



CHOICE PROGRAM
Quality alternatives to surgical pack components.

Surgical Supply Management Solutions

Choosing quality over lower-cost components? **GET BOTH WITH THE CHOICE PROGRAM.**

We get it. You're under a lot of pressure to manage expenses wisely. Saving resources in the O.R. while maintaining productivity and performance takes real expertise and teamwork.

That's where we can help. Discover the Choice Program from Medline. Its sole purpose is to help you find alternative pack components that are both clinically effective and cost efficient. Whether they're Medline products or from another brand, it's your choice.

Together, we can change the question from "which brand do you prefer?" to "what product attributes drive the best clinical outcomes?" **This is your O.R. more powerful.**

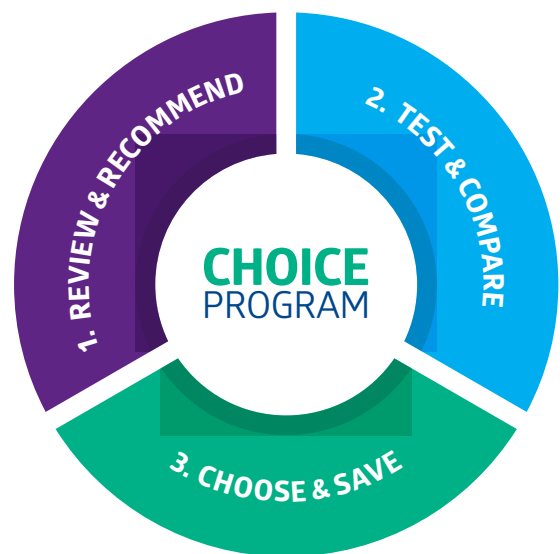


CUT COSTS NOT QUALITY.

Too many facilities presume that physician satisfaction and cost savings are mutually exclusive outcomes. Arm yourself with data to better understand product-preferences then give your physicians the power to choose the right solution.

Here's how the Choice Program works:

- 1. Review & Recommend.** With input from clinicians, your Choice team will recommend alternatives to the current component you are using, maintaining the same quality standards.
- 2. Test & Compare.** Your Medline custom tray experts will partner with you to plan a Choice Component Review at your facility. We'll even create event posters to help you engage more participants. At the event, we'll invite clinicians to compare the performance of alternative pack components to existing pack components, providing sterile items to trial as needed. This is your time to discover what product attributes matter and why.
- 3. Choose & Save.** At the event, we'll capture data tracking your team's assessments. You'll learn what clinicians are saying about components both alternative and existing. That insight will help ensure product-satisfaction and empower clinicians to choose the best pack solutions. We'll even calculate the savings for each product change. And if you decide to stay with your existing pack components, no problem. Either way, it's your choice.



BETTER CHOICES. BIGGER SAVINGS.

Imagine what the Medline Choice Program could do for your facility:

- » **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

FAST 5: ANSWERS TO YOUR QUESTIONS.



1.

How will choosing alternative pack products help me reduce costs?

First, Medline reviews your existing pack components. Then we get to work finding alternative components that cost less but perform as well if not better. Next, we invite you and your team to test and compare components at your facility. Choose the components your facility wants to change (or keep). Finally, we review the annual savings for each alternative product you choose.

2.

Does Medline allow my team to sample alternative components before including them in my packs?

Yes, we can provide sterile samples for trial to help you evaluate alternative components.

3.

How is Medline able to offer savings on the components inside my packs?

Because Medline controls the entire supply chain, we're able to manage costs and provide savings at the component level directly to our customers.

4.

How often should I participate in the Choice Program?

Since we are always coming up with new opportunities, we recommend reviewing your packs at least once per year.

5.

Will changes be made without my approval to my custom packs?

We stand by our promise of No Unauthorized Substitutions.

Ask your Medline Representative about the Medline Choice Program today or visit medline.com for more information.



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