



## Company Description

Medline is the largest privately held provider of medical supplies in the country, and the number one provider of healthcare supplies and equipment to the long term care market.

The fact that we supply more than 100,000 products and a variety of management services makes us attractive to long term care organizations, which are increasingly looking for a partner who can provide comprehensive solutions to today's complex financial issues. We pride ourselves on delivering outstanding service, consulting and management support to help our customers solve materials management, operational and clinical problems facing them every day. That is why we are constantly expanding our 800-person sales force and staff of more than 70 product specialists and staff clinicians.

We are extremely proud of the fact that we are the fastest growing company in the healthcare supply business. How do we do it? 1) As a manufacturer selling direct to the marketplace, we offer very competitive pricing; 2) We guarantee cost saving results; 3) We provide a wide range of consulting, utilization and clinical support; 4) We provide advanced e-commerce expertise; and 5) We offer flexible financing agreements.

**Geographic Area Served:** U.S. & Canada

**Segments Served:** SNF, AL, IL, CCRC

## 2010/2011 Product & Service Innovations

- **Abaqis®:** Nursing home quality assurance system offers healthcare providers a unique advantage in survey preparedness, and is the only quality assessment and reporting system for nursing homes that is tied directly to the QIS.

## Suggested Consultative Discussions

- **Preparing your facility for – and doing well with – both QIS and traditional surveys:** Learn how the methods by which surveyors gather data, make observations and determine outcomes have changed and how to improve your traditional survey outcome.
- **Learning how to build a data repository,** so that your facility has the knowledge of heightened risks and the time to develop a follow-up plan of action.
- **Understanding how to build readiness into your day-to-day operations** by emphasizing specific information reported by residents and families, which helps to identify the needs of your residents and aids your efforts in meeting those needs.



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