



NCN-backed Medical Direct Club acquired by Comfort Medical

Coral Springs, FL- (December 7, 2015) – Comfort Medical, LLC today announced its acquisition of Medical Direct Club, LLC, the third largest direct-to-consumer supplier of urological catheters and supplies in the U.S.

This acquisition further strengthens Comfort Medical’s position as the nation’s leading mail-order provider of urological and ostomy supplies. “Comfort has built an efficient and scalable patient-centric platform designed to provide its patients with unparalleled customer service and support. We are excited for the opportunity to strengthen our presence in the urological space with the addition of Medical Direct Club,” said Ryan Flannery, President of Comfort Medical.

Bradford Gulmi, Medical Direct Club's Founder & CEO, commented, "It has been extremely rewarding to start and build my second successful healthcare company. It is with great pride that I place our patients in the capable hands of Comfort Medical. They share our commitment to providing excellent service to our patients." Gulmi founded Medical Direct Club after selling his first company, Diabetes Care Club, to New Enterprise Associates backed Simplex Healthcare.

Medical Direct Club originally raised venture capital from Nashville Capital Network and a syndicate that included Heritage Group, Crofton Capital, and several individual health care investors. Fulcrum Equity Partners also participated in a subsequent financing round. Brad Gulmi founded Medical Direct Club in 2009.

“Brad Gulmi and the team at Medical Direct Club did a great job building a national leader in the medical supply market. This success represents a great execution of our investment model, where the investors played an active role in supporting a positive outcome. NCN was pleased to partner with Medical Direct Club’s management team, Heritage Group, Crofton Capital and the individual investors involved in this company,” said Sid Chambless, Executive Director of NCN.

About Medical Direct Club, LLC.

Medical Direct Club, LLC, is a Nashville, TN based direct-to-consumer provider of urological supplies. MDC has built a solid reputation with its patients and physicians as a reliable resource to help them meet their urological supply needs. The company had raised private equity investments from Heritage Group, NCN, Crofton Capital & Fulcrum Equity Partners.

About Comfort Medical, LLC.

Based in Coral Springs, FL, Comfort Medical, LLC is the leading national mail-order provider of urological and ostomy supplies. Comfort is committed to supporting the needs of patients and healthcare professionals by providing a diverse product offering, convenient home delivery, education and support. Comfort Medical, LLC is a wholly-owned subsidiary of Liberty Medical Holdings, LLC.