

# R. GARRETT BOLKS

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Competitive, high-performing Executive Medical Business Development professional with combined government contract acquisition and management, entrepreneurial experience overseeing companies, developing and managing relationships and collaborating with distribution partners to expand market share:

Strategic Sales Executive | Business Plan Creation | Sales Negotiation | Government Contracting | VA | Indian Affairs | Dept. of Corrections | Cutting Edge Technology | Solution-oriented Leader |

New Business Development | Relationship Management | Business Ownership | Physician Liaison | International Contacts | New Product Launch | Brand Identity | Management | Project Management

- Initiate and build alliances with government health care delivery services (VA/DOD/Indian Health Services/DOC), hospitals and physicians in order to conduct executive-level presentations to educate government procurement teams, physicians, staff and administrators; successfully capturing market share
- Perform market research and analysis necessary to integrate innovative and effective marketing and sales strategies with specialized expertise in transforming plans into profits
- Strategic sales experience with the presentation and closing skills required to launch products and services, identify needs, make recommendations, educate clients and follow through to achieve results
- Skilled in new product development, branding and strategy rollout, and new product launch

## SUCSESSES

- Negotiated major contracts with Veteran's Affairs, Indian Affairs, Dept. of Corrections and Dept. of Defense which earned maximum bonus based upon performance; achieved maximum bonus payout with Essilor.
- Initiated and implemented SDVOSB program to capture VA/VISN market for Essilor. This allowed Essilor to participate in multi-year contracts valued in excess of \$500M.
- Recognized industry leader with specialized expertise for setting the vision and launching two companies that established market presence and obtained patent pending status for new products.
- Throughout career consistently achieved or surpassed quota; achieved double digit sales growth.

## PROFESSIONAL EXPERIENCE

### **Bolks Consulting**

**2017 - Present**

- Over the past twenty months I have been in a consulting capacity primarily with MDR Resources and Alko Enterprises. MDR is a Resource Capability and Business Development Company led by a seasoned team of subject matter experts, experienced C-Suite Executives and physician leaders. My role as a consultant was to provide “best practices” solutions to individual hospitals and hospital systems based on various roles I have had over the years in the medical arena. I continue to work closely with Alko Enterprises in a number of capacities. Alko recently received their SDVOSB certification and is the leading Native American owned medical distribution company in the US. Alko is heavily involved with medical imaging and works closely with GE Medical, Philips and Siemens.
- Excellagen - Recently introduced a new wound care pathway to accelerated healing. Due to the prevalence of diabetes in the Native American market, Excellagen was a natural fit for Alko Enterprises. I am the liaison between Alko and Excellagen and have been arranging the clinical trials within the Indian facilities and VA hospitals. Excellagen is an FDA 510K cleared device for a broad array of dermal wounds including partial and full thickness wounds, pressure ulcers, venous ulcers, diabetic ulcers, Mohs surgery, second degree burns, trauma and draining wounds. The goal is to provide advanced healing solutions that substantially improve medical outcomes while lowering the overall cost of care.

### **ESSILOR**

**2015 - 2017**

#### **Director of Government Accounts**

- In July of 2017, I was voted unanimously by Essilor to be their “Global Ambassador” for mission initiatives. Our Mission Statement is “Improving Lives by Improving Sight”. The worldwide impact on loss productivity due to poor eyesight is estimated at \$292 billion dollars per year!
- Created SDVOSB program to capture VA/VISN market.
- Secured two new VISN contracts 5 year contracts valued at \$25M each in January of 2017.
- Implemented effective business development strategies that positioned company as a primary source for corrective lenses and frames.
- Secured contracts with ABMS, Thor International, Trillamed, DMS, Government Procurement Solutions, EyeCorp, Symphony City, and ALKO Enterprises.
- Planned and developed a Mobile Vision Care program with 150 tractor trailer rigs which services national customer base.
- Closed the lens business with Calpia in February of 2017 worth \$8 million.
- Brought two Essilor divisions, Essilor Instruments and Optisource into the SDVOSB program.
- Orchestrated the sale of Superior Lab to Trillamed which is now the only SDVOSB owned lab in the country which for the first time uniquely positions Essilor to win “SDVOSB” set aside bids as well as participate in “small business” set asides.

- Initiated the first “Mentor/Protege” program available through the Government with Essilor as the Mentor and Trillamed as the Protégé.
- Opened the door for Essilor to the Secretary of Veterans Affairs, David Shulkin, among other key Government officials.
- Created a relationship with BVA, “Blinded Veterans Association”, that satisfies the requirements for Essilor to participate in “Ability One” set asides.

## **ENOVATE MEDICAL**

**2013 - 2015**

### **Regional VP of Sales**

- Managed distribution channel through Valued Added resellers with accountability for sales in a defined geographical area. Consistently met or exceeded quota each year.
- Built and managed relationships with CDW, PC Connection, Epic and Cerner as well as developed solid relationships with Department of Corrections on Point of Care solutions adapting mobile cart practices.
- Developed relationship and niche market with Indian VAR and on-boarded customer that resulted in a significant increase in revenue.
- With the Electronic Medical Records Mandate, successfully brought SDVOSB to Enovate Medical; also landed VA conversions last year by converting the Central Arkansas Veterans Healthcare System to Enovate Medical/VISN 16; the smooth transition of VISN 16 influenced the other VISN’s acceptance of the program.
- Developed custom product to help clinicians with workflow which was adaptable to the healthcare industry during conversions and process improvements.

## **D-TEC DIRECT**

**2007 - 2015**

### **President and CEO**

Oversaw all business operations, developed relationships with key domestic and international medical companies and implemented innovative marketing and product development strategies.

- Developed a wide variety of custom medical supply and equipment products, which are currently manufactured overseas for medical companies.
- Utilize in-depth knowledge of GPOs selection process; featured in a Washington Monthly article entitled “Dirty Medicine” featuring four entrepreneurs with great medical ideas.
- Current patent pending on “Medical d-TECT-OR” which is a retained foreign object detection system. This system is used in detecting foreign objects remaining in the body following surgical procedures.

## **ALL-MED INDUSTRIES**

**2003 - 2007**

### **President and CEO**

- Directed all business operations, recruited and led top producing team of 50 sales representatives, developed new products and utilized strategic relationship management skills to market products throughout the medical community. Developed relationships with governmental procurement officers and Washington officials.
- Developed “d-Tec”, an x-ray detectable OR towel, which was introduced to the market in 2004. This be-came a mandate in all VA hospitals by March 2006 and is a standard of care in hospitals today.
- Fulfilled an N95 mask contract to the Taiwanese Government during the summer of 2003 during the SARS event.
- Co-founded “SureCare”, an exam glove company, and secured the majority of the HCA hospitals on a nitrile exam glove contract.

## **SRI | SURGICAL EXPRESS**

### **Territory Manager**

- Directed sales and business development initiatives, led high-performing teams and captured market share for a \$100 million company providing daily delivery and retrieval of reusable surgical textiles directly to the point of use in the hospital; expanded to include disposable custom procedural packs as well as a full line of surgical instruments. SRI is now owned by Synergy Health.

## **ALLEGIANCE CORPORATION**

### **Sales Consultant**

- Initially hired by American Hospital Supply which was merged with Baxter Health Care Corporate and is now Allegiance Corporation - a 4.5 billion dollar manufacturing and distribution medical supply company
- Consulted with the Pharmaseal Division and Convertors Division to implement strategies and programs in order to grow sales, penetrate a demanding market and ensure growth and profits.
- Achieved double digit sales growth and consistently achieved or surpassed sales quotas.
- Launched new products and captured market share while setting the pace for sales success.

## **BAXTER**

### **Sales Consultant**

- Represented a diverse product while providing sales consultation for this \$7 billion developer, manufacturer and distributor of medication delivery, blood collection and separation, and renal products, systems and services - Achieved or surpassed quotas
- Collaborated with the Pharmaseal and Convertors Divisions providing guidance in product development, marketing and rollout as well as implementing strategic plans and initiatives to develop and expand business while growing profit.

## **AMERICAN HOSPITAL SUPPLY**

### **Sales Consultant**

- Consulted with the Pharmaseal Division with a record for exceeding Quota 15 out of 18 years with company.
- Established full line of powder-free exam glove line and full line of Invivo Pulse Oximetry lines; Appointed glove specialist for training in Australia for 3 year period

## **EDUCATION**

**Bachelor of Science in Marketing**  
University Of Tennessee, Knoxville, TN

**Eagle Scout**

## **BOARD POSITIONS**

AORN Patient Safety Advisory Board  
Symphony City "Orchestrating Success" - 2005 to current  
Allegiance/Baxter/American Hospital Supply- President's Advisory Board  
Enovate Advisory Board  
Global Mission Ambassador for Essilor in 2017  
Trusted Advisory Council for the Blinded Veterans Association 2019