

MEDICAL OPTICS

The Leader in Endoscope & Instrument Repairs™

A SERVICE DISABLED VETERAN OWNED COMPANY

August 18, 2010

The Honorable Nancy Pelosi
Speaker
U.S. House of Representatives
Washington, DC 20515

The Honorable Harry Reid
Majority Leader
United States Senate
Washington, DC 20510

Dear Speaker Pelosi and Majority Leader Reid:

Medical Optics is writing in regard to the significant benefits that healthcare group purchasing organizations (GPOs) provide to small medical device manufacturers, particularly the ways in which GPOs provide access to hospitals for those small businesses with innovative products and services.

In a competitive landscape often dominated by the largest medical device manufacturers, GPOs have helped us bring our innovative new medical technologies to market, and provided the platform and visibility necessary to help sell our products and services.

Although hospitals ultimately make all purchasing decisions, GPOs provide access and exposure to thousands of hospitals across the country, which is critical to helping small suppliers build market share, create jobs and grow infrastructure and capacity.

GPOs use a simple, open and transparent competitive bidding process to acquire products – similar to the process used by the General Services Administration, Department of Defense, and Department of Veterans Affairs – and have mechanisms in place to ensure that innovative technologies like ours do not fall through the cracks.

By ensuring that innovative products and services like ours make it to market, GPOs not only help grow small suppliers – they increase competition in the medical device field, lower costs for hospitals, and help ensure that patients have access to the newest, most effective treatment options.

Sincerely,

Nicole Williams
VP, Business Development
Medical Optics