

Complete Delivery System



**Open a CDS to see how
one container can benefit
your entire facility...**

Each Complete Delivery System (CDS) contains more than just products.

Medline's CDS will...

Simplify and streamline your supply chain

Increase standardization

Decrease total cost for procedures

Save valuable staff time

Lower inventory levels

Help identify and track procedural costs

Increase room turnover

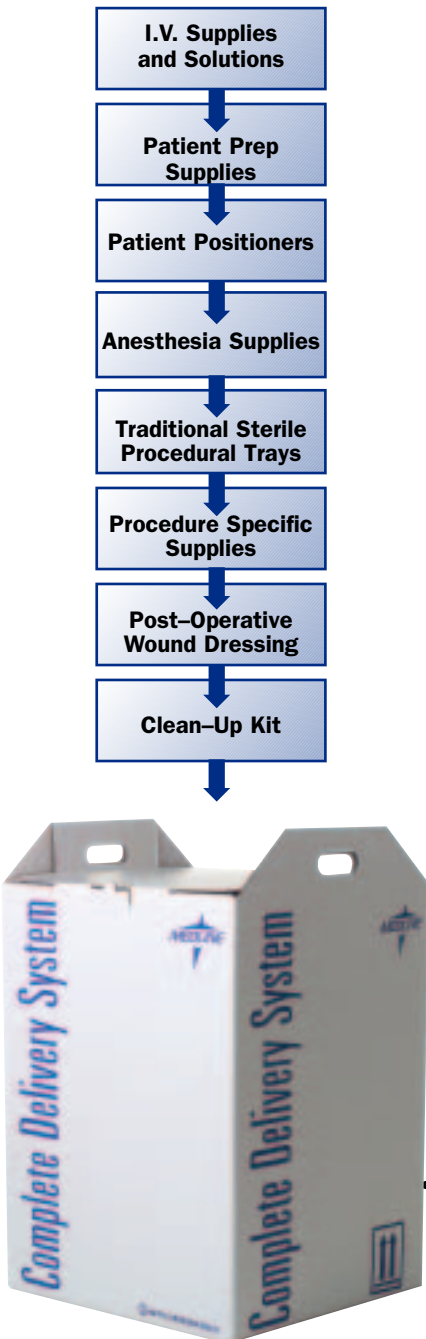


What is CDS?

CDS is Medline's unitized delivery system that simplifies every step of your supply chain. We take everything that's disposable and procedural-specific and put it in one module. It's everything that you use today. Same vendors. Same item numbers. Just put together by Medline and delivered to your facility in the container of your choice.

Each CDS program is designed based on your facility's particular supply chain needs. Medline uses our no-risk analysis, SCORE (Supply Chain Operations Review and Evaluation), to determine savings and efficiency opportunities for your facility.

Typically, the SCORE assessment reveals the potential to significantly simplify and streamline your clinical supply chain.



CDS puts all disposable perioperative supplies in one container.

This controls costs and increases efficiencies in every step of the supply chain.



Effortless ordering



Simplified receiving



Decreased picking time



Lower inventory levels



Easier disposal



Captured costs



Faster set-up



How Can CDS Simplify and Streamline Your Supply Chain?

By Dramatically Reducing the Supply Chain "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 Ioban	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Underpads (Chux)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Gauze 4x4 12ply	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Procedural Specifics:										
Chest Drainage System	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sternum Blade	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Thoracic Catheter	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ligaclip Applier	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Slush Drape	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Heart Support Janke	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Skin Stapler	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
PERC Kit	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Blood Recovery System	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Wire Cardiac Pacing	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Vascular Punch	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Clean-Up Kit:										
Blue Linen Liner 31" x 43"	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Black Liner 40" x 46"	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Disposable Mop Head	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Germicidal Sani Cloths	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Isolyser Liquid Treatment	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
OR 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										
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Without CDS	Average items Per Procedure	x	Number of Logistical Steps	x	Avg. # of Annual Procedures	=	Touch Points			
With CDS	75	x	10	x	10,000	=	7,500,000			
	1	x	4	x	10,000	=	40,000			99.5% Reduction

How Does CDS Benefit Your Entire Facility?

After conducting our proprietary SCORE Assessment, Medline will evaluate the magnitude of the following CDS benefits for key groups within your hospital.

Clinical Management

- Increased operating room turnover
- Simplified procedure cost comparison data
- Standardized supply utilization
- Streamlined preference cards
- Increased staff and surgeon satisfaction



Materials Management

- Inventory buy-back program
- Consignment available
- Combined purchasing power
- Reduced inventory levels
- Streamlined supply chain
- Fewer “touch points”



Hospital Administration

- Easily capture charges
- Understand cost per procedures
- Increased staff productivity
- Increased physician satisfaction



What Makes Medline's CDS Unique?

Each CDS is manufactured to our exacting standards — and yours.



Pictured above: one of Medline's class-certified clean rooms.



From our dedicated warehouse, to our class-certified clean rooms, to our state-of-the-art CDS assembly areas, your CDS is manufactured under one roof to our exacting standards... and yours.

Dedicated CDS resources for each step of the implementation process



Dedicated O.R. Representatives

Manage all customer sales and service activity.

Implementation Specialists

Responsible for initial conversion and in-servicing.

Corporate Account Managers

Implement product mix changes and recommendations for cost savings

RN Clinicians

Full staff of registered R.N.s who are dedicated to servicing your O.R.

What Makes Medline's CDS Unique?

Reporting tools to help you manage your business and your budget.

Component Utilization by Surgeon
MEMORIAL HOSPITAL

Procedure	Surgeon	Component #	Vendor	Component Description	Quantity per Procedure	Total Issued	Total Consumed	Quantity not Consumed	Component % Utilization
93-Lap Chole (100 cases)	Atkins, Brent (44 cases)	B01	Yankauer Bulb Tip w/o Vent		1	44	84	-40	191%
		07867	N/A	Glove, Vinyl, Medium	2	88	145	-57	165%
		DYNJ07710A-05135	SNZ	Gauze, 4 x 4, 16-ply, X-ray, 10's	10	440	562	-122	128%
		DYNJ07710A-05230	IMA	Blade No. 15	2	200	258	-38	117%
		DYNJ07710A-05469	IMS	Lap Sponges, 18 x 18, Washed	2	200	1,167	-167	147%
		DYNJ07710A-05207	BDC	NDL 25GAX1.5	5	500	215	-15	117%
		DYNJ07710A-05381	BDC	NDL 22GAX1.5	1	100	532	-32	108%
		06207	BDC	Syringe, 20cc II	1	100	105	-5	106%
		DYNJ07710A-19583	BXT	Irrigation Set cystoscopy	1	100	102	-2	102%
		19600	MXG	Drape Lap chole Soft WCir	1	100	102	-2	102%
		DYNJ07710A-11348	ABL	Sodium Chloride 1000ML, 95%	1	100	100	0	100%

Procedure by Surgeon/Monthly Analysis
MEMORIAL HOSPITAL

Surgeon	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Atkins, Brent	11	6	9	5	13	0	0	0	0	0	0	0	44
Brown, David	4	7	8	8	3	0	0	0	0	0	0	0	30
Cashmore, Julie	0	0	2	4	2	0	0	0	0	0	0	0	8

Procedural Cost Analysis
MEMORIAL HOSPITAL

Surgeon	Total Cases	Total Cost	Minimum	Maximum	Average
93-Lap Chole	100	\$63,969.25	\$465.73	\$927.90	\$639.69
Atkins, Brent	44	25,204.83	563.99	596.27	572.84
Brown, David	30	18,495.76	465.73	894.23	616.53
Cashmore, Julie	8	6,341.24	785.58	797.61	792.65

Component Utilization by Procedure
MEMORIAL HOSPITAL

Procedure	Surgeon	Component #	Vendor	Component Description	Quantity per Procedure	Total Issued	Total Consumed	Quantity not Consumed	Component % Utilization
93-Lap Chole (100 cases)	Atkins, Brent	B01	Yankauer Bulb Tip w/o Vent		1	100	172	-72	172%
		DYNJ07710A-05135	SNZ	Gauze, 4 x 4, 16-ply, X-ray, 10's	2	200	293	-93	147%
		DYNJ07710A-05230	IMA	Blade No. 15	10	1,000	1,167	-167	117%
		DYNJ07710A-05469	IMS	Lap Sponges, 18 x 18, Washed	2	200	215	-15	108%
		DYNJ07710A-05207	BDC	NDL 25GAX1.5	5	500	532	-32	106%
		DYNJ07710A-05381	BDC	NDL 22GAX1.5	1	100	105	-5	106%
		06207	BDC	Syringe, 20cc II	1	100	102	-2	102%
		DYNJ07710A-19583	BXT	Irrigation Set cystoscopy	1	100	102	-2	102%
		19600	MXG	Drape Lap chole Soft WCir	1	100	100	0	100%
		DYNJ07710A-11348	ABL	Sodium Chloride 1000ML, 95%	1	100	100	0	100%

Procedural Analysis by Surgeon/Lap Chole
MEMORIAL HOSPITAL

Cases By Surgeon
Dr. #789XYZ: 4%

Dr. #123ABC	14%
Cashmore	8%
Atkins	44%
Brown	33%

Average Cost By Surgeon

Surgeon	Average Cost
Atkins	~\$570
Brown	~\$610
Cashmore	~\$790
Dr. #123ABC	~\$640
Dr. #789XYZ	~\$640

“How much does a Lap Chole procedure really cost?”

“How much does the cost vary from one surgeon to the next?”

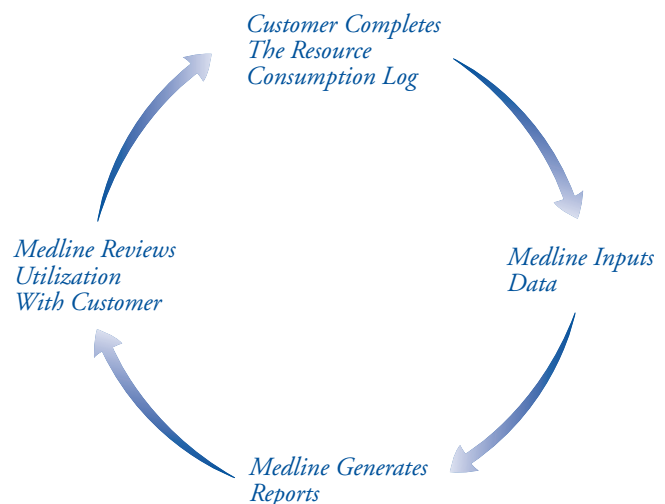
“How are our current supplies utilized?”

With the CDS reporting tools, these questions, and more, are easily answered. The reporting tools help you:

- Capture procedural costs
- Support your utilization/standardization efforts
- Track where your money is being spent

Key reports include:

- Cost by Procedure
- Cost by Physicians
- Product Utilization
- Case Set-Up Time



What Makes Medline's CDS Unique?

The Only Component Return Program

- Offers full credit for any unused supplies.
- Saves the customer from incurring excess inventory.

A Money-Saving Consignment Solution

- With consignment, you don't have to pay for your CDS modules until after you have used them.
- *Any* supplier's products are eligible for consignment.
- Consignment greatly reduces inventory dollars and extends terms.
- Additionally, Medline offers an inventory buy-back program that improves cash flow and asset management.



With consignment, you don't have to pay for a CDS until you have used it!

What Makes Medline's CDS Unique?

Comprehensive packaging, delivery and storage capabilities

To make CDS even more efficient, Medline offers a number of packaging, delivery and storage options:

Whether your CDS comes in one of several box designs or in a sealed pouch, each CDS is packaged to minimize storeroom space and simplify delivery.

A CDS is always packaged in an outer shipper.



Foldover-sealed pouch



Fully-lined Wes-Pak container



Classic CDS module

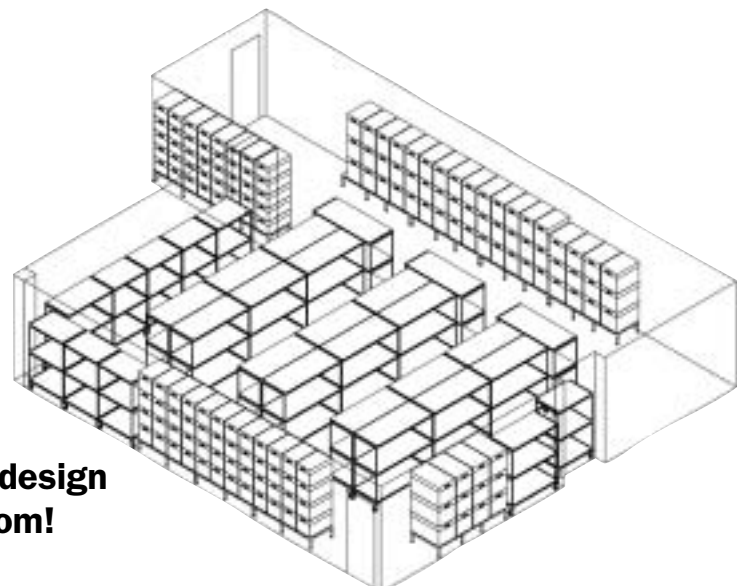
Our utility carts allow for easy transportation of a CDS...



Medline can design storage options that will maximize your efficiency.



Medline can custom-design your entire supply room!



How Can I Find Out If CDS Can Benefit My Hospital?

The SCORE Assessment Can Evaluate the Benefits CDS Can Provide Your Hospital.

- Conducted by a team of Medline experts
- Documents and evaluates current supply chain processes
- Provides recommendations for cost and time saving opportunities
- Recommends the optimal way in which CDS can benefit your hospital





This may be the easiest part of Labor & Delivery

For your Labor & Delivery department, Medline can custom pack a L&D CDS in our “Baby’s First Toy Chest” container. This container not only makes a great way to package the CDS, it makes a great gift to give to new parents when they’re bringing home all the supplies for their new addition.



A Labor & Delivery CDS can be packed in “Baby’s First Toy Chest”

Be prepared with Latex-Free CDS

In an emergency situation, it can be difficult to determine if a patient is sensitive to latex. And it can be just as challenging to find documented latex-free supplies. With Medline’s latex-free Complete Delivery System (CDS), we offer peace of mind—five “stock” procedures that contain 100% latex-free components. For more information, contact your Medline representative or call us at 1-800-MEDLINE.

- **General (CDS980001)**
- **Labor & Delivery (CDS830001)**
- **C-Section (CDS820001)**
- **Laparoscopy (CDS920001)**
- **Orthopedic (CDS940001)**



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