

Federal Commercialization Partners USA™ Announces FedCom™ — A New Model for Commercializing Medical Innovation Across U.S. Government Healthcare

FedCom™ combines federal market strategy, active national sales execution, strategic manufacturer representation, strategic consulting, R&D support and grant/non-dilutive funding expertise ahead of its January 4, 2027 operational kickoff.

SCOTTSDALE, Ariz. — September 29, 2026 — Federal Commercialization Partners USA™, known as FedCom™, today announced the launch of a federal commercialization company built to help medical technology manufacturers, healthcare companies and emerging technologies enter, compete and grow across U.S. government healthcare.

FedCom™ enters the market with its commercialization strategy, leadership structure and national expansion model established. Following its September 29 announcement, the company will use the fourth quarter of 2026 for final federal readiness, strategic manufacturer onboarding, sales-force activation and Master Distributor appointments ahead of its formal operational kickoff on January 4, 2027.

Contracts Don't Sell Products. We Do.

FedCom™ was built around a simple observation: contract access and commercialization are not the same thing. A contract vehicle can create a compliant pathway to purchase. It does not, by itself, create clinician awareness, product preference, facility-level adoption, market share or revenue.

FedCom™ brings federal-market infrastructure together with active field execution. For selected direct-sales partners, trained representatives will work at the account level to engage providers, support clinical education, build physician and clinician relationships, develop product preference and grow durable federal revenue.

The company's contract vehicles are intended to serve as the infrastructure that supports compliant sales—not the service FedCom™ sells to manufacturers.

A Strategic Approach to Manufacturer Partnerships

FedCom™ takes a strategic approach to manufacturer partnerships and portfolio development, carefully evaluating technologies based on federal-market opportunity, clinical relevance and the ability to build a meaningful commercialization strategy around each product.

FedCom™ may represent more than one manufacturer or technology within a product category. Rather than relying on exclusivity, the company's model is designed around intentional portfolio development, defined commercialization strategies and active sales execution.

For manufacturer partners, that means more than access to a contract vehicle. FedCom™ provides the strategy, market intelligence, account visibility and sales infrastructure necessary to develop opportunities at the facility and provider level and support long-term federal-market growth.

Built for U.S. Government Healthcare

FedCom™ is positioned to support commercialization across the Department of Veterans Affairs (VA), Department of Defense and military healthcare, Department of Labor (DOL), Indian Health Service (IHS), and other applicable federal healthcare channels.

FedCom™ will initially focus its national commercialization efforts across orthopedics, total joint reconstruction, spine, foot and ankle surgery, and limb salvage. Its national sales organization will be led by Vice Presidents of Strategic Accounts overseeing the Eastern and Western United States, supported by strategically appointed Master Distributors across key U.S. markets to create scalable, coast-to-coast coverage across federal healthcare channels.

This initial surgical focus establishes the foundation for FedCom's broader commercialization strategy, including additional technologies and proprietary initiatives currently in development for future launch.

Strategic Consulting — With or Without a Sales Relationship

Consulting is a core FedCom™ business line. The company will advise medical-device companies, healthcare corporations, manufacturers and emerging technology companies that need specialized strategy for U.S. government healthcare—whether or not FedCom™ represents their products through its direct sales organization.

Consulting capabilities may include federal market assessment, commercialization and channel strategy, contracting and procurement pathway planning, competitive and market intelligence, account and opportunity prioritization, sales-force strategy, product positioning, launch planning and executive strategic advisory.

This allows FedCom™ to work across the federal commercialization lifecycle: with companies evaluating government-market entry, established manufacturers seeking to strengthen an underperforming federal channel, and innovators preparing a new technology for commercialization.

R&D, Emerging Technology and U.S. Market Entry

FedCom™ will also work earlier in the product lifecycle, supporting manufacturers and emerging technology companies with market research, competitive landscape analysis, product positioning, data strategy, commercialization planning, U.S. market-entry support and federal-market evaluation.

The objective is to bring market reality into R&D earlier—connecting product development and evidence generation with the clinical, operational and procurement needs of the customers the technology is ultimately intended to serve.

FedCom™ will also support international medical technology companies, including manufacturers across Europe and other global markets, with U.S.-cleared technologies seeking commercialization, market-entry infrastructure and growth within the United States.

Grant & Non-Dilutive Funding Support

Through dedicated grant-writing expertise, FedCom™ will support qualified companies and emerging technologies pursuing federal and other non-dilutive funding opportunities. Support may include opportunity identification, grant strategy, professional grant writing, submission development and alignment of funding opportunities with research, development and commercialization objectives.

FedCom™ views funding, R&D, market access and sales as parts of the same commercialization continuum. For the right technology, the path may begin with research and funding strategy and ultimately extend through market entry, federal commercialization and field execution.

Leadership and Company Foundation

FedCom™ launches as a women-owned company and will pursue applicable federal registrations, certifications and contracting pathways as part of its federal-readiness strategy.

FedCom™ is a sister company to CSQ Bio®, a national medical distribution and commercialization company focused on innovative healthcare solutions. More information about CSQ Bio® is available at www.csqbio.com.

Alyssa Flores — President & Chief Executive Officer

Alyssa Flores is a healthcare executive, entrepreneur and Founder of CSQ Bio®. As President & CEO of FedCom™, Flores leads corporate vision and strategy, manufacturer partnerships, business development, consulting, commercialization initiatives and long-term growth.

“The federal market does not need another company that simply provides a contract pathway and waits for orders,” said Flores. “FedCom was built to connect strategy with execution. For one company that may mean a dedicated federal sales organization. For another, it may mean strategic consulting, R&D support, funding strategy or U.S. market-entry planning. Our job is to understand the technology, understand the customer, build the right strategy and then put the people and infrastructure behind it to create adoption and revenue.”

September Announcement. January Execution.

Between its September 29 announcement and January 4, 2027 operational kickoff, FedCom™ will move through a deliberate activation period focused on final federal readiness, strategic manufacturer onboarding, initial surgical-category execution planning, national sales-force activation, Master Distributor appointments, consulting engagements, R&D and grant-support capabilities, market intelligence and launch preparation.

“January 4 is when full operational execution begins,” Flores added. “We are using the fourth quarter to finalize activation of a model, strategy and national infrastructure that have already been established. We are not entering the federal channel simply to become another name in the market. We are entering with a different commercialization model built for execution.”

About Federal Commercialization Partners USA™ — FedCom™

Federal Commercialization Partners USA™ (FedCom™) is a federal commercialization company focused on helping medical technology manufacturers, healthcare companies and emerging technologies enter, navigate and grow within U.S. government healthcare. FedCom™ combines federal commercialization and contracting strategy, active national

sales execution, strategic manufacturer partnerships, corporate consulting and strategic advisory services, R&D and emerging-technology support, and grant and non-dilutive funding support.

FedCom™ is structured to serve VA, DoD and military healthcare, DOL, IHS and other applicable federal healthcare channels. FedCom™ is a women-owned sister company to CSQ Bio®.

FedCom™: www.fedcomusa.com | CSQ Bio®: www.csqbio.com

Media Contact

Federal Commercialization Partners USA™ — FedCom™

info@fedcomusa.com

www.fedcomusa.com