

YOUR O.R.

**MORE POWERFUL.**

**Surgical Supply Management Solutions**  
Designed with Your Specific Needs in Mind

Every day, your O.R.  
is under pressure to do more.

Improve patient care.  
Bring down expenses.  
Deliver higher quality.  
The demands never stop.

And neither do we.

# THE POWER TO SOLVE CHALLENGES HEAD ON.

Your Medline team of Surgical Pack professionals has your back. We watch. We listen. We get results.

Every surgical procedure. Every custom surgical pack. Every operational cost. Medline digs into O.R. challenges and keeps on digging until we unearth faster, smarter, more cost-efficient ways for you to get things done. **This is your O.R. more powerful.**



## Taking the risk out of the relationship.

With change, comes uncertainty. Medline eliminates uncertainty. Shines a spotlight on the process. And gets the job done. Head on.

How do you know your surgical pack costs won't increase over time?

Can you be sure the components you requested are the components inside your packs?

Will the process of conversion cost you more than your return on investment?



**YOUR 4-POINT**

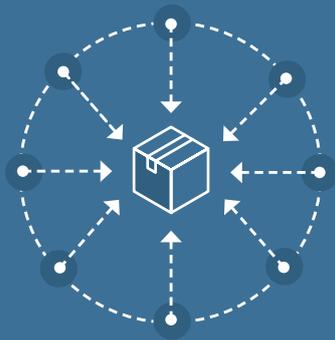
**ADVANTAGE FOR**

**PERIOPTIMAL CONTROL.**

Partner with us and get 50+ years of deep experience, breakthrough innovation and end-to-end expertise. This is how we fuel a more powerful O.R. together.

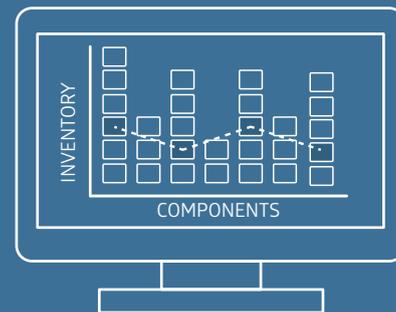
# 1 Leverage Our End-to-End Supply Chain Expertise

- » Ensure better quality and savings
- » No middleman costs passed on to you
- » Your choice of brands. Always



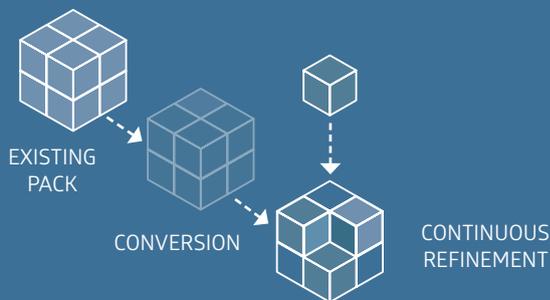
# 2 Access Cost and Supply Data Anytime, Anywhere

- » Convenient online access provides complete transparency
- » No unauthorized substitutions
- » Cost Containment Promise



# 3 Experience a Seamless Conversion and Continuous Refinements

- » Manage change and drive performance
- » Financial and efficiency reviews
- » Consultations on infrastructure and best practices



# 4 Engage with Passionate People Who Care About Your Business

- » Specialized experts who try harder to find answers and increase efficiencies
- » Internally driven to help you succeed
- » Averaging 20+ years of cross-functional experience



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# END-TO-END EXPERTISE MEANS ZERO COMPROMISE.

You win on quality, service and price because unlike other providers, Medline controls the entire supply chain.

We can leverage economies of scale. Innovate on operational performance. Eliminate third-party costs. And pass those savings directly on to you.



PACK ASSEMBLY



COMPONENTS



## STERILIZATION



## WAREHOUSING



## TRANSPORTATION

### Pack Assembly

Pack assembly is the core of our business. Our team is continuously motivated and incentivized for innovation and efficiency improvements.

- » 7 assembly sites worldwide
- » 4,000+ employees
- » FDA-registered
- » Class 10,000-certified Medline clean room
- » FDA- and ISO 13485 registered

### Components

Medline-manufactured components and robust purchasing power help keep pack costs lower. Prefer other brand components? No problem. As always, the choice is yours.

- » Largest, privately held manufacturer and distributor of healthcare and surgical supplies in the U.S.
- » Growing network of 30+ manufacturing centers worldwide
- » Over 35,000 components to meet every healthcare need

### Sterilization

Custom packs are sterilized in Medline-owned sterilization facilities. Our experienced sterilization professionals ensure a high degree of quality and customer service.

- » State-of-the-art sterilization process
- » FDA- and ISO 13485 registered
- » All packs sterilized to an assurance level of 10<sup>-6</sup>

### Warehousing

To minimize shipping lead times and reduce freight costs, Medline warehousing facilities are strategically located in close proximity to our customers.

- » 43 distribution centers across North America
- » 14 million square feet of warehousing

### Transportation

We can ship directly to your facility or work with the distributor of your choice. Our drivers are incentivized to reduce fuel costs—saving you and the environment valuable resources.

- » 425+ trucks nationwide
- » 1-day ship to 95% of the U.S.
- » Fleet includes advanced technology to ensure driver safety and lower fuel costs
- » Continuously exceeding a 99% service level



**ALL IN A DAY'S WORK:**

125,000 SURGICAL KITS

MADE EACH DAY.





# ONLINE ACCESS TO COST AND SUPPLY DATA KEEPS YOU IN CONTROL.

**STOP**  
UNAUTHORIZED  
APPROVALS

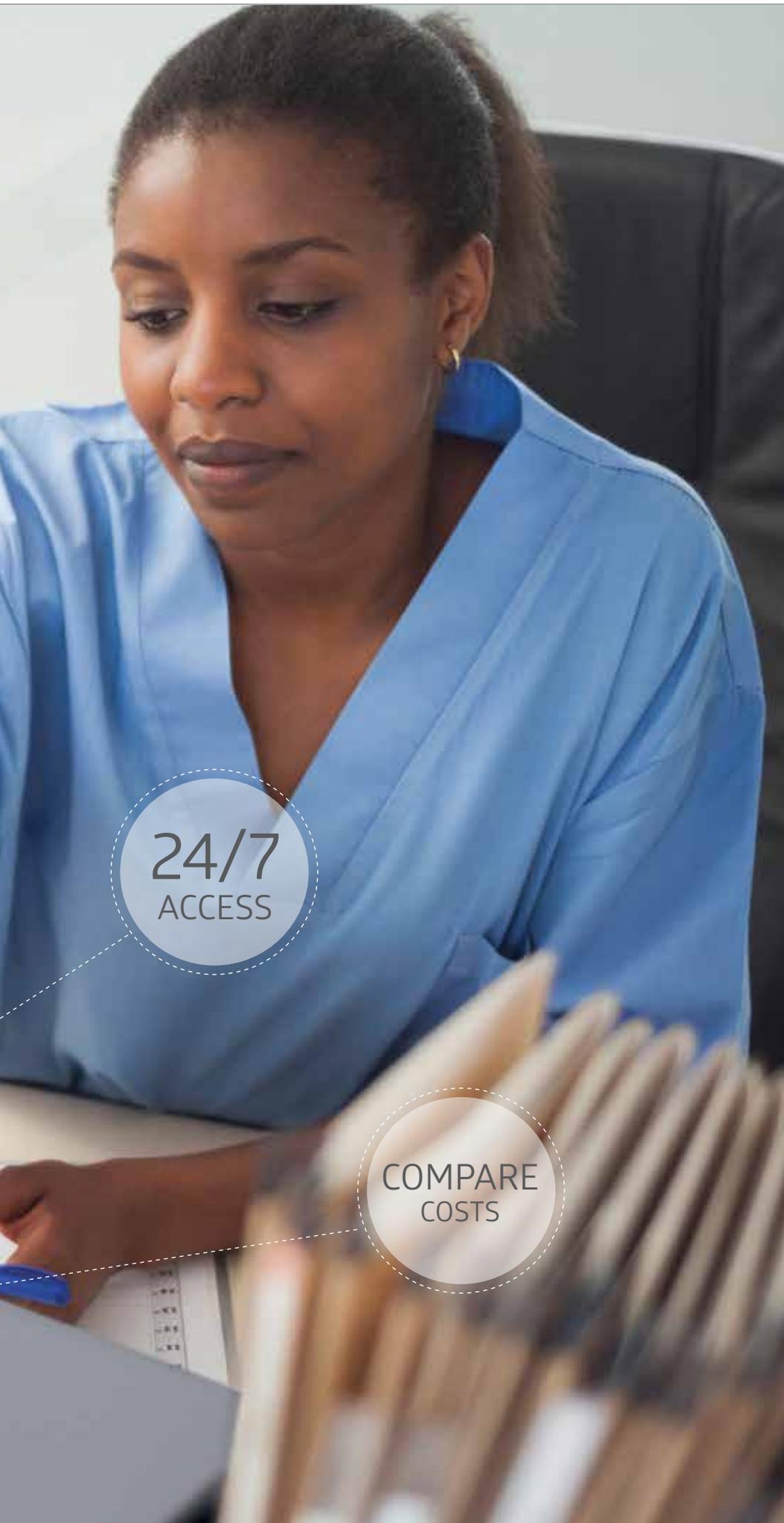
**TRACK**  
PACK  
CHANGES

**STANDARDIZE**  
ANALYTICS

**CATCH**  
REDUNDANCIES

**IDENTIFY**  
PRODUCTS  
NOT MADE  
WITH LATEX

REAL-TIME INFO AT YOUR FINGERTIPS



24/7  
ACCESS

COMPARE  
COSTS

Powered by



The Medline vow of transparency defines our partnership.

Every day, 24/7, you'll have access to real-time visibility and control of your Medline custom pack information—from tracking pack changes and redundancies to comparing costs.

MedPack is your personalized, online hub for managing and simplifying pack inventory. **Every activity is implemented by you and authorized by you.**

**No Unauthorized Substitutions.**

Convenient online visibility to all custom surgical pack information prevents any activity happening without your permission. You tell us what you need. Authorize the request. And we'll get it done.

- » Puts every request in plain view
- » Requests are made only after your e-signature approval



Our COST CONTAINMENT PROMISE eliminates the worry of cost "creep."

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**EXPERIENCE A SEAMLESS**

**CONVERSION FOLLOWED**

**BY ONGOING REFINEMENTS.**

Our team of experts has created a unique process to ensure your conversion to Medline is smooth, accurate and risk free.

## MANAGING CHANGE

### Planning & Discovery

First, we perform our due diligence and thoroughly analyze your current program. We look at placement of components, pack redundancies, safety issues and more. Our goal: to ensure a seamless conversion with no interruption of service.

- » **Accurate**—we review the items you're using today to ensure accuracy
- » **Timely**—your dedicated planner will help keep your conversion on schedule
- » **Thorough**—our end-to-end analysis of your current program is deep and results driven

### Implementation

Communication between all surgical procedure stakeholders is critical. Our team takes a proactive, hands-on approach to implementing your new program:

- » **Kick-off Meetings** enable us to review and approve deliverables together
- » **Inventory Monitoring** keeps you up-to-date on all pack needs
- » **Staff In-Servicing** is readily available on all Medline custom packs
- » **Inventory Reviews** leading up to your go-live date ensure a seamless conversion
- » **On-site Support** inspires team confidence and ensures questions are answered on the spot—from additional change requests to storage concerns and component placement

## DRIVING PERFORMANCE

### Day-to-day Pack Refinements

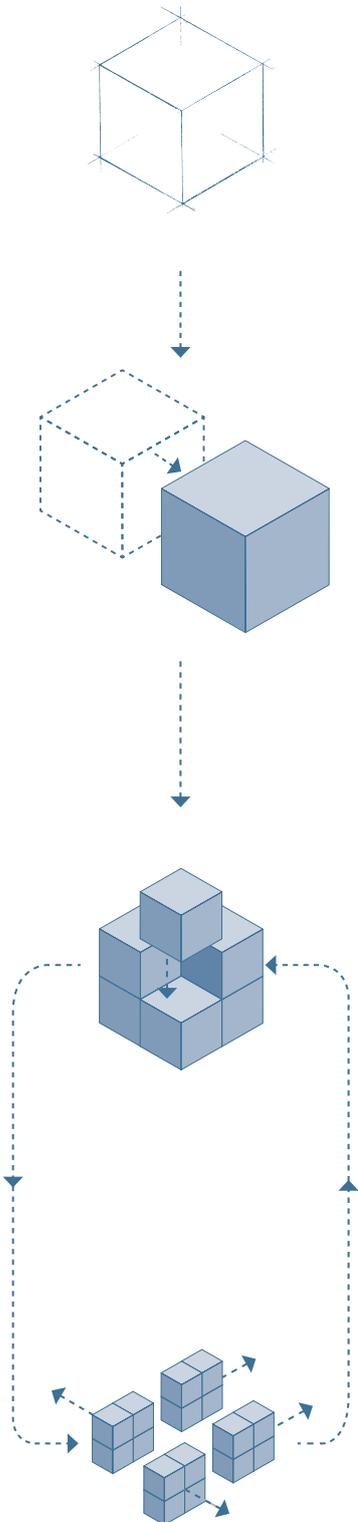
Your dedicated Medline Representative is on site, checking and double-checking the day-to-day efficiencies of your surgical packs. Our goal: we want you to be 100% confident that the products you are using are keeping pace with constant procedures and surgeon changes.

- » **Regular Pack Reviews** help identify improvement and cost savings opportunities
- » **Choice Program** empowers clinicians to choose the right components and reduce expenses

### Long-term Operational Efficiencies

What sets us apart? Our collaborative approach. Medline clinical and utilization experts work with you to continuously problem solve and implement solutions that are business changing—improving efficiencies, increasing staff productivity and cutting costs long term.

- » **Perioperative Consulting Services** thoroughly assess—and solve your supply management challenges, starting with a Lean Assessment
- » **Comprehensive Utilization Reviews** improve clinical efficiencies and utilization





# THE PEOPLE WHO LIVE AND BREATHE YOUR BUSINESS.

There's a reason Medline is the largest supplier of surgical packs in the world: our people.

We are thoughtful. Relentless. Industry-tested experts in all areas of surgical supply excellence. Pro-active professionals with the deep expertise—and clinical experience to solve O.R. challenges and improve patient care. How can we help you?

## Efficiency Prowess

Lean-Certified Perioperative Professionals and Utilization Review Specialists will partner with you to provide hands-on efficiency consultation and support where and when you need it the most.

- » Improve standardization
- » Minimize waste
- » Reduce total procedure costs

“Our company culture challenges us to stay away from the status quo and find ways to help our customers improve the delivery of quality healthcare to all our communities.”

**Kimberly Haines**  
RN, Certified OR Nurse  
Vice President of Clinical Resources

13 Years Healthcare Business Industry Experience  
9 Years Perioperative Clinical Experience

## Nationwide Clinical Expertise

Once your lean assessment is completed, a Clinical Resource Specialist will assess your O.R. for gaps and redundancies. Our job is to partner with you and identify the components your surgical team requires to perform at their highest level.

- » Data-driven, industry-best practice approach
- » Served in roles from circulating/scrub to management
- » AORN/AST members
- » CNOR
- » Lean Certified

After your assessment, you'll receive evidence-based recommendations to help you achieve:

- » Optimal utilization with clinically-equivalent alternative components that cost less
- » Eliminated steps to save you time and increase efficiency
- » Perioperative goals

## Logistical Know-How

Our Lean-Certified Logistics Experts will focus on ways to help you shave minutes, eliminate steps and cut component dollars.

- » Assess storage redesign
- » Review par levels
- » Recommend ways to make the "Dock to O.R. Table" process more efficient
- » Improve staff productivity

**Rob Wilmoth**  
Vice President of Sales Operations

33 Years Healthcare Business  
Industry Experience

## Change and Conversion Guidance

Your dedicated Medline Representative will work with you onsite to provide assistance and support in these areas:

- » Quote and revise trays
- » Coordinate samples/trial request
- » Continuously drive down costs and propose savings opportunities

## Internal Support Network

A reliable support network with the skill and expertise to problem solve with you.

- » Customer Service Call Center
- » Value-focused product specialists eager to help you cut costs
- » Production experts offering inventory management, back order protection and logistics optimization
- » Registered Operating Room Nurses ready to investigate and resolve challenges



**Troy Lothar**  
Regional Vice President

10 Years Healthcare  
Business Industry  
Experience

# MEDLINE PRODUCT AND SERVICE SOLUTIONS.



## UTILIZATION REVIEW

Our experts will thoroughly review every surgical pack for optimum utilization and clinical performance.

### KEY BENEFITS:

- » We identify unnecessary products to make sure you never waste your money or pack-space on them again
- » With the Medline Choice Program, you can utilize high-quality, less expensive products with the same clinical effectiveness
- » We can help you keep O.R. professionals in top form by including surgical products that satisfy their preferences and meet quality standards



### **COLOR-CODED PACKAGING SYSTEM**

Designed to reduce picking errors and improve productivity with easy-to-read color-coded labeling and pack inserts.

#### **KEY BENEFITS:**

- » Increase the ease and efficiency of stocking and pulling your custom packs
- » Prevent the hassle and expense of picking the wrong pack
- » Reduce the risk of accidental latex exposure
- » Improve productivity and room turnover times
- » Save time and keep everyone focused on the procedure at hand



### **PERIOPERATIVE CONSULTING SERVICES**

Where are the opportunities for improvement in your current supply process? As a perioperative professional, how are you addressing these key supply management challenges? We can help.

#### **KEY BENEFITS:**

- » Streamline perioperative supply management, ensure clinical accuracy and solve inventory challenges
- » Our consulting team will assess, analyze and uncover new opportunities to increase efficiency, reduce waste and deliver financial savings



### **LOGISTICAL PERIOPERATIVE CONSULTING SERVICES**

Logistical specialists will assess, design and implement system-wide solutions to improve day-to-day supply handling and storage.

#### **KEY BENEFITS:**

- » Access a more efficient process for routine surgical supplies
- » Maximize staff productivity and talent utilization for all supply handling processes
- » Reduce handling-times of routine surgical supplies prior to room setup
- » Increase storage and organization of surgical supplies using existing or new infrastructure

## TAILORED EXCELLENCE



### MATERNAL HEALTHCARE

We'll custom design solutions for your Labor & Delivery team. Plus, provide the logistical support you need to boost productivity.

#### KEY BENEFITS:

- » Fully-assembled, disposable and procedural specific items are custom-packed inside your "bundle of joy" container and delivered straight to your facility
- » Improved storage and space utilization
- » Better inventory control
- » More satisfied staff and patients



### STANDARD SURGICAL PACKS

Choosing to standardize your surgical packs for the most commonly performed procedures is a solid business strategy.

#### KEY BENEFITS:

- » Gain financial savings
- » Reduce setup times
- » Streamline inventory
- » Maintain quality patient care and staff safety
- » Improve efficiencies and convenience
- » Create a "standard of practice"



### MINOR PROCEDURE AND NON-STERILE KITS

We offer significant expertise beyond traditional supplies. Choose Medline as your single supply source to reduce expenses and improve everyday quality and efficiency.

#### KEY BENEFITS:

- » Promotes standardization and convenience
- » Makes it easier to calculate per procedure cost
- » Saves staff time with one pack to pull
- » Ensures consistency and value

## OUTSTANDING VALUE



### RENEWAL FULL-CIRCLE REPROCESSING

Reprocessing single-use devices is the right thing to do. Our program simplifies the process, delivering quality devices, better customer service and greater financial results.

#### KEY BENEFITS:

- » Activate greater cost savings
- » Access uncompromised quality in devices
- » Convert waste to reusable assets
- » Improve organizational efficiencies



### CHOICE PROGRAM

Choosing quality over lower-cost products? Get both with the Choice Program. Together, we can change the question from “which brand do you prefer?” to “what product attributes drive the best clinical outcomes?”

#### KEY BENEFITS:

- » Increase cost savings and efficiencies
- » Empower clinicians to choose the right surgical pack components
- » Build teamwork and program awareness
- » Improve productivity and performance long term

## VISIBILITY & CONTROL



### MEDPACK ONLINE CUSTOM PACK MANAGEMENT

Provides real-time access anytime, anywhere to your Medline surgical pack program for simple, effective inventory management.

#### KEY BENEFITS:

- » See every component inside every pack to ensure pack accuracy and eliminate concern over unauthorized pack substitutions
- » Control inventory, including pack changes and add-ons
- » Identify latex components and products not made with natural rubber latex
- » Find information on standardization, specialty components and more



**Medline Industries, Inc.** One Medline Place, Mundelein, IL 60060

FOLLOW US    

Medline United States  
1-800-MEDLINE (633-5463)  
[medline.com](http://medline.com) | [info@medline.com](mailto:info@medline.com)

Medline Canada  
1-800-396-6996  
[medline.ca](http://medline.ca) | [canada@medline.com](mailto:canada@medline.com)

Medline México  
01-800-831-0898  
[medlinemexico.com](http://medlinemexico.com) | [mexico@medline.com](mailto:mexico@medline.com)

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