

CUSTOMER HIGHLIGHT

GlobalVetLink & EPIC: Advancing Equine Practice Through Partnership

ABOUT EPIC

The Equine Purchasing and Inventory Company (EPIC) was founded with a simple yet powerful goal: to support independently owned equine veterinary practices by helping them thrive in a rapidly changing industry. EPIC operates as more than just a group purchasing organization; it is a collective committed to building a stronger future for equine medicine through education, operational support, and forward-thinking partnerships.

Its diverse membership includes general practitioners, sports medicine specialists, reproduction-focused veterinarians, dental practitioners, and more. EPIC's model is centered around collaboration, efficiency, and sustainability, enabling practices of all sizes, especially solo and rural operations, to remain competitive in a consolidated market.

WHY EPIC PARTNERED WITH GVL

As EPIC explored compliance solutions, one name stood out: GlobalVetLink (GVL). The reason was apparent: GVL's digital platform aligned perfectly with EPIC's mission to bring greater ease, efficiency, and innovation to equine practices.



"Coggins certificates are used across every discipline and region, and annual testing is imperative to equine health," said **Danika Dostal**, Executive Director of EPIC. **"Going digital makes the process easier for everyone involved. I've done it the manual way with stacks of paper, missing info, and poor handwriting. GVL eliminates all of that."**

The transition to digital Coggins and health certificates reduces inefficiencies and errors and improves overall compliance and turnaround times. EPIC also recognized that GVL was a mission-aligned partner that understood the realities of independent practices and supported creative, non-traditional solutions in an industry that often resists change.



"GVL didn't have to partner with EPIC; no one else is doing exactly what they're doing, but they chose to support our members, including our many solo practitioners. That support doesn't go unnoticed," **Danika** added.

THE POWER OF PARTNERSHIP: REAL BENEFITS FOR MEMBERS

Cost Savings Open the Door



Many EPIC members first consider joining for the financial incentives, and the partnership with GVL delivers immediate value.

For veterinary practices, particularly smaller operations managing tight budgets, access to EPIC member pricing helps alleviate cost pressures without sacrificing quality or functionality. What starts as a cost-saving measure quickly evolves into a gateway to better business practices and improved care delivery.



"The discounts GVL offers our members are significant. That alone is a big win," shared **Rebecca Maldonado**, EPIC's Focus Committee Coordinator. **"But it goes deeper than that. What GVL provides regarding time savings, education, and client service is just as important."**

TIME & EFFICIENCY GAINS RESHAPE WORKFLOWS

For solo practitioners juggling the roles of veterinarian, tech, receptionist, and business manager, time is the most precious resource. GVL's intuitive platform provides powerful tools that reduce administrative load, decrease redundancy, and create repeatable workflows for annual testing and certificate generation.

"Many of our solo vets are doing it all with no techs, no admin staff. With GVL, they save critical time on paperwork and rework," **Rebecca** said. **"The ability to access past certificates, re-use photos, and auto-fill information means fewer errors and faster turnaround."**

"Even for practices that only complete a few certificates a year, the time savings are meaningful," **Danika** added. **"For high-volume practices dealing with show and travel horses, the impact is even greater."**



GVL's automation also helps eliminate the costly inefficiencies of misplaced records and transcription errors common with paper certificates.



TRAINING AND EDUCATION BUILD TEAMS

GVL's platform isn't just a tool; it's a training asset. Practices have leveraged it to train new staff and educate techs on the finer points of compliance, horse markings, and digital submissions.

GVL's visual workflows and consistency empower practices to train new hires faster and more effectively, ultimately raising the bar for internal quality and regulatory accuracy.

"Technicians often don't understand the 'why' behind Coggins. GVL's process has helped us educate staff on markings, compliance, and best practices," said **Rebecca**.



TRAINING AND EDUCATION BUILD TEAMS

For horse owners, especially those who travel to shows, rodeos, or across state lines, fast, digital access to documents isn't just a convenience; it's a necessity.

"Rodeo clients need quick turnaround. They love that their certificates are emailed or available via MyVetLink," said **Rebecca**. **"They just pull up their Coggins and are ready to go. It's seamless."**

Danika echoed that sentiment from her own experience:

"As a horse owner myself, having my Coggins in my inbox, not crumpled in the glove box, has been life-changing. I now expect it."

GVL improves clinic efficiency and elevates the client experience, turning convenience into a competitive advantage for EPIC member practices.



A CULTURE OF COLLABORATION

The collaboration between EPIC and GVL is rooted in shared vision and values. Both organizations are committed to supporting independent practitioners and building sustainable, future-focused solutions.



"GVL brings a fresher way of thinking, not pigeonholed by how things have always been done," **Danika** said. **"Just like EPIC, they're working on solving real problems. Whether it's inventory, staffing shortages, or certificate management, they're approaching it from a place of innovation."**

GVL has also demonstrated a willingness to engage in dialogue, co-develop new ideas, and respond to the evolving needs of EPIC's members.

"Every time we collaborate with GVL, we walk away with something better, whether it's a new initiative, shared insight, or support for a member," **Rebecca** shared. **"There's genuine alignment and mutual respect."**



FROM THE FIELD: EPIC MEMBER CASCADIA EQUINE'S SUCCESS STORY



"Before GVL, we had either dropped off our samples at the lab, which was 45 minutes away, or mailed them in. GVL and Antech made sending samples extremely easy and efficient," shared **Susan, CVPM** for **Chris Wickliffe, DVM** at Cascadia Equine.



"We found that the most valuable aspects of GVL are its ease of use and the quick turnaround time for our clients. Our clients are really happy that, most of the time, they can get their Coggins and health certificates back within 48 hours. Our staff also loves that pictures and previous information are saved within the program, which makes completing a yearly Coggins that much simpler. GVL's customer service is also phenomenal. They answer questions quickly through the chat, which enables us to get back to clients quicker."



"With the use of GVL, we have seen an increase in 6-month equine health certificates and staff efficiency. We can spend less time filling out paperwork and more time on customer service and serving our patients. We appreciate GVL's partnership and will definitely continue to use it and recommend it to other practices." shared **Susan, CVPM** for **Chris Wickliffe, DVM** at Cascadia Equine.

Cascadia Equine's experience exemplifies the consistent value GVL delivers: faster client service, less time on paperwork, and greater operational focus. Their success story reflects what many EPIC members experience: a transformation in how equine compliance is managed and delivered.

LOOKING AHEAD

As EPIC continues to grow, the partnership with GVL stands out as an example of what's possible when organizations align around innovation, mission, and community.

"This partnership is about more than pricing. It's about vision, alignment, and building the future of equine veterinary medicine together," said **Danika**.

With ongoing collaboration, member support, and a shared commitment to progress, EPIC and GlobalVetLink are helping independent equine practices stay strong, competitive, and future-ready.

