



Medical - Quarterly Industry Forum

By: *Fran Perez-Wilhite & TJ Gilroy*

Industry focus: *Medical*

Date: *11 December 2025*

Agenda

- **Welcome & Overview**
- Business Spotlight: *Wilburn Medical Supply*
- Special Focus: *ARPA - H*
- Featured Presentation: *MTEC*
- Highlights of Upcoming Opportunities
- Closing & Next Steps



Disclaimer

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Who We are

The NCMBC is a statewide business development and technology transition entity of the State of North Carolina, embedded in the state's community colleges and headquartered at Fayetteville Technical Community College. It is the only statewide, military-focused economic development organization in the U.S. and the only North Carolina entity solely dedicated to growing the defense economy through existing industry.

How NCMBC Can Help

- One-on-one business counseling
- Opportunity sourcing and daily email notifications via Matchforce.org
- Proposal development and solicitation interpretation
- Pre-award capture assistance and teaming support
- Federal agency market intelligence and acquisition forecasts
- Training events, webinars, and contraction workshops



Mission, Goals, and Outcomes

Mission: To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

Goals and Operations:

1. Increase federal revenues for businesses
2. Support technology transition to federal agencies
3. Support integration of military into workforce
4. Support defense-related business recruitment



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INTRODUCTION to Wilburn Medical Supply



Our Website:
www.wilburnmedicalsupply.com



CONNECTING MILITARY AND BUSINESS

WHO WE ARE:

ABOUT WILBURN MEDICAL SUPPLY

Wilburn Medical Supply was founded in 1997 by Rick Wilburn with a simple mission: to exceed customer expectations.

Today, under the leadership of second-generation owner Emily Wilburn Andrews, Wilburn Medical Supply proudly operates strategically located warehouses across the country. We continue to serve healthcare facilities of all sizes as a trusted "One Stop" source for 100,000 medical supply products from over 500 manufacturers, and with fast, reliable shipping. Wilburn delivers for CHCs and **Wilburn cares.**

WWW.WILBURNMEDICALSUPPLY.COM



Codes & Data:

NAICS Codes

- 423450 – Medical Supplies Wholesalers
- 423490 – Medical, Dental, Hospital

Corporate Data

- CAGE Code: 1BNY0
- WBE #: WBE2101772
- WOSB #: WOSB220989
- SAM #: HUBZEXNTX49
- DUNS #: 017950663
- NC Pharmacy License: D5022

THE POWER OF Wilburn



**PROUDLY PARTNERED
WITH 500
MANUFACTURERS**



MCKESSON
Empowering Healthcare

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Metrex MIDMARK MÖLNLYCKE HEALTH CARE PDI OWENS & MINOR HALYARD
Roche SIEMENS smith&nephew SURGICAL SPECIALTIES ZOLL

Bestselling

Featured



ADD TO CART



The image shows the box for the LeadCare II Blood Lead Testing System. The box is white with a photograph of a smiling child. The text on the box includes "LeadCare II" in large letters, "Blood Lead Testing System" below it, and "FEMA" in a small logo in the top left corner. A CD-ROM is visible in a circular window on the left side of the box.

Leadcare Analyzer Test Kit 48 Tests Clia W

Contact Us!

SAME
SUPPLIES
FOR LESS

WILBURN IS Values Driven

Wilburn Medical Supply is not just in business to make a profit but to make a difference in the world. The profits don't just land in our pockets; they are invested into our community to do the most good.

We want to make a difference and are serious about using our business to do the most good!



WILBURN Delivers



Wilburn is Certified

CURRENT EXPERIENCES

SAVANNAH NUCLEAR RIVER SOLUTIONS

Wilburn Medical has proudly served Savannah River Nuclear Solutions (SRNS) for a little over a year, providing a broad range of medical supplies and equipment to support their on-site health and safety operations.

We are dedicated to delivering exceptional value—offering our best pricing, maintaining the highest standards of product quality, and ensuring a level of service that fits seamlessly within SRNS's established workflows and procurement requirements.

Understanding the operational and compliance restrictions that govern SRNS's purchasing processes, we have adopted best practices in quality control, fulfillment, and communication to align with their needs. Our team remains flexible and responsive as their demands evolve, ensuring consistency, reliability, and partnership at every step.

The contract continues to perform strongly, with positive feedback from SRNS's procurement and health teams.



CURRENT EXPERIENCES



ABOUT SNRS

Savannah River Nuclear Solutions (SRNS) manages and operates the Savannah River Site, a 310-square-mile facility owned by the U.S. Department of Energy near Aiken, S.C. They operate diverse nuclear and research facilities, and manage infrastructure and support systems akin to those of a small city. SRNS employs approximately 7,000 people and is responsible for the safe and secure operations of most Savannah River Site (SRS) facilities and programs.

WE HAVE PROVIDED...

- 1) Equipment and supplies for 50% of their 12 brand new ambulances
- 2) Stryker Power-Pro Stretcher Mattresses & Stair Chairs
- 3) Airway sets
- 4) Medical supplies for their onsite fire & rescue teams
- 5) Medications & Injectables
- 6) Endotracheal Tubes
- 7) Training Items including faux blood, medications, IV solutions, IV training arms, etc,
- 8) Supplied 25 AED systems
- 9) Technimount Products and Brackets
- 10) EZ-IO Drills

CURRENT EXPERIENCES

FREQUENTLY ORDERED SUPPLIES

SAVED
SNRS ON
70% OF THEIR
SUPPLIES

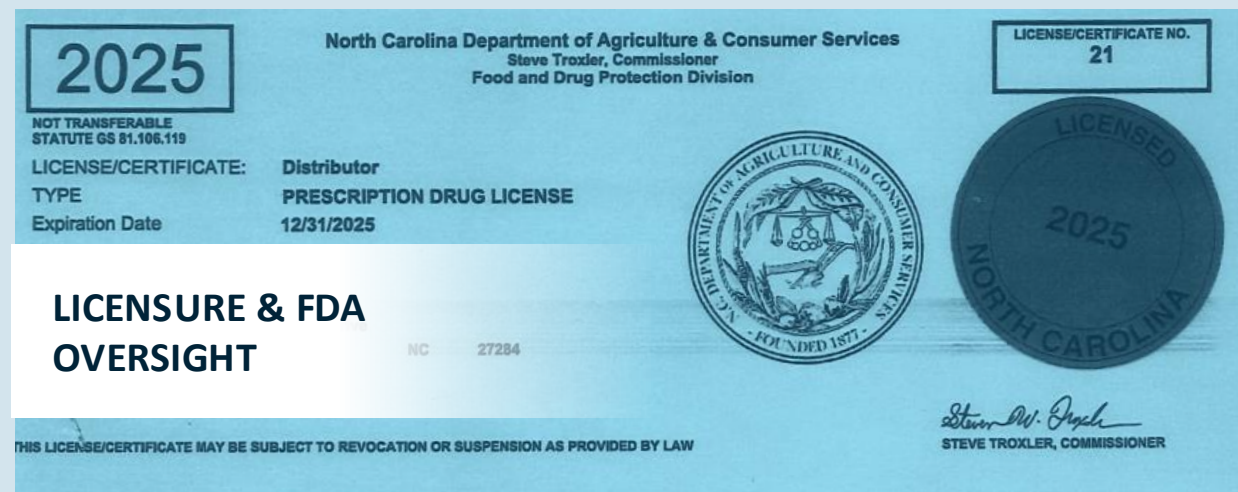
ITEM	DESCRIPTION
Wilburn Medical Pharmaceuticals : 10040229	Zyrtec 24HR Allergy, 10mg Tablet, 30ct. Each
Wilburn Medical Supply : AL-60	Aleve, 60ct, single caplet per pack, individually packaged. Box.
Wilburn Medical Pharmaceuticals : 10005516	Cephalexin 500mg, capsule, 500. Each
Dynarex Corporation : 1407	Dynarex Corporation - Medicaine Sting & Bite Swabs 6cc, 10/bx
Cardinal Health : 8884413605	Cardinal Health - Petrolatum Gauze, 3" x 9", 50/bx 4/cs (Continental US Only)
Wilburn Medical Supply : 022896	OneTouch Ultra Blue Blood Glucose Test Strips, LifeScan 022896, 50ct Box.
Pro Advantage : P080010	Pro Advantage - Urine Reagent Strips, 10 Parameter, Leukocytes, Nitrite, Urobilinogen, Protein, pH, Blood, Specific Gravity, Ketone, Bilirubin, Glucose, CLIA Waived, 100/btl
Wilburn Medical Pharmaceuticals : 00065074114	Tetracaine® Steri-Units® Tetracaine HCl, Preservative Free 0.5% Solution 4mL. 12 units per bx. Box
Wilburn Medical Pharmaceuticals : 00281032608	Nitro-Bid Nitroglycerin 2% Ointment 1 Gram. Oint 1GM Foil Pack (48/ct). Foil packs. Box.
3M Health Care : 1584B	3M Health Care - Self-Adherent Wrap, 4" x 5 yds, Blue, 18/cs. Case.
Medtronic/Minimally Invasive Therapies (MIT) : 340-000-000	Medtronic/Minimally Invasive Therapies - Battery Pack, 250 Minutes. Each.
Wilburn Medical Pharmaceuticals : 10110896	LIDOCAINE HCL 2% PFS 10XS ML. PRE-FILLED SYRINGE 100MG/5ML (2%). PK.
Medtronic/Minimally Invasive Therapies (MIT) : 8888247064	Covidien - Nasopharyngeal Airway, 34Fr, 10/bx. Box.
ICU Medical : 326710	Smiths Medical ASD - ViaValve™ IV Safety Catheter, 20G x 1", 200/cs (US Only)
Multiple UOM Items : 5301-BX	Strong Manufacturing - Standard Procedure Ear Loop Mask, Blue, 50 per box. Box.
Pro Advantage : P154010	Pro Advantage - Cohesive Bandage, Tan, 1" x 5 yds, 30/bx. Box.
Metrex Research Corporation : 13-1024	Metrex Research Corporation - CaviCide 24 oz Spray, 12/cs. Case.
Masimo Americas, Inc. : M-LNCS	SpO2 Sensor, M-LNCS E1, Ear, Adult Disposable, Single Patient Use, Adhesive, 3ft Cable, 10/bx
Wilburn Medical Supply : 8140-7-50	NonRebreather Oxygen Mask Salter Labs® Elongated Style Adult One Size Fits Most Adjustable Head Strap. 50/cs. Case.
Dukal Corporation : 4353	Tech-Med Services - IV Pole, 2 Hook, 4 Caster, Adjust 47" - 84"
Hillrom : 7000-MS3	Welch Allyn - Classic Mobile Stand, MS3
Wilburn Medical Supply : AM-290	Fellowes AeraMax 290 Air Purifier Mold, Odors, Dust, Smoke, Allergens and Germs with True HEPA Filter and 4-Stage Purification, Large Room 300-600 sq. ft., Black. Each.
Wilburn Medical Pharmaceuticals : 10252919	FS 12HSTIP Emergency Kit. 1 MG VL/1 ML. Kit
Wilburn Medical Supply : FS-12HSTIP	FASPLINT Pump Hose W/Tapered Tip For Compact Vacuum Pump Aluminum. Each.
Hillrom : 71WT-B	Welch Allyn - Monitor, BP, SPO2, SureTemp



SAFETY MEASURES

At Wilburn Medical Supply, product safety and compliance are our top priorities. We maintain rigorous internal protocols to ensure all temperature-sensitive and refrigerated products are stored, handled, and shipped under strict environmental controls. Our distribution facility follows standardized monitoring procedures, validated storage systems, and documented chain-of-custody practices to preserve product integrity.

During transit, we use verified packaging and temperature-controlled solutions to maintain required conditions from our warehouse to our customers nationwide—ensuring every product arrives safe, compliant, and ready for immediate use.



LICENSURE & FDA OVERSIGHT



REFRIGERATION PROTOCOLS



EXPIRY DATE MANAGEMENT



Our Fit

Wilburn Medical Supply is a second-generation, women-owned small business with over 25 years of experience providing high-quality medical supplies and equipment to organizations across healthcare, government, and energy sectors. With a proven track record serving partners such as Savannah River Nuclear Solutions, NIH, and the CDC, we understand the operational precision and compliance standards required by large, safety-driven organizations like Southern Company.

Our lean, values-driven structure allows us to deliver the buying power of large distributors with the personalized service, flexibility, and responsiveness of a small business. We pride ourselves on integrity, reliability, and long-term relationships—operating by the core principles of Do the Right Thing, Get it Done, Wilburn Cares, and Customer First.



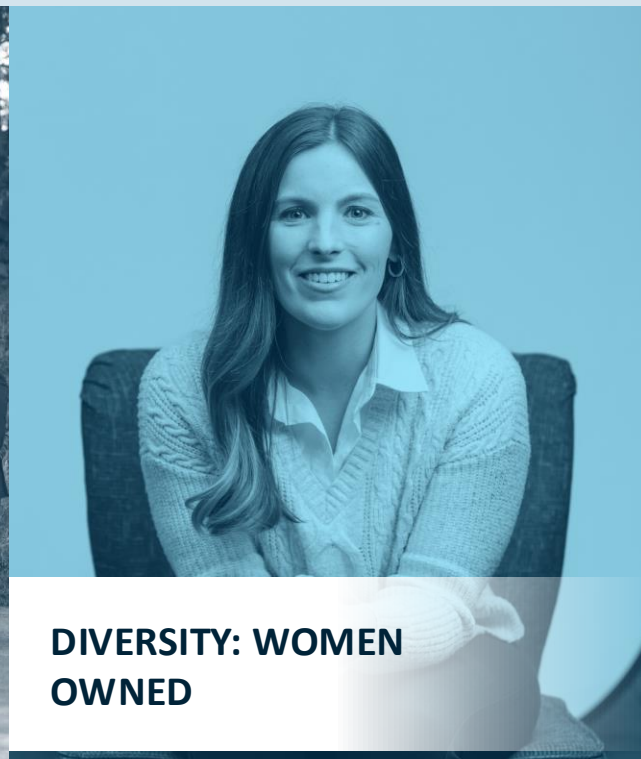
MEDICAL SUPPLIES



MEDICAL EQUIPMENT



DIVERSITY: SMALL BUSINESS



DIVERSITY: WOMEN OWNED



CONNECTING MILITARY AND BUSINESS

Partnership





Questions? Thank you!



Partnership
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Ashley.Ellington@wilburnmedical.com
(336) 253-3903

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The Advanced Research Projects Agency for Health (ARPA-H) is a research funding agency that supports transformative biomedical and health breakthroughs – ranging from the molecular to the societal – to provide health solutions for all.

<https://arpa-h.gov/>

Pursuing Health Breakthroughs

- The [Advanced Research Projects Agency for Health \(ARPA-H\)](#) provides research funding to build high-payoff capabilities or platforms to drive biomedical breakthroughs – ranging from the molecular to societal – that will provide transformative solutions for all individuals.
- ARPA-H is an independent entity within the [National Institutes of Health](#) (NIH).
 - While it operates independently with its own leadership and distinct operational model, its establishment within NIH allows it to leverage the existing NIH infrastructure and expertise to accelerate its mission of driving major breakthroughs in health.

Distinct Mission

- ARPA-H is modeled after DARPA and has a distinct focus on funding bold, high-risk, high-reward projects that aim for rapid, transformative health solutions.
- ARPA-H primarily uses "Other Transactions" (OT) agreements for its projects, rather than traditional grants.
 - These are performance-based agreements where funding is contingent on the performer meeting specific, measurable milestones throughout the project lifecycle.
 - This agile approach allows program managers to quickly terminate projects that are not meeting milestones, a core feature of the ARPA model.

Key features of ARPA-H's payment process

- **Milestone-based:** The total award is broken into a series of payments, with each one triggered by the completion of a predefined milestone.
- **Performance-focused:** Payments are tied to the execution of technical events, not just the expenditure of funds. If a recipient successfully performs the necessary work to meet a milestone, they are paid the amount negotiated upfront.
- **Negotiated terms:** For each project, the payment schedule, milestone definitions, and values are negotiated at the time of the award.
- **Two types of payment models:**
 - fixed-payable milestones, where the payment amount is predetermined, or
 - expenditure-based milestones, where payment is based on actual costs incurred.
- **Attractive to industry:** This model, which emphasizes payment for results rather than just effort, is designed to be more appealing and flexible for commercial and industry partners.

Focus Areas

- **Health Science Futures-*Expanding what's technically possible***
 - Accelerating advances across research areas and removing limitations that stymie progress towards solutions. The tools and platforms developed apply to a broad range of diseases.
- **Scalable Solutions-*Reaching everyone quickly***
 - Addressing challenges that include geography, distribution, manufacturing, data and information, and economies of scale to create programs that result in impactful, timely, and equitable solutions.
- **Proactive Health-*Keeping people from being patients***
 - Reducing the likelihood that people become patients. Preventative programs will create new capabilities to detect and characterize disease risk and promote treatments and behaviors to anticipate threats to Americans' health, whether those are viral, bacterial, chemical, physical, or psychological.
- **Resilient Systems-*Building integrated health care systems***
 - Developing capabilities, business models, and integrations to endure crises such as pandemics, social disruption, and economic instability. Resilient systems need to sustain themselves between crises – from the molecular to the societal – to better achieve outcomes that advance American health and wellbeing.

Available Mission Office ISO Opportunities

Learn more about each opportunity and its requirements through the solicitations linked below.

- [Health Science Futures Office ISO](#) (ARPA-H-SOL-24-104): Research that removes scientific and technological limitations that stymie progress towards the health care of the future.
- [Proactive Health Office ISO](#) (ARPA-H-SOL-24-106): Research that focuses on preventative programs that reduce the likelihood that people become patients.
- [Resilient Systems Office ISO](#) (ARPA-H-SOL-24-103): Research that builds robust and integrated health care systems.
- [Scalable Solutions Office ISO](#) (ARPA-H-SOL-24-105): Research that addresses challenges to geography, distribution, manufacturing, data and information, and economies to promote equitable solutions.

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MTEC

Rick Satcher

Rick.Satcher@mtec-sc.org

919.491.0015



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Opportunity 1: Authorized Protective Eyewear List

Dept of Defense – Dept of the Army

- *Solicitation #: W91CRB-26-32432A*
- *Location: Fort Belvoir, VA*
- *Contract Type: Sources Sought*
- *Set-Aside: None*
- *NAICS: 339115*
- *Response Due: 13 Mar 2026, 4:00 PM*
- [SAM.gov](https://sam.gov)

NCMBC Guidance:

- *We recommend that you look beyond the state of NC for medical supplies and services contracts.*
- *We also recommend to read the entire solicitation! This opportunity is not asking for prescription eyeglasses!! NEVER ASSUME!!*



Opportunity 2: Custom Surgical Packs

Dept of Veterans Affairs – VISN 6

- *Solicitation #: 36C24626Q0125*
- *Location: Salisbury, NC.*
- *Contract Type: Solicitation*
- *Set-Aside: Small Business*
- *NAICS: 339113*
- *Response Due: 15 Dec 2026, 10 AM*
- <https://sam.gov/workspace/contract/opp/b2b6c382a8b642d5bc9f348f4fcf5586/view>

NCMBC Guidance:

- *Rare opportunity, right here in VISN 6 in Salisbury, NC!*
- *These opps are usually Sole Source! Take advantage!!*



Opportunity 3: Wheelchair Van Service

Dept of Veterans Affairs – VISN 6

- *Solicitation #: 36C24626Q0130*
- *Location: Salisbury, NC.*
- *Contract Type: Solicitation*
- *Set-Aside: SDVOSB****
- *NAICS: 485991*
- *Response Due: 22 Dec 2025, 3 PM*
- <https://sam.gov/workspace/contract/opp/60b566c6bcc74c58a52eff516db0bc3f/view>

NCMBC Guidance:

- *Medical opportunities are not only supplies but services as well.*
- *Read the ENTIRE opportunity!! The main page states that there are no set-asides for this, however, it's actually an SDVOSB!!*
- *Must hire not only competent employees but also compassionate ones as well!! They will be taking care of our veterans!!*



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Upcoming Forums and Other Events

Medical Focus:

- Medical Forums: March 12; June 11; December 10
- MBB Symposium: September 23-24 (Chapel Hill)

Additional Industry Forums:

- Infrastructure (Jan 13); Agriculture/Food/Beverage (Jan 29); Textile (Feb 18); Technology & Innovation (Feb 26)

Other Industry Focused Events:

- March 18-19 (Chapel Hill): [Defense Industrial Sustainment for Combat Systems Summit](#)
- April 14-16 (Wilmington): [Federal Construction, Infrastructure & Environmental Summit](#)
- May 19-20 (Raleigh): [Federal and Defense Textile and Tactical Gear Summit](#)
- August 4-5 (Fayetteville): Federal Technology Symposium

Visit NCMBC.US for more information
Stay connected via LinkedIn and the NCMBC Newsletter



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