



## **Our Mission Statement**

BMTS is dedicated to providing optimal economic and environmentally sound solutions to biomedical waste management. We are deeply committed to continual improvement and refinement of our patented technologies in support of customer needs and compliance issues. Moreover, BMTS is actively engaged in educational efforts and devoted to developing a novel waste reclamation program in support of a safer, healthier environment.

## **Overview**

BioMedical Technology Solutions, Inc., a privately held corporation, located in Englewood, Colorado, owns the patented Demolizer® technology. Founded in 2005, BMTS is dedicated to providing optimal economic and environmentally sound solutions for low to medium volume biomedical waste management. The corporation is actively engaged in educational efforts and devoted to developing a unique waste reclamation program in support of a safer, healthier environment. BMTS offers solutions for medical, dental and veterinary offices, nursing homes, assisted living facilities, and other health care facilities.

## **History**

The original patented Demolizer® biomedical waste processing system was developed in 1993 by Thermal Waste Technologies, Inc. (TWT) and has successfully completed over 300,000 processes. In 2005, the Demolizer® patented technology was acquired by BioMedical Technology Solutions, Inc., and the Demolizer® system was enhanced with advanced quality control, hardware and remote diagnostics. BMTS introduced the Demolizer® II in late 2006, a reconfigured, improved version, which uses the patented Demolizer® technology.

## **The Demolizer® II**

The unique, cost-effective system for low to medium volume medical waste generators, is approved, or meets regulatory requirements in 46 states, for treatment and disposal of both sharps and red bag waste. About the size of a desktop printer, the Demolizer® II ensures complete disposal of medical waste, automatically documents state-required records, and eliminates the generator's cradle-to-grave liability. The patented treatment process, using dry heat technology, renders waste sterile and sharps unrecognizable. The treated waste is properly labeled and simply thrown away as common trash.

## **The 4 S's**

**Savings, Safety, Simplicity and Security** are the four main ways customers benefit from using the Demolizer® II system.

The system saves customers thousands by eliminating or dramatically reducing biomedical waste hauling costs and often pays for itself in one year or less.

Customers enjoy safer facilities because potentially hazardous biomedical waste is no longer handled multiple times or stored onsite, awaiting hauler pickup.

The process is simple to start and complete and needs no special chemical or electrical requirements. On completion, treated waste is thrown in common trash, and all state-required documentation is automatically generated.

The Demolizer® II is a proven, tested and approved solution to securely eliminate biomedical waste generator's cradle-to-grave liability without harming our environment.

### **Intellectual Property**

Our technology is protected by our existing patent and patents pending worldwide on the system and the collectors. We are constantly researching and developing improvements to our technology and continue to protect our intellectual property enhancements with additional filings.

### **The Market**

There are more than one million low to medium volume generators of medical waste in the United States, and millions more worldwide. The Demolizer® II system is well-positioned to capture significant biomedical waste management market share in nursing homes, clinics, veterinary, public and military health care facilities.

### **Future Plans**

Developing countries have serious barriers to effective biomedical waste disposal. BMTS is working with global health leaders to combat those barriers by designing a system specifically for use in these developing areas.

The home health care (self-injector) market, although not rigorously regulated currently, is the source of billions of injections in the United States alone. Increasing pressure for regulatory oversight of the home health market will set the stage for market entry of the home Demolizer® unit currently in the initial design phase.

BMTS is also actively engaged in the development of a program designed to effectively and thoroughly recycle the Demolizer® end-product.

### **Affiliations**

BMTS is a member of the Colorado BioScience Association.

## **What We Do**

BMTS is constantly working on technology and programs to make medical facilities safer, cleaner and environmentally sound. We offer solutions to help medical professionals run more efficient practices.

***BMTS is dedicated to providing optimal economic and environmentally sound solutions to biomedical waste management.***

Our technology is designed to save our customers money, while providing safer medical facilities. We've made sure it's simple to use. With the push of a button, our customers process their biomedical sharps and red bag waste on-site, securely eliminating their cradle-to-grave liability. Because waste is now sterile, and sharps are unrecognizable, the processed collector can be tossed into the common trash. Our customers can feel secure, knowing that they have chosen a solution that's safer for our environment too.

***We are deeply committed to continual improvement and refinement of our patented technologies in support of customer needs and compliance issues.***

Through our efforts to improve our product, we now have two additional patents pending. We are always researching for new and improved ways to make our offerings even better.

BMTS offers our customers up-to-date compliance assistance on biomedical waste disposal. We are here to answer your specific state and local compliance questions upon request, and research those questions if we don't have an answer readily available.

Our BMT*Safe* Program gives guidelines and templates for OSHA and state required hazard communication programs and is based on the requirements of the OSHA Hazard Communications Standard, 29 CFR 1910.1200. This template is free to BMTS customers and provides an easy-to-use format to tailor to the specific requirements of your health care facility.

***Moreover, BMTS is actively engaged in educational efforts and devoted to developing a novel waste reclamation program in support of a safer, healthier environment.***

Our focus remains on helping you make your practice safer and more secure, while saving you money. We also take pride in offering more environmentally friendly solutions to biomedical waste management.

Products currently in development include a home healthcare system, a recycleable filter for the Demolizer® II system and a 100% recyclable end-product. Our company has also spent the last seven years researching the Gazel™, a system designed specifically for use in developing nations where improper sharps disposal is causing serious health and environmental issues.

## **BMTS Management**

### **Don Cox CEO/President**

Don G. Cox, Jr. serves as President, Chief Executive Officer, and Chairman of the Board of the Company. Don Cox is considered a leading expert in the retail industry for his proven ability to take a product from an idea to a concept and successful deployment both domestically and internationally. He has over twenty-five years experience in raising capital, contract negotiations, licensing, product design, operations, sales, and marketing. He has consulted for several companies in the areas of mergers, acquisitions, and exit strategies. He has a unique ability to build management teams with extensive expertise and very diverse backgrounds to create successful companies that are on the leading edge of their industries.

Mr. Cox was once the largest national franchise operator of TCBY stores in the 1980s, chairing TCBY's President's Council, and an owner of a large area development agreement with Blockbuster. Most notably, he served as President, CEO and Chairman of the Board of Directors of Pretzelmaker, Inc. He took Pretzelmaker, a company on the verge of bankruptcy, to 220 stores in 40 states and 7 provinces in Canada and Asia in 18 short months. It became one of the fastest growing franchise chains in North America, outgrowing competitors nearly three to one and becoming one of Entrepreneurs Magazine's top 200 franchises in 1996. As President and CEO, he was responsible for product development and store design, marketing and distribution, both domestic and international, and franchise business operations.

Mr. Cox was co-founder, President and Chief Executive Officer of Body, Art and Science and SRA (Supplement Research and Advancements), a high-end sport supplement and nutrition company with products distributed in the U.S. and Europe. He is considered an expert in both the fitness and nutritional industries consulting for athletes in the NFL and NBA. Mr. Cox also developed and owned Fitness Unlimited and Florida Fitness, two successful fitness chains in Florida. He is the founder of Namaste®, an all natural, all botanical skin care line developed for women, men and children with over 90 products. Namaste® was sold in major department stores including Nordstrom and Takashmia on 5th Avenue in New York.

### **Gex Richardson, Esq. General Counsel**

Gex Richardson, ESQ, serves as General Counsel and is a senior investor in BioMedical Technology Solutions, Inc. Mr. Richardson is also the Senior Vice President /General Counsel of Glenn Wright Construction & Development, Inc. which is a \$200 Million Dollar a year Real Estate Development Company in Fort Lauderdale, Florida. Previously, Mr. Richardson was Of Counsel to Akerrman Senterfitt, one of the largest law firms in Florida, specializing in corporate transaction and real estate. Mr. Richardson has been practicing law for 17 years since graduating from the University of Florida with a BSBA in finance and a Juris Doctor.

**Aaron Rhoades , Vice President of Sales**, is responsible for all aspects of sales and distribution relationships including the development, promotions, coordination, and training for the BMTS in house sales team and distribution partners. He carefully manages distributor relations at a senior level making sure the quality of BMTS product knowledge and training is maintained at the highest level to the distributor sales groups. Aaron has over 10 years of experience in the medical distribution business and capital equipment sales arena. His experience includes every aspect of medical product distribution including profit and loss responsibility, management of field sales representatives, and the launch of new technologies and products into the medical marketplace.

**Tom Von Bank National Director of Sales**

Tom Von Bank, National Director of Sales, oversees all revenue generating initiatives for the Company. He has extensive experience with building and managing sales teams, working with distributors, and applying a repeatable process to growing profitable revenue. Tom comes to BMTS with over 23 years experience in medical sales, sales management and sales distribution from a variety of medical organizations ranging from Fortune 50 companies to pre-IPO top 100 Dunn and Bradstreet start-up organizations, including BioMet, VitaMed, US Medical and Lexicor Medical Technology. Tom had designed nationally recognized sales and marketing programs. Mr. Von Bank brings significant medical and sales experiences to BMTS to support the full scale launch of the Demolizer® and related technologies.

**Diane Gorder, Director of Regulatory Compliance**, has been with the company since its formation, serving in a wide variety of technical and managerial capacities and is responsible for all state, county and federal regulatory activities. Prior to joining BMTS, Diane served as Vice President of a group of non-profit and for-profit companies whose core mission was the transfer of university technologies including the start-up and management of high technology companies. During her tenure, she was a driving force in the start-up and growth of Nanoscale Materials, Inc., a premier nanoparticle research and manufacturing firm. She also served as General Manager of a research-based microbiological laboratory focusing on validation trials for antimicrobial technologies. She earned a M.S. in Mechanical Engineering Design and an M.B.A. from the University of California and has experience in manufacturing, operations management, quality systems, and business management.

**Denise Cox Director of Operations**

Denise Cox, Director of Operations, has been with BMTS since its inception and has been responsible for the development and implementation of all systems and processes related to accounting, sales, customer service, e-commerce, human resources, document control and administration. As the Director of Operations she manages the ongoing development and

integration of all policies and procedures for every department within BMTS. Denise also manages the business relationships between BMTS and its distributors regarding accounting and customer service. With over 15 years of experience in finance, sales, operations and business development, she was instrumental in the start up and success of several companies, two in the financial sector where she developed and implemented company wide policies and procedures for sales, customer service, hiring, training and managing the sales and customer service departments. Both companies were rolled up in M&A's.

Mrs. Cox's experience and skills are extremely diverse covering real estate development, finance, banking, sales, marketing, IPO's and M&A's. Her ability to recognize, develop and organize the ongoing procedural implementations within a rapidly growing company while maintaining its stability at the core has made her a leader in her field. Her leadership ability, coupled with her personal and professional demeanor, has earned her the highest respect among her staff and peers.

#### **Contact Information**

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