



PMF

PMF, Inc.



PMF

Professional Medical Fulfillment

Products Knowledge Service



PMF

PROFESSIONAL PMF  
MEDICAL FULFILLMENT

PROFESSIONAL  
MEDICAL FULFILLME

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# Specialize in Serving You



- Since 2005 we have been supplying disposable medical supplies to the Intellectual Disability/Developmental Disability community.
- We help you provide efficiency and accountability, in getting what you need without overspending your budget.
- Our goal is to build a long-term relationship with you and be your resource for the disposable medical supplies necessary for the families you serve.
- This allows you the time to keep your focus on providing outstanding care and growing your organization.

# Our Process

- All products
- All brands
- All locations
- All families
- One company
- One bill
- One report
- One system

P N M F



# How the System Developed



- Company was founded by Clint Chapman and Brian Riddle in 2005.
- All we do is serve providers just like you.
- We provide pediatric and adult incontinence products, wipes, exam gloves, enteral nutrition products, skin care, and all other supplies.
- As the company grew, the providers helped shape our services.
- Free shipping always, names on boxes, organized bill, free samples.



# A Few Questions



- How do you currently place your orders?
- Where do you order from now?
- How many people are involved in the decision?
- Where do you ship orders?
- Are you charged a shipping fee/re-stocking fee?
- How difficult are returns?

# Where and How



- Big box retail
- Pharmacy or Wheelchair store
- Internet
- With PMF you get all products, information on the products, free samples, one sales rep, one customer service rep
- Bulk – ship to one location
- Dropship to multiple locations
- Go get it

# Incontinence In General



- None of the companies like mine manufacture anything.
- All manufacturers make a good, better, and best.
- There is not a standard in incontinence nomenclature—names are confusing—super, ultra, heavy, light, medium, etc.
- Polymer and wood pulp
- You didn't go to school to become a diaperologist.
- Incontinence training is available for you and your staff. Once a year recommended.

# The Main Goal



- Let's face it, there are hundreds of different types of just adult incontinence products to choose from.
- We know how important it is that the families are not only getting the most product for the money spent but also the product that works best.
- We have a free sample program, so you can choose what works.
- The main goal is to help you get the appropriate amount of supplies to fit within the budget...and there is always a way to accomplish that goal.

# Keep Up With It All



- Most providers have people ordering supplies for families.
- Sometimes provider is driving to get supplies or the family or both.
- Someone is receiving the supplies.
- Someone is keeping up with receipts and bills.
- Someone is keeping up with budgets.
- Someone is collecting all this info and billing the waiver, Medicaid, etc.
- There is a lot going on, lots of people involved, and lots of papers being shuffled around.

# Developing A System



- Duplicatable
- Always dependable
- Doesn't rely on one person or group of people.
- Fewer people involved in process
- Reports bring accountability and transparency
- Customizable – products, people, location
- One person knows your account

PMF INC.  
EXAMPLE CUSTOMIZED REPORT  
September through October 2009

|                            | Type               | Date       | Num   | Name                  | Ship Date  | Item      | Item Description           | Qty   | Sales Price | Amount  | Balance  |          |
|----------------------------|--------------------|------------|-------|-----------------------|------------|-----------|----------------------------|-------|-------------|---------|----------|----------|
| IDD Provider Services Inc. |                    |            |       |                       |            |           |                            |       |             |         |          |          |
| Derek Brown                |                    |            |       |                       |            |           |                            |       |             |         |          |          |
| EAST HOMES                 |                    |            |       |                       |            |           |                            |       |             |         |          |          |
|                            | Invoice            | 09/03/2009 | 47209 | EAST HOMES            | 09/03/2009 | 123456789 | GLOVES LATEX MEDIUM POW    | 3.00  | 50.00       | 150.00  | 150.00   |          |
|                            | Invoice            | 09/03/2009 | 47209 | EAST HOMES            | 09/03/2009 | 123456789 | GLOVES LATEX LARGE POW     | 2.00  | 50.00       | 100.00  | 250.00   |          |
|                            | Invoice            | 09/03/2009 | 47209 | EAST HOMES            | 09/03/2009 | 123456789 | MEDICINE CUPS 1OZ CS/5000  | 1.00  | 56.60       | 56.60   | 306.60   |          |
|                            | Invoice            | 10/03/2009 | 50022 | EAST HOMES            | 10/03/2009 | 123456789 | GLOVES LATEX MEDIUM POW    | 3.00  | 50.00       | 150.00  | 456.60   |          |
|                            | Invoice            | 10/03/2009 | 50022 | EAST HOMES            | 10/03/2009 | 123456789 | GLOVES LATEX LARGE POW     | 2.00  | 50.00       | 100.00  | 556.60   |          |
|                            | Invoice            | 09/03/2009 | 47632 | BAILEY, G             | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT X-L | 2.00  | 38.00       | 76.00   | 632.60   |          |
|                            | Invoice            | 10/03/2009 | 50025 | BAILEY, G             | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT X-L | 2.00  | 38.00       | 76.00   | 708.60   |          |
|                            | Invoice            | 09/03/2009 | 47908 | HARMON, K             | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT LAF | 2.00  | 38.00       | 76.00   | 784.60   |          |
|                            | Invoice            | 10/03/2009 | 50029 | HARMON, K             | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT LAF | 2.00  | 38.00       | 76.00   | 860.60   |          |
|                            | Invoice            | 09/03/2009 | 47967 | HUDSON, M             | 09/03/2009 | 123456789 | ENTERAL VANILLA 8OZ        | 3.00  | 37.00       | 111.00  | 971.60   |          |
|                            | Invoice            | 09/03/2009 | 47967 | HUDSON, M             | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT LAF | 2.00  | 38.00       | 76.00   | 1,047.60 |          |
|                            | Invoice            | 10/03/2009 | 50050 | HUDSON, M             | 09/23/2009 | 123456789 | BRIEF LITE W/TAB ADULT LAF | 2.00  | 38.00       | 76.00   | 1,123.60 |          |
|                            | Invoice            | 09/03/2009 | 48358 | WALKER, V             | 09/03/2009 | 123456789 | UNDERWEAR PROTECTIVE A     | 2.00  | 54.00       | 108.00  | 1,231.60 |          |
|                            | Invoice            | 10/03/2009 | 50042 | WALKER, V             | 10/03/2009 | 123456789 | UNDERWEAR PROTECTIVE A     | 2.00  | 54.00       | 108.00  | 1,339.60 |          |
|                            | Total EAST HOMES   |            |       |                       |            |           |                            |       | 30.00       |         | 1,339.60 | 1,339.60 |
| ATKINS HOUSE               |                    |            |       |                       |            |           |                            |       |             |         |          |          |
|                            | Invoice            | 09/03/2009 | 47665 | BLACKWELL, S          | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT LAF | 2.00  | 38.00       | 76.00   | 76.00    |          |
|                            | Invoice            | 10/03/2009 | 50026 | BLACKWELL, S          | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT LAF | 2.00  | 38.00       | 76.00   | 152.00   |          |
|                            | Invoice            | 09/03/2009 | 47925 | HENDRIX, R            | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 228.00   |          |
|                            | Invoice            | 09/03/2009 | 47925 | HENDRIX, R            | 09/03/2009 | 123456789 | ENTERAL VANILLA 8OZ CS/24  | 1.00  | 35.00       | 35.00   | 263.00   |          |
|                            | Invoice            | 09/03/2009 | 47925 | HENDRIX, R            | 09/03/2009 | 123456789 | ENTERAL CHOC 8OZ CS/24     | 1.00  | 35.00       | 35.00   | 298.00   |          |
|                            | Invoice            | 09/03/2009 | 47925 | HENDRIX, R            | 09/03/2009 | 123456789 | ENTERAL STRAW 8OZ CS/24    | 1.00  | 35.00       | 35.00   | 333.00   |          |
|                            | Invoice            | 10/03/2009 | 50044 | HENDRIX, R            | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 409.00   |          |
|                            | Total ATKINS HOUSE |            |       |                       |            |           |                            |       | 11.00       |         | 409.00   | 409.00   |
| PARK HOUSE                 |                    |            |       |                       |            |           |                            |       |             |         |          |          |
|                            | Invoice            | 09/03/2009 | 48261 | SHANNON, M            | 09/03/2009 | 123456789 | ENTERAL CHOCOLATE 8OZ C    | 2.00  | 36.00       | 72.00   | 72.00    |          |
|                            | Invoice            | 09/03/2009 | 48261 | SHANNON, M            | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 148.00   |          |
|                            | Invoice            | 10/03/2009 | 50045 | SHANNON, M            | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 224.00   |          |
|                            | Invoice            | 09/03/2009 | 48287 | SMITH, C              | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 300.00   |          |
|                            | Invoice            | 10/03/2009 | 50038 | SMITH, C              | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 376.00   |          |
|                            | Invoice            | 10/09/2009 | 50479 | SMITH, C              | 10/09/2009 | 123456789 | INSTANT BREAKFAST LACTO    | 3.00  | 32.36       | 97.08   | 473.08   |          |
|                            | Total PARK HOUSE   |            |       |                       |            |           |                            |       | 13.00       |         | 473.08   | 473.08   |
| ROAD HOUSE                 |                    |            |       |                       |            |           |                            |       |             |         |          |          |
|                            | Invoice            | 09/03/2009 | 48184 | PICKETTE, H           | 09/03/2009 | 123456789 | UNDERWEAR PROTECTIVE A     | 2.00  | 54.00       | 108.00  | 108.00   |          |
|                            | Invoice            | 10/03/2009 | 50036 | PICKETTE, H           | 10/03/2009 | 123456789 | UNDERWEAR PROTECTIVE A     | 2.00  | 54.00       | 108.00  | 216.00   |          |
|                            | Invoice            | 09/03/2009 | 48228 | ROAD HOUSE GROUP HOME | 09/03/2009 | 123456789 | WASH CLOTHS PREMIUM TUI    | 3.00  | 47.00       | 141.00  | 357.00   |          |
|                            | Invoice            | 09/03/2009 | 48228 | ROAD HOUSE GROUP HOME | 09/03/2009 | 123456789 | UNDERPADS DISPOSABLE 23    | 3.00  | 39.00       | 117.00  | 474.00   |          |
|                            | Invoice            | 10/03/2009 | 48787 | ROAD HOUSE GROUP HOME | 10/03/2009 | 123456789 | WASH CLOTHS PREMIUM TUI    | 3.00  | 47.00       | 141.00  | 615.00   |          |
|                            | Invoice            | 10/03/2009 | 48787 | ROAD HOUSE GROUP HOME | 10/03/2009 | 123456789 | UNDERPADS DISPOSABLE 23    | 3.00  | 39.00       | 117.00  | 732.00   |          |
|                            | Invoice            | 10/03/2009 | 48787 | ROAD HOUSE GROUP HOME | 10/03/2009 | 123456789 | GLOVES LATEX MEDIUM POW    | 1.00  | 50.00       | 50.00   | 782.00   |          |
|                            | Invoice            | 10/03/2009 | 48787 | ROAD HOUSE GROUP HOME | 10/03/2009 | 123456789 | GLOVES LATEX LARGE POW     | 1.00  | 50.00       | 50.00   | 832.00   |          |
|                            | Invoice            | 10/03/2009 | 48787 | ROAD HOUSE GROUP HOME | 10/03/2009 | 123456789 | GLOVES LATEX X-LARGE POW   | 1.00  | 50.00       | 50.00   | 882.00   |          |
|                            | Invoice            | 09/04/2009 | 48789 | ROAD HOUSE GROUP HOME | 09/04/2009 | 123456789 | GLOVES LATEX X-LARGE POW   | 1.00  | 50.00       | 50.00   | 932.00   |          |
|                            | Total ROAD HOUSE   |            |       |                       |            |           |                            |       | 20.00       |         | 932.00   | 932.00   |
| SCHOOL HOUSE               |                    |            |       |                       |            |           |                            |       |             |         |          |          |
|                            | Invoice            | 09/03/2009 | 47710 | BROWN, T              | 09/03/2009 | 123456789 | FIBER DRINK VANILLA 250mL  | 7.00  | 32.00       | 224.00  | 224.00   |          |
|                            | Invoice            | 09/03/2009 | 48837 | BROWN, T              | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 300.00   |          |
|                            | Invoice            | 10/03/2009 | 50027 | BROWN, T              | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 376.00   |          |
|                            | Credit Mem         | 10/09/2009 | 50478 | BROWN, T              | 10/09/2009 | 123456789 | FIBER DRINK VANILLA 250mL  | -7.00 | 32.00       | -224.00 | 152.00   |          |
|                            | Invoice            | 09/03/2009 | 48062 | LEWIS, C              | 09/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 228.00   |          |
|                            | Invoice            | 10/03/2009 | 50032 | LEWIS, C              | 10/03/2009 | 123456789 | BRIEF LITE W/TAB ADULT ME  | 2.00  | 38.00       | 76.00   | 304.00   |          |

# Fast Efficient Ordering



- If you would like to set up your orders on automatic shipment, then we can do that.
- This saves you from having to figure out what you are going to order month in and month out for each person or home.
- Most people get the same products monthly anyway.
- It is easy.
- You only spend time on changes (size, address, flavor, someone left program, etc.).



# One Bill/One Report

- Once you place your order, you can now see everything on one report.
- No more shuffling invoices and receipts.
- Send reports monthly with your bill.
- Choose paper and/or digital on excel spreadsheet.
- It can be organized just the way you want it...by each individual, each location, by waiver, by ordering person.
- Everything can be itemized for your internal tracking purposes.
- This provides you with all the documentation you need to show anyone at anytime.
- The report has all the information you need for reimbursement billing.

# Budget

- This is one of your biggest concerns as a provider.
- All is well until someone overspends the budget, right?
- We can set the budget at your direction and make sure it is never overspent.
- If the budget is overspent you will not get billed for the overage...ever.

# Company guarantees

- Budget lock-in. You will not be billed for the overage if your budget is overspent.
- Free shipping. Always.
- Easy returns. PMF will pick up items that need to be returned at no cost to you.
- Choose your brand. You won't have to switch brands unless you want to.
- No hidden fees. Ever.
- Auto-ship option. Make getting the products you need completely hassle-free.

# Objections



- Price - we will make the pricing lower. We need your order forms and statements to match current products and get pricing lower.
- Products – Switching companies doesn't mean switching brands...for your brand sensitive families.
- Products – Free sample program and better products to try.
- Change – we can get everything set up for you. Not hard.
- Change - you can always go back to the way you are doing it now.

# Next steps

- Follow up with Jessica Gibson, Operations Manager - to set up an appointment to speak with your designated sales rep.
  - [jessica@choosepmf.com](mailto:jessica@choosepmf.com) Toll Free 877.516.4582
- Check out our website ([choosepmf.com](http://choosepmf.com)) and set up an account.
- Follow us on social media for most up-to-date company info.
- If you are ready to order now you can order online or call us toll free 877.516.4582

# PPE – Personal Protection Equipment

- Right now we are placing clients on a waiting list for PPE.
- Call or reach out to us via our website and let us know what you need.
  - We then place you on a waiting list, and the items are shipped as they are available.
  - We update clients regularly on order status and availability.
- Masks – disposable and reusable
- Disinfectant cleaners, sprays and wipes
- Gloves
- Thermometers
- Face shields, gowns, shoe and hair covers
- Hand sanitizer
- Hand soap

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- Check out our website ([choosepmf.com](http://choosepmf.com)) and set up an account.
- Follow us on social media for most up-to-date company info.
- If you are ready to order now, you can order online or call us toll free at 877.516.4582.



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Any questions?