

Your Partner in Patient Care *and Beyond*



Passion, commitment, caring

If you ask why clinical professionals choose Beekley Medical®, you'll get answers that go beyond great products and great service. You'll hear words like partner, relationship, people, responsive, knowledgeable, and integrity.

Making the lives of everyone we touch a little better is at the heart of what we do.

“The thing that really makes Beekley stand out to me as a consumer, or a purchaser, is the relationship. We have a business partnership with Beekley, not a customer relationship. That's probably the difference.”

– Manager, Breast Center/ Imaging Center
Nashville, TN

“Beekley not only presents a very high-quality product, which is consistently good, but they also go above and beyond as far as providing the extra continuing education and keeping us up to date with the newest technologies.”

– Mammography Manager
Las Vegas, NV

“Beekley is one of those companies that goes above and beyond. It's the commitment of having a product you stand behind and offering the assurance to go the step farther to help you implement that product and help you improve your imaging for your patients.”

– Breast Center Manager
Binghamton, NY



Products designed with both the clinician and patient in mind

For over 40 years, Beekley Medical® has worked in partnership with clinicians during development to ensure our products are tested and proven to provide accurate localization, improved communication, clinical efficacy, and even patient compliance.

All of our products are intended for single patient use to help you maintain a sanitary environment and assist you in your infection control measures.

We purposely use esthetically pleasing materials for a better patient experience from just right adhesives to skin-friendly textures, appealing graphics, tastes, and aromas.

Each product is carefully designed with its intended modality and purpose in mind so that you always have the right tool for the right equipment for the right exam.

“Unique products that are uniquely for radiology. We're not having to modify something else to make do. It's very specific products, reasonably priced, and customer focused.”

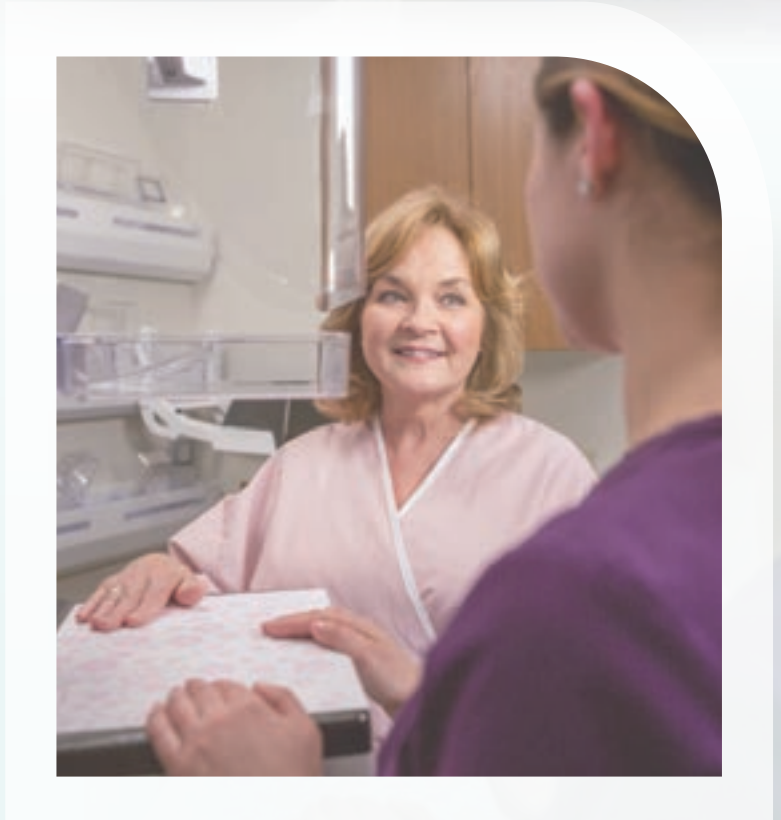
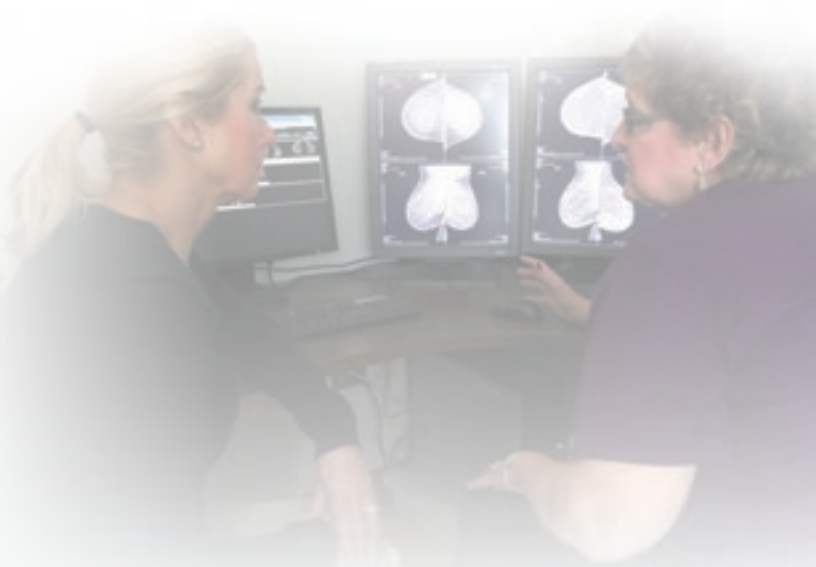
– Radiology Manager
Loveland, CO

“I think the overall impression is that Beekley takes breast care very seriously. The markers are consistent. We don't have to worry whether there's going to be a good batch or a bad batch. It makes our patient flow and throughput so much easier. The less we need to fiddle with things, the better your patient's in and out experience.”

– Mammography Manager
Las Vegas, NV

“I know some facilities have tried other off brand products, but they end up going right back to Beekley. The patients notice the change.”

– Imaging Manager
Crandon, WI



Service tailored for supply chain management and end user satisfaction

Vendor inefficiencies cost time, money, and impact patient care. Backorders, incorrect order fulfillment, and inconsistent product quality not only disrupt your day - but also that of the clinical staff that rely on you to ensure they have the right materials on hand for their patient care.

Emphasis on quality

Beekley Medical® has a proven history of living up to your expectations for quality and reliability. We know how important it is to everyone in your healthcare system that orders are accurate, on time, and perform as promised.

We have strong quality management processes in place that assure we meet the requirements of FDA Quality System Regulations, ISO 13485, and all other applicable regulations for the countries we serve.

We stand behind our products 100%. In addition to offering complimentary product for trial evaluations on the majority of our products prior to purchase, if a product does not perform as promised, returns are accepted with no restocking fees.

“Really easy to work with. When we were changing over to adding the iFIX, Sue was really good at working with our supply team, what information we needed, how much we needed to order, what specifically we needed to order so that the process of actually ordering and receiving wasn't as long. She was definitely accessible and readily accessible.”

– MRI Supervisor
Salt Lake City, UT

Commitment to timeliness

Most Beekley Medical products are produced on site and ship from our Bristol, CT headquarters. As a result, we seldom experience a back order or split order situation. Customer orders are shipped same or next day.

Whether using our preferred shipper or your own, we proactively send shipping disruption notifications to email subscribers when our outbound shipping timelines may be impacted by holiday closures or natural disasters.

“There are times that you place an order and it's like, 'Where is it? Where is it?' With anything I've ordered from Beekley, it's there just within a day or two. In my mind, as far as customer service and responsiveness, you guys are at the top.”

– Radiology Manager
Loveland, CO



Working within your needs

We understand that every healthcare system has different business models and limitations. Whether your concerns are budgeting, logistics, warehousing, etc, our team will work with you to find the best solution to your needs.

While we offer several budget-friendly contracting options and pricing tiers to help you save, there is no minimum order requirement with Beekley Medical. We will gladly accept and process a one box order.

If warehousing is an issue, you can take advantage of PASS – our Pre-Arranged Shipping Service that allows you to adjust quantities anytime as your needs change. Beekley Medical has also partnered with Cardinal Health™, Owens & Minor®, McKesson®, and Medline® for distribution on select products.

“As a member of the Sourcing Team I am lucky enough to work with my National Accounts Manager who is one of the most forthright professionals I have had the pleasure of dealing with in my nearly 28 years of hospital Supply Chain experience. Long gone are the days when I would have to deal with order placement, inventory control, back-order problems and the like, but as a member of the Sourcing team I am lucky enough to work with her on such matters as ‘pricing’ or ‘correct part numbers’ to make the process for everyone else as seamless as it possibly can be. I feel that for anyone involved with Sourcing and Contracts – working with Beekley would be like a breath of fresh air compared to many other vendors we have in our database. The ease of working with Beekley ranks them at the top of any vendor I currently work with.”

– Contract Administrator
Renton, WA



People who share your mission

World Class Customer Care is not just a slogan at Beekley Medical®. It's an attitude we hire for at every level of our organization. We know that if our Associates share our passion for excellence and making a positive impact in someone's life, they will also share yours.

We also know that if we treat our internal customers well, they, in turn, will treat our external customers well.

The average tenure of a Beekley Medical Associate is 11 years. In Sales, the average tenure is 10 years. This means that you have a veteran team of dedicated Account Managers, Business Development Managers, and National Account Managers working together to service your account who are well versed in our industry and their modalities, and who know you, your staff, and your challenges.

“The first thing I think of is always the people. It's a feeling you have good people working there. There's integrity behind the product.”

– Manager, Breast Center/ Imaging Center
Nashville, TN

“The products stand for themselves, and the service. I can't say enough about the knowledge of the staff. Like Queenee, you can ask her anything and she has the knowledge of the products that she sells.”

– Chief Therapist
Gainesville, VA



Giving back to our communities

Beekley Medical believes strongly in ongoing education, not just through ongoing industry training for our own Associates, but also for you and your staff.

Many of our customers tell us how much they appreciate the value-added services our teams provide in terms of complimentary CE activities, educational posters, patient brochures, case studies, and other educational, informative content of relevance that will help your teams improve productivity, clinical efficacy, and patient care.

In addition, Beekley Medical is a proud supporter and sponsor of several educational programs, conferences, and advocacy groups for our imaging community.

For decades, a portion of the proceeds from the sales of Beekley Medical's Mammography SPOT® skin markers has been donated to local and national organizations that fund research, awareness, and early detection programs in the fight against breast cancer. We have also hosted fundraisers for men's health issues and pediatric cancers.

Like you, our goal at Beekley Medical is to improve clinical outcomes. Because in the end, we are all patients too.

“Customer service has been really good, and that's kind of a lost art – being able to have a person you connect with. Kelly puts a personal touch on things, her response time is impeccable. I encourage people to consider Beekley (Medical), one for customer service, and more importantly – the product.”

– Lead Therapist
Houston, TX



3D Mammography

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The Beekley Family Foundation

BRISTOL
HOSPITAL
Development Foundation

BEEKLEY
CENTER
Breast Health & Wellness
at Beekley Hospital

Experience the Beekley Medical® Difference.
Together we can make the lives of everyone **you** touch a little better.
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