

Focus Laboratories' Strategic Shift Helps Fuel My Medical Supply Growth

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Focus Laboratories, Inc. (“Focus Laboratories”), an ophthalmic distribution company dedicated to delivering innovative medicines and devices that support ocular health and improve quality of life, has recently sold its direct-to-practitioner business segment to Organic Poag, LLC, doing business as My Medical Supply. Under the terms of the transaction My Medical Supply will sell and distribute to healthcare practitioners’ offices Focus Laboratories’ proprietary line of cosmetics, medical devices, and nutritional supplements: ComfortClear®, Zenoptiq®, O3+ Maqui™, and Tozal®.

FOCUS Laboratories’ President and CEO, Patrick Witham, describes the transaction as a win-win:

“The transaction with My Medical Supply represents a strategic shift for Focus Laboratories. Focus will continue to develop and introduce innovative products that support ocular health; however, future resources will also be directed to expand Focus’ direct-to-consumer business.”

My Medical Supply, founded in January of 2021, currently carries over 800 products. Dr. Jack McDougall, President, and Co-Founder, had this to say about the recent acquisition:

“My Medical Supply is excited to have the opportunity to support and service Focus Laboratories’ practitioner customers. We will work closely with Focus Laboratories to ensure as seamless of a transition as possible. The transaction with Focus Laboratories is one of the many growth initiatives My Medical Supply is investing in with the goal of becoming the industry leader in providing innovative products and customer service to optometrists and ophthalmologists.”

MMS Chief Operating Officer Crystal Dawson said she is thrilled that Focus Laboratories trusted My Medical Supply to continue selling the products that have changed the quality of life for so many patients. “We are excited for the future and all the new products we will have to offer.”

About Focus Laboratories

Focus Laboratories is a privately held specialty eye care pharmaceutical company dedicated to the development and commercialization of innovative, high-quality products that support eye health and improve the quality of life.

About My Medical Supply

My Medical Supply is a multiline distributor of ophthalmic Rx, med surg and OTC products for physicians, clinics, and medical facilities nationwide.

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