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October 4—6, 2023

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We are a leading designer, manufacturer and marketer of products and systems for use in acute and chronic respiratory care, surgery and the treatment of obstructive sleep apnea. Driven by a strong sense of purpose, we are working to improve patient care and outcomes through inspired and world-leading healthcare solutions. The needs of our customers and their patients drive everything we do. We call this commitment Care by Design.

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www.hqaa.org

HQAA provides a more efficient HME accreditation and post-accreditation services with a completely online process that includes individualized coaching.

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Carl Tuneberg, carl.tuneberg@ibsa.com, 817-542-2480, Midwest Region



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Medbill is a leader in DME revenue cycle management and has launched a new DME billing software, TrueSight. TrueSight was developed by the industry's brightest minds to help providers like you get the reimbursement they deserve on DME claims. This revolutionary software is designed to be comprehensive and intuitive to make the complexities of claim management simple.

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Nancy Reinicker, nancy.reinicker@medbill.com, 412-304-1556, US

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Movair has progressed **life-supporting therapies** that redefine treatment strategies and improve patient quality of life for over 30 years. Based in Austin, Texas, Movair connects patients and clinicians to trusted, life-empowering respiratory technology that helps people breathe better and live better. Through the implementation of simple but impactful improvements and the development of ground-breaking advancements, Movair is enabling continuous, effort-less, and inspired breath.

With over 60 years combined experience in respiratory care, Movair and Lowenstein Medical have partnered to deliver high-quality home ventilation to the United States. The LUISA non-invasive or invasive ventilator, with High Flow Therapy, is a 3rd generation life-supporting ventilator that represents the highest standards in German and U.S. product development, engineering, and manufacturing.

The LUISA home ventilator is a full-service life-supporting ventilator, and it is approved under PDAC/HCPCS codes for invasive ventilation (E0465) and non-invasive ventilation (E0466). All common modes of ventilation are offered, including A/C, SIMV, PS, MPV and TTV-VAPS-AE, with the added benefit of High Flow Oxygen Therapy, for better patient care and comfort.

The TTV-VAPS-AE mode offers unique comfort settings designed for improved patient compliance like sensitive inspiratory and expiratory triggers with inspiratory lockout, adjustable target volume speeds, pressure rise and pressure drop, flow-based auto-EPAP and a smart auto-rate algorithm.

With a combination of unique features and low cost of ownership, the LUISA home ventilator affords you a proven, reliable option for your physicians and their patients.

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www.oxygo.life or www.applied-inc.com

OxyGo and its brand Applied Home Healthcare Equipment produce ambulatory oxygen solutions with DME companies in mind. Both are known for their amazing customer service, sales, and marketing support. OxyGo POCs have been independently rated as the industry's best year after year, while Applied has been long trusted by providers for oxygen refilling, technical and regulatory support. We are committed to helping providers and dealers get the information and tools they need to be successful in the oxygen business. Visit our websites to learn more: oxygo.life and applied-inc.com.

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Philips Respironics is a global leader in the sleep and respiratory markets. We are passionate about providing solutions that lead to healthier patients, practices, and businesses. For us, innovation in sleep apnea management, oxygen therapy, noninvasive ventilation, and respiratory drug delivery is driven by gaining insight into the needs of our customers.

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Prochant is the leading reimbursement firm specializing in HME revenue cycle management. Partnering with Prochant equips businesses with essential resources for growth, aligning with the changing landscape of healthcare. With a solid history of aiding home-based care providers in achieving financial objectives, Prochant offers scalable solutions backed by advanced technology and years of expertise, solidifying its top-tier status in the healthcare sector. Based in Charlotte, North Carolina, our clientele encompasses national home-based care providers and health systems. Our expert revenue cycle management team, combined with AI-powered tools and analytics, positions Prochant at the pinnacle of efficiency and security for HME providers. Recognitions include a spot on the Inc. 5000 list of rapidly growing US private companies for the 3rd consecutive year, partnership with VGM and Associates, and the prestigious HITRUST CSF certification – a testament to our digital security standards. Discover our transformative back office solutions in home-based care at www.prochant.com.

**Exclusive for MAMES attendees, schedule a complimentary revenue cycle audit at <https://get.prochant.com/learn-more>.
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When customers choose Professional Medical (ProMed), they're not just getting a medical supplier. They're gaining a partner. We specialize in connecting our customers with education, resources and products that allow them to improve care, save time and reduce costs. Many of our customers have benefitted from our ability to help them identify "blind spots" in their business. Sometimes businesses become so accustomed to doing things a certain way that they might not see that their policies could be made more efficient, leading to reduced costs.

Our goal is to find the right balance between delivering great care and managing costs. With our shared vision, we can develop and achieve your organization's financial, operational, and clinical goals.

You expect excellent quality, dependable service and price leverage. This is where four of the five top suppliers stop. This is cost control. This is not cost management. Professional Medical will help you realize actual cost management.

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www.rtnow.net

In 'today's dynamic healthcare landscape, where terminology and trends shift rapidly, Telerespiratory stands as a beacon of modern care. To genuinely grasp its essence, it's pivotal to acknowledge its core: patient-centric care. Our team of licensed respiratory therapists goes beyond numbers, ensuring each patient receives genuine attention and care. While some may view us as a "for-hire" staffing entity, we offer a transformative edge. Our prowess is evident in our impressive 98% success rate in remote PAP setups and a consistently high compliance rate of over 80% across a myriad of HME companies and payor types. It doesn't stop there. Our patients feel the difference too, with 95% confidently adhering to their therapy.

In the age of AI and automation, we champion a different mantra: the value of Actual People (AP). While algorithms can crunch numbers, we believe in the irreplaceable human touch, where hospitality trumps mere service. As a virtual, forward-thinking company, we're not just about filling gaps. We tackle inefficiencies head-on, from administrative burdens to innovative solutions for longstanding challenges. Our unparalleled commitment is evident as our clients praise our 96% patient satisfaction rate for PAP setups. This isn't just a number; it's a testament to the quality, efficiency, and profit potential we bring to the table. If you're driven by passion to make transformative strides in healthcare and seek genuine, lasting solutions, we invite you to collaborate with us. Together, let's redefine the boundaries of Innovation, Quality, Success, Partnership, and Solutions.

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Sarah Newby, Director of Sales & Marketing, sarah@strategicofficesupport.com, 281-712-7576



www.thecomplianceteam.org

Founded in 1994 by CEO Sandra (Sandy) C. Canally, RN, The Compliance Team, Inc. (TCT) is a nationally recognized healthcare accreditation organization (AO); authorized by the Secretary of Health and Human Services (HHS) to accredit DMEPOS, Rural Health Clinic (RHC), Home Infusion Therapy (HIT), and Patient-Centered Medical Home (PCMH) organizations.

Every DMEPOS and Community Pharmacy program includes expert-led implementation guidance, and access to product-line and service specific P&P templates, self-assessment checklists and examples of all required documentation. Integral to our history and connection to MAMES and its members, TCT also hosts the DMEPOS industry's oldest and largest patient satisfaction reporting and benchmarking database; their fully digital Patient Satisfaction Measurement™ (PQM) web portal is now available to all qualifying participants.

The Compliance Team also offers a full suite of industry-leading Exemplary Provider® accreditation and certification programs for community pharmacies, drug store chains, clinics, local public health departments, and physician practices.

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In today's competitive climate, HME Providers need automation, security, and performance to grow and succeed. Computers Unlimited brings you these and more with the most comprehensive business management platform, TIMS®.

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Simply put, through technology, tradition, and transformation, Computers Unlimited is the strategic partner you need. Our company delivers the right mix of software, service, and support that will empower you to grow your business to its fullest potential.

Gail Turner HME Software Sales Consultant gail@cu.net 406.255.9578

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VGM & Associates is the nation's largest and most comprehensive Member Service Organization (MSO) for post-acute healthcare including DME/HME, Respiratory, Sleep, Wound Care, Complex Rehab, Women's Health, Home Modifications, and Orthotics & Prosthetics providers. Over 2,500 providers with nearly 7,000 locations rely on VGM to connect them to valuable resources every single day.

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Beyond HME, industry specialists in Resupply and patient outreach solutions, providing a complete resupply solution. Our live calling services are designed to ensure your patient's resupply needs are always taken care of. Our team of 100% US based experienced call agents are experts in all resupply software platforms. Focusing on patient education and superior care is our priority and with that, you can count on best-in-class outcomes. Our comprehensive programs include multi-modality contacts, full order processing, quality assurance reviews and extensive reporting and analytics. In addition, we've partnered with industry leaders, ACU-Serve and S3, to provide a seamless, complete end-to-end solution to providers looking to start, grow or expand their resupply programs. Offering multiple disease state services as an added benefit we truly are all encompassing.

Beyond HME was founded by industry veteran, James Dragatsis, former founder and President of AllCall Connect which was acquired by ResMed / Brightree in 2017. James continued as President of Brightree Live Call for four years before establishing Beyond HME in January 2023. Together with Margaret Lindskog, our COO, also an Industry veteran overseeing all Brightree and SAAS Live Calling with over 400 HME Customers and 500,000 + patients as the former Sr Director of Customer Success. Our team is comprised of well-trained, professional, and caring employees. We partner with each of our clients and are truly an extension of your business. We believe communication is key and we look forward to continuing to partner with our clients to grow their resupply business. Know the difference and see why we are the best choice for you!

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www.brightree.com

Brightree is an award-winning healthcare IT company that provides intuitive cloud-based solutions expertly designed to streamline workflows, optimize business performance, and improve patient outcomes. Delivering world-class innovation to HME, pharmacy and home infusion providers, out-of-hospital care organizations rely on Brightree's industry-leading integrated technology to provide seamless digital experiences and end-to-end connected care.

Through automated text and email communication, electronic documentation and signature capabilities, and virtual patient and caretaker support, Brightree has set a new standard for real-time personalized care. Brightree's intelligent business management tool utilizes data-driven insights to help boost productivity, eliminate inefficiencies, and simplify business operations giving providers clear direction on how to better serve their patients.

Brightree's scalable solutions work to mitigate common challenges that pertain to reimbursements, interoperability, and compliance leading to long-term business success. Brightree is a wholly owned subsidiary of ResMed (NYSE: RMD, ASX: RMD). To learn more, visit www.brightree.com and follow @Brightree on Twitter.

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www.compasshealthbrands.com

Compass Health Brands is a consumer medical products company headquartered in Middleburg Heights, OH. Our company's focus is on improving lives by bringing unique and innovational products to those who require assistance with their daily lives.

Compass Health Brands was created through the merger of Roscoe Medical and Carex Health Brands. The name "Compass Health" was chosen by both organizations to reflect the company's deep industry knowledge and understanding of the complexities of today's health care environment and ability to help those it serves navigate and set new direction for better patient outcomes and bottom line growth in the evolving landscape

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www.essity.com

Essity comprises of the categories Incontinence Products, and Health and Medical Solutions, with sales in the healthcare sector. The offering includes **TENA** incontinence products, **Cutimed** and **Leukoplast** wound care, **JOBST** compression therapy, **Actimove** orthopedics, and **Delta-Cast** casting and splinting. Our purpose is to break barriers to well-being for the benefit of consumers, patients, care givers, and customers across the globe. As well as for the benefit of society and the planet. We develop, supply, and sell products and solutions that enable superior hygiene outcomes and experiences at home as well as away from home.

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Kelli Stack, Kelli.Stack@essity.com, 614-915-8395, Key Account Manager, Central/Midwest



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GEMCO Medical is a leading wholesale distributor and third-party logistics provider of medical and diabetes supplies. They offer a wide range of products, including continuous glucose monitors (CGMs) and insulin pumps. With a commitment to *Helping You Help Your Customers*®, GEMCO Medical delivers exceptional value through its drop-ship programs, fast shipping, competitive pricing, and reliable industry expertise. They proudly hold accreditation from the National Association of Boards of Pharmacy (NABP) and certification from HITRUST.

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www.nikohealth.com

NikoHealth is a simple yet powerful end-to-end workflow and billing software for today's DME/HME providers. Featuring an industry-leading user interface and advanced automations, our comprehensive platform serves as your one-stop shop to elevate your business to the next level.

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A Global Leader in Respiratory Care since 1982

Precision Medical Inc. is a global medical device manufacturer specializing in respiratory medical equipment. Headquartered in Northampton, Pennsylvania, we are proud to be an American, family-owned company that provides hospitals and individuals worldwide with dependable medical products.

All product lines, fittings, and parts are handcrafted by people on a production line, not mass-produced. Our team performs multiple steps and tests to ensure each product and part is accurately assembled. This allows us to offer high-quality, built-to-order products to our customers. For 40 years, we have been committed to precise engineering, superior craftsmanship, and rigorous testing for maximum product dependability.

Precision Medical's hospital products provide accurate oxygen, air, and suction administration to enhance comfort and positive patient outcomes. We bring hospital-quality respiratory products to patients in their homes with our homecare line including portable oxygen concentrators, air compressors, and aspirators. Additionally, we manufacture a broad range of medical fittings such as adaptors, couplers, and quick connects in all major styles. All our hospital products and medical fittings are fully customizable to target the specific needs of our individual users.

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www.zopec.com

Zopec Medical is a leading manufacturer of small and lightweight UPS batteries for respiratory care. We provide transport solutions for a wide range of therapies including High Flow Nasal Cannula (HFNC), High Frequency Oscillatory Ventilation (HFOV), Heated Humidifiers, Ventilators, Cooling Devices, Neonatal Isollets, PAP machines, home oxygen, and more. Our batteries are being used worldwide and customers include Hospitals, Air Medical Transport teams, Ambulance Transport teams and Homecare DME's. Our mission is to provide innovative, safe and effective medical products to improve patient care and save lives.

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American Midwest Sales, LLC

American Midwest Sales, LLC is an independent rep sales organization covering a 13 state midwestern geography including WI, IL, ND, SD, IA, MO, KS & NE. We represent quality manufacturers, including Applied HHE OXYGO, DJO/Enovis, Joerns Healthcare, Journey Health & Lifestyle, Pedifix, Penco Medical and Sitnstand.

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www.bocusa.org

The Board of Certification/Accreditation (BOC) is an independent, not-for-profit organization dedicated to supporting quality patient care by offering highly valued DMEPOS certifications for professionals and CMS-deemed accreditation for businesses. BOC credentials assure patients, physicians, professional organizations, government agencies/representatives, and the public at large of the competence, professionalism, and safe practice environments of BOC-certified professionals and BOC-accredited businesses. BOC offers nationally acclaimed, award-winning customer service and is recognized by Medicare and third-party payers as meeting national standards.

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Daniel Holsey, daniel.holsey@bocusa.org, 410.753.8735



www.convatec.com

Convatec is a global medical products and technologies company focused on therapies for the management of chronic conditions, leading in advanced wound care, ostomy care, continence, critical care, and infusion devices.

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Joseph Golota- Regional Sales Manager- JGolota@medline.com, 224-517-2510



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Lexi Morrison, lexi.morrison@medkarmarc.com, (803) 626-7038, Territory - South East



www.mkbattery.com

MK Battery supplies sealed VRLA batteries, both Gel and AGM, to the Complex Rehab and HME market for use in power mobility equipment. We also market a comprehensive line of Medical Device and Accessibility Replacement batteries for use in respiratory, IV, lifts, and other clinical and access devices. Our national distribution system assures fast, efficient delivery with EPA-certified recycling services.

Adam Gardner, (314) 330-5599, agardner@mkbattery.com, Midwest Sales Territory

James Herron, (612) 791-7050, jherron@mkbattery.com, Operations

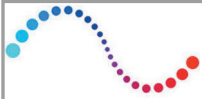


www.reacthealth.com

React Health, is a privately held, U.S. headquartered developer, manufacturer and distributor of medical devices for the treatment of sleep-disordered breathing, ventilation, and oxygen therapy. Our line of CPAP, Auto-CPAP and Bi-Level devices are full featured with comprehensive compliance and efficacy data reporting. Our CPAP masks are among the most comfortable masks available. Our React Health Connect is a patient management system that allows for a cloud-based solution to compliance data reporting, and was designed from the ground up with payer hooks for easy data integration with third-party software and private payers. React Health is always looking for new ways to enhance patient comfort and provide new solutions for respiratory patient care.

Kyle Neese, Strategic Account Manager (Midwest), kyle.neese@reacthealth.com, 630-532-0738

MAMES SILVER EVENT SPONSORS!



ResMed

Here at ResMed we come to work with a focus on building and supporting technology that helps people live healthier, happier lives. It began over 30 years ago with the invention of a machine that helped people breathe easier and sleep better. And it continues today with digital health solutions that help keep people out of the hospital.

We're leading the way in cloud-connected medical devices that transform care for people with sleep apnea, COPD and other chronic diseases. Our comprehensive out-of-hospital software platforms support the professionals and caregivers who help people stay healthy in the home or care setting of their choice.

Lily Olejar, Lily.olejar@resmed.com, 612-477-0838, Minnesota

Joseph Henkle, Joseph.henkle@resmed.com, 414-552-1064, Wisconsin

www.resmed.com



www.rhythmhc.com

Rhythm Healthcare exists to bring comfort, safety, independence and hope to people that connect with our brand.

Kyle Fetters, kfetters@rhythmhc.com, (816)835-7462, Regional Manager

Scott Anderson, sanderson@rhythmhc.com, (913)634-7235, Iowa, Nebraska, Kansas, Missouri, Arkansas

Rndsoft

www.rndsoftech.net

RND is a remote staffing company that provides experienced staff at \$7/hour. These staff can handle all the back office needs of DMEs/HMEs such as insurance verification, authorization, intake, obtaining medical documents, creating sales orders, billing, denial management, and payment posting, etc. RND has more than 24 years of experience working with healthcare companies in the US. With HIPAA and Information Security Management Systems certifications from global certification bodies, RND ensures uncompromised information security to its clients. RND also provides a one-month free trial. Companies can collaborate with RND and lower their costs by a whopping 60%! Without having to worry about the daily repetitive tasks, companies can now focus on growing their business while keeping their costs low.

PRADEEPKUMAR NAGANATHAN, pradeepn@rndsoftech.com, 281-763-0455, All states

RAJESH GUNAKARAN, grkumar@rndsoftech.com, 844-763-7638, All states

RAJESH RAGHUPATHI, rajesh@rndsoftech.com, 281-846-3897, All states

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www.sleepcoaches.com

Leaders in CPAP Compliance & Resupply Management: Maximize your patient compliance and revenue by utilizing our Sleep Coaches for your patient outreach.

Our clinically trained Coaches engage with your patients at their level of readiness to lead and guide the desired behavior change to achieve optimum Compliance and Resupply Therapy/

- Increase Your CPAP Compliance Rate by 10-20%
- Increase Resupply Orders and Revenue by 35—75%
- Integrated Patient Engagement Model: Live-Call, Texting, Email
- Improve Your Operational Efficiency and Staffing Needs
- Maximize Patient Retention while Increasing Your Provider Referrals

Scott Boardman, 612-240-3484, scott@sleepcoaches.com

Erica Thelen, erica@sleepcoaches.com



www.stander.com

For the last 20+ years Stander has been designing and bringing to market the most innovative, stylish, and functional mobility aids. Our focus is bringing cash-sale retail products to your store with our Stander, Signature Life, and Trust Care brands. Each product we make comes with a sell-through guarantee for your store and a lifetime satisfaction guarantee for your customer. We offer some of the best POP displays in the industry to showcase our best-selling products.

Jason Howell, jason@stander.com, 435-755-0453 ext 130, National Sales Manager



www.tacticalbackoffice.com

Born out of necessity, Tactical Back Office is a specialized Staffing Agency that provides dedicated, remote personnel trained for the Healthcare industry focusing on DME/HME. Our team of highly skilled professionals is trained in industry software, possesses exceptional communication skills, and exhibits unwavering reliability.

Since 2016, we have continued to help hundreds of small and medium sized businesses improve the remote staffing experience without the risk. We rigorously train and prepare our staff in DME and Sleep Lab environments for 6-8 weeks with real patients and data, so they're accustomed to "real situations!"

Our clients screen and approve the candidates we prepare according to their specific needs and help facilitate the onboarding. Focus on your core business. We'll take care of recruitment, training and benefits.

Corey Smith, csmith@thetbo.com, 816-423-9571, Providing staffing solutions for the United States & Canada

MAMES SILVER EVENT SPONSORS!



www.tracemedical.com.com

Trace is the nation's leading ventilator rental solution and biomedical service provider. Our extensive inventory pool includes Trilogy Evo, ResMed Astral 150, Breas Vivo 45LS, React VHome, Movair LUISA, and other advanced respiratory products. Trace has expanded our Bio-Medical Services through the acquisition of Medequip Service Solutions and Bio-One, with a focus on the service and repair of Paps, Ventilators, Cough Assist, and POCs. Trace Biomedical offers the industry's lowest pricing, free return shipping, and a one-year warranty on all repairs, covering BOTH parts and labor. We recently released myTrace; A GPS device that subtly attaches to equipment and provides full data reporting (battery life, temperature, geo-fence, GPS location). myTrace ensures full visibility of equipment and minimizes the risk of an asset not being returned.

Pam Eaton, BioMedical Sales Manager, peaton@tracemedical.com; 501.358.2550, national

Rachel Marion, Sales Specialist, rmarion@tracemedical.com; 614.499.0478, national



www.tranquilityproducts.com

For over 30 years, Tranquility® has manufactured super absorbent products that significantly improve the quality of life for individuals and their caregivers. We continually innovate our products to help eliminate odor, deter skin breakdown, lengthen wear time, and minimize risk of wounds and infection. We offer a range of styles and sizes, providing the perfect product for your customer's individual needs.

Bariatrics: As a pioneer of bariatric incontinence care, Tranquility was one of the first to manufacture a plus-sized brief.

Youth Sizing: Your customers who have children with complex medical conditions may need to order incontinence products for a lifetime.

Medicaid Expertise: Tranquility offers a complete line of incontinence products in three levels of protection and multiple pricing tiers, and our on-staff Medicaid Specialist can review your product portfolio to help you maximize your Medicaid bottom line.

Sales and Marketing Support: Tranquility works with your business to support successful growth. Become a Tranquility Dealer for access to premium products and solutions so we can grow our businesses, together.

Jon Culver, jculver@pbenet.com, 800-467-3224 ext 356 ND, SD, MN, NE, KS, IL, IA, MO, MI, WI, AR, OK



www.portal.vivehealth.com

Vive Health is a manufacturer of over 600 DME products with nationwide distribution capabilities through three strategically located warehouses across the United States. We specialize in 1-2Day Free Shipping, Competitive Pricing on Unique Products, Retail Solutions and UnMatched Service through Dedicated Sales Representatives.

Sam Vail, Director of Sales, sam.vail@vivehealth.com, 239-255-5387 Territory: all of US

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MAMES DIAMOND EVENT SPONSORS!



www.achc.org

Accreditation Commission for Health Care (ACHC) is a nonprofit with over 35 years of experience promoting safe, quality patient care. As a national leader in accreditation, ACHC is known for providing value, integrity, and the industry's best customer service. ACHC develops solutions trusted by healthcare providers nationwide and is committed to delivering exceptional, personalized service and a positive, collaborative accreditation experience tailored to individual needs. ACHC has CMS deeming authority for multiple programs and offers a full range of accreditation and certification options across the continuum of care, giving organizations a superior, comprehensive solution for accreditation needs.

Kris Ravotii, KRavotii@achc.org



www.caireinc.com

CAIRE Inc. leverages its rich legacy in oxygen technology expertise to develop and market innovative solutions in support of the long-term health and wellness of people with chronic respiratory conditions. Our time-proven portfolio of brands includes oxygen therapy devices designed for portable, at-home and military use. These include the premier portable oxygen concentrators the FreeStyle Comfort and Eclipse 5, and the stationary oxygen concentrators the Companion 5 and NewLife Intensity 10.

Art Stelken, Clinical & Respiratory Sales Manager, 314-681-0005, art.stelken@caireinc.com



www.corkmedical.com

Cork Medical is a medical device and support surface manufacturer that specializes in designing and manufacturing innovative products for the treatment and prevention of wounds. The company product line consists of Negative Pressure Wound Therapy, Specialty Mattresses, and Cushions.

Noah Graham, Business Development Manager, ngraham@corkmedical.com, 317-361-4115

Colin Fierek, Business Development Representative, cfierek@corkmedical.com, 317-361-4566



www.directsupply.com

Direct Supply is a healthcare technology company that manufactures and distributes DME to home health and senior living providers. We have been in business for almost 40 years as an employee-owned business with 1300 employees based in Milwaukee, WI.

Nick Robenhorst – nrobenhorst@directsupply.com – 414-358-7369

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www.nestlehealthscience.us

Nestlé Health Science, a wholly owned subsidiary of Nestlé, is committed to empowering healthier lives through nutrition for consumers and in healthcare. Through innovation and leveraging leading edge science, we bring forward innovative nutritional and nutrition enabling solutions with clinical, health economic value and quality of life benefits. (www.nestlehealthscience.us)

Daniel Shield, Manager National Account Sales, daniel.shield@us.nestle.com, (331) 229-6404

Paula Barnett, Sr Manager National Accounts Sales, paula.barnett@us.nestle.com, 860-345-2650



www.o2-concepts.com

O2 Concepts' innovative POCs provide reliable, continuous flow – delivered in a leading-edge design with advanced technology, unmatched durability and extended battery life. We have recently introduced the Oxlife Liberty, the first continuous flow wearable POC available. Our POCs feature intelligent, device-initiated cellular technology that connects DMEs with device data for new levels of operating efficiency, asset management and inventory control.

Ryan Herman, Territory Sales Manager, 612-443-5278, rherman@o2-concepts.com



www.pridemobility.com

Pride Mobility Products® Corporation is the world's leading designer and manufacturer of mobility products including Jazzy® Power Chairs, Go-Go® Travel Mobility, Pride Mobility® Scooters and Pride® Power Lift Recliners. The Pride® family of companies also includes Quantum Rehab®, a leader in complex rehab power chairs, as well as Stealth Products®, the foremost manufacturer of positioning components. Headquartered in Duryea, Pennsylvania, Pride also has operations in Las Vegas, Mississippi, Florida, Australia, Canada, China, France, Germany, Italy, the Netherlands, New Zealand and the United Kingdom. Please visit pridemobility.com.

Weston Spriggs wspriggs@pridemobility.com Retail Mobility Sales Representative AK/MN/IA/SD/ND/N. WI/E. NE ., 720-534-5765

Dean Jones djones@quantumrehab.com Sr. Rehab Product Specialist Midwest Region, 763-300-8768

Megan Stahl mstahl@quantumrehab.com Rehab Product Specialist Midwest Region, 952-261-7359

www.sigvaris.com



Sigvaris offers high quality and innovative medical compression wear for most medical needs, ranging from standard medical level to highly sophisticated solutions for specific indications and complex edemas. Our range of graduated compression socks and stockings are made to fit you in any activity, need, or lifestyle.

Cory Kramp, Regional Sales Manager, Cory.kramp@sigvaris.com, 612-655-9276, W.NY, W.PA, WV, OH, KY, TN, MI, IL, AL, MS, MO, KS, AR, NE, IA, SD, ND, MN, WI

Kris Peeler, Executive Territory Manager, Kris.peeler@sigvaris.com, 612-300-6889, ND, SD, MN, WI (except Milwaukee metro)

MAMES DIAMOND EVENT SPONSORS!



www.trellahealth.com

Trella Health's unmatched market intelligence and purpose-built CRM allow post-acute providers and suppliers to drive more effective performance and growth. Trella's solutions allow HME organizations to identify the highest-potential referral targets, evaluate new market opportunities, and monitor performance metrics.

Paired with CRM and EHR integrations, business development teams can better manage referral relationships to advance their organizations with certainty by improving their sales and marketing strategy.

Trella Health's Marketscape platform provides a single, integrated workflow to meet all your growth needs.

Trella Health's Marketscape platform includes:

- Marketscape Insights: Powered by a robust and up-to-date claims data source including 100% of Medicare Part A and B Fee-for-Service claims, Medicare Advantage, Medicaid, and Commercial claims, Marketscape Insights provides full market visibility to help HME suppliers better target high potential referrals sources and compete for referrals.
- Marketscape CRM: A market data-infused relationship management system for real-time sales visibility, opportunity management, and referral pipeline acceleration.
- Marketscape Connect: Trella offers EHR Integrations and API connections for measuring conversion rates, monitoring referral stages, and advanced connectivity.

Dusty Allen, kallen@trellahealth.com, 606-682-5060

Hannah Ryba, hryba@trellahealth.com, (219) 406-3205 Midwest

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MAMES DISPLAYING MEMBERS!

BREAS

www.breas.com

MAMES VIP Partner

At BREAS our mission is to **improve the quality of life** and care of respiratory patients around the world through a personal commitment to innovation, quality, and customer focus.

Offering solutions for ventilation, airway clearance and sleep therapy.

Scott Barth, 952-412-9137, scott.barth@breas.com

 **Coloplast**

www.coloplast.us

MAMES Corporate Partner

Coloplast develops products and services that make life easier for people with intimate healthcare needs. Working closely with the people who use our products, we create solutions that are sensitive to their special needs. Our business includes ostomy care, continence care, wound & skin care and interventional urology.

Madi Cook, usmadc@coloplast.com, 612-757-0131

 **inogen**

www.inogen.com

MAMES VIP Partner

Inogen, Inc. is a leading global medical technology company offering innovative respiratory products for use in the homecare setting. Inogen supports patient respiratory care by developing, manufacturing, and marketing innovative best-in-class portable oxygen concentrators used to deliver supplemental long-term oxygen therapy to patients suffering from chronic respiratory conditions. Our compact, lightweight, and travel-ready portable oxygen concentrators are designed to provide patients an alternative from heavy tanks, managing tank refills or being tethered to stationary systems. We believe our products allow oxygen therapy patients to reclaim their mobility. With each step we take to improve our products and service, our customers take another step toward more active lifestyles.

Jay Miller, jay.miller@inogen.net, Midwest

MAMES DISPLAYING MEMBERS!

Belluscura

www.xploroxxygen.com

Belluscura is a medical device company based in the United States that was founded in the United Kingdom. Our mission is to help people around the world improve their quality of life by utilizing patented oxygen enrichment technology in our portable oxygen machines.

Belluscura was established on our founder's idea to reinvent oxygen therapy to better serve all patients and improve their health and financial outcomes. While working to dispel myths and stigmas associated with oxygen treatment, Belluscura also adheres to the motto "Mission First, People Always" by collaborating with various organizations to promote healthier communities. Belluscura aspires to be a breath of fresh air in the Oxygen Therapy arena by focusing on patient-centered experiences and oxygen innovation.

Recognizing a need for improved performance, connectivity, and patient access to novel enriched oxygen treatment platforms we developed the X-PLOR Portable Oxygen Concentrator. The X-PLOR weighs 3.75 lbs with a lightweight design that is perfect for patients looking to replace their heavy, metal oxygen tanks and live a more mobile, active lifestyle.

Staying true to our mission of reinventing oxygen therapy with innovative technology, Belluscura has now also developed the DISCOV-R™ Portable Oxygen Concentrator. An Airgonomical™ design with patented ModulAir™ technology that produces more oxygen by weight than any other portable oxygen concentrator (POC) in its class, this compact POC has 8 pulse flow oxygen settings and 4 continuous flow settings delivering up to 2LPM, while weighing only 6.5lbs.

Both the X-PLOR and DISCOV-R are Bluetooth®-capable and can be connected to your mobile device through our newly developed Nomad Biometrics™ App. Patients will be able to track their breath rate, oxygen usage (hours used), pulse volume, battery life, and alarm history.

Taylor Lewis, Taylor.lewis@belluscura.com, 214-801-2726

BEMES

www.bemes.com

BEMES is a rental and service company specializing in respiratory and critical care equipment. We are a family-owned business and have been providing rentals and service for over 40 years. BEMES services the entire US with sites in the Northeast and Midwest. BEMES is committed to reducing our carbon footprint with several green initiatives including solar panels to power our warehouse, native plants, paperless invoicing, and multiple bee hives on site.

Bob Richardson, 636-399-9049, brichardson@bemes.com

MAMES DISPLAYING MEMBERS!

Digital Conversation

www.digitalconversation.net

Experience Our Digital Communication Ecosystem. Connect, Interact and orchestrate personalized interactions with your patients, clinicians and partners.

What Does Digital Conversation Offer? Digital Conversation is a secure, cloud based platform where healthcare organizations implement our digital communication ecosystem and solutions. We explore with an organization on how and where to deploy a messaging strategy. Our goal is to extend the personal conversation in order to stay connected and improve the experience of the patient, drive revenue and lower operational and communication cost.

Let's have an "Idea Meeting". Allow us to explore with you the possibilities, let us "Demo" the possibilities, then let's get busy "Implementing" Success!

Bobby Dudzinski, Business Development, 402-578-4452, bob@digitalconversation.net

Chase Dudzinski, Chief Financial Officer, 402-871-5256, chase@digitalconversation.net

Note: Due to the display hall being sold out, new MAMES Associate Member, Digital Conversation is attending as a non-displaying vendor.

Medical Alliances of MN, LLC

Our longest tenured MAMES Associate Member!

Welcome and we are proud to have been a Mames Member for Decades!

***New* Private Label [your brand] Compression Stockings (used by Mayo, MyPillow, Under Armour)**

Company: Minnesota based, US produced.

Story:

- Today, if you sell any popular stocking product, Amazon and other wholesalers are now your competitor. (Selling for >20%, delivered).
- Private Labeling/Store Brands are now a staple in Big Box Retail.
- You cannot buy ABC Medical Stockings from anywhere but ABC
- Lifestyle Medical Group at retail is priced well below the major brands and those discounted by Amazon
- Keep and grow your business with High Quality Private Labeled Stockings
- Other products include: Cough Assist by ByWaze, GCE Concs, LiViliti Paptizer, Movair Vents, Nonin, and Spirit Medical.

Product Description: High Quality Private Labeled Compression Socks, Braces, and Diabetic socks offer the same quality at lower price than Jobst, Medi, and Sig.

Let's set a 15 minute appointment to discuss how Lifestyle can expand your brand and your profits !

Bill Strange bstrangejr@hotmail.com 612-840-0593

Greg Hoscheit greg@smoothtoe.com 507-725-8883

Nathan Boucher Nathan.boucher@nonin.com 763-577-3134

David Fletcher Spirit Medical david@spiritmedical.net, 615-243-0979

MAMES DISPLAYING MEMBERS!

Orthozone

www.orthozone.com

Our expanded product line includes the new SnoreLogic Anti-Snoring Mouthpiece. SnoreLogic is an easy to use, over the counter solution for snoring. This adjustable, fully flexible snoring mouthpiece advances your jaw forward to hold your airway open, allowing you to breathe easy and sleep in silence. Our product line also includes Thermoskin orthopedic supports. Thermoskin's high quality orthopedic supports are ideal for cash sales.

Tom Traver, tom@orthozone.com, 763 786-0654

Sunset Healthcare Solutions

www.sunsethcs.com

Home medical equipment and supplies manufacturer and wholesale distributor with a respiratory focus.

Phil Cosens, Regional Sales manager pcosens@sunsethcs.com 312-533-2470

Sean O'Donnell, Lead Sales Rep- sodonnell@sunsethcs.com 312-637-6558

Every vendor in attendance is a MAMES Member!

Purchasing from MAMES Associate Members and Partners is critical to the success of our MAMES events and MAMES as a whole!

Please strongly support those who support MAMES by purchasing your products and services from those who support you!

1 on 1 Vendor Appointments

Thursday, October 5th

1:00—3:15pm: 1 on 1 Vendor Meetings:

Most displaying vendors are offering private 1 on 1 meetings in the display hall. These meetings must be scheduled in advance with the vendor. This is the perfect opportunity for you or your procurement staff to meet privately with your current and prospective vendors in attendance. Meetings are normally 20—30 minutes long and will be held at the vendor's display in the hall.

Please note: The Display Hall is not open to general traffic during this time.

Scheduled Meetings:

Time: _____ Company: _____

Representative: _____

Time: _____ Company: _____

Representative: _____

Time: _____ Company: _____

Representative: _____

Time: _____ Company: _____

Representative: _____

Time: _____ Company: _____

Representative: _____