. manufacturers. One of its divisions sells to doctors, hospitals, physician groups, and emergency treatment centers; another division sells directly to the island's Medicare and Medicare

Advantage patients; a third services third-party logistics customers.

Some of the company's medical devices and supplies include: Commodes, Urinals, and Bedpans; Continuous Passive Motion (CPM) Devices; Blood Glucose Monitors and Supplies; Heat and Cold Applications; Hospital Beds; Manual Infrared Heating Pad Systems; Pneumatic Compression Devices; Pressure Reducing

Beds, Mattresses, Overlays, and Pads; Traction Equipment; Transcutaneous Electrical Nerve Stimulators (TENS) Units; Canes and Crutches; Patient Lifts; Power Operated Vehicles; Seat Lift Mechanisms; Walkers, Wheelchairs and Accessories; Orthoses; Breast Prostheses and Accessories; Ostomy Supplies; Tracheostomy Supplies; Urological Supplies; Nebulizer Equipment and Supplies; Oxygen Equipment and Supplies; Ventilators, Accessories and Supplies; Surgical Dressings; and Diabetic Shoes and Inserts.

Alberto Camara is Vice President and Chief Operating Officer of Axiscare. He believes that his company is a leader in its sector “not because we sell more than our competitors, but because we bring better customer service – we have just-in-time delivery.” Camara explains that if Axiscare gets an order from a hospital before 11 AM, it will guarantee delivery that afternoon,

AT A GLANCE

WHO: Axiscare Health Logistics

WHAT: Wholesaler and distributor of medical equipment and supplies

WHERE: Toa Baja, Puerto Rico

WEBSITE: alberto.camara@axcare.com

anywhere on the island. “We have a huge commitment to our customers and our patients,” he adds.

Sonia Flores is Axiscare’s Procurement Director. She maintains that the company’s success also can be at



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Helping Puerto Rico Embrace Better Care

AxisCare wants to help Puerto Ricans lead a better quality of life by providing them with the highest quality products at the best possible cost. As a trusted partner to AxisCare, that's the mission of Omnis Health, too.

AxisCare offers the Embrace Blood Glucose Monitoring System

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For more information contact AxisCare at +1 787 251 2323. For information on Embrace® products call Omnis Health at 1-877-979-5454.

Omnis Health offers a full line of products for diabetes testing in humans, including a kit for women diagnosed with Gestational Diabetes, and a system designed specifically for diabetes testing in dogs and cats.





Omnis Health is committed to providing high quality, high value diabetes testing products while helping people improve their overall health. Our deep understanding of diabetes and the challenges facing people with diabetes allows us to adapt to the ever-changing healthcare environment and deliver dependable, affordable blood glucose monitoring systems.

Established in 2008, Omnis Health has quickly become a leader in blood glucose management products, obtaining a sizeable share of the Medicare mail order market. Quality products, strong infrastructure, industry insight, and a reliable supply chain make Omnis Health a trusted partner for the nation's leading pharmacies, durable medical equipment providers, wholesale distributors, medical professionals, and specialty retailers alike.

Omnis Health is committed to delivering its products at compelling price points for the diabetes testing industry by adhering to our 5-point promise:

- **Best In Class Products**

Omnis Health provides products that we would trust to give our own family members.

- **Profit Optimization**

Omnis Health supplies best-in-class products for reasonable prices so our customers can maintain profit margins in an ever-changing reimbursement environment.

- **Supply Chain Reliability**

Omnis Health supply chain can be counted on to get your products to you when you need them.

- **Superior Customer Service**

Omnis Health has friendly, knowledgeable staff to take your calls.

- **Branding Flexibility**

Omnis Health offers brand flexibility to strategic partners.

The Omnis Health product line is built around the Embrace® blood glucose monitoring system, including the Embrace® meter, which was designed with the end user in mind. Our primary development objective was to create a meter that maintains a high degree of accuracy while providing superior ease of use. Its large display and English/Spanish talking feature provides results users can both see and hear, offering double confirmation. Its molded design along each side of the meter makes for a more secure grip during the testing procedure. With a small blood sample size and fast test results, testing blood sugar levels has never been this easy.

The Embrace® meter, the EmbraceEVO™, and the EmbracePRO™ are all 'no coding' meters, which means fewer steps for users while testing their blood sugar. In addition, the built-in, 3-step verification system of Embrace® test strips ensures accurate results every time.

The Embrace® family of products is available at many retailers and mail service providers. For assistance in locating Embrace® products in your specific area, **call 877-979-5454. For more information, visit www.omnishealth.com.**



tributed to its intimate knowledge of the local marketplace. “Huge multi-national companies come here and try to take our market,” she says. “But they don’t know what the people really need. Even though we have partnerships in the states, we are one hundred percent Puerto Rican, looking for better service for our Puerto Rican people.” Camara agrees: “Every customer has different needs. We have the ability to find solutions for our customers; we have a staff that is knowledgeable about products and markets. That’s our real asset – our people.”

Camara says that the fourteen year-old company is now planning to enlarge its Toa Baja op-

eration. “We are going to expand our building because we are getting more market share in the hospital and physicians groups and in direct service to patients,” he says. “So we are going to need to expand our warehouse facility.” Axiscare is also planning to grow its territory. Currently its customers are either all on Puerto

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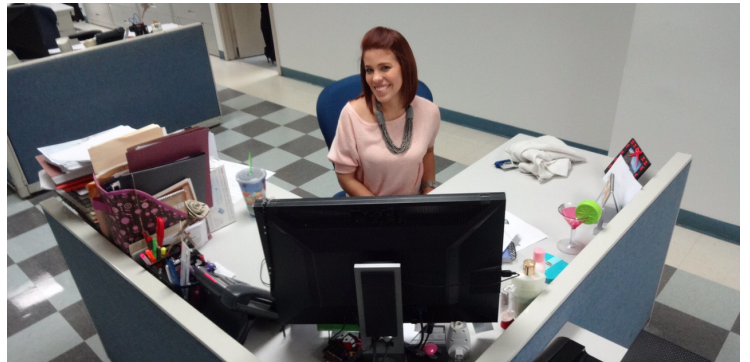
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Rico, or they are veterans hospital patients on the three U.S. Virgin Islands: St. Thomas, St. Croix, and St. John. “The owners of the company have the vision to capture the opportunities,” Camara states.

Axis Health Logistics is committed to its customers, its patients, its many vendor partners, and its local community. No doubt this one hundred-percent, Puerto Rican company will continue to thrive and grow for many years to come, supplying quality medical products and equipment when and where it’s needed.

PREFERRED VENDORS

Omnis Health - Established in 2008, Omnis Health quickly became a leader in blood glucose management products, obtaining a large share of the Medicare Mail Order market. Quality products, strong infrastructure, industry insight, and a reliable supply chain make Omnis Health a trusted partner for Durable Medical Equipment companies, wholesale distributors, and retailers, alike. It markets a line of feature-rich, no coding, Embrace blood glucose meters and monitoring products, which are cost-effective, and innovative, providing quality and value for its clients’ patients. www.omnishealth.com

Drive Medical Designs and Manufacturing - One of the fastest-growing, major manufacturers and distributors of durable medical equipment in the home healthcare, medical/surgical, and rehabilitation mar-

kets, Drive Medical provides mobility, bariatric, pressure prevention, self-assist, and rehabilitation products, including wheelchairs, beds, power scooters, electrotherapy devices, and pediatric and personal care products. - www.drivemedical.com

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