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GCX Partners with CDW to Streamline Healthcare Purchasing Options

Healthcare organizations can now purchase the industry's best IT mounting solutions through popular retailer

PETALUMA, CA (Nov. 18, 2015) – Healthcare systems unable to buy direct from medical instrument market leader GCX may now purchase the manufacturer's IT mounting solutions through major computer and electronics retailer CDW.

The new partnership, the first between the two companies, provides an option for providers who want to buy GCX products and services but are constrained to purchasing through certain channels, particularly CDW.

"Aligning with CDW is good for our end users, specifically some of the larger integrated delivery networks required to buy on contract through their group purchasing organization," Dave Mikulak, GCX Director of National Accounts, said. "This makes it much easier to buy our products, either as stand-alones or by bundling with other hardware, such as computers, barcode scanners and other peripherals."

Those who purchase through CDW will continue to receive GCX's excellent direct service and support, from initial consultations through on-site assembly.

"Hospitals often don't have in-house staff to handle a big rollout," Cris Daugbjerg, GCX VP of Sales and Development, explained. "We will send GCX specialists to do everything, from delivering and assembling the hardware to removing debris and training users. To have a manufacturer take their product all the way to a successful implementation done in a quality way is unique in the industry."

For more information on the services GCX provides, visit www.gcx.com or contact Kevin Merritt, Director of Marketing, at (800) 228-2555, Ext. 713.

About GCX Corporation

GCX Corporation, based in Petaluma, Calif., has been providing medical instrument and IT mounting solutions for the healthcare industry since 1971. It sells directly to hospitals as well as through original equipment manufacturers (OEM). Major product lines include wall mounts, roll stands, ceiling mounts, countertop mounts, pole mounts, and a variety of mounting accessories. GCX mounting solutions feature space-saving, ergonomic designs to improve both equipment and patient access. The company has offices in North America, Europe and Taiwan. It also operates warehouse and production facilities in Petaluma; El Paso, Texas; and New Taipei City, Taiwan. For more information, visit www.gcx.com.

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