

**Tactical Medical Solutions**  
exports with confidence.  
Army veteran Ross Johnson is  
less stressed about foreign  
buyer nonpayment—  
and you can be, too.



## Support to Grow Your Export Sales

One of EXIM's major priorities is supporting veterans who start a business. EXIM can empower your business to grow by providing the financial tools to win sales worldwide.



### Nonpayment Protection

Research shows the fear of not getting paid is the top concern of U.S. companies. EXIM reduces this concern. The agency's export credit insurance covers commercial and political nonpayment risks up to 95 percent of the sales invoice. Therefore, your company can enter new international markets with confidence and increase sales in existing ones. EXIM can protect sales to a single buyer or an entire portfolio of foreign buyers.



### Extend Credit

The insurance also empowers businesses to offer competitive open account terms to foreign buyers instead of requiring them to pay cash in advance or secure letters of credit.



### Working Capital

EXIM guarantees a lender's loan providing U.S. companies with access to the vital funds needed to fulfill their sales orders. These funds can be used to purchase finished products, raw materials, and equipment as well as cover labor and overhead costs. This credit line may also be used to cover standby letters of credit used as performance or bid bonds.



### Term Financing

EXIM's loan guarantee gives lenders the assurance to provide loans to foreign buyers for purchasing U.S. capital goods and services.

(over)

# Success Story

## Tactical Medical Solutions (TacMed) | Anderson, South Carolina



As a Special Forces medic for the U.S. Army in Afghanistan, Ross Johnson came to understand the needs of medical and emergency response personnel firsthand. He worked frantically in chaotic and harsh conditions—dust, dirt, casualties, and hostile fire—to save lives. To lose someone simply because of insufficient equipment is heartbreaking.

Now, Mr. Johnson is the founder and CEO of Tactical Medical Solutions (TacMed). He and his team of more than 100 employees, many of whom are military veterans, work tirelessly to improve the

effectiveness of medical equipment deployed in the battlefield. His work helps save lives around the world.

To sell in riskier or more complicated markets—including Brazil, Argentina, and Uruguay—Johnson turned to EXIM. EXIM's export credit insurance empowers TacMed to offer open account credit terms of up to 180 days to its international buyers and to protect the company's insured foreign accounts receivable from nonpayment. Its buyers also improve their cash flow as they are no longer required to pay in advance. As a result, TacMed's international partners carry more inventory, which saves lives by improving delivery times to the end users.

*"We are providing jobs for a full range of people, and EXIM is allowing us to make that happen. We were probably at 50 countries before we used EXIM, and we're currently at 77. EXIM has allowed us to push into other markets and go into places where we would have been less comfortable doing business before or just weren't competitive."*

— Ross Johnson, CEO of Tactical Medical Solutions

**NEXT STEP:** Contact EXIM's Minority and Women Owned Business (MWOB) Outreach Group Manager Michael Jackson at 202.565.3479 or email [michael.jackson@exim.gov](mailto:michael.jackson@exim.gov).

800.565.3946 [EXIM]



MKG-VOB-01 — 5/16/2020

