

MARK ONE

MANUFACTURING

MARK ONE

MEDICAL



ABOUT MARK ONE MANUFACTURING

- Mark One started in 1996 and specializes in manufacturing and sourcing engineered metal and plastic components, toolings, assemblies, and complete product builds for customers ranging from Fortune 500 OEMs to family-owned businesses all across the Globe for a multitude of different industries.
- Mark One is headquartered in Minster, Ohio, USA with a vast global footprint of international offices, warehouses, customers, and suppliers to provide the best customized solution for any manufacturing need.
- Our Mark One International team (a wholly owned foreign entity of Mark One Manufacturing) operates out of our two offices in Ningbo, China managing our entire Asia operation, including South Korea and Mexico.
- Doug Larger, founder of Mark One, has personally traveled to Asia over 100 times.

FOR MORE INFORMATION, PLEASE VISIT WWW.MARKONEMFG.COM AND VIEW OUR SERVICE INFOGRAPHIC INCLUDED HEREIN.

MARK ONE'S A-TO-Z PPE SOLUTIONS OFFERING

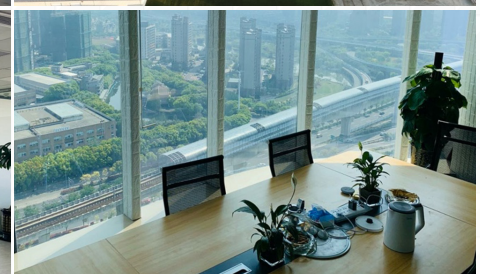
For your PPE needs, we will handle everything for you from Purchase Order to Delivery.

- Focusing all of our resources and relationships on diverting as many critical PPE products to the US through our vast global network.
- Our goal is to assist as many strategic partners that we can to help get PPE in the hands of the people that need it most with fully transparent pricing.
- We only practice responsible sourcing as we are in this business solely to meet and exceed our customer's needs in this critical time. All manufacturing takes place in Asia.
- Our pricing is DDP to your US location, so all costs are 100% included in our delivered pricing.

MARK ONE
OHIO LOCATION



MARK ONE
CHINA LOCATION



THE MARK ONE DIFFERENCE: QUALITY/INSPECTIONS/REGULATORY

- Mark One International team is physically present at all of our factories ensuring quality, doing spot check inspections, lot coding our shipments, and watching all product being loaded on the trucks and shipped directly either the airport or to our Ningbo warehouse and shipping port.
- We have obtained, researched, and validated all compliance certifications and product testing reports for all of our factories through all regulatory bodies, when applicable (FDA, CDC, NIOSH, & EU governing authorities).
- All certifications meet or exceed current FDA guidelines.
- Masks independently tested by third party testing facilities.
- We regularly source PPE products including but not limited to KN95 Respirator Masks, Surgical Masks, Face Shields, Hand Sanitizer, Gloves, Gowns, Shoe Covers, and similar PPE products.
- By way of example, we have close relationships with 3 of the 8 factories that have the required N95 NIOSH licensing from the CDC and are actively sourcing from 3 of the 8 factories with daily shipments of N95 Respirator Masks, you can review here: https://www.cdc.gov/niosh/npptl/topics/respirators/disp_part/n95list1.html

Daily status updates with direct line of communication with our factories. For example, we can have our Mark One International team members give customized video messages at the factories while your product is being produced wearing Mark One apparel to prove the product is being ran at the factories we source from and view it live. Sample videos and photos available to share upon request.

PROFESSIONAL PARTNERS

We have two in-house international trade and customs attorneys as full-time Mark One employees to help navigate the continuously changing regulatory landscape.



- Strong partnership with one of the nation's largest trade and customs law firms based out of Washington D.C. being advised by three US-based partners and one Shanghai-based partner knowledgeable in medical manufacturing and sourcing.
- Strong partnership with knowledgeable customs brokers both in the US (based in Chicago) and overseas (based in Shanghai and Ningbo, China) with daily communications regarding all shipments.
- Dedicated medical customs agent in Ningbo handling all of our final freight inspection and medical regulatory compliance as well as ensuring shipments are not delayed or detained.
- Mark One's staff and professional partners can quickly prepare informational materials, meet, and educate our clients on the current manufacturing terrain in Asia and how to best obtain critical PPE that meets necessary efficacy standards for any intended use.

LOGISTICS

- Our Mark One International team handles all air freight and cargo shipment bookings leveraging our large volume of shipments to secure discounted shipping terms and locked in rates.
- Strategically design shipment plans with a mix of air freight and cargo freight utilizing our freight consolidation strategy by integrating PPE supplies with our weekly full container shipments to our main warehouses in the USA.
- Mark One provides door-to-door delivery, can handle customized shipment and release plans, and also drop shipping directly to end customer or multiple DC locations.
- Mark One has its own FDA WebTrade Account to actively report and monitor all necessary submissions to the FDA for our products as well as an Import Trade Auxiliary Communications Systems account to access the FDA Electronic Submissions Gateway.
- Product is fully insured and bonded throughout the entire supply chain (i.e., while in China, while in transit, and while in the US until delivered to customer).
- Two China offices and dedicated warehouses throughout China and US.
- Local US partners that can support smaller consumer / industrial shipment schedules.

COST COMPETITIVENESS

- Direct to the factory pricing with no middleman or broker.
- Discounted air freight and cargo shipments.
- Freight consolidation and strategic packaging to maximize cubic shipment footprint.
- Streamlined and comprehensive understanding of the entire manufacturing, sourcing, and supply chain process



PARTNERS AT EVERY STEP

Mark One is a single-origin solution for **all phases** of the manufacturing process. We don't help our clients find solutions. **Mark One is the solution.**

IDEATION & INTUITIVE DESIGN

- We help clients imagine their product and bring it to life through intuitive design.
- Intuitive design means we always consider the manufacturing and production implications of our design recommendations.
- Smarter builds correlate to cost savings which all start in the design phase.

QUALITY CONTROL & TESTING

- We ensure that product designs can withstand the demands of real life through systematic quality control and robust testing.
- We have a resident metallurgist and perform various lab tests on the material used in the product to make sure it meets required specifications both off-shore and domestically.

MANUFACTURING & PRODUCTION

- Capabilities are sophisticated and wide-ranging affording you a vast opportunity for supplier consolidation.
- We'll provide you a turn-key solution regardless of how complicated or challenging the manufacturing and/or assembly process might be.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

- We carefully plan how to move your product anywhere around the world in the most cost effective and efficient manner possible.
- When you need to store it at one of our locations, we'll provide JIT releases and make sure you know exactly how much you have and where it's located.

FINANCE, INSURANCE & ACCOUNTING

- We help you finance and manage your programs, keep you organized and informed.
- We also help protect your most important assets regardless of where they are located.

SALES & CUSTOMER SERVICE

- Absolute transparency paired with thorough and responsive open lines of communication.
- Once your product is ready for market, we'll help you deliver it directly to your customers in the most efficient manner possible.

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