

## CASE STUDY 2:

# Therapy and Rehab—Brooke Grove

### Who:

Brooke Grove Rehabilitation and Nursing,  
Sandy Spring, MD



### Beds:

190 (70 dedicated to rehab)



### Goals:

Install all rehabilitation equipment for a brand new  
77,000 sq. ft. state-of-the-art addition.

### Challenges:

- » Minimize the number of deliveries
- » Assemble products and simplify receiving
- » Avoid interfering with the active construction



### MEDLINE SOLUTION:

Medline Representatives met with key stakeholders at Brooke Grove to discuss their needs in detail.

Working closely with Brooke Grove, we developed an ideal arrangement of furnishings to optimize the space and meet clinical objectives—from treatment tables and stools to refrigerators and TVs.

Products from numerous vendors were shipped to an offsite warehouse. Once all products arrived, we scheduled delivery.

At the facility, we provided labor for unloading trucks, unpacking and assembling products, and moving them to their final destinations within the facility. Skilled labor was brought in to assemble more complicated products, such as Dynavision, parallel bars and treadmills.

### RESULTS:

In just two days, delivery and installation were complete for over 50 pieces of equipment. All trash was hauled away for offsite disposal to avoid interfering with construction dumpsters.





*In their own words:*

**“We wanted a partner to help us stand out from the competition. And Medline delivered, hands down. Our new rehab center now boasts best-in-class equipment, helping to differentiate us from our competitors.”**

— Eileen Alexander, Administrator, Brooke Grove Rehabilitation and Nursing