DESIGN. DELIVER. INSTALL.

Complete Capital and Furnishing Solutions

PREMIUM PRODUCTS • PLANNING AND STRATEGY • SUPPORT AND DESIGN • FAST QUOTES
• WORLD CLASS SERVICE • DELIVERY AND INSTALL SERVICES • FLEXIBLE FINANCING
Your vision of change starts here.

Expansions, renovations and new construction projects have many moving parts. You need a partner who can navigate logistical obstacles. And provide quality products to help optimize care.

Medline answers the call. With our world-class service and industry-leading selection, you’ll be up and running in no time.
More Choices for Every Area
Capital Equipment Categories
Vendor Listing

Simplify Shopping and Selection
Capital Quote Tool

Take Advantage of World-Class Service
Support and Design Services
The Business Side
Logistics and Installation
Sample Timeline

Case Studies and Specialty Solutions
Storage
Therapy and Rehab
Furniture
Specialty Solutions
More choices for every area.

Choose from durable furnishings that perform as well as you do. As both a manufacturer and distributor, we offer superb value on **premium Medline products and other national brands**, all with an unconditional performance guarantee.
Browse our complete selection at medline.com.
More of the brands you want.

In addition to high-quality Medline products, we distribute all other national healthcare brands.

**A**
- Aaron / Bovie
- ADC
- Adden
- Aero
- Akin
- Akro-Mils
- Alere
- AliMed
- Allseating
- Allied Healthcare
- Altus
- American BioTech Supply
- American Diagnostic
- AmFab
- Amico
- AmTab
- Amvex
- Aprima
- Arrowhead

**B**
- Bailey
- Baum
- Bayer Healthcare
- Beckman Coulter
- Becton Dickinson
- Bed Techs
- Befour
- Biodex
- Bionix
- Blickman
- Bobrick
- Bovie Medical Corp.
- Bowman
- BR Surgical
- Brandt Industries
- Brewer
- Brewer Custom Products
- Broda
- Brymill
- Bunn-O-Matic
- Burdick
- Burton

**C**
- Capsa Solutions
- Cardiac Science
- Cardionics
- Carstens
- Centicare
- Cetylite
- Champion
- Champion (Charting)
- Chattanooga
- Chem-Tainer
- Claflin
- Clinton
- Clorox Healthcare
- CoaguSense

**D**
- Conmed
- Corflex
- Crest Healthcare
- CryoSurgery
- David Scott
- Dazor
- Detecto / Cardinal Scale
- Devilbiss
- Drive Medical

**E**
- DSI
- Duracare
- Dynatronics
- Eagle
- Edan USA
- Elio
- Enochs
- Enthermics
- Evac+Chair
- Exergen

**F**
- Ferno
- Fine Surgical Instruments
- First Health Care
- Flexsteel

**G**
- GCX
- GE Appliances
- GE Medical
- Gendron
- General Electric
- Global Industries
- Gojo

**H**
- Golden
- Graham Professional
- Graham-Field
- Hallowell
- Harloff
- Hausmann
- Health Care Logistics
- Health O Meter
- Heine
- HON
- Hospira
- Huntleigh

Power Exam Table with Power Back by UMF UME4040650300

Vertical Drying Cabinets for Flexible Endoscopes SUYTED2503UV

ivNow Fluid Warmers by Enthermics Medical Systems ESYIVNOW3
<table>
<thead>
<tr>
<th>I</th>
<th>Medela</th>
<th>LG Electronics</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Medline</td>
<td>Linwood FBG / Leggett</td>
</tr>
<tr>
<td></td>
<td>Meese/ MOD</td>
<td>Luxor</td>
</tr>
<tr>
<td></td>
<td>Merck</td>
<td>LW Scientific</td>
</tr>
<tr>
<td></td>
<td>Mid Central</td>
<td>MAC Medical</td>
</tr>
<tr>
<td></td>
<td>Medical</td>
<td>Mada Medical</td>
</tr>
<tr>
<td></td>
<td>Midmark</td>
<td>Maico Diagnostics</td>
</tr>
<tr>
<td></td>
<td>Miltex</td>
<td>Mallinckrodt</td>
</tr>
<tr>
<td></td>
<td>Mindray</td>
<td>Mar-Bal</td>
</tr>
<tr>
<td></td>
<td>Mity-Lite</td>
<td>Mario Lamps</td>
</tr>
<tr>
<td></td>
<td>Mortech</td>
<td>Mason Medical</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Maxtec</td>
</tr>
<tr>
<td>J</td>
<td>Oak Street</td>
<td>Natus Neurology</td>
</tr>
<tr>
<td></td>
<td>Oakworks</td>
<td>NCI Technologies</td>
</tr>
<tr>
<td></td>
<td>OFM</td>
<td>NDD Medical Technologies</td>
</tr>
<tr>
<td></td>
<td>Ohio Medical</td>
<td>Newman Medical</td>
</tr>
<tr>
<td></td>
<td>Olympic Medical</td>
<td>Newmatic Medical</td>
</tr>
<tr>
<td></td>
<td>Omnimed</td>
<td>Nikomed</td>
</tr>
<tr>
<td></td>
<td>Omron</td>
<td>NK Medical</td>
</tr>
<tr>
<td></td>
<td>Orasure</td>
<td>NOA</td>
</tr>
<tr>
<td>K</td>
<td>Pedia Pals</td>
<td>Quantum Storage Systems</td>
</tr>
<tr>
<td></td>
<td>Pedia Parents</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pedigo</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Physio Control</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Polar Ware</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Precision Medical</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Premier Dental</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Price Chopper</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Medical</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pro Advantage</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pryor</td>
<td></td>
</tr>
<tr>
<td>L</td>
<td>Revolution</td>
<td>R&amp;B Wire</td>
</tr>
<tr>
<td></td>
<td>Closed</td>
<td>Raynor / Eurotech</td>
</tr>
<tr>
<td></td>
<td>Surgical</td>
<td>Rice Lake</td>
</tr>
<tr>
<td></td>
<td>Case Carts</td>
<td>Roche Diagnostics</td>
</tr>
<tr>
<td></td>
<td>by Pedigo</td>
<td>Rubbermaid</td>
</tr>
<tr>
<td></td>
<td>PEDRCC242</td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>SafCo</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sandusky Lee</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Schiller</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SDI Diagnostics</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Seca</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Seiler Instrument</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Smith &amp; Nephew</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Smiths Medical</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Solaire</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Space Saver</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Spirometrics</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Stanbio</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Standar</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Steel Co</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Stevens</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Suburban Surgical</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sultan</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Summit Appliances</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Summit Doppler</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sunnex</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sunrise</td>
<td></td>
</tr>
<tr>
<td>N</td>
<td>Tarrison</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tenacore</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tollos</td>
<td></td>
</tr>
<tr>
<td></td>
<td>TQ Industries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tuttnauer</td>
<td></td>
</tr>
<tr>
<td>O</td>
<td>UMF Medical</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Unico</td>
<td></td>
</tr>
<tr>
<td>P</td>
<td>Vacumed</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Veinlite</td>
<td></td>
</tr>
<tr>
<td>Q</td>
<td>Waldmann Lighting</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallach Surgical Devices</td>
<td></td>
</tr>
<tr>
<td>R</td>
<td>Waterford Healthcare</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Welch Allyn</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Medical Products</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Whitehall</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Winco</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wolf X-Ray</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wooden Mallet</td>
<td></td>
</tr>
<tr>
<td>S</td>
<td>Zoll Medical</td>
<td></td>
</tr>
</tbody>
</table>

All product names, regardless of whether or not they appear with a trademark symbol, are the property of their respective companies unless otherwise noted. Trademark designations refer to trademarks registered or pending in the United States only.
Simplify shopping and selection.

Compare equipment options, quickly and easily, with our convenient Capital Quote Tool. **Browse virtual rooms or search for specific items.** You’ll find products that meet your criteria and suggestions of complementary items. Visit medlinecapitalquote.com today.
CAPITAL QUOTE TOOL

Equip each department, room by room.
From exam rooms to therapy and rehab.

Browse our industry-leading line of capital equipment for every area of your facility:

» Exam room
» Nurses station
» Dining and lounge
» Storage/medication closet
» Therapy and rehab
» Resident/patient room
» Laboratory
» Operating room
» Sterile processing

Choose the products you need. Simply click on the image to add it to your quote. If you have any questions, you can email us through the website or contact our customer care center.

Request a quote directly through the online tool. Our team of dedicated product specialists will send you accurate pricing within 24 hours. Once approved, we efficiently handle everything through delivery and installation.

Visit medlinecapitalquote.com today.

4 Section O.R. Table
MDROAKSU03
Take advantage of world-class service.

Your Medline Representative is your convenient single point of contact. **Need more specialized support?** Our expert teams are standing by.
SUPPORT AND DESIGN SERVICES

Accomplish more with expert assistance.

Every step of the way, our teams of skilled professionals are ready to help.

PLANNING AND STRATEGY

Design team
Experienced design experts show you everything from blue prints to fabric swatches until you find perfect solutions for your unique facility.

SPECIALIZED SOLUTIONS

Sales specialists
Our sales specialists can visit your facility and work with your team to match our capabilities with your needs.

SIMPLIFIED STORAGE

We’ll assess your inventory, evaluate your space, and develop a tailored solution to meet your unique needs. Your floor-to-ceiling storage makeover includes:

Consultation and design
With our free design assistance service, you receive:
» Integrated system plans to meet your requirements
» Layouts to match your specific space
» Product mix recommendations
» 3D drawing of your space
» Detailed quote 24-48 hours after approved proposal

Installation and support
Once your plan is approved, we can help coordinate:
» Product Shipments
» Delivery
» Unpacking
» Assembly
» Installation
THE BUSINESS SIDE

Stay within your budget.

FAST QUOTES

Product specialists
Get quick, professional quotes within 24 hours, or in-depth product information. Your Medline Representative can quickly put you in touch with an expert product specialist.

Concierge 60 Program—quotes in one hour.
Get a professional quote on non-stock capital equipment within an hour, including your requested item and a Medline preferred alternate in a side-by-side comparison format.

For details about quoting or financing options, contact your Medline Representative, email ProductSupportCapital@medline.com, or call 800-289-9793.

FLEXIBLE FINANCING

Leasing
Spread your payments over an extended time frame—leasing programs available for 12, 24, 36 months.

Deferred payments
We have plans to allow you 3, 6 or 12 months to pay without interest.

Open account billing
With our trade credit, you’ll free up other credit lines and enjoy easy ordering and billing without the hassle of credit card limits.
LOGISTICS AND INSTALLATION

Unique receiving needs? No problem.

DELIVERY SERVICES

Our variety of delivery options include—

Dock to dock
We deliver to your loading dock, and your staff places your equipment exactly where they’ll be using it.

Lift gate
No loading dock? No problem. We can take your equipment off the truck and lower it to the ground using our lift gate.

Inside delivery
Minimize disruption to your daily activities. Let us bring your equipment beyond your receiving doors.

INSTALLATION SERVICES

Warehousing and consolidation
» Assembly (on- or off-site)
» Room placement
» Wall-mounting
» Debris removal
» After-hours or holiday deliveries
As soon as we receive your Request for Quotation (RFQ), we begin working on your quote. We meet with your project manager to discuss your needs in detail. And we send you a complete list of the products you requested to review.

After you approve the list, our design team will review swatches and finishes with you at your facility or our showroom.

We confirm all your delivery requirements with you, and then secure our local warehouse and installation crew best suited for your project. You receive our finalized quote, including all your items and logistical needs.
Once we receive your purchase order, our logistics team coordinates lead times and shipments to our local warehouse. Products are inspected upon arrival at our warehouse, and any needed repairs or replacements are completed before final delivery.

Products might be assembled at our warehouse, to reduce disruption at your facility, and labeled for specific locations, to streamline delivery. Our crew schedules an on-site walkthrough to determine the best path for delivery, make any arrangements to remove existing equipment, and verify the staging and delivery areas.

On the delivery day, we can place products in specific rooms, and unpack, assemble and mount them as needed. And we can remove all debris. We test equipment for functionality. To ensure your complete satisfaction, we complete a final walkthrough with you.
CASE STUDIES AND SPECIALTY SOLUTIONS

True stories of how we’ve helped our customers.

Facilities across the continuum of care have benefited from partnering with us for their capital needs. On the following pages, you’ll get to know the strategies we implemented and how we met their challenges head on.

We can do the same for you.
CASE STUDY 1:
Storage—Chesapeake

Who:
Chesapeake Regional Medical Center,
Chesapeake, VA

Beds: 310

Goals:
Enhance productivity and efficiency by redesign one sterile supply area divided into multiple areas in the OR core.
» Relocate supplies for greater convenience
» Improve organization

Challenges:
» Minimize disruption to busy staff
» Wipe clean any new capital items going to sterile environments before entering the facility

MEDLINE SOLUTION:
Our consultants met with key stakeholders at Chesapeake to discuss their needs in detail.

We took measurements and developed a proposal including 3-D illustrations of their exact space. After customer input, we found the ideal configuration, adding 150 wire-shelving carts, bins and accessories.

All items were shipped to our off-site warehouse. Carts were pre-assembled, cleaned and covered. Labels with destination locations were affixed to each item. At the hospital, our crew quickly and efficiently placed all products in the correct formation, one room per day.

RESULTS:
The greatest time-savings resulted from supplies now stored right in the OR core and no longer in the distant supply area.

The department experienced very little downtime, and the entire process was completed in one week.
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
CASE STUDY 3: Furniture—Rocky Mountain Care

**Who:**
Rocky Mountain Care, Tooele, UT

**Beds:**
104

**Goals:**
Outfit a new construction facility with resident room, dining and lobby furniture.

**Challenges:**
» Allocated funds were only available until the end of the fiscal year
» The opening was over a year away, and there wasn’t enough storage space for all these products

**MEDLINE SOLUTION:**
During visits to Rocky Mountain Care, we agreed on a long-term storage option near the facility.

All products were delivered to the local warehouse and Rocky Mountain Care received regular updates. To streamline the future delivery to the facility, all products were organized in the warehouse by wing and area, color-coded by delivery date and labeled with room locations. Beds were pre-assembled and blanket wrapped to reduce assembly time for Rocky Mountain staff.

**RESULTS:**
In just 10 days, all the furnishings they needed—over 300 different SKUs and 2,200 pieces—were delivered efficiently to Rocky Mountain Care, with up to four truckloads per day.
Your new capital equipment, ready to use.

Over the years, we’ve outfitted offices of every size. And we’ve developed ideal solutions for overcoming many logistical challenges.
SPECIALTY SOLUTIONS:
Meeting unique needs of ambulatory surgery centers and physician offices

Our expert teams know ideal ways to comply with facility requirements while ensuring easy and efficient capital installations.

**CHALLENGE:**

<table>
<thead>
<tr>
<th>Challenge</th>
<th>MEDLINE SOLUTION:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unable to free up busy staff for moving and assembling?</td>
<td>Placing your equipment in your specified locations using our tools</td>
</tr>
<tr>
<td>No pallet jack for transferring products?</td>
<td>Unpacking, assembly and testing, either in your facility or prior to delivery at our staging area</td>
</tr>
<tr>
<td>On-site dumpster not available?</td>
<td>Completely removing debris and packaging from your property</td>
</tr>
<tr>
<td>New office with no storage space for holding inventory prior to opening?</td>
<td>Consolidating multiple orders offsite until you’re ready to receive one large order</td>
</tr>
<tr>
<td>Have to schedule around surgeries or doctor’s schedules?</td>
<td>Scheduling deliveries when it’s most convenient for you—i.e., when you have staff to assist with moving products to designated rooms</td>
</tr>
<tr>
<td>No loading dock or one that’s lower than standard height?</td>
<td>Delivering with the most appropriate vehicle for your unique receiving conditions</td>
</tr>
</tbody>
</table>
Optimize your surroundings.
Contact your Medline Representative today.