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Urgent care medicine has been an upstart from the beginning, built up from what the uninformed referred to as “doc in a box” to national prominence. Ownership was once predominantly by entrepreneurial physicians who sought a new, more efficient way to practice medicine. Today’s owners, however, are more likely to be physician groups, venture capitalists, and healthcare systems. Even insurers are realizing there’s much to be gained by moving closer to the patients they cover, and investing in urgent care operations.

Nonetheless, the same dynamic spirit continues to fuel our industry. The biggest difference might be that everyone needs more support, both within the walls of the urgent care center and from the larger marketplace.

That’s why you’re reading this right now, isn’t it? And you’ve come to the right place. The Urgent Care Buyer’s Guide is packed with information on willing partners who are ready to support your growing success. In these pages, you’ll be introduced to more than 300 vendors in more than 80 categories, each with their own expertise and solutions to the challenges you face every day.

Like the early urgent care pioneers, they see where urgent care is going and have invested their time and resources in understanding and supporting the market. Check them out, and see what they can do for you. (And if you do hit upon a winning partnership, let us—and them—know you found them through the Urgent Care Buyer’s Guide!)

How to Use This Guide

No matter how you’re reading the guide at the moment, you have several options to access the content: the print version, a PDF copy, or online. We’ve designed it this way so you can get the information you need in whatever way is most convenient for you throughout the day. The PDF copy of the UCBG, for download to your device of choice, is accessed via the “Issues” section of the JUCM.com website. If you prefer to access the information online, you’ll find everything on our companion website, www.UrgentCareBuyersGuide.com.

Help Us Improve

If you love the guide the way it is—well, we’re delighted. If there are ways we can improve its accessibility or the range of potential partners you’d like to see, please let me know.

Thank you for reading the Urgent Care Buyer’s Guide—and supporting urgent care-friendly vendors!

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# CONTENTS

## Associations & Societies
- Clinical Services
  - Accreditation
  - Drug Testing Labs
  - Education, Training: Board Certification
  - Education, Training: Breath Alcohol Technician
  - Education, Training: Certification, Specialty
  - Education, Training: Coding Reference, Classes
  - Education, Training: Compliance, OSHA
  - Education, Training: CME
  - Education, Training: Credentialing
  - Education, Training: Training Models (anatomical)
  - Laboratory Testing Facilities
  - Scribes
  - Telemedicine
  - Teleradiology
  - Travel Medicine
- EMR & Billing Services
  - Billing Services
  - Billing Software
  - Collection Services
  - Electronic Medical Records (EMR)
  - Practice Management Software
- Medical Equipment
  - Capital Equipment: Exam Tables
  - Capital Equipment: Lighting
  - Capital Equipment: Office Furniture
  - Diagnostic Equipment: Chemistry Analyzer
  - Diagnostic Equipment: EKG
  - Diagnostic Equipment: Hematology Systems
  - Diagnostic Equipment: Oximetry
  - Diagnostic Equipment: Point of Care
  - Equipment Dealers, Refurbished
  - Equipment Repair, Biomed
  - Imaging Equipment: Ultrasound
  - Imaging Equipment: X-Ray
  - Imaging Equipment: PACS
- Medical Supplies & Disposables
  - Breath Alcohol Testing Devices
  - Dental Emergency Supplies
  - Drug Screen Collection Supplies
- Practice Management Services
  - Consulting Services: Laboratory
  - Consulting Services: Occupational Medicine
  - Consulting Services: Practice Management
  - Credit Card Processors
  - Dictation Products
  - Employee Benefits Services
  - Facility Cleaning Services
  - Group Purchasing Services
  - Insurance: Medical Liability
  - Insurance: Urgent Care Networks
  - Lab Software
  - Laundry Services
  - Legal Services
  - Marketing: Advertising Services
  - Marketing: Consulting Services
  - Marketing: Patient Education Supplies/Services
  - Marketing: Patient Satisfaction and Surveys
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  - Patient Assistance Programs
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  - Practice Management Software
  - Provider Staffing/Locum Tenens
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  - Consulting Services: New Clinic Startup
  - Financial Services
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  - Real Estate Services

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## Accreditation

### Associations & Societies

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www.naohp.com

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Suite 1000  
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202-955-3500  
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See display on page 16

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See display on page 27

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954-791-1773
www.cdsolinc.com

HORIBA Medical’s Pentra 5-part hematology and routine chemistry analyzers provide fast and accurate in vitro diagnostic test results to help with treatment decisions. Using Horiba’s LiteData™ Data Management system, streamline operations by connecting up to four analyzers including urinalysis systems, and consolidate results including off-line rapid diagnostic tests into one patient report.

See display on page 16

Diagnostic Equipment: Spirometry

Jant Pharmacal Corp
16530 Ventura Blvd
Suite 512
Encino, CA 91436
800-676-5565
www.jantdx.com

Sysmex of America, Inc.
577 Aptakisic Road
Lincolnshire, IL 60069
888-879-7639
www.sysmex.com

Diagnostic Equipment: EKG

Medical Device Depot
3230 Bethany Lane
Suite 8
Ellicott City, MD 21042
877-646-3300
www.medicaldevicedepot.com

VectraCor
785 Totowa Rd
Suite 100
Totowa, NJ 07512
973-904-0444
www.vectracor.com
info@vectracor.com

VectraCor develops ECG and Spirometry systems, and offers an industry-leading 3 year warranty. VectraCor’s new ECG technology can detect ECG changes suggestive of a heart attack, with a patented Cardiac Electrical Biomarker (CEB), and derives a 15-Lead ECG using only 5 electrodes. With features including EMR connection and a one-click email function, The VectraplexECG really is the “SmartECG”.

See display on page 27

Diagnostic Equipment: Oximetry

Masimo Corporation
52 Discovery
Irvine, CA 92618
949-297-7000
www.masimo.com

Diagnostic Equipment: Oximetry

The Brewer Company
N88 W13901 Main St
Suite 100
Menomonee Falls, WI 53051
888-273-9371
www.brewercompany.com

Horiba Medical
9755 Research Dr
Irvine, CA 92618
949-250-4811
www.horiba.com

Jant Pharmacal Corp
16530 Ventura Blvd
Suite 512
Encino, CA 91436
800-676-5565
www.jantdx.com

Diagnostic Equipment: Hematology Systems

Clinical Diagnostic Solutions, Inc.
1800 NW 65th Ave
Plantation, FL 33313
954-791-1773
www.cdsolinc.com

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See display on page 27

Diagnostic Equipment: Oximetry

Masimo Corporation
52 Discovery
Irvine, CA 92618
949-297-7000
www.masimo.com
A weary mom and her three restless and very fussy children just checked in to your clinic. Not surprisingly, your other patients and staff are growing weary and restless too.

No sweat, because there’s a better way to test for Flu and RSV. With Sofia® Influenza A+B FIA, Sofia® RSV FIA and the Sofia 2 platform with Advance Result Technology, you can quickly and accurately test the whole family.

Giving mom, her kids, your patients and your staff the right result at the right time — restoring Serenity Now!

For information on how you can have results for Influenza A+B and RSV in as few as three minutes, call your Quidel account manager at 800.874.1517, or visit us online at quidel.com.
**Diagnostic Equipment: Point of Care**

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Orlando, FL 32810  
321-441-7200  
www.alere.com

**BD Diagnostic Systems**  
250 Schilling Cir  
Hunt Valley, MD 21030  
410-771-0100  
www.bd.com

**BioFire Diagnostics**  
515 Colorow Drive  
Salt Lake City, Utah 84108  
801-736-6354  
www.biofiredx.com

**BrainScope Company, Inc.**  
4350 East-West Hwy, Ste 1050  
Bethesda, MD 20814  
240-752-7680  
www.brainscope.com

**Quidel Corporation**  
12544 High Bluff Dr  
Suite 200  
San Diego, CA 92130  
800-874-1517  
858-552-1100  
www.quidel.com  
customerservice@quidel.com


See display on page 15

**Sekisui Diagnostics**  
4 Hartwell Pl  
Lexington, MA 02421  
800-332-1042  
www.sekisuidiagnostics.com  
questions@sekisui-dx.com

For over 35 years Sekisui Diagnostics has been committed to providing innovative medical diagnostics to physicians and laboratories. Our product lines include clinical chemistry and coagulation systems and reagents, point-of-care molecular, rapid tests and immunoassay system as well as enzymes and specialty biochemicals.

See display on page 17

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**HORIBA’s hematology and chemistry analyzers provide:**  
- Fast and accurate results allowing you to deliver more decisive patient care  
- Reduce patient anxiety by eliminating the wait time for test results  
- Lower the cost of health care by minimizing repeat visits to the urgent care

Now you can have immediate results and a complete picture of the patient’s wellness while you treat them.

**Micros ES 60 Hematology System**  
3-part diff

**Pentra 60C+ Hematology System**  
5-part diff

**Pentra C400 Chemistry Analyzer**  
Compact benchtop from routine to special testing

Contact your HORIBA Medical Representative for more information  
Simply Silaris.

INTRODUCING SILARIS™ INFLUENZA A&B TEST

PCR Molecular Testing At The Point Of Care

- Accurate
- Affordable
- Simple

For more information please visit us at silaris.com.

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### Diagnostic Equipment: Point of Care

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### Imaging Equipment: X-Ray

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### Equipment Dealers, Refurbished

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### Imaging Equipment: Ultrasound

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Superior Image Quality
High resolution images with excellent bone and soft tissue visualization from a single exposure provide the clarity you need to reach confident diagnoses sooner.

Compact and Versatile
Designed with small spaces in mind, the KDR™ AU System delivers state of the art digital X-ray technology in a compact, highly versatile design. With innovative features that optimize workflow, increase staff efficiency and help drive improved outcomes, the system is made to support better decisions sooner in any clinical setting.

Optimized Workflow
Swiveling into place across an extended range of motion, the system literally revolves around the patient. And advanced automation allows you to complete each scan faster. The result: Simplified workflow, increased efficiency, and more satisfied patients.

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KDR AU System is an excellent option for all settings featuring:

**Optimized Workflow**
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**Intuitive Controls**
With all vital information front and center in a highly intuitive interface, operators work more efficiently and make more confident decisions.

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#1 doctor recommended cough & cold brand*

Maximum strength MUCINEX® 12-hour products help thin and loosen mucus in patients with upper respiratory infections.

Recommend other leading brands from the RB portfolio

Delsym® reduces the uncontrollable urge to cough—at the source—and lasts up to 12 hours†

Cepacol® INSTAMAX™ delivers the power of 2 maximum strength pain relievers for sore throat‡

Children’s Mucinex® Chest Congestion helps keep the mucus moving for children ages 4 to under 12§

Recommend MUCINEX®

Use as directed.

Give your patients what they need, when they need it!

For more information on how to sell these over-the-counter products at your urgent care center, please contact:

Ellen Rendle: ellen.rendle@rb.com/(859) 462-2245

* MUCINEX® is the #1 Recommended Brand in the Adult Cough/Cold category in the US among the Universe of Physicians (IQVIA ProVoice Survey). MAT 52 weeks through December 2017.
† Delsym® is the #1 Recommended product in the Adult Cough/Cold category with a 12-hour Cough Suppressant in the US among the Universe of Physicians (AlphaImpactRx). MAT 52 weeks through May 2017.
‡ Cepacol® is the #1 Recommended product in the Sore Throat Lozenges category in the US among the Universe of Physicians (AlphaImpactRx). Period from June 1, 2016 to May 31, 2017.
§ Children’s Mucinex® is the #1 Pediatrician Recommended non-antihistamine, multi-symptom brand in the Children’s Cough/Cold category among the Universe of Pediatricians (IQVIA ProVoice Survey). MAT 52 weeks through February 2018.
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Durand, IL 61024  
815-494-5503  
www.norstarxr.com

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<td>908-635-4775</td>
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<tr>
<td>Continuum Health Solutions</td>
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<td>Merchant Preferred</td>
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<td><a href="http://www.uenetwork.com">www.uenetwork.com</a></td>
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<td><strong>Lab Software</strong></td>
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<td><strong>Medicus Laboratory Information Systems</strong></td>
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<td>1137 Laguna Springs Dr</td>
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<tr>
<td>Weston, FL 33326</td>
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<tr>
<td>888-643-8081</td>
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<td><a href="http://www.medicuslis.com">www.medicuslis.com</a></td>
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<td><strong>Horiba Medical</strong></td>
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<td>9755 Research Dr</td>
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<td>Irvine, CA 92618</td>
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<td>949-250-4811</td>
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<td><a href="http://www.horiba.com">www.horiba.com</a></td>
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<td><strong>ImageFIRST Healthcare Laundry Specialists</strong></td>
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<td>Suite 300</td>
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<td>King of Prussia, PA 19406</td>
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<tr>
<td>800-932-7472</td>
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<td><a href="http://www.imagefirst.com">www.imagefirst.com</a></td>
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<tr>
<td>Los Angeles, CA 90017</td>
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<td>213-891-5224</td>
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<td><strong>Michelman &amp; Robinson</strong></td>
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<td>10880 Wilshire Blvd, 19th Fl</td>
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<td>Los Angeles, California</td>
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<td>310-299-5500</td>
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<td><a href="http://www.mrllp.com">www.mrllp.com</a></td>
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<td><strong>Adit</strong></td>
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<tr>
<td>2101 CityWest Blvd</td>
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<td>Houston, TX 77042</td>
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<tr>
<td>832-583-9783</td>
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<td><a href="http://www.adit.com">www.adit.com</a></td>
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<td><strong>Binary Fountain</strong></td>
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<td>8200 Greensboro Dr, Ste 402</td>
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<td>McLean, VA 22102</td>
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<td>800-549-9552</td>
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<td><a href="http://www.binaryfountain.com">www.binaryfountain.com</a></td>
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<td><strong>Curogram</strong></td>
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<td>Los Angeles, CA 90035</td>
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<td>310-351-2562</td>
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<td>Beverly Hills CA 90212</td>
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<tr>
<td>310-893-5533</td>
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<td><a href="http://www.newnownextmarketing.com">www.newnownextmarketing.com</a></td>
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<td><strong>RokketMed</strong>&lt;br&gt;Baker St.&lt;br&gt;San Francisco, CA 94115&lt;br&gt;650-867-0015&lt;br&gt;www.rokketmed.com</td>
<td><strong>SurveyVitals</strong>&lt;br&gt;124 Cole Rd&lt;br&gt;Ida, ID 83709&lt;br&gt;972-442-1484&lt;br&gt;www.surveyvitals.com</td>
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<td><strong>Socius Marketing</strong>&lt;br&gt;2701 N. Rocky Point Dr, Suite 410&lt;br&gt;Tampa, FL 33607&lt;br&gt;888-876-2487&lt;br&gt;www.sociusmarketing.com</td>
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<td><strong>Solv Health</strong>&lt;br&gt;607 Market St, Ste 400&lt;br&gt;San Francisco, CA 94123&lt;br&gt;415-370-2099&lt;br&gt;www.solvhealth.com</td>
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<td><strong>Urgent Care Mentor</strong>&lt;br&gt;155 Waterford Circle&lt;br&gt;Rancho Mirage, CA 92270&lt;br&gt;908-635-4775&lt;br&gt;www.urgentcarementor.com</td>
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<td><strong>PatientBond</strong>&lt;br&gt;126 N York St., Ste 2&lt;br&gt;Elmhurst, IL 60126&lt;br&gt;708-617-8130&lt;br&gt;www.patientbond.com</td>
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<td><strong>PatientPoint</strong>&lt;br&gt;5901 E. Galbraith Rd&lt;br&gt;Suite R1000&lt;br&gt;Cincinnati, OH 45236&lt;br&gt;888-479-5600&lt;br&gt;www.patientpoint.com</td>
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<td><strong>DrScore.com</strong>&lt;br&gt;3508 Brunswick Court&lt;br&gt;Winston-Salem, NC 27104&lt;br&gt;336-659-3838&lt;br&gt;www.drscore.com</td>
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<td><strong>Kyte Marketing</strong>&lt;br&gt;8816 Manchester Rd, #246&lt;br&gt;St. Louis, MO 63144&lt;br&gt;855-712-1400&lt;br&gt;www.kyetemarketing.com</td>
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COMPANY INDEX

Company | Page | Company | Page
--- | --- | --- | ---
3BExam | 33 | College of Urgent Care Medicine | 4
A-S Medication Solutions | 24 | CompHealth | 33
AAPC | 8 | Complete Sign | 36
Abbott, formerly Alere | 16 | Concordance Healthcare Solutions | 22
Abbott Point of Care | 14 | Constant Media | 33
ABILITY Network | 10 | Continuum Health Solutions | 26, 34
Accreditation Association for Ambulatory Health Care | 4 | Control-x Medical | 18
Accurate Manufacturing | 22 | Core Content in Urgent Care Medicine | 6
Accust Transcription | 34 | Council Connections | 29
Adit | 29 | Cuatro | 18
Advanced Medical Solutions | 26 | Curogram | 29
Aidarex Pharmaceuticals | 24 | CustomerGauge | 30
AkitaBox | 33 | D&Y Staffing | 33
Alcohol & Drug Abuse Testing Centers, Inc. | 4 | Diatherix Laboratories | 8
Alilheart | 24 | Dicom Solutions | 18
All Star Recruiting | 33 | DocRx, Inc | 29
All Star X-Ray, Inc | 18 | Doctors Management | 6, 26
Ambr Technology, Inc | 33 | DocuTAP | 13
American Family Care Franchising | 35 | DocuTAP Billing | 10
American Medical Technologists | | Dr. Chrono | 13
Anthro Technology Furniture | 14 | DrScore.com | 8
ArbiMed | 33 | Drug Testing USA | 4
Armstrong Medical Industries | 21 | DrugTestKitUSA | 21
Aspen Medical Products | 22 | DX | Marketing Group | 26
Bimini Platinum Care | 18 | eClinicalWorks | 13
Binary Fountain | 29 | Emergency Physicians Insurance Exchange | 29
BioFire Diagnostics | 16 | Emergent Connect | 21
Bionix Medical Technologies | 21 | EMJ Construction | 34
Birdeye | 30 | Enova Illumination | 14
Bivarus, Inc | 20 | Equity Healthcare Real Estate | 36
Bluejay Diagnostics, Inc. | 24 | Erdman Healthcare Real Estate Solutions | 36
Blue Ridge X-Ray Company, Inc. | 18 | eScreen, Inc | 4
Board of Certification in Urgent Care Medicine® (BCUCM) | 4 | Executive Communications Systems | 26
BrainScope Company, Inc | 16 | Exos Corporation | 22
Bryant Ranch Prepack | 24 | ExpertMed | 22
Brymill Cryogenic Systems | 21 | FC Dadson | 34
BSN Medical | 22 | First Source Inc | 18
Buchalter | 29 | Fisher Company | 30
Burton | 14 | Freedom Physicians Corporation | 26
Buttry & Brown Development | 34 | Fujifilm Medical Systems USA, Inc | 18
Calibrator Health | 30 | G&A Partners | 26
Carbon Health | 8, 33 | GDC Medical Electronics | 18
CareCredit | 30 | Gebauer Company | 22
Careington Inf Corp | 30 | Get Well Network | 26, 33
CarePortMD | 8 | GE Walker | 18
CEDR Solutions | 29 | GlobalMed | 8
Centurion Medical Products | 21, 26 | GPI Anatomicals | 8
Challenger Corporation | 21 | Hartman | 21
CheckIns app | 33 | Hausman Industries | 13
Clinical Diagnostic Solutions, Inc. | 14 | HCR Staffing | 33
Clockwise MD | 33 | HealthCare Appraisers | 36
CMAC Partners | 36 | Health Care Logistics | 22
CodoniX, Inc | 13 | HealthQuist | 30
COLA | 4 | Helix | 30
Henry Schein Medical | 22 | Hill-Rom | 14
Hippo Education | 6 | Horiba Medical | 14, 29
HRdirect | 6 |
<table>
<thead>
<tr>
<th>Company</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>iClaim</td>
<td>10</td>
</tr>
<tr>
<td>ImageFIRST Healthcare Laundry</td>
<td></td>
</tr>
<tr>
<td>Specialists</td>
<td>29</td>
</tr>
<tr>
<td>Injury Care Solutions</td>
<td>30</td>
</tr>
<tr>
<td>Innovative Computer Software</td>
<td>33</td>
</tr>
<tr>
<td>Innovative Healthcare Systems</td>
<td>26</td>
</tr>
<tr>
<td>InstyMeds</td>
<td>24</td>
</tr>
<tr>
<td>Intoximeters, Inc.</td>
<td>21</td>
</tr>
<tr>
<td>Irrimax Corporation</td>
<td>26</td>
</tr>
<tr>
<td>JUCM Journal-Based CME</td>
<td>6</td>
</tr>
<tr>
<td>Jant Phamacal Corp.</td>
<td>14</td>
</tr>
<tr>
<td>Jellyfish Health</td>
<td>33</td>
</tr>
<tr>
<td>JHS Insurance Services</td>
<td>29</td>
</tr>
<tr>
<td>Keeler Lab Consulting</td>
<td>26</td>
</tr>
<tr>
<td>KHN Solutions LLC</td>
<td>21</td>
</tr>
<tr>
<td>Kinum</td>
<td>10</td>
</tr>
<tr>
<td>Konica Minolta Healthcare Americas, Inc.</td>
<td>18</td>
</tr>
<tr>
<td>KPG Healthcare</td>
<td>33</td>
</tr>
<tr>
<td>Kura MD</td>
<td>8</td>
</tr>
<tr>
<td>Kwikpoint</td>
<td>34</td>
</tr>
<tr>
<td>Kyte Marketing</td>
<td>30</td>
</tr>
<tr>
<td>Learning Harbor, Inc.</td>
<td>6</td>
</tr>
<tr>
<td>Lighting Specialties</td>
<td>14</td>
</tr>
<tr>
<td>Limbs &amp; Things</td>
<td>8</td>
</tr>
<tr>
<td>Listen 360</td>
<td>30</td>
</tr>
<tr>
<td>Lister Technologies</td>
<td>10</td>
</tr>
<tr>
<td>LogixHealth</td>
<td>10</td>
</tr>
<tr>
<td>LS Coding &amp; Education</td>
<td>6</td>
</tr>
<tr>
<td>Lucernex</td>
<td>36</td>
</tr>
<tr>
<td>Lucidity Direct</td>
<td>33</td>
</tr>
<tr>
<td>Mar-Med</td>
<td>26</td>
</tr>
<tr>
<td>Marasco &amp; Associates</td>
<td>34</td>
</tr>
<tr>
<td>Masimo Corporation</td>
<td>14</td>
</tr>
<tr>
<td>McKesson Medical-Surgical</td>
<td>22</td>
</tr>
<tr>
<td>MDSupplies.com</td>
<td>22</td>
</tr>
<tr>
<td>MedExpress Urgent Care</td>
<td>36</td>
</tr>
<tr>
<td>Medical Device Depot</td>
<td>14</td>
</tr>
<tr>
<td>Medical Disposables Corp.</td>
<td>21</td>
</tr>
<tr>
<td>Medical Innovations</td>
<td>22</td>
</tr>
<tr>
<td>Medical Practice Success</td>
<td>26</td>
</tr>
<tr>
<td>Medicus Healthcare Solutions</td>
<td>33</td>
</tr>
<tr>
<td>Medicus Laboratory Information Systems</td>
<td>29</td>
</tr>
<tr>
<td>Medline Industries</td>
<td>22</td>
</tr>
<tr>
<td>MedPoint Medical Services, Inc.</td>
<td>10</td>
</tr>
<tr>
<td>MedPro Group</td>
<td>29</td>
</tr>
<tr>
<td>MedSafe Waste</td>
<td>22</td>
</tr>
<tr>
<td>Medtricity Healthcare Linen and Uniform Services</td>
<td>24</td>
</tr>
<tr>
<td>Medtox Laboratories</td>
<td>21</td>
</tr>
<tr>
<td>Med USA</td>
<td>10</td>
</tr>
<tr>
<td>MeMD</td>
<td>8</td>
</tr>
<tr>
<td>Merchant Preferred</td>
<td>26</td>
</tr>
<tr>
<td>Merchants Credit Guide</td>
<td>10</td>
</tr>
<tr>
<td>Michael Brady, Inc.</td>
<td>34</td>
</tr>
<tr>
<td>Michelman &amp; Robinson</td>
<td>29</td>
</tr>
<tr>
<td>Midland/Casco Design Build</td>
<td>34</td>
</tr>
<tr>
<td>Midmark Corporation</td>
<td>13</td>
</tr>
<tr>
<td>MorTan, Inc.</td>
<td>22</td>
</tr>
<tr>
<td>MPPG - Medical Practice</td>
<td></td>
</tr>
<tr>
<td>Purchasing Group</td>
<td>29</td>
</tr>
<tr>
<td>MT Consulting</td>
<td>36</td>
</tr>
<tr>
<td>National Academy of DOT Medical Examiners</td>
<td>4</td>
</tr>
<tr>
<td>National Association of Occupational Health</td>
<td></td>
</tr>
<tr>
<td>Professionals</td>
<td>4</td>
</tr>
<tr>
<td>National Committee for Quality Assurance (NCQA)</td>
<td>4</td>
</tr>
<tr>
<td>National Janitorial Solutions</td>
<td>29</td>
</tr>
<tr>
<td>National Recovery Agency</td>
<td>10</td>
</tr>
<tr>
<td>National UC Realty</td>
<td>36</td>
</tr>
<tr>
<td>NCF Diagnostics</td>
<td>8</td>
</tr>
<tr>
<td>Nemschoff</td>
<td>14</td>
</tr>
<tr>
<td>Net Health</td>
<td>13</td>
</tr>
<tr>
<td>New Now Next Marketing</td>
<td>29</td>
</tr>
<tr>
<td>NextCare Holdings, Inc.</td>
<td>36</td>
</tr>
<tr>
<td>NextPatient</td>
<td>33</td>
</tr>
<tr>
<td>NFP Healthcare Industry</td>
<td></td>
</tr>
<tr>
<td>Insurance Services</td>
<td>29</td>
</tr>
<tr>
<td>NHD, Inc.</td>
<td>18</td>
</tr>
<tr>
<td>Nicka &amp; Associates, Inc.</td>
<td>6</td>
</tr>
<tr>
<td>NorStar Marketing Group</td>
<td>21</td>
</tr>
<tr>
<td>OraSure</td>
<td>24</td>
</tr>
<tr>
<td>Oshaguard</td>
<td>6</td>
</tr>
<tr>
<td>OSHA Healthcare Advisor</td>
<td>6</td>
</tr>
<tr>
<td>Oxford Immunotec</td>
<td>24</td>
</tr>
<tr>
<td>Parker Medical Associates</td>
<td>22</td>
</tr>
<tr>
<td>PatientBond</td>
<td>30</td>
</tr>
<tr>
<td>PatientPoint</td>
<td>30</td>
</tr>
<tr>
<td>PaxVax</td>
<td>10</td>
</tr>
<tr>
<td>Payspan</td>
<td>13, 33</td>
</tr>
<tr>
<td>PD-Rx Pharmaceuticals, Inc.</td>
<td>24</td>
</tr>
<tr>
<td>Physical Capacity Profile</td>
<td>26</td>
</tr>
<tr>
<td>Physicians’ Alliance of America</td>
<td>29</td>
</tr>
<tr>
<td>Podium</td>
<td>30</td>
</tr>
<tr>
<td>Positive Results Billing Services</td>
<td>10</td>
</tr>
<tr>
<td>PracticeEHR</td>
<td>13</td>
</tr>
<tr>
<td>Practice Velocity</td>
<td>10, 13</td>
</tr>
<tr>
<td>Precision Medical Devices</td>
<td>26</td>
</tr>
<tr>
<td>Precision Practice Management</td>
<td>10</td>
</tr>
<tr>
<td>Preferred Pharmaceuticals</td>
<td>24</td>
</tr>
<tr>
<td>Premier Health Consultants</td>
<td>34</td>
</tr>
<tr>
<td>ProficientRx</td>
<td>24</td>
</tr>
<tr>
<td>Promptx</td>
<td>29</td>
</tr>
<tr>
<td>Proscribe</td>
<td>8</td>
</tr>
<tr>
<td>PTS Diagnostics</td>
<td>24</td>
</tr>
<tr>
<td>PV Billing</td>
<td>8, 10</td>
</tr>
<tr>
<td>QCP - Quality Care Products</td>
<td>24</td>
</tr>
<tr>
<td>QHS</td>
<td>36</td>
</tr>
<tr>
<td>QLess</td>
<td>33</td>
</tr>
<tr>
<td>Quidel Corporation</td>
<td>16</td>
</tr>
<tr>
<td>Quintree Medical</td>
<td>8</td>
</tr>
<tr>
<td>Rapid Radiology</td>
<td>8</td>
</tr>
<tr>
<td>Rayncce</td>
<td>26</td>
</tr>
<tr>
<td>RB</td>
<td>21</td>
</tr>
<tr>
<td>ReadySplints</td>
<td>24</td>
</tr>
<tr>
<td>Riester USA</td>
<td>22</td>
</tr>
<tr>
<td>Rock Oak Capital</td>
<td>35, 36</td>
</tr>
<tr>
<td>RokketMed</td>
<td>30</td>
</tr>
<tr>
<td>RoundTable Medical Consultants</td>
<td>10</td>
</tr>
<tr>
<td>RPS Diagnostics</td>
<td>24</td>
</tr>
<tr>
<td>RYAN Associates</td>
<td>26</td>
</tr>
<tr>
<td>SAM Medical Products</td>
<td>22</td>
</tr>
<tr>
<td>Company</td>
<td>Page</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>Schedule 360</td>
<td>34</td>
</tr>
<tr>
<td>ScribeAmerica</td>
<td>8</td>
</tr>
<tr>
<td>Script Relief</td>
<td>33</td>
</tr>
<tr>
<td>Sekisui Diagnostics</td>
<td>16</td>
</tr>
<tr>
<td>ServiceMaster Clean</td>
<td>29</td>
</tr>
<tr>
<td>Sharps Compliance</td>
<td>22</td>
</tr>
<tr>
<td>Shift Administrators</td>
<td>34</td>
</tr>
<tr>
<td>Shift Schedules</td>
<td>34</td>
</tr>
<tr>
<td>Shimadzu Medical Systems USA</td>
<td>21</td>
</tr>
<tr>
<td>Siemens Medical Solutions USA</td>
<td>18</td>
</tr>
<tr>
<td>SnapMD</td>
<td>22</td>
</tr>
<tr>
<td>Socius Marketing</td>
<td>30</td>
</tr>
<tr>
<td>Solv Health</td>
<td>30</td>
</tr>
<tr>
<td>Source-Ray</td>
<td>21</td>
</tr>
<tr>
<td>SportGait</td>
<td>18</td>
</tr>
<tr>
<td>Sprout</td>
<td>30</td>
</tr>
<tr>
<td>Staff Care, Inc.</td>
<td>33</td>
</tr>
<tr>
<td>Stearns Bank N.A.</td>
<td>35</td>
</tr>
<tr>
<td>Smith and Nephew</td>
<td>22</td>
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<tr>
<td>SnapMD</td>
<td>8</td>
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<td>Socius Marketing</td>
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<td>21</td>
</tr>
<tr>
<td>Smith and Nephew</td>
<td>16</td>
</tr>
<tr>
<td>SnapMD</td>
<td>4</td>
</tr>
<tr>
<td>Socius Marketing</td>
<td>24</td>
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<tr>
<td>Solv Health</td>
<td>26</td>
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<td>33</td>
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<td>29</td>
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<td>14</td>
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<td>24</td>
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<td>26</td>
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<td>36</td>
</tr>
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<td>6</td>
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</tr>
<tr>
<td>SportGait</td>
<td>26</td>
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</tbody>
</table>
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