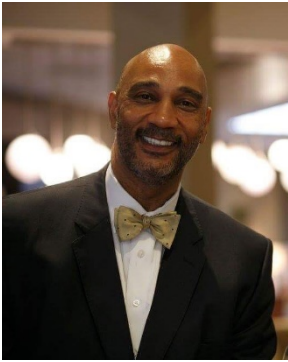


MEET THE BOARD



Tommy T. McNeill

HIRA Board – Representative
Director

2020 - 2021

VP of Sales

Mid-South Medical, LLC

With so many members, it is not easy to get to know every representative, associate, and service partner.

"Meet the HIRA Board" is a new addition to the HIRA website that gives readers the chance to learn a little bit about our elected board, including how their time is spent in and out of the office.

How long have you been a member of HIRA?

I joined HIRA in late 2015 after forming Mid-South Medical, LLC; a distributorship specializing in marketing medical devices.

What is it about HIRA that makes you continue your membership?

HIRA's mission statement to promote independent sales representation while delivering outstanding sales results is clearly aligned with our vision at Mid-South Medical, LLC. I collaborate with distributors with decades of success marketing surgical products globally for high tech companies such as, Boston Scientific, Medtronic, Stryker, Johnson & Johnson, and Abbott through my membership with HIRA. HIRA provides deep insights how to craft winning strategies and leverage influential relationships that result in huge financial rewards

How long have you been in the Medical Device Manufacturing business?

I was hired in 1997 by Bayer Pharmaceuticals to market Cipro and Cipro IV to urologists. After earning multiple national sales awards and Cipro achieving blockbuster status by becoming a \$1B drug, recruited by Novartis to market a specialized product to gastroenterologists. In 2006,

recruited by Pfizer to market an innovative medical device that achieved hemostasis during complex surgical procedures. While at Pfizer, I was able to earn its most coveted sales award, Vice Presidents Cabinet (VPC) ranking number #1 among the best sales professionals in the world. Bitten by an entrepreneurial bug, formed Mid-South Medical, LLC in 2013. Hired and trained a team of medical devices sales representatives that believe in hard work, never accepted "NO" for answer, and committed to winning.

Briefly describe your rep firm?

Mid-South Medical, LLC specializes in marketing medical devices with access to hospitals and surgical centers throughout the U.S.

What Innovations, best practices and/or changes has your company made recently?

Mid-South Medical, LLC continues to build long-term and beneficial relationships with organizations such as, AORN, NMA and The Old North State Medical Society. These organizations, along with others, catalyze to remove barriers to enter various markets.

How has your product sector and/or marketplace changed in the last two years?

Mid-South Medical, LLC is committed to promoting operating room medical devices that improves patients' outcomes.

What have you learned and/or what contacts have you made through HIRA that have had the greatest positive impact on your business?

HIRA's Board of Directors has decades of successful experiences in manufacturing, supply chain, sales, and distribution. These relationships offer insights toward building wealth, managing highly talented sales teams and marketing innovative medical devices.

What is one interesting fact that people may not know about you?

As a philanthropist, donated over \$100K to students that are academically gifted, and organizations committed to serving others.

Tell us a little about yourself outside of work.

Old North State Medical Society, is one of the oldest medical societies for African American Physicians in the United States. In collaboration with Orange Grove Missionary Baptist Church were performing COVID-19 Testing when Tommy T McNeill, VP of Sales at Mid-South Medical, LLC donated \$1,000.00. McNeill has donated to Old North State Medical Society since 1997, in support of their ongoing mission and community outreach programs.

As a board member of Health Industry Representatives Association and a member of Kappa Alpha Psi, Fraternity, Incorporated, McNeill states that, philanthropy and service to others are the core values for establishing Mid-South Medical, LLC. McNeill states that, giving is not just about making a donation; it's about making a difference. Mid-South Medical markets innovative patient warming systems to hospitals and surgical centers throughout North Carolina.

