

Earned Confidence:

Tampa Bay Endoscopy Center, a short case study:

How One ASC Found a Complete GI Solution with Micro-Tech

Karen Flynn, Ed.M.

“From forceps, snares, and injection needles to balloons, bite blocks, and clips. If they make it, we use it.”

Julius Rios
Purchasing Manager,
Tampa Bay Endoscopy
Center

Keeping a high-volume GI practice running smoothly comes down to one thing: having what your doctors need, when they need it.

Julius Rios would know. For nearly sixteen years, he's been the purchasing manager at Tampa Bay Endoscopy Center in Tampa, Florida, overseeing the daily supply needs of fifteen physicians and hundreds of patients each week. With that depth of experience, Julius understands how critical efficient procurement is to keeping operations on track.

When it comes to endoscopy devices, there's only one name he trusts today: Micro-Tech Endoscopy.

“We buy everything from them now,” Julius says. “From forceps, snares, and injection needles to balloons, bite blocks, and clips. If they make it, we use it.”

That trust wasn't earned overnight. It came from experience, a few hard lessons, and one crucial decision.

The Right Approach At the Right Time

Julius had a long-standing relationship with another vendor and was satisfied with their products—until escalating prices and rigid bundling requirements prompted him to look elsewhere. He explored other suppliers in search of better pricing—but found the products didn't deliver what his team needed.

“The doctors weren't happy at all,” he recalls.

The transition period was challenging, especially in a high-volume center where physician satisfaction and procedural outcomes are paramount. Then came a knock on the door from Micro-Tech.

“At first, it was about price,” Julius admits. “My job is to find the lowest price with the best quality.”

Micro-Tech offered both—and more importantly, they led with trust. “Andrew, the Micro-Tech rep, did things the right way,” Julius explains. “He wanted the products to prove themselves before anything else. He listened and worked with me on volume-based pricing that was fair for both of us.”



A Valuable Partner

Today, Julius manages nearly his entire GI inventory through Micro-Tech, relying on the company's full catalog of high-quality single-use endoscopic devices. When the unexpected happens—like a missing balloon with a patient already sedated—he knows he has backup.

"Ashley, our current rep, is the best rep I have in anything I buy," Julius says. "She's driven out at six in the morning to deliver what we needed. No excuses. Just, 'I've got this.' That's what I want to hear. That's the kind of partnership you don't walk away from."

Julius's story is proof that ASCs don't need to compromise on quality or tie themselves to rigid contracts to get great products and great service. Micro-Tech has earned his confidence and loyalty by consistently delivering what his team needs, when they need it.

"The thing is, I still get business cards and phone calls," he continues. "But not one person or company I've met with has even come close to Micro-Tech. So, I'm staying with them. That's the bottom line."

Ready to simplify your supply chain and strengthen your ASC's performance?

Discover how Micro-Tech's full endoscopy portfolio, responsive service, and flexible approach can work for you. Contact a Micro-Tech representative today.

“...not one person or company I've met with has even come close to Micro-Tech. So, I'm staying with them. That's the bottom line.”

Julius Rios
Purchasing Manager, Tampa Bay Endoscopy Center



Scan for
Micro-Tech Endoscopy
catalog

MICRO-TECH ENDOSCOPY

2855 Boardwalk Drive, Ann Arbor, MI 48104
mtendoscopy.com

CUSTOMER SERVICE

877-552-4027 (8:30 am - 6:00 pm EST)