

Lapovations Announces Distribution Agreement with Oklahoma based EPL Surgical to Sell AbGrab® Across 3 States

Medical device distributor will provide focused sales and distribution of AbGrab® in Oklahoma, Southern Missouri, and North Central Arkansas.



Fayetteville, Arkansas Sep 20, 2022 ([Issuewire.com](https://www.issuewire.com)) - Lapovations, a medical device company creating a platform of innovative products to improve laparoscopy, has signed a distribution agreement with EPL Surgical, an Oklahoma-based medical device distributor, to provide sales and distribution for their flagship product, AbGrab®. AbGrab® is a revolutionary surgical assist device that allows surgeons to lift the abdominal wall more reliably and less invasively at the beginning of laparoscopy, or minimally invasive surgery of the abdomen.

EPL Surgical is the third distribution partnership Lapovations has secured in the past month to support the national launch of AbGrab®. EPL Surgical partners with manufacturers like Lapovations to sell surgical instruments and devices used in the operating room, with a focus on OBGYN, Urology, and General Surgery solutions. The group's Founder and Principal, Stevi Tsaras, has been in surgical sales for 18 years with a focus on Oklahoma and surrounding areas.

This most recent distribution partnership is poised to capitalize on existing traction that AbGrab® is already seeing in Oklahoma. "Our pre-launch trialing program has been able to generate significant surgeon interest ahead of the national launch of AbGrab®. We already have several users and interested surgeons in Oklahoma, and we're thrilled to have a strong distribution partner in the area to keep that momentum going", said Jared Greer, Founder and CEO of Lapovations. "Current lifting techniques are a widely felt frustration for surgeons, and AbGrab is a novel solution that helps them

improve their practice.”

“I’ve witnessed firsthand the dissatisfaction surgeons have with current lifting solutions, and I believe AbGrab has the potential to become the standard of care for the laparoscopic entry”, said Stevi Tsaras, Founder and Principal of EPL Surgical. She continued, “being strategic about the products I carry has always been a focus, and AbGrab is a perfect complement to the suite of products I currently represent.”

Though often the shortest part of a laparoscopic procedure, laparoscopic abdominal entry accounts for ~50% of serious laparoscopic complications and litigations related to laparoscopy[1],[2]. To reduce this risk, surgeons will lift the abdominal wall before entry, but current lifting techniques can be unreliable or invasive. AbGrab® uses suction to provide a more reliable, less invasive way to elevate the abdominal wall.

About Lapovations

Lapovations, LLC is a medical device company creating a platform of innovative products to improve laparoscopy or minimally invasive surgery of the abdomen. The company’s first product, AbGrab®, is a novel device that uses suction to lift the abdominal wall at the start of the procedure. AbGrab® is more reliable and less invasive than current lifting methods. For more information contact: mediarelations@lapovations.com or visit www.lapovations.com

About EPL Surgical

EPL Surgical was founded in Tulsa, Oklahoma by Stevi Tsaras and birthed out of the love of sales, surgical knowledge, and the desire to serve surgical teams with innovative products. Stevi started her career at a small surgical distributorship back in 2004 where she learned about the industry, and has seen the evolution of surgical sales over the past 18 years. EPL Surgical is intent on representing only a few key products that complement each other. This ensures dynamic cross-selling opportunities and provides each product with the time and attention necessary for success. For more information contact: stevi@eplsurgical.com

[1]Thepsuwan, J., Huang, K., Wilamarta, M., Adlan, A., Manvelyan, V. and Lee, C., 2013. Principles of safe abdominal entry in laparoscopic gynecologic surgery. *Gynecology and Minimally Invasive Therapy*, 2(4), pp.105-109 [Accessed 1 September 2021].

[2]Jansen, F., Kolkman, W., Bakkum, E., de Kroon, C., Trimbos-Kemper, T. and Trimbos, J., 2004. Complications of laparoscopy: An inquiry about closed- versus open-entry technique. *American Journal of Obstetrics and Gynecology*, 190(3), pp.634-638 [Accessed 1 September 2021].



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