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– Scott Gammons  
Adroit Medical Systems

Novation®

# Supplier Success Story

**Supplier Profile:** Adroit Medical Systems

**Headquarters:** Loudon, Tenn.

**Year Established:** 1991

**Program Participation:** A Novation-awarded supplier since 2006



## Small Business, Big Dream

Most small businesses start with a big dream, and Adroit Medical Systems is no different. Co-founded in 1991 by Gene Gammons, president, and his son Scott Gammons, vice-president, Adroit is the culmination of decades’ worth of inventive ideas and precedent-setting contributions to the medical industry. The organization manufactures disposable devices and durable medical equipment, including patient warming and heat and cold therapy systems. Adroit is also a contract manufacturer specializing in the development and production of thin film and nonwoven disposables, such as sterile draping and surgical instrument covers.

Gene Gammons, the original inventor of this product category, previously manufactured Duo-Therm conductive warming blankets for American Hospital Supply Corp. (now Cardinal Health) and led the market with more than 85 percent market share for two decades. According to his son Scott, Gene also invented the first scrub sponges impregnated with povidone iodine, and produced the first surgeon shoe covers, as well as the first plastic emesis and ring basins. “We constantly have about a half-dozen patents in the works,” said Scott Gammons. “We continue the innovation my dad began long ago even today, and we’re very proud of that.”

## Novation Relationship Brings 50% Business Growth

Business took a dramatic turn beginning in 2006, when Adroit signed on as a Novation-contracted supplier, specifically for its water-circulating blankets that circulate either warm or cold water and are generally used to keep a patient’s temperature normal during surgery. Since becoming a Novation supplier, Adroit has experienced a 50 percent growth in business, while also adding four additional local manufacturing jobs.

“In this day and time with an economy like ours, that type of growth is a very positive thing and something we find encouraging,” said Gammons. “Novation is negotiating agreements for nearly one-third of this nation’s hospitals, so to be a part of that network is essential in order to successfully move your products into hospitals. From there, you have IDNs and what I call ‘super-groups’ of hospitals that are networked together underneath the Novation umbrella. Without a Novation agreement, a small business in particular isn’t really even up for consideration with groups like that.”

Adroit obtained its Veteran-Owned Small Business Status Certification in June 2012, becoming the only manufacturer of patient warming and localized heat and cold therapy systems with VOSB status. “We hope that our VOSB status will lead to an increase in sales through our Novation agreement for members who are seeking to increase their diversity spending, as well as a broadening of the product lines that we can offer through Novation,” said Gammons. “So we see everything involved with Novation as a good thing, particularly where our new diversity status is involved.”

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## Positively Influencing the Community

A critical key to success for any small business is giving back to its community, and the addition of four local jobs to its employee roster has been a great start for Adroit. “So much of what’s being done in health care today is outsourced or moving offshore, and we’re very proud to prove to the world that you can still be competitive while being a U.S. manufacturer,” said Gammons.

Adroit also funded a local dog park, which has proven to be a very nice facility where community members and their dogs can convene. The supplier is also active with its city council. “We do anything and everything we can to help promote people returning to the workplace and becoming self-sufficient,” said Gammons. “We try to have a positive influence on the community and support those initiatives that help people become more independent.”

## Viewpoint

Here, Gammons shares his thoughts and advice for other small business suppliers to help them make the most of their relationship with Novation:

- Be patient, and trust that being a part of Novation’s network will benefit your organization in multiple ways.
- Be competitive and efficient. You can’t assume that you have a right to sell a product because you feel it’s the best. It’s about what you can bring to the supply chain to streamline things for Novation and the members it serves.
- Be active and engaged with Supplier Forum and any other events sponsored by Novation or its subsidiaries. Take full advantage of what Novation has to offer and the education and awareness it creates for the entire health care supply chain community.
- Stay in front of members and keep your eyes and ears open for changes occurring in the supply chain, including new products and technologies on the horizon.