

Complete Delivery System

Supply Management Solutions



Solutions to Help You With Your Supply Management Challenges

Medline's Complete Delivery System (CDS) will ...

Increase staff productivity and satisfaction

Improve O.R. suite utilization

Improve inventory control

Increase space utilization

Improve charge/cost capture

Improve case cart utilization

Enhance supply standardization

Streamline preference card management

***Deliver the right supplies, at the right time,
for the right delivered cost.***



What Is CDS?

Complete Delivery System (CDS) is Medline's exclusive supply management solution that will help you simplify your supply chain by linking people, processes and supplies for high-volume clinical procedures. CDS will save you time and money, while improving overall supply management efficiencies.

Designed Just for You

Medline custom designs each CDS program based on your hospital's supply management requirements. We develop your tailored program according to our unique SCORE (*Supply Chain Operations Review and Evaluation*) Assessment; a no-risk analysis that determines saving and efficiency opportunities for your hospital.

A CDS program includes a blended solution of Standard Sterile Packs, Custom Sterile Packs and CDS Modules that contain all of the disposable and procedural-specific supplies that you use today.



Effortless Ordering



Simplified Receiving



Decreased Picking Time



Lower Inventory Levels

With a comprehensive CDS program, all of your disposable perioperative supplies are in one container.

Capture costs per procedure and increase efficiency in every step of the supply chain.



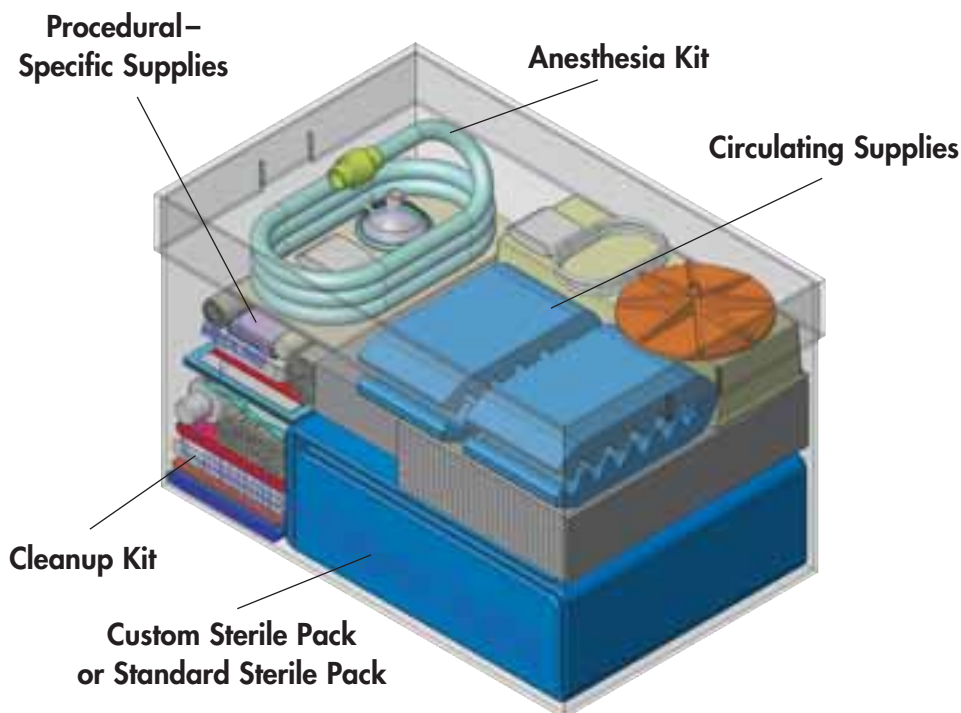
Captured Costs



Faster Setup



Easier Disposal



CDS Can Simplify Your Supply Chain by Dramatically Reducing Your "Touch Points"

Procedural Components	Purchasing Orders	Purchasing Receives	Purchasing Stocks	CS/SPD Requisitions	CS/SPD Receives	CS/SPD Stocks	Dept. Requisitions	Dept. Receives	Dept. Stocks	Dept. Charges
Prep Kit										
Skin Scrub Prep Tray	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Foley Catheter Tray	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Urine Meter Drain Bag	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Grounding Pad	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dressing Arglaes	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Drape loban	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Underpads (Chux)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Gauze 4x4 12ply	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Procedural Specifics										
Cholangiogram Supplies	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dressing Supplies	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Endo Clip	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Endo Pouch	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ligaclip Applier	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Matisol/Benzoin Ampule	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Trocars	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Cleanup Kit										
Blue Linen Liner 31" x 43"	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Black Liner 40" x 46"	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Disposable Mop Head	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Germicidal Sani Cloths	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Isolyser Liquid Treatment	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
O.R. Towel White	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Glove Latex Large	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Red Biohazard Bag	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Red Kickbucket Liners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Anesthesia Kit										
Breathing Circuit	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mask	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
3-Liter Breathing Bag	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Gas Sampling Line	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Gas Sampling Elbow	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Bair Hugger® Blanket	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Head Positioner Pillow	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sterile Procedure Tray	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

	Average Items Per Procedure		Number of Logistical Steps		Average # of Annual Procedures		Touch Points
Without CDS	25	x	10	x	10,000	=	2,500,000
With CDS	1	x	6	x	10,000	=	60,000

97.5% Reduction!

60,000

Benefits of a Comprehensive CDS Program



Clinical Management

- Improved operating room turnover
- Enhanced supply standardization
- Streamlined preference cards
- Increased staff productivity and satisfaction

Materials Management

- Inventory buy-back program
- Consignment available
- Combined purchasing power
- Reduced inventory levels
- Streamlined supply chain
- Fewer "touch points"
- Component Return Program

Hospital Administration

- Increased staff productivity
- Improved physician satisfaction
- Procedural cost identification
- Standard reporting tools (*cost by procedure, cost by physician, product utilization, case set-up time*)

The Process

Medline is committed to providing creative and continuous solutions that benefit the *clinical, logistical* and *financial* aspects of your supply management world. Our dedicated team of specialists works with you to develop a comprehensive plan for implementation.

Clinical

Procedure groupings
Procedural volumes
Physician mix
Supply protocols
Preference card Management
Charge capture
Standardization/utilization
Blended solutions
Suite utilization
Staff productivity
Procedural cost capture

Logistical

Supply chain flow
Ordering
Receiving
Stocking
Internal requisitions
Internal delivery/handling
Case carts
Space utilization
Inventory management
Staff productivity
Supply acquisition costs

Financial

Base line financial
Inventory reduction
Staff productivity
QPlus componentry
Rebates
Charge capture
Waste reduction
Revenue optimization
Freight reduction
Contracts
Consignment

Medline's CDS team:

- Local Sales Representatives — weekly visits to your facility
- Regional Vice Presidents — project managers averaging 22 years in O.R. supply management
- Clinical Nurses — experienced specialists averaging 20 years in the O.R.
- Logistics Specialists — skilled professionals with 16 years of hospital supply management experience

CDS: Logistical Expertise

Taking Care of Your Needs Every Step of the Way

Once we determine the benefits that CDS can provide your hospital, our logistics team develops a plan for efficient storage layout. Our innovative solutions can remedy your storage issues. We offer complimentary design services, which include:

- Analyzing clinical and storage pathways
- 3-D storage area layout and design
- Custom storage analysis and design
- Case cart analysis and review
- Design implementation
- Storage systems and accessories
- Space utilization analysis and design — supplies and instrumentation

Before

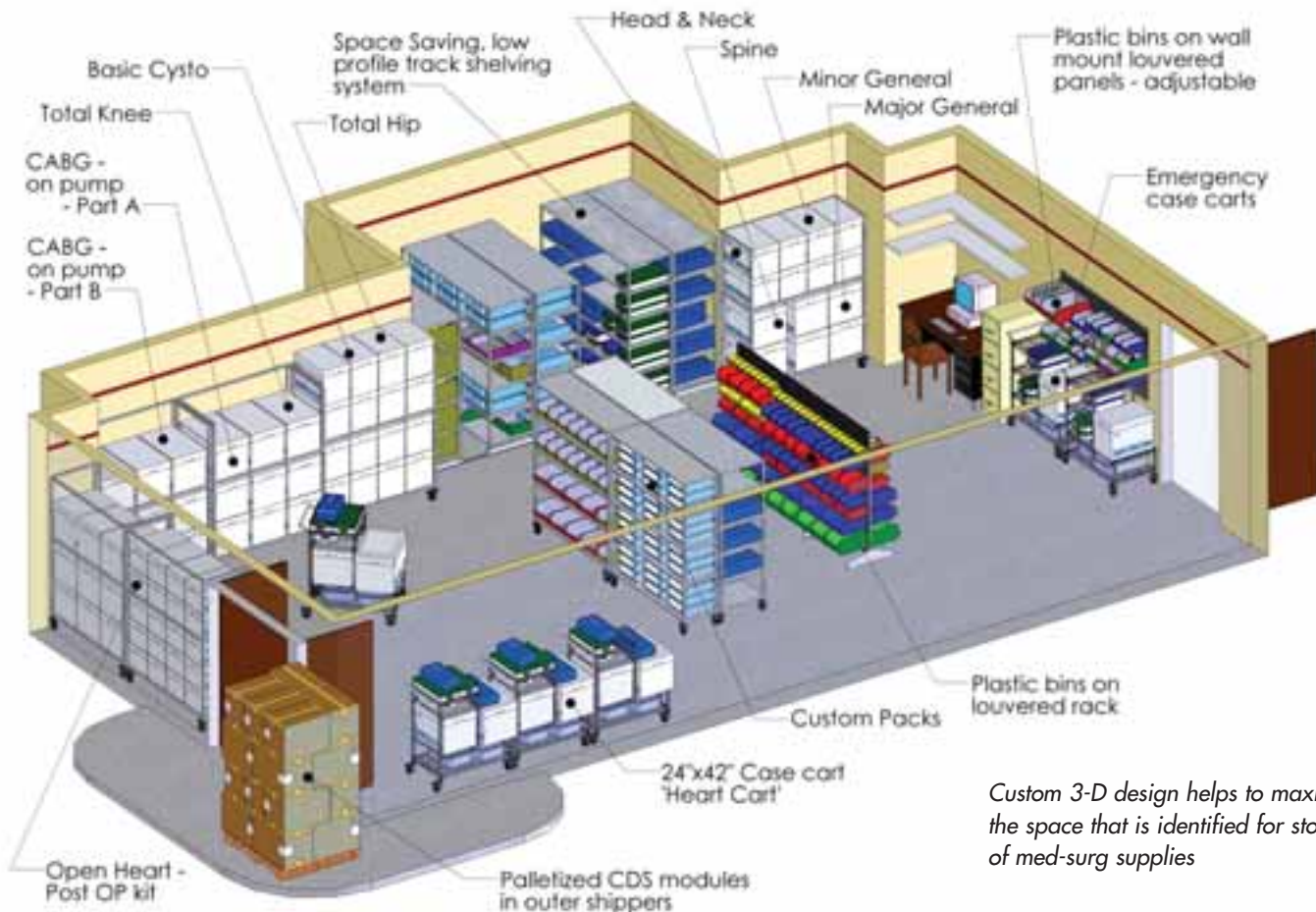


A Medline account prior to the use of CDS

After



A Medline account in a case cart system



Custom 3-D design helps to maximize the space that is identified for storage of med-surg supplies



Quality

Quality is key in any business. But in healthcare, when people's lives depend on the performance of our products, quality is everything. That is why everything we do starts and ends with our customer. We stand behind each and every one of our products and guarantee they will perform without complication. Our controlled rooms maintain a level of hygiene that is far stricter than required. Sterility and cleanliness are essential. To ensure that foreign particles do not contaminate our products prior to sterilization, our clean rooms are fitted with the latest in air filters and pressurization equipment. Our Midwest surgical procedure tray facility was one of the first in the United States to feature a Class 10,000 clean room, an environment that's equivalent to the cleanliness of an operating room.



Why Medline

Commitment to Quality — Highest Quality Standards

- ISO 9000/ISO 13485
(Medical Device Manufacturer) compliant
- Class 10,000 clean room

Service

- 99 percent service levels
- No unauthorized product substitutions
- MedPack — Web-based inventory position, BOMs, standardization, etc.

Clinical Specialist Support

- Specialists average 20-plus years in O.R. experience
- Standardization and utilization analysis
- Drape and gown analysis
- Kit review — current and new
- Implementation support

Local Sales, Sales Management and Kit Specialist Support

- Weekly visits
- Kit review and analysis/changes
- Dedicated customer service representatives

CDS Component Return Policy

- Items outside the sterile pack, within its original package and not damaged or soiled, can be returned for credit

QPlus Program

- The quality of all QPlus components is guaranteed — All items are approved by a clinical review board
- Medline offers a wide-range of reports to measure your dollar savings with the QPlus program

Logistical Support

- Space utilization analysis and design — supplies and instrumentation
- Logistical analysis
- Storage systems and accessories
- Case cart analysis and review
- Implementation support
- Inventory consignment programs

Commitment to Continuing Education

(www.medlineuniversity.com)

- Medline University — online CE credit programs
- *The OR Connection* — Medline's magazine for perioperative services

Manufacturing/Distribution

- Regionally located manufacturing facilities
- Regionally located distribution facilities
- Contract distribution partners
- Regional and national disaster plan and support capabilities

Medline Partners With Organizations Committed to Improving Patient Care

- 100,000 Lives
- The Joint Commission (JCAHO) National Patient Safety Goals
- Surgical Care Improvement Project (SCIP)



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