



REVOLUTIONIZING THE PROCUREMENT AND DISTRIBUTION OF GENERIC PHARMACEUTICALS IN THE GOVERNMENT MARKET

www.firstnationgroup.com/pharmaceuticals

OUR WIN-WIN STRATEGY

Positioning our robust contract portfolio as the product of choice for government customers.



Focused on driving incremental sales and value in government sector



Deliver expert regulatory oversight that provides contract value and protection for manufacturers



Leveraging proprietary analytics, **RxViewFIRST**, for pricing evaluation and market share



Provide consultative services to maximize partnership opportunities

CORE COMPETENCIES

Leveraging the financial strength and stability of First Nation Group, the premier medical-surgical equipment provider to the federal government since 1992.

Government Contracting

Government relations, contract hierarchy, financial modeling + data analytics, consultative services, contract management, bid board monitoring

Information Technology

Business intelligence, data management, cybersecurity + compliance, Electronic T3 Data, EDI capable, serialization capable

Channel Development

Prime vendors, government procurement, contract chargeback management

Warehouse Management

Supply chain management, stocking distributor, nationwide shipping, DSCSA compliant

GOVERNMENT RELATIONS

Offering full-service management of government relations through a variety of contract vehicles.

Distribution and Pricing Agreements (DAPA)
Defense Logistics Agency (DLA) + Department of Defense (DoD)

VA FSS *Pending*
Federal Supply Schedule

Government Solicitations

Small Business Set-Asides

Private Label Opportunities

Joint National Contracts
Jointly managed by VA + DoD

As a SDVOSB, VOSB, WOSB, Small Business, First Nation Group qualifies for procurement preferences, opens new channels of distribution, and drives success for manufacturing partners.

MEET THE TEAM

Our 100+ years of combined experience partnered with the dedication of our team has allowed us to position partners for success.



CHERYL NILSSON
Col USAF, Ret., Owner +
Chief Executive Officer,
First Nation Group

Cheryl Nilsson, Chief Executive Officer of First Nation Group, LLC, has worked in the Federal Government and defense industry for over 40 years. A retired Air Force officer, lawyer, and CPA, her experience has proven invaluable to the growth of First Nation Group. Prior to joining First Nation Group, Nilsson served for 23 years on active duty as a United States Air Force Judge Advocate, retiring with the rank of Colonel.



STEVE FLANNERY
President,
Pharmaceuticals
Division

First Nation Group's Pharmaceutical Division is led by President, Stephen Flannery. Flannery's 36-year career experience includes executive roles in sales, strategy, and management in pharmaceutical and medical-surgical distribution. Flannery has successfully led both the Pharmaceutical (DOD) and Medical-Surgical (DoD and VA) Prime Vendor programs.



JOHN DISCHERT,
PHARM.D.
Director, Business Dev.
+ Regulatory Affairs,
Pharmaceuticals
Division

Retiring from the United States Navy after 22 years of service in 2017, John Dischert last served as the Chief Pharmacist of Defense Logistics Agency's (DLA) Medical Supply Chain helping manage the DoD's pharmaceutical supply chain worldwide. Leveraging First Nation Group's financial and information technology, Dischert works to strengthen trading partner portfolios within the Federal Government channel.



VINCENT VALINOTTI
Director, Contracts,
First Nation Group

Vincent Valinotti, previous DLA Contracting Officer and Chief of the Pricing Branch in DLA's Pharmaceutical Prime Vendor program, joined First Nation Group as Contracts Manager. Valinotti's role works directly with manufacturers to uncover areas of opportunity within government procurement, capture contract opportunities, and drive sales performance across the board.



STEVE FRIEDMAN, R.PH.
Consultant,
Pharmaceuticals
Division

President and owner of MJAC Consulting Inc., an independent consulting firm, Steve Friedman was hired to support the division's supplier relations and management efforts. Friedman's 40 years of experience in pharmaceuticals, working for companies such as H.D. Smith, Pharmacy First, and PDX-NHIN Inc., allowing him to deliver valuable insight and forge connections among key industry stakeholders.

COMPANY INFORMATION

Registered Name: First Nation Group, LLC
DUNS: 078875731 **CAGE Code:** 74TL4
UEI: Z3BPH2N9K1L9 **FSS 65IIA:** 36F79719D0027
FSS 65IIF: 36F79720D0054
DAPA Equipment: SP020011H0023
DAPA Med-Surg General: SP020021H0035
Pharmaceutical DAPA: SP020021H0051
ECAT: SPE2DH20D0037
SBA VetCert: February 2021 - February 2025
Master MSPV BPA: 36C24122A0066
DLC PAP IDIQ: 36C79121D0007
PMCE: SPE2D122D0007
FL Pharmaceutical Wholesale Distributor: 2220284
Status: Service Disabled Veteran Owned Small Business, Veteran Owned Small Business, Women Owned Small Business, Small Business



Phone: 1-855-221-5332

Email: pharmaceuticals@firstnationgroup.com

Follow Us

firstnationgroup.com