Licensed to Sell?

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By Frank Fazio

By now, most IMDA members are well-prepared to answer this question from their customers: "Have you signed up with our vendor credentialing firm?" But increasingly, they're being asked yet another question: "Are you licensed to sell medical devices in our state?" That one is reportedly catching some members by surprise. Approximately 20 states require distributors of medical devices to be licensed to sell medical devices, says Frank Fazio, a pharmacist and an attorney with Porzio, Bromberg & Newman P.C., Morristown, N.J.