



Excelerant accelerates the growth of medical products and services with healthcare corporate and enterprise accounts

Excelerant delivers what matters.

We deliver strategic clarity required to set up the best opportunities for product positioning, clinically based messaging and vertically integrated sales planning to ensure resonance with supply chain, value analysis committees and other key audiences. And, we help enhance product positioning, navigate corporate contracting opportunities and provide the sales support to intensify impact and improve outcomes.

Excelerant communicates strategically to key audiences.

Specifically, we communicate how your product or service will perform financially and how your product or service will improve clinical outcomes along with evidence to validate claims. Get the benefit of extensive experience and market savvy to improve your capability selling to and through Group Purchasing Organizations (GPO), Integrated Delivery Networks (IDN), Regional Purchasing Coalitions (RPC), etc. When peer-to-peer interaction is needed, we know the right people to turn to.



Excelerant accelerates GPO, IDN and aggregation contracting.

The Excelerant Consulting team is connected to and current with industry thought leaders, influencers and group purchasing organizations. We make strategic determinations to get contract penetration for immediate success and sustainable growth.





Excelerant delivers healthcare market impact.

We strategically leverage field sales professionals and clinical experts to educate stakeholders, eliminate market and organizational barriers, and deliver maximized financial return. With a growing network of independent sales representatives and distributors [currently 1,500+], we source your sales infrastructure from scratch or augment your existing sales team with proven outsourced professionals including clinician support.

Excelerant clients have great leadership.

Our clients have great leadership and culture, the ability to trust and collaborate and the willingness to work as a team. We select companies with innovative products that have strong clinical, financial or safety messages – and the evidence to back up their claims.

The Excelerant Consulting Team is experienced.

We average 24+ years in medical device and service sales and consulting and helping companies access the marketplace to deliver innovation and better care in support of healthcare systems and organizations. We know what matters and get results in order to help you expand your enterprise, create opportunities and improve shareholder value and returns.



Maximize Opportunity. Accelerate Sales.

Scottsdale

17519 North 100 Place
Scottsdale AZ 85255
(847) 682-8532

Laguna Hills

23011 Moulton Parkway D6
Laguna Hills CA 92653
(949) 842-2520

Email

info@excelerantconsulting.com

