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## Medline RFID

The latest concept in Medline's portfolio of value-added logistic services for traceability and automatic inventory replenishment

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Title: Product Manager



# Unique Provider of Medical and Surgical Supplies

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Medline International is part of Medline Industries, Inc. and was founded in 1966.



Medline's roots date back more than 100 years when A.L. Mills started Northwestern Garment Factory, which produced protective wear for butchers.



Today, Medline manufactures and distributes a vast range of medical and surgical products to hospitals and institutions all over the world.



# Medline's Track Record

**#1** Privately held manufacturer and distributor of healthcare products in the US

**\$0** Debt

**52** Years of consecutive growth

**19,000** Employees worldwide

**\$11.7 billion** Global sales

**1,200** Dedicated field representatives

**98** Countries served worldwide

**SALES IN MILLIONS**





# Mission and Values

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**Mission: To provide quality medical products with superior value to healthcare providers and end users, improving patient care and enhancing the quality of people's lives.**

## Values

- Committed to our customers, our colleagues and our communities
- Open to new ideas, two-way communication and challenging the status quo
- Relentless about continuously improving our quality, service and results, and doing so with integrity
- Determined to do whatever it takes for our customers



# Market Position Worldwide

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**Medline is leading in numerous product categories.**

**No. 1** market leader in sterile procedure trays (SPTs) with sales of \$1.2 billion worldwide

**No. 1** market leader in exam gloves with sales of \$700 million worldwide

**No. 1** market leader in drapes and gowns with sales of \$205 million worldwide

# Operating Theatre Products

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From intuitively designed procedure packs and comfortable protective apparel to green waste management, Medline helps you run a safe and efficient operating theatre.

Clinically proven products and technology



Providing your staff with enhanced comfort, customer-driven innovation and reliable protection



Outstanding quality and exceptional value



Reducing the prevalence of wrong-site surgeries and injuries



# Sterile Procedure Trays (SPTs)

Worldwide experience in surgical pack production



9 custom procedure tray manufacturing facilities serving 46 countries

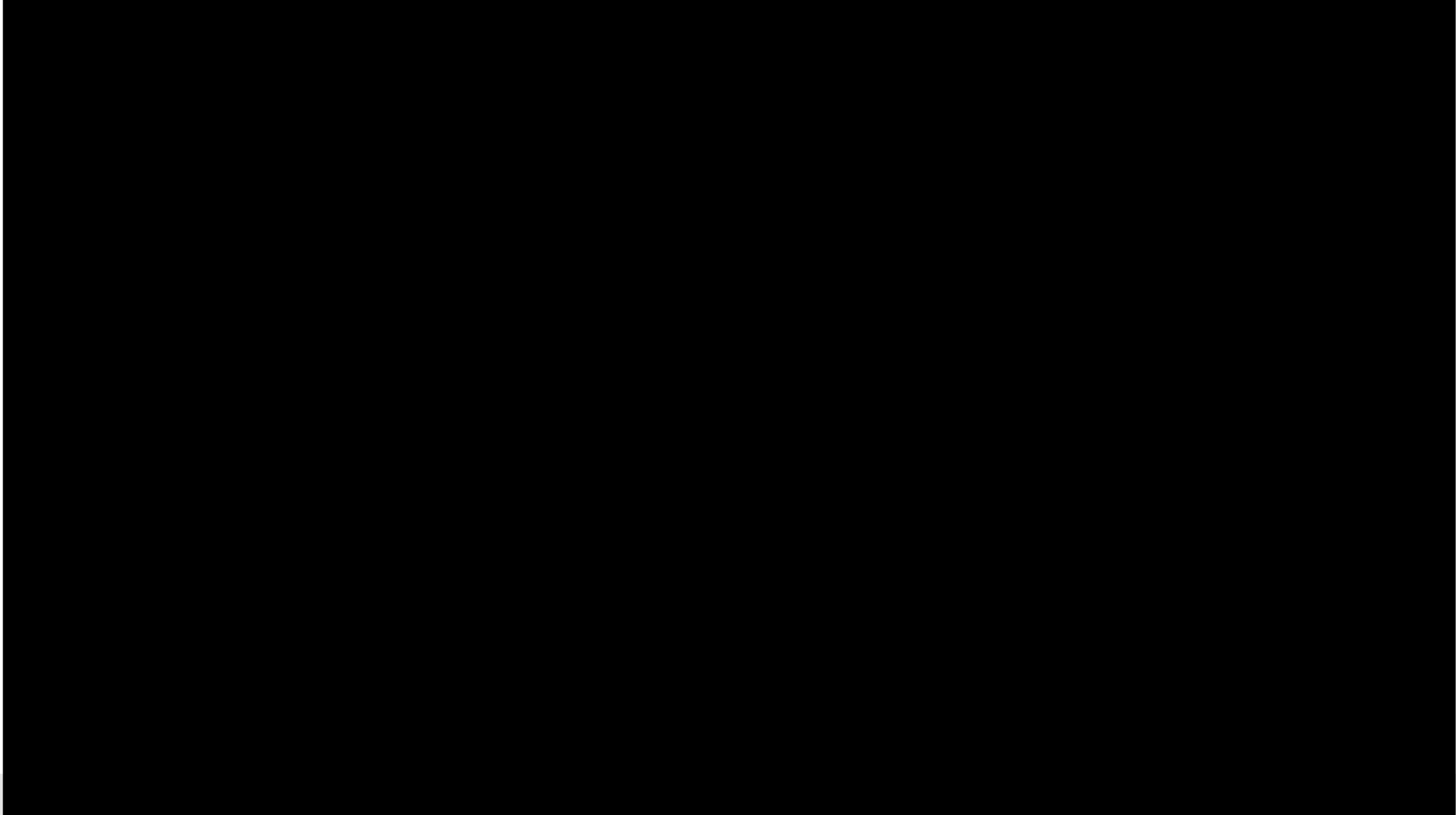


Custom pack market leader in the US, Europe and Australia



# SPT Video: What Matters Most

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# Our SPT presence in Europe

## Market leader in custom packs in Europe

**450**  
employees

**20+**  
years of  
experience

**4,500**  
different  
components  
available

**4.4 million**  
kits produced  
per year

**7,000**  
different SKUs

SPT France  
Châteaubriant  
*Started in 1979*



SPT Slovakia  
Banovce  
*Started in 2015*





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**Supply Streams into the Operating  
Theatre**



# Supply Streams into the Operating Theatre

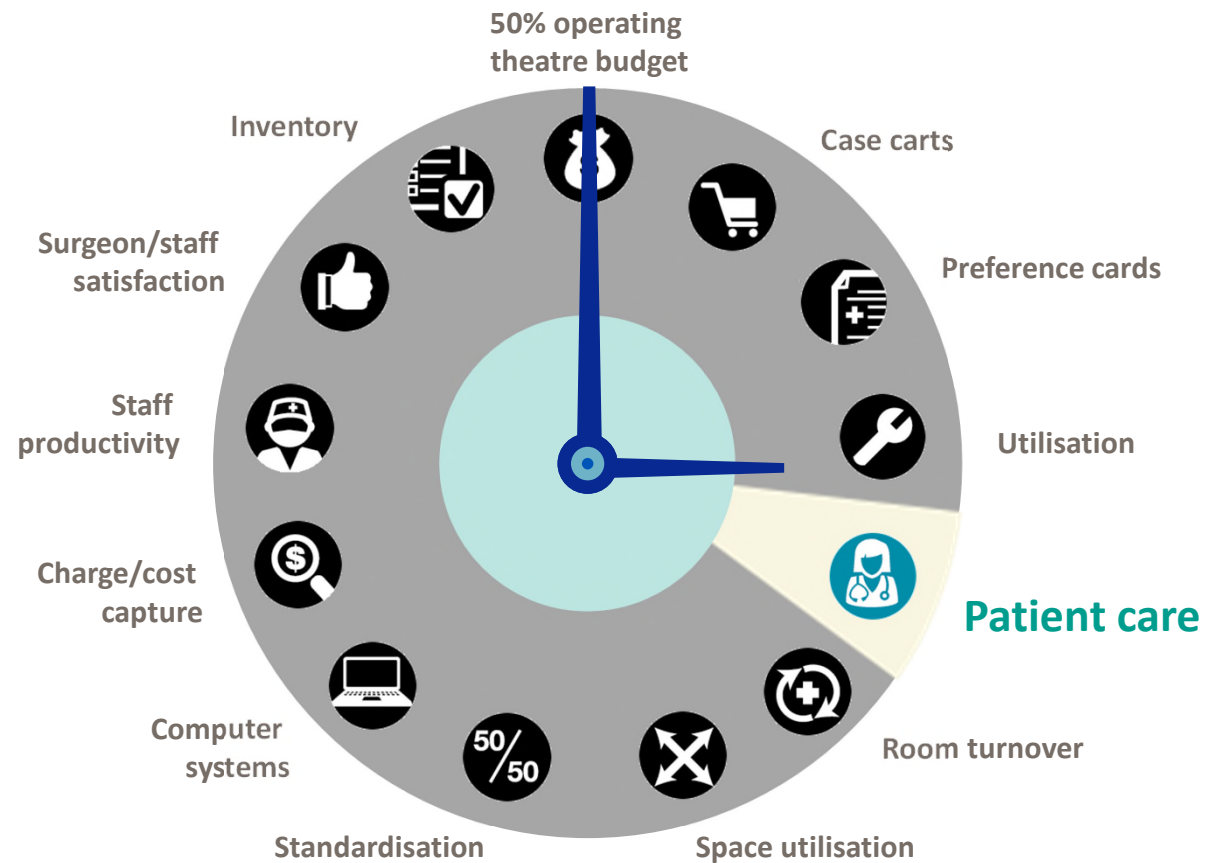


\*For example: surgical drapes, trays, cotton balls, swabs, items for anesthesia etc.

\*\*For example: instruments, operating theatre equipment, implants etc.

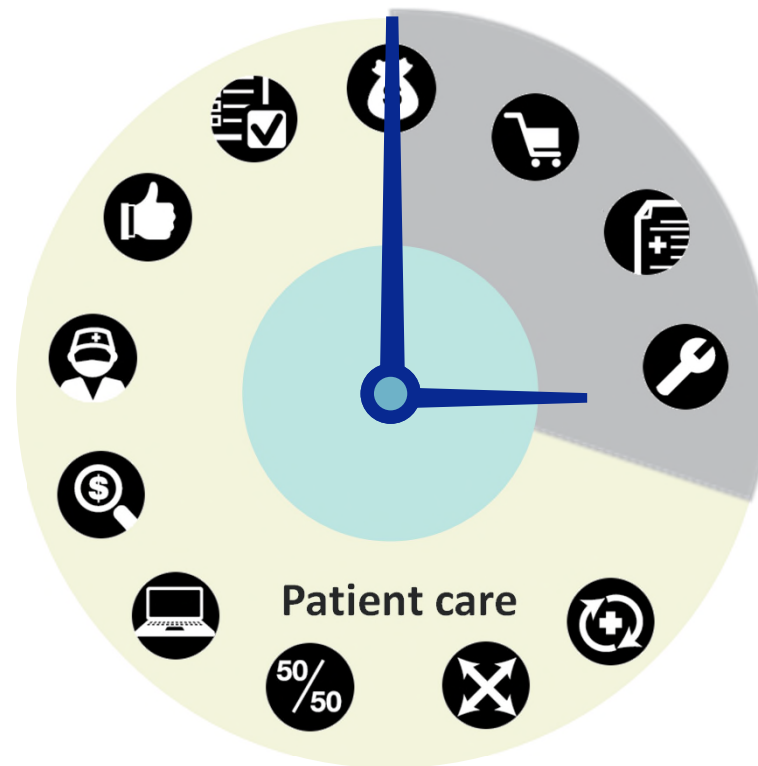
# Perioperative Supply Management

Reality: too many factors take time away from patient care



# Perioperative Supply Management

**Ideal situation: simplify your perioperative supply management and increase time for patient care**







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Medline's SPTs help you target some of these challenges today by:

- Reducing costs
  - Improving productivity
  - Enhancing the quality of patient care
- But let's not stop there ...

# Efficiency in Hospitals

Medline helps healthcare providers efficiently organise processes in the hospital, so the focus can be where it should be: on the patient.

## MED-PACK

Manage surgical packs in an easier and powerful way.



## SPTs

Help cut costs and increase the efficiency of healthcare workers.



## EMPOWER PACKAGING SYSTEM

Implement a user-centred system that can improve the ease, efficiency and safety of surgical packs.



## RFID

Radio frequency identification is the perfect service to guarantee the traceability of SPTs.



# Medline's RFID Inventory Management Solution

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The latest concept in Medline's portfolio of value-added logistic services





# Medline's RFID Inventory Management Solution

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## An ongoing collaboration: Medline and SAIT

SAIT is an information and communication technology company that operates successfully in the areas of software development, automatic identification and wireless telecommunications.

Thanks to more than 20 years of research and development on RFID technologies, SAIT offers software solutions that use RFID technology as a key element to support the entire supply chain processes.

This successful collaboration has turned Medline's RFID inventory solution idea into a reality. Thanks to the help of SAIT's highly skilled teams of software developers and engineers, all the clients requirements were met. Through custom-designed and ad-hoc solutions, SAIT accomplished its goal of finding the most efficient and effective solution to passively track the movement of goods in to/out of the in-hospital warehouse for Medline.



# Medline's RFID Inventory Management Solution

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Radio frequency identification is the perfect service to guarantee the traceability of SPTs. Each Medline RFID tag is unique, making it easy to link it to a patient's medical history, and guarantees full product traceability.

## WHY USE RFID?



### **Inventory tracking:**

Unique, item-level identification offers 100% traceability and tracking of inventory levels and usage for every product in your facility. RFID is an accurate, real-time inventory control and tracking tool.



### **Efficient purchasing:**

Create automatic replenishment orders in one step based on actual inventory levels and self-identified reorder points.



### **Time savings:**

The data exchange is fully automatic, making barcode scanning and manual counting completely unnecessary, which helps prevent human error.



# Medline's RFID Solution: Example of an Insert Card in our SPTs



Nome del kit es: KIT TUR  
Nome Ospedale /ASST

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					Page	1 / 1



1X carta medicale in avvolgimento	[6]	1X tavolo madre 125x229 cm in avvolgimento	CE '11
3X spugnette detergenze cute	CE '3	1X ciotola graduata 250 ml, blu	CE '11
1X siringa 50 ml cono catetere	CE '2	1X vassoio graduato 250 ml, blu	CE '11
10X garze cotone 10 x10cm, RX	CE0086 '4	2X tubi di drenaggio raccordo fem/fem	CE0086 '5-[4][B]
1X set irrigazione urologia 2 vie	CE '6	1X sacca raccolta urine 2000 ml	CE '7-[4][B][B]
1X Montelo triaccoppiato TUR con sacca	CE '1	1X ciotola graduata 250 ml, blu	CE '11
1X raccolta liquidi-filtro-port			

[6] La marcatura CE di questo componente è a cura del fornitore.  
[7] il componente non è Dispositivo Medico così come previsto dalla direttiva(MDD).



- \*1 Medline International France SAS, Chateaubriant, France
- \*2 Becton Dickinson Crta. Merquenzana, 22520 Fraga, Huesca, Spain
- \*3 ANHUI MEDFATH MEDICAL DEVICES CO., LTD. East Tianyang Road, Tiancheng, Anhui 239300, China.
- \*4 Medical Products Co., Ltd. No. 183 Gong Yuan Road, Najidan Town 443200 Ziyang City, Hubei Province, China
- \*5 C.R. Bard, Inc. 8195 Industrial Blvd. Covington Georgia 30014 USA
- \*6 GemedicaEnterpriseLtd.(WUXI) LoujinIndustrialPark,Shuofang,Wuxi,Jiangsu, CHINA
- \*7 C.R. Bard, Inc. 8195 Industrial Blvd. Covington Georgia 30014 USA
- \*8 Shanghai International Holding Corporation GmbH Effestraße 80, 20537 Hamburg, Germany
- \*9 Shanghai International Holding Corporation GmbH Effestraße 80, 20537 Hamburg, Germany
- \*10 BARD Limited Forest House Brighton Road Crawley West Sussex RH11 9BP United Kingdom
- \*11 KingsmeadService, Limited 19 MezzanineFloor 19-21 CrawfordStreet, London, W1H 1P, UK
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2017-09

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# RFID and MedStock

## Inventory management system

**1**



The tag, placed on each tray, features an antenna that transmits a signal with a unique ID to identify the specific pack being used. This tag provides the following product data with **GS1 standard codification**:

- » Item number
- » Lot number
- » Expiration date.

**2**



The signal is picked up by a reader placed in your facility, ideally at the entrance of your storage location inside the operating ward. The reader keeps track of inbound and outbound tray movements, functioning as real-time inventory control, which increases your overall efficiency.

**3**



RFID technology provides extremely reliable consumption information and can be interfaced with MedStock, Medline's on-site inventory management system for automatic replenishment and consumption reporting.





# Medline's RFID Video

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# Supply Solutions: Benefits

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Reduction in the number of surgical consumables vendors



Streamlined process: less time managing supplies



Reduction in congestion: dock/warehouse/walkways/corridors



Optimised preference cards: improved management



Opportunity to reduce labour/overtime/agency/redeploying costs



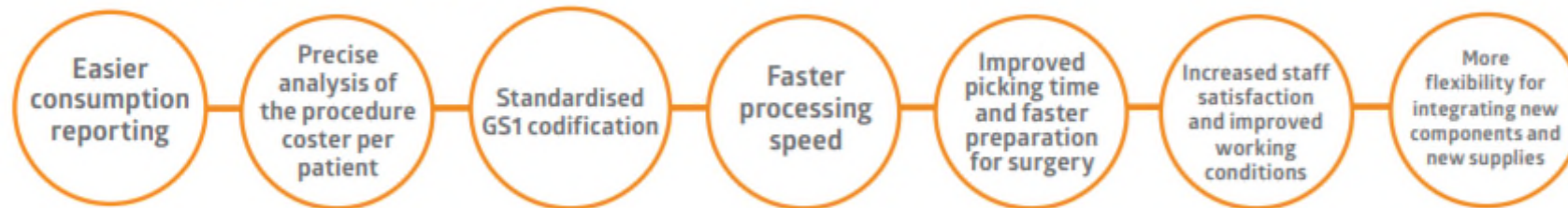
Improved procedural/surgical cost capture



Reduction in the time spent loading inventory in-house

# Even More Benefits

## ADDITIONAL BENEFITS



## REDUCED COSTS AS A RESULT OF:



No time or labour for manual counting and barcode scanning



Lower order processing costs and fewer errors



Shorter training period for new staff



No manual inventory deductions or double work since multiple items are read at one time



Decreased inventory levels and better space optimisations





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**Thank You!**

*S@it*