



Company Profile

2018



About

ACE Sales Corporation d/b/a SanaCare is a premier medical distribution company operating for nearly two decades internationally throughout the Americas and the Caribbean. Leveraging excellent customer service and existing business relationships, SanaCare represents a select group of the world's top medical supply companies.

Mission

To provide world-class representation and distribution services to global medical manufacturers via unparalleled relationships and distribution channels throughout Latin America, the Caribbean, and South Florida.

History

Founded in 1995 as a domestic janitorial distribution company, SanaCare evolved into an international medical distribution organization.

In just four years, SanaCare was able to grow its network into hospitals throughout Central America. With this growth came a shift of focus into the medical industry. By the end of 1999, SanaCare entered into a partnership with Allegiance Healthcare and expanded its product portfolio to include medical disposables. By 2001, SanaCare was able to further expand its growth into the Caribbean and Latin America.

SanaCare's success throughout the Americas continued to grow, paving the way for its new role as a master re-distributor of top tier medical manufacturers.

Today, SanaCare's primary objective is to nourish its existing business relationships and develop new partnerships with manufacturers seeking to penetrate markets within the USA and abroad. With a sole focus on medical distribution, SanaCare's portfolio continues to grow in large part to its expertise and dedication to customer service.

Products and Services

It is about connecting the right people, products and technologies. Globally. Locally. For those needing more. Who we work with tells a stronger story than anything else we could say. We're proud to call these companies "partners".



CardinalHealth



CareFusion



smith&nephew



BD



GE Healthcare
Vital Signs

ONE TRAY
Sealed Sterilization Containers

Our Team

From its 15,000 square foot and 6 loading dock warehouse facility in Miami, Florida, SanaCare's 11 associates manage, support and service over 68 sub-distributors throughout the Americas. Via strategic partnerships, SanaCare frequently co-employs sales/product experts with sub-distributors in specifically targeted regions.

Management Team



Tony Falcon
Director of Sales

Supervises and manages the sales efforts for all of SanaCare's operations in South America, Central America and the Caribbean. Has been fundamental in bridging relationships with distributors and hospitals, ever expanding on SanaCare's growing presence overseas. His vast product knowledge allows him to serve as a liaison between the medical manufacturers, distributors and hospitals. Mr. Falcon is considered a trusted and reliable partner for all of his distributors abroad.



Mike Maresma
General Manager

Runs the day to day operations, including direct involvement with vendors, customers, freight forwarders, shipping lines and all aspects for merchandise SanaCare. currently distributes. Certified Designated Representative for the wholesale of prescription and non-prescription pharmaceuticals. Has brought SanaCare's facility up to compliance with Chapter 499 guidelines. SanaCare is now licensed and permitted by the State of Florida for Wholesaling Pharmaceuticals through his efforts.



Frank Maresma
President and CEO

Formerly in government service with the Department of Homeland Security, Mr. Maresma was an integral team member in the creation, development and implementation of the largest and most successful industry partnership program between the global trade community and U.S. Customs & Border Protection. His extensive knowledge in regulatory compliance has enabled SanaCare to shift its focus from a quality distribution organization to a successful international medical supplier of top tier manufacturers.



Lisbet González
Clinical Specialist

Brings extensive medical expertise to team, joined in 2011. Responsible for the training of medical professionals and personnel through lectures and hands-on demonstrations. Instructs medical personnel on how to apply products, monitor the products efficiency, and serves as a point of reference for SanaCare's clients. Visits medical facilities and participates at medical conferences throughout the Americas and the Caribbean. Dr. González is a certified expert in the Advanced Wound Care division of Smith&Nephew and Carefusion's Pleurx and Chloraprep.



Christopher Carvajal, MBA
Regional Sales Manager

Oversees all sales activities and personnel for SanaCare's domestic operations. His extensive knowledge of the medical device industry has allowed SanaCare to quickly penetrate the US marketplace. Continues to strengthen existing relationships while exploring new opportunities domestically. Mr. Carvajal has a proven track record of implementing new product lines in challenging environments.

Territories

Since 1999, SanaCare has established itself as a leader in the international medical distribution space with an emphasis in Central America, South America and the Caribbean. In 2016, SanaCare launched its domestic medical sales and distribution division servicing South Florida. Based on a passion for healing and improving lives, SanaCare also proudly works with various charities in many of these regions.

Argentina Buenos Aires Cordoba	Dominican Republic Santo Domingo	Panama Panama City
Bahamas	Ecuador Guayaquil	Paraguay Asuncion
Barbados	Quito	Peru Lima
Belize	El Salvador San Miguel San Salvador	Puerto Rico San Juan
Brazil Sao Paulo	Guam	Saudi Arabia Riyadh
Chile Concepcion Iquique Santiago	Guatemala Guatemala City	Trinidad & Tobago Port of Spain
Colombia Bogota	Honduras San Pedro Sula Tegucigalpa	United States of America South Florida
Costa Rica San Jose Liberia	Jamaica	Venezuela Caracas Maracaibo San Cristobal
	Mexico Mexico City	
	Nicaragua Managua	

Why SanaCare?

Suppliers

Performance, expertise and trust are at the core of our business. Through a combined 85 years of experience, we've built valuable relationships with key opinion leaders, which has led us to become both experts in the field and extremely knowledgeable of the regulatory landscape in Latin America. A family-owned and operated company, we're proud to say we are on solid financial standing, have a positive credit history and an unmatched payable record. Our distribution network is secure, professional and thoroughly vetted.

To further reinforce our industry position, we've developed strong relationships with customers whom act as the industry watchdogs for trade and patent infringements. We are FCPA compliant and are certified/licensed by the State of Florida to distribute pharmaceuticals. While self-financed, we maintain close ties with financial institutions. We understand the culture of emerging markets, and bear the financial risk for all international markets.

Additionally, we offer our partners a host of other leading services, including:

- Providing a fulltime advisory board comprised of industry leaders to assist in direction & strategic growth.

- Employing a rigorous vetting process of each of our customers.
- Validating our customer’s compliance, which is held to our same high standards.
- Alleviating the hassles of supplies, maintaining numerous smaller customers through one solid relationship with SanaCare.
- Eliminating the hassles of credit, collection and currency exchange risks by holding all in-country receivables and providing supplier payments in U.S. dollars.
- Providing limited ship-to points in order to simplify logistics.
- Maintaining adequate quantities in stock to support customer needs.
- Restricting the sourcing/distributing of competitive products for customers.
- Not operating as “Box Movers” but rather dedicated professionals who understand our products, our competitors and their products and what it takes to capture the necessary market share of each territory.
- Building market share for supplier’s brands.
- Being fast to market.

Customers

Small enough to sidestep red tape, big enough to provide world-class customer service and attention to detail; welcome to the world of SanaCare, proud to be family owned and operated. As a licensed pharmaceutical distributor with the State of Florida, we are focused on continually growing our product bases to support our customer’s growth.

The wealth of benefits we offer customers includes:

- Serving as a conduit/liaison between manufacturers and distributors.
- Consolidating non-competitive merchandise.
- Loading & preparing containers for export.
- We are a master re-distributor; we only sell to distribution partners and have the best negotiated rates in the industry.
- We have the ability to offer credit terms to customers to allow for growth.
- We provide technical support and on-the-job training overseen by a full time medical professional.
- We have the ability to act as sourcing agent to satisfy customer’s needs.

Contact us today:

We are constantly improving and evolving as markets, products and technologies evolve. We pride ourselves in bringing innovative solutions in bringing products to markets. Contact us today to find out how SanaCare can help you achieve your goals throughout the Americas and the Caribbean.



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