



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.**



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Therapy and Rehab
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Specialty Solutions

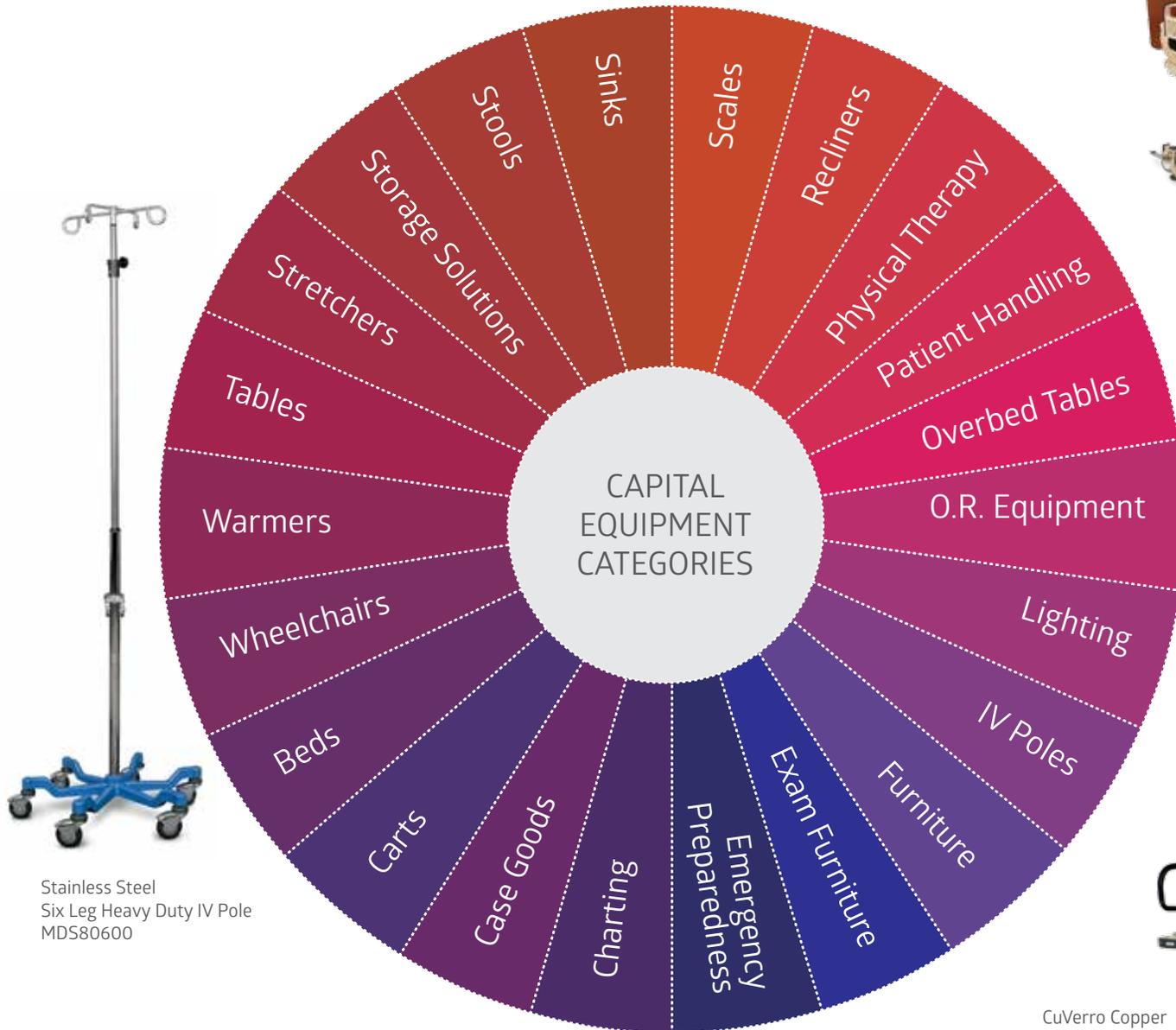


More choices for every area.

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.



Specialty
Medical Carts



Alterra Maxx Bed
FCEALTMAXX



Medline Total Lift
MDS400EL



CuVerro Copper
Stretcher
MDS750SPEC



Stainless Steel
Six Leg Heavy Duty IV Pole
MDS80600

Browse our complete selection at medline.com.

VENDOR LISTING

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
Biodes
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



Vertical Drying Cabinets for Flexible Endoscopes
SUYTED2503UV

Conmed
Corflex
Crest Healthcare
CryoSurgery

D

David Scott
Dazor
Detecto / Cardinal Scale
Devilbiss
Drive Medical

DSI
Duracare
Dynatronics

E

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

Golden
Graham
Professional
Graham-Field

H

Hallowell
Harloff
Hausmann
Health Care Logistics
Health O Meter
Heine
HON
Hospira
Huntleigh



ivNow Fluid Warmers by
Enthermics Medical Systems
ESYIVNOW3



Power Exam Table with
Power Back by UMF
UME4040650300

Electronic
Neonatal Scale
MPH07SB8



I

Imex/Natus
Innovative Products
Unlimited
Integrity Medical
Solutions
Intermetro
Intersign
Inverness Medical
IPU

J

Jasper Seating
Johnson & Johnson

K

Kawasumi
Kayline
Kendall
Kimberly-Clark
Koala Kare

L

Lakeside
La-Z-Boy
Leonhard Lang
Lesro

LG Electronics
Linwood FBG /
Leggett
Luxor
LW Scientific

M

MAC Medical
Mada Medical
Maico Diagnostics
Mallinckrodt
Mar-Bal
Mario Lamps
Mason Medical
Maxtec

Medela
Medline
Meese/ MOD
Merck
Metro
Mid Central Medical
Midmark
Miltex
Mindray
Mity-Lite
Mortech

N

Natus Neurology
NCI Technologies
NDD Medical
Technologies
Newman Medical
Newmatic Medical
Nikomel
NK Medical
NOA
Nonin Medical
Nor-Lake

Revolution
Closed
Surgical
Case Carts
by Pedigo
PEDRCC242



O

Oak Street
Oakworks
OFM
Ohio Medical
Olympic Medical
Omnimed
Omron
Orasure

P

Pedia Pals / Pedia
Parents
Pedigo
Physio Control
Polar Ware
Precision Medical
Premier Dental
Price Chopper
Medical
Pro Advantage
Pryor

Q

Quantum Storage
Systems

R

R&B Wire
Raynor / Eurotech
Rice Lake
Roche Diagnostics
Rubbermaid

S

SafCo
Sandusky Lee
Schiller
SDI Diagnostics
Seca
Seiler Instrument
Smart Caregiver
Smith & Nephew
Smiths Medical
Solaire
Space Saver
Spirometrics
Stanbio
Stander
Steel Co
Stevens
Suburban Surgical
Sultan
Summit Appliance
Summit Doppler
Sunnex
Sunrise

T

Tarrison
Tenacore
Tollos
TQ Industries
Tuttnauer

U

UMF Medical
Unico

V

Vacumed
Veinlite

W

Waldmann Lighting
Wallach Surgical
Devices

Waterloo
Healthcare
Welch Allyn
Medical Products
Whitehall
Winco
Wolf X-Ray
Wooden Mallet

Z

Zoll Medical



Wood Faced Stainless Steel
Bassinets by NK Medical
MPH08WB05C

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.



SURGICAL TABLES
2 Products

VIEW FEATURE PRODUCTS

VIEW ALL PRODUCTS



4 Section O.R. Table
MDROAKSU03

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

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

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](https://www.medlinecapitalquote.com) today.

Take advantage of world-class service.

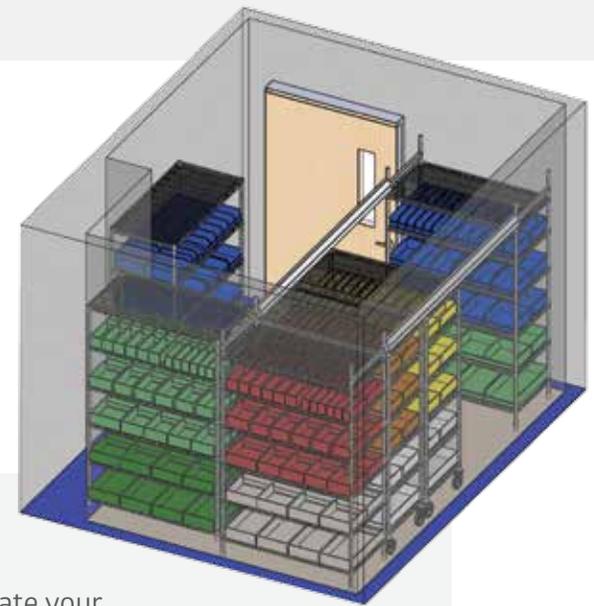
Your Medline Representative is your
convenient single point of contact.
Need more specialized support?
Our expert teams are standing by.



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



SAMPLE TIMELINE

Steps to project completion.

CUSTOM DESIGN AND INSTALLATION

1

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.



2

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



3

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.

4

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.



5

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.



6

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.

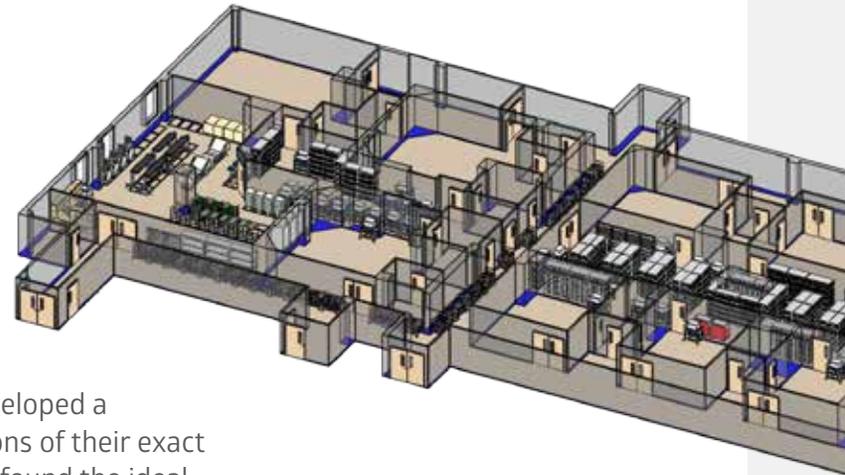
We took measurements and developed a proposal including 3-D illustrations of their exact space. After customer input, we found the ideal configuration, adding 150 wire-shelving carts, bins and accessories.

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



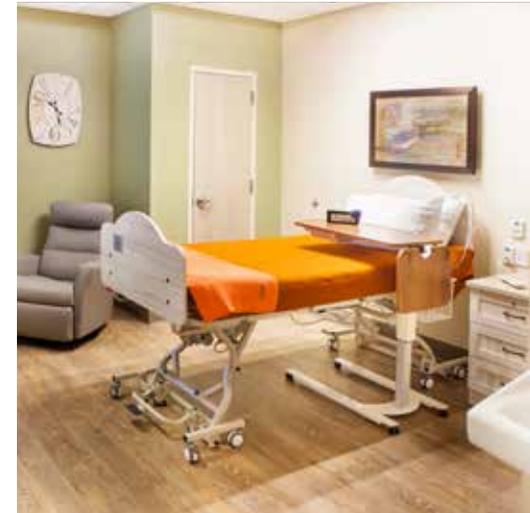
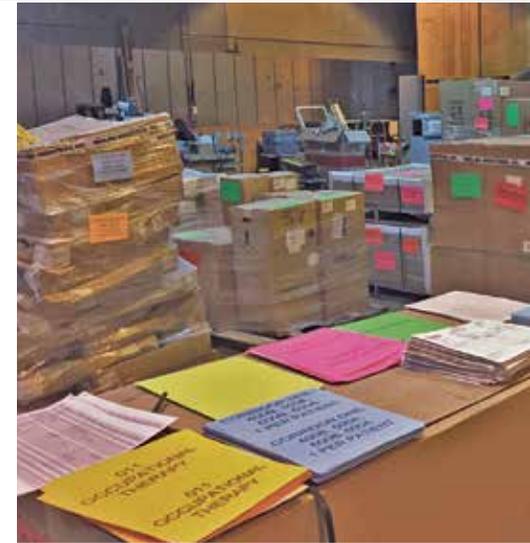
MEDLINE SOLUTION:

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:

- » Unable to free up busy staff for moving and assembling?
- » No pallet jack for transferring products?

» On-site dumpster not available?

» New office with no storage space for holding inventory prior to opening?

» Have to schedule around surgeries or doctor's schedules?

» No loading dock or one that's lower than standard height?

MEDLINE SOLUTION:

» Placing your equipment in your specified locations using our tools

» Unpacking, assembly and testing, either in your facility or prior to delivery at our staging area

» Completely removing debris and packaging from your property

» Consolidating multiple orders offsite until you're ready to receive one large order

» Scheduling deliveries when it's most convenient for you—i.e., when you have staff to assist with moving products to designated rooms

» Delivering with the most appropriate vehicle for your unique receiving conditions



Optimize your surroundings.

Contact your Medline Representative today.

BEDS LONG-TERM CARE BEDS REFURBISHED HOSPITAL BEDS HOMECARE BEDS CRIBS BASSINETS **CARTS** CASE CARTS COMPUTER CART (WOW) LAUNDRY CARTS MEDICAL CARTS PVC CARTS UTILITY CARTS **CASE GOODS** WARDROBES BEDSIDE CABINETS DRESSERS HEADBOARDS AND FOOTBOARDS **CHARTING** BINDERS LABELS RACKS SIGNAGE **LIGHTING** EXAM LIGHTING O.R. LIGHTING MAGNIFICATION INFARED LIGHTING TASK LIGHTING **O.R. EQUIPMENT** CASE CARTS IV POLES MAYO STANDS O.R. TABLES STAINLESS CABINETRY STAINLESS TABLES **OVERBED TABLES** ACUTE CARE OVERBED TABLES LONG-TERM CARE OVERBED TABLES BARIATRIC OVERBED TABLES **PATIENT HANDLING** SLINGS LIFTS OVERHEAD LIFTS STAND ASSIST LIFT **PHYSICAL THERAPY** CARDIO EQUIPMENT MODALITIES STRENGTH TRAINING EQUIPMENT TRAINING EQUIPMENT TREATMENT TABLES **RECLINERS** CLINICAL RECLINERS LIFT RECLINERS LOUNGE RECLINERS PATIENT ROOM RECLINERS **EMERGENCY PREPAREDNESS** EXTRICATION DEVICES EVACUATION CHAIRS **EXAM FURNITURE** CABINETRY EXAM TABLES PHYSICIAN STOOLS HAMPERS GARBAGE CANS **FURNITURE** WAITING ROOM DINING ROOM PATIENT/RESIDENT ROOM LOUNGE OFFICE RECLINERS **IV POLES** 4-LEG IV POLES 5-LEG IV POLES 6-LEG IV POLES STAINLESS STEEL IV POLES **SCALES** CHAIR SCALES FLOOR SCALES HANDRAIL SCALES WHEELCHAIR SCALES PEDIATRIC SCALES PHYSICIAN SCALES **SINKS** PROCESSING SINKS SURGICAL SCRUB SINKS INFRARED-OPERATED SINKS KNEE-OPERATED SINKS **STOOLS** PHYSICIAN STOOLS ANESTHESIA STOOLS SURGEON STOOLS STEP STOOLS **STORAGE SOLUTIONS** BINS CABINETRY LOCKERS WIRE SHELVING **STRETCHERS** BARIATRIC STRETCHERS HYDRAULIC STRETCHERS PEDIATRIC STRETCHERS TRANSPORT STRETCHERS COVERED MORTUARY **TABLES** BACK TABLES INSTRUMENT TABLES PREP/PACK TABLES SPACE-SAVER TABLES UTILITY TABLES **WARMERS** BLANKET WARMERS FLUID WARMERS COMBO WARMERS **WHEELCHAIRS** TRANSPORT CHAIRS BARIATRIC WHEELCHAIRS RECLINING WHEELCHAIRS



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