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
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

52 Years of consecutive growth

$11.7 billion Global sales

19,000 Employees worldwide

$0 Debt

1,200 Dedicated field representatives

98 Countries served worldwide

SALES IN MILLIONS


$780 $880 $1,000 $1,125 $1,270 $1,450 $1,600 $1,900 $2,170 $2,500 $2,840 $3,200 $3,600 $4,000 $4,675 $5,200 $5,800 $7,000 $8,000 $9,000 $10,000 $11,000

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SALES IN MILLIONS
Mission and Values

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
Medline is leading in numerous product categories.

1. Market leader in sterile procedure trays (SPTs) with sales of $1.2 billion worldwide.
Operating Theatre Products

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

Locations:
- Temecula, US
- Chicago, US
- Mexicali, Mexico
- Laredo, Mexico
- Nuevo Laredo, Mexico
- France
- Slovakia
- Japan
- Australia
SPT Video: What Matters Most
## Our SPT presence in Europe

**Market leader in custom packs in Europe**

<table>
<thead>
<tr>
<th>Employees</th>
<th>Years of Experience</th>
<th>Different Components Available</th>
<th>Kits Produced Per Year</th>
<th>Different SKUs</th>
</tr>
</thead>
<tbody>
<tr>
<td>450</td>
<td>20+</td>
<td>4,500</td>
<td>4.4 million</td>
<td>7,000</td>
</tr>
</tbody>
</table>

SPT France  
Châteaubriant  
*Started in 1979*

SPT Slovakia  
Banovce  
*Started in 2015*
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.

IMPACTS
- Staff
- Preference Cards
- Inventory
- Room Turnover
- Charge/Cost Capture
- Space Utilization

Typical O.R. Procedure Uses 80 to 120 Supply Items

*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
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

The latest concept in Medline’s portfolio of value-added logistic services
Medline’s RFID Inventory Management Solution

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.
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
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
Supply Solutions: Benefits

- Reduction in the number of surgical consumables vendors
- Reduction in congestion: dock/warehouse/walkways/corridors
- Opportunity to reduce labour/overtime/agency/redeploying costs
- Reduction in the time spent loading inventory in-house
- Streamlined process: less time managing supplies
- Optimised preference cards: improved management
- Improved procedural/surgical cost capture
Even More Benefits

**ADDITIONAL BENEFITS**
- Easier consumption reporting
- Precise analysis of the procedure cost per patient
- Standardised GST codification
- Faster processing speed
- Improved picking time and faster preparation for surgery
- Increased staff satisfaction and improved working conditions
- More flexibility for integrating new components and new supplies

**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
Thank You!