



PERIOPERATIVE CONSULTING SERVICES

Improve efficiency and financial savings.

Surgical Supply Management Solutions



Keep everyone in-sync and in control with **THE RIGHT SUPPLIES AT THE RIGHT TIME.**

To ensure your O.R. is running smoothly—doctors, nurses, staff and patients must be in-sync.

With supplies making up 50% of the cost of a surgical procedure, it's critical that every component needed is there with the highest degree of reliability, economy and accuracy.

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

Our solution: streamline perioperative supply management. Partner with Medline experts to optimize your supply processes and keep your O.R. professionals in top form.

We'll assess your supply management challenges, analyze your current situation and uncover new opportunities to increase efficiency, reduce waste and deliver financial savings. **This is your O.R. more powerful.**

KNOW THE CHALLENGES.

When the right supplies are not on hand, it impacts:

- » Staff productivity, satisfaction and patient care time
- » Case cart accuracy, build and utilization
- » Preference card management
- » Waste reduction

Having too much or too little of any product affects:

- » Inventory control
- » Supply standardization
- » Space utilization

Your perioperative supply budget influences:

- » Charge/cost capture
- » O.R. suite utilization and turnaround
- » Product utilization and obsolescence

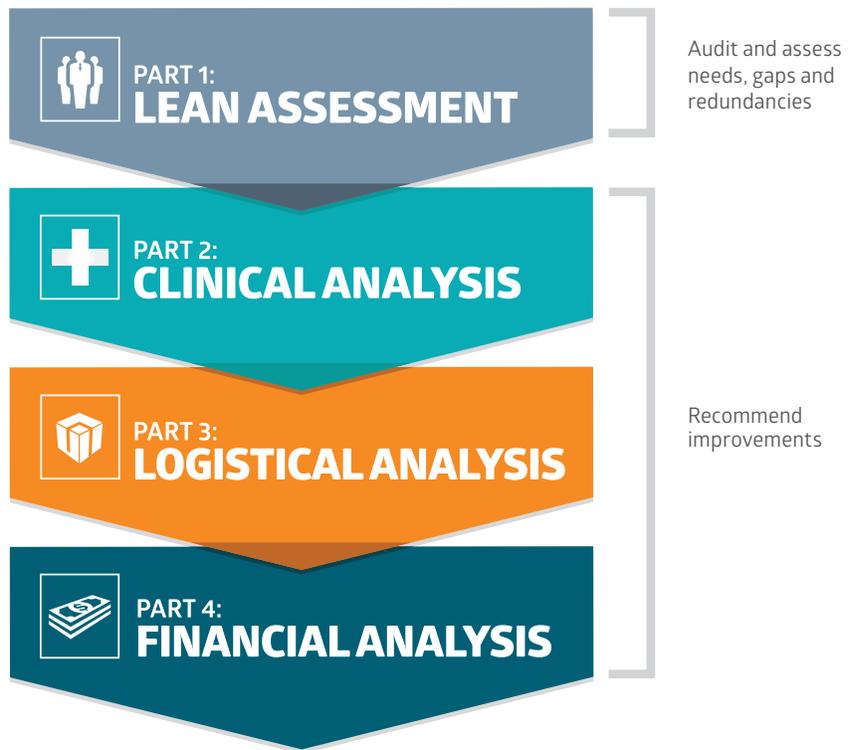
GET THE SOLUTION.

The challenges never stop. And neither do we.

Your Medline team is passionate about your business.

We work harder to problem solve and identify solutions that get results.

Engage our 4-part approach and see for yourself.



“Medline offered to come in and look at the way we did our process now, and then gave us opportunities and ideas for how to make things better.”

Sharon Ormstedt, RN, MBA
Executive Director Surgical Services
Indiana University Health Bloomington



Your Supply Management Program: **STREAMLINING THE PROCESS TO IMPROVE EFFICIENCY.**

Want to spend more time with your patients and less time managing supplies? Our 4-part approach is comprehensive. Detailed. And driven to streamline every aspect of perioperative supply management—from improving inventory management to reducing room setup times.

Part 1. Lean Assessment

We examine each step of our perioperative process utilizing Lean philosophies and give you ideas and opportunities to make the process better. Faster. More cost efficient. How do we do it? With direct observation, open-ended questions and focused listening, we uncover valuable insights from both clinical and operational staff.

- » **First-round stakeholder interviews** are conducted using a structured format to ensure key information is gathered. As needed, functional specialists follow up for clarification or more detail.
- » **Observational One-Day Walkthrough.** We watch your staff prepare case carts, set up the O.R. and clean up after surgery. We observe the receiving process. Follow your surgical supplies' pathway. And photograph current supply storage areas to document current-state conditions.

Key Deliverables

- » Next-day, customized executive presentation of findings
- » Round-table Q&A session
- » Assessment report

Tom Allwardt
Vice President

28 Years Healthcare
Business Industry
Experience

The Analysis Stage:

YOUR ON-SITE CONSULTING TEAM DIGS INTO EVERY DETAIL.

During the analysis stage, our specialized consultants will return to your facility for a more in-depth study of your supply processes. Data is gathered from our first and subsequent visits then combined with our extensive knowledge of perioperative supply environments to analyze three key areas: clinical, logistical and financial.

Part 2. Clinical Analysis

O.R. clinicians study your current supply practice, review and organize your surgical data into a procedural matrix:

- » Provides a roadmap for analyzing procedures based on data by procedure and surgeon
- » Groups procedures with similar supply protocols together
- » Creates an effective tool for preference card updates

Our clinical experts visit your facility:

- » Interview key staff members (team leads, specialty coordinators, service managers and surgical techs)
- » Observe procedure setup, anesthesia, room turnover and case pick processes
- » Review preference cards, case carts, packs and sterile single supplies

Results are determined based on an understanding of how surgical practice and procedures change over time.

- » Increased clinical efficiency allows more time for patient care
- » Eliminates waste
- » Streamlines the case pick process
- » Appropriate data-driven supply bundling recommendations

Key Deliverables

- » Executive presentation detailing in-depth findings and recommendations
- » Complete plan and 3D drawings of all key storage areas and process flow
- » Inventory bleed down data to help adjust your par levels
- » Reporting tools to help refresh preference cards
- » Financial impact for continuing to the implementation phase

Part 3. Logistical Analysis

Focusing on both your supply flow process and storage needs, we introduce the concept of **inventory rationalization**: having neither too much nor too little of any product is the ultimate goal.

- » Case cart and supply flow analysis leads to a report on interactions between O.R. and case cart setup
- » 3D renderings of storage areas are created to help visualize potential improvements
- » Opportunities to improve staff productivity through space planning and redesign are uncovered

Part 4. Financial Analysis

Our experts target cost savings at your facility and will convey the value associated with a comprehensive supply management program. Starting with baseline financials, our team looks for inventory reduction options and rationale, plus ways to better capture costs and reduce waste.

- » Hard dollar savings opportunities are quantified
- » Less quantifiable costs are noted for your own financial analysis

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

13 Years Healthcare
Business Industry
Experience.

9 Years Perioperative
Clinical Experience



Implementation made simple: **READY TO LAUNCH? WE'VE GOT YOUR BACK.**

The analysis is done. Your Medline solution is ready to implement. Our experts work with you to ensure success. Milestone activities include:

Establishing a steering committee to help set clear expectations, review progress and report status to stakeholders.

Developing a checklist based on your unique needs from product reviews with clinical staff, revising the procedure matrix and preference cards, updating space/storage/card logistical assessments and creating an ongoing in-service schedule.

Getting ready to launch with steering committee guidance, we partner with you to implement your solution with these priorities:

- » Minimize disruption to ongoing operations
- » Ensure supplies are available for any contingency
- » Schedule review/revise/refine sessions at future dates

Key Deliverables

- » Implementation checklist
- » Project plan timeline (Gantt chart)
- » 90-day status reports
- » Annual analysis and perioperative business review
- » Increased efficiency with our Comprehensive Supply Management Program

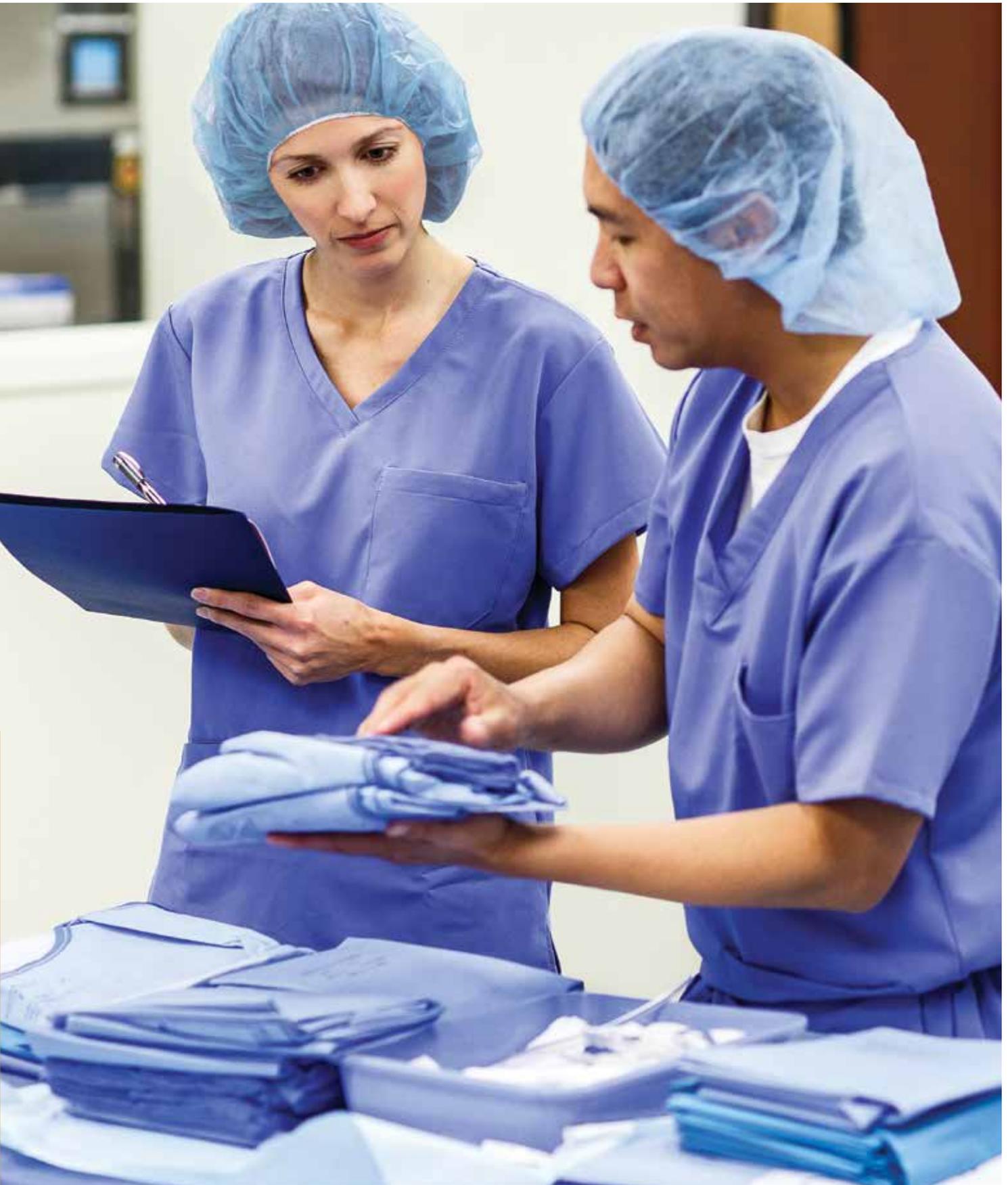


YOUR CONSULTING TEAM IS A BLEND OF DEEP EXPERTISE.

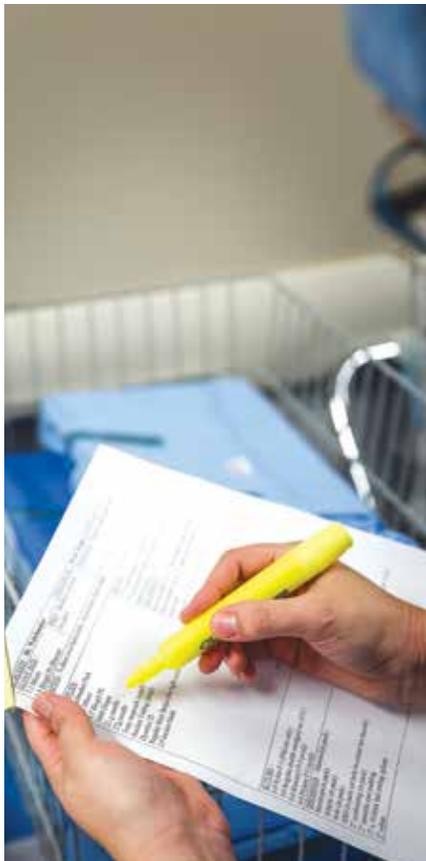
Fully engaged. Relentlessly driven. With extensive cross-functional experience, your perioperative supply management consulting team is as diverse as the tasks involved in managing your O.R.

- » **Regional Vice Presidents** bring an average of 23 years of experience in O.R. supply management
- » **Certified O.R. professionals** including perioperative nurses and nurse executives, averaging 25 years or more in the O.R.
- » **Logistics specialists** averaging over 20 years in surgical supply management
- » **Your Medline representative** and his or her customer support team who know your organization best of all





FAST 5: ANSWERS TO YOUR QUESTIONS.



1.

What are the key customer concerns that the Medline consultative 4-part approach addresses?

Our cross-functional experts focus on solving the top Perioperative Supply Management challenges: supply standardization, inventory management and control, space utilization, room setup times and keeping clinical staff focused on patient care.

2.

What kind of results can I expect from a Medline Perioperative Supply Management solution?*

Based on recent case studies, these numbers reflect typical program outcomes after implementation:

- » 46% reduction of case pick time
- » 47% improvement in setup time
- » 40% reduction in items picked
- » 15-20% increase in space utilization

3.

How does Medline help improve storage and space utilization?

Our logistical team will analyze your product flow from "Dock to Doc." Their analysis includes: space redesign for supply storage optimization, staff productivity analysis, case cart design and a detailed utilization review. We also review best practices for inventory rationalization for routine supply items.

4. How can I be sure this program will benefit my facility?

Your success is our success. Our expert teams work by your side to help find increasingly efficient supply management solutions. Our goal: we want to help you spend more time caring for patients, enhance staff productivity and achieve your financial goals long term.

5.

How much does it cost?

As a Medline partner, Perioperative Supply Management Consulting is yours at no charge.

Ask your Medline Representative about Perioperative Supply Management consulting or visit medline.com for more information.



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

FOLLOW US    

Medline United States
1-800-MEDLINE (633-5463)
medline.com | info@medline.com

Medline Canada
1-800-396-6996
medline.ca | canada@medline.com

Medline México
01-800-831-0898
medlinemexico.com | mexico@medline.com

*Data on File

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