



**Beekley
Medical®**

when your diagnosis
must be right®

Global Partnerships

Becoming a Beekley Medical® Distributor





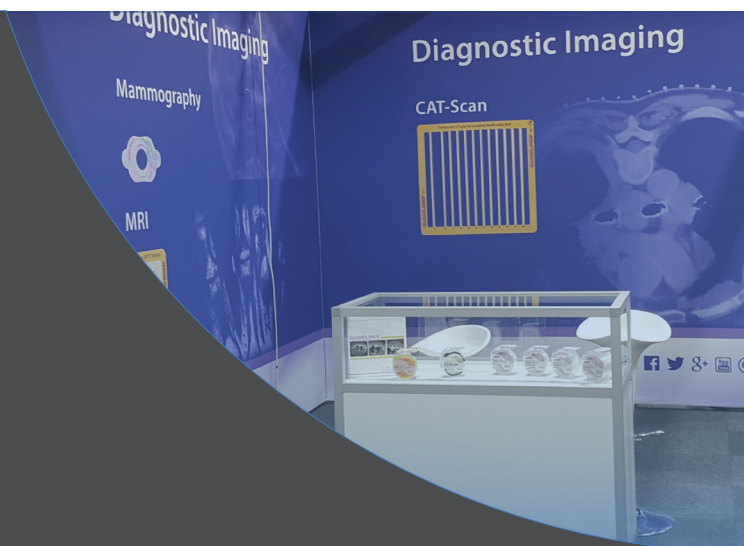
About Beekley

Founded in 1934, Beekley® Corporation is a leading global supplier of Class 1 medical devices. Throughout our history, the key to our growth and longevity has been a focus on specialization, innovation, and adaptability.

Beekley Medical®, a division of Beekley Corporation, is a proud partner to many distributors around the globe. We manufacture low-cost, disposable, niche products that positively impact patient's lives and improve clinical outcomes.

Recipient of the President's E Award for Excellence in Exporting in 2018 and the U.S. Small Business Administration Connecticut Exporter of the Year for 2019, Beekley Medical has been recognized for helping our global partners grow their business.

As we continue to grow, we are always looking for successful and passionate distributor relationships to be part of the Beekley team.



Why Partner with Beekley?



Work with a market leader. Beekley Medical innovates, invests in R&D, and learns what customers need to deliver the highest quality solutions for their patients.

We offer our distributors complimentary marketing materials and supporting studies that show how our solutions save time, improve throughput and efficiency, increase patient safety, and most importantly – improve clinical outcomes over makeshift methods and other vendor's products.

Beekley Medical's products and services can help you develop valued, long-term relationships with your customers that create repeat business.

We will support your marketing efforts with complimentary product samples for evaluations, technical sell sheets, PDF's available for download, educational videos, and case studies that support the clinical outcomes generated through our solutions.

We also provide weekly sales tips and technical tips on the application of our products.

In addition, Beekley Medical has a long history of steady growth and financial stability. As a small, agile company, we are able to quickly adapt to changes in the market. We have a seasoned team of sales, marketing, and training leaders who are available to offer technical, sales, and marketing support to our international partners.



“Excellence in Exporting”

Beekley Medical® provides our global partners with a dedicated shipping team with a strong knowledge base of handling the necessary paperwork associated with international orders. We strive to ship same or next day upon payment.

Our dedicated international customer service and regulatory team make doing business with Beekley® easy by handling the paperwork for compliance and customs.



Here are some examples of what a successful Beekley Medical distributor looks like:

- Committed to selling the highest quality products with confidence and passion
- Existing relationships with end-users and purchasers within hospitals, imaging centers, clinics, and health ministries
- A solid customer base in radiation oncology/therapy and/or radiology
- A strong commitment to promoting Beekley on their website and at local trade shows
- In-office staff to handle customer service, orders, sampling by mail, sales calls or customer visits
- Located geographically near customers and able to travel to them as needed
- A variety of relevant product lines (both disposable and equipment product lines are acceptable) with a niche focus in their portfolio
- Ability to act as in-country representation by registering the products, as needed, with regulatory bodies
- A positive and respected reputation in the marketplace
 - Working with Beekley to promote Beekley Medical in printed collateral, banners, advertisements, etc.
 - Financial stability which allows for payment in advance of shipment

When It's a Good Match





Becoming a Distributor

To become a Beekley Medical® distributor, contact us to submit your application of interest.

As part of the decision to accept or decline an application for a distributorship, Beekley Medical will perform market and regulatory research of the intended territory as well as conduct reference checks on the applicant.

We look forward to partnering with you.





Gallery of Global Partners of the Year ...will you be next?



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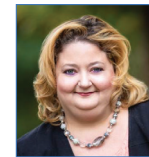
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