



United Medical Supply Company

"At UNITED, we believe a truly successful partnership is an ongoing collaboration, with innovative ideas, proactive support and unparalleled service."

This is the UNITED Promise.

It's time to expect *more* from your partners!





OUR COMPANY



Ted Walsh | CEO

Ted brings over thirteen years of experience in the healthcare industry to UNITED. He is a graduate of Ohio University, where he earned a bachelor's degree in Pre-Law. Ted began his career in the acute care market, where he helped develop a new healthcare technology division focused on assisting hospitals convert to Electronic Medical Records systems. Ted eventually transitioned into long-term care as Territory Manager for a medical supplier, quickly earning a promotion to Regional Sales Manager, where he consistently delivered record growth to the region. Seeking a new challenge, Ted accepted a position as Regional Director for a start-up focused on airborne infection control, where he found success establishing a new market. Ted also gained valuable experience and a better understanding of what it takes to build a successful organization from the ground up, paving the way towards establishing UNITED.



Anthony Fidram | President

Anthony brings over ten years of experience in the healthcare industry to UNITED. He is a graduate of Kent State University, where he earned a bachelor's degree in Marketing and Psychology. Anthony began his career with a medical equipment manufacturer, where he established a consistent track record of success in growing business in undeveloped territories. Anthony earned multiple promotions along the way, and as Regional Sales Manager, he was responsible for developing distribution partnerships across all of North America. His continued success eventually earned him the position of Regional Sales Manager with a medical supplier, where he consistently reached top performance numbers in business development. Anthony's varied background in medical equipment and supplies provided invaluable experience and has helped shape the versatility UNITED offers today.

Better Prices. Innovative Programs. Local Service.





All partnerships have a starting point, but not all partnerships provide a clear path to success. At UNITED, we believe having defined processes, with strategic purpose, will lead to successful outcomes.

U+PRIME is the driving force behind this philosophy.

Following our proven steps to success, UNITED partners will receive guaranteed savings, high-quality products and innovative programs that will help ensure sustained success.

STEP 1: EVALUATE, DEVELOP & DELIVER



Evaluate organizational goals: Clinical, Financial, and Operational.



Develop a customized package of products and programs to best suit your needs.



Deliver on our upfront savings guarantee, establishing your baseline for future growth.



SAVINGS ANALYSIS: XYZ COMPANY



DIABETIC																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
600-CC50	BLOOD GLUCOSE TEST STRIPS CARESENS N (50/BX)	50	BX	12	\$9.95	\$9.95	\$119.40	ARK30050	TEST STRIPS ASSURE PRISM (50/BT)	50	BT	\$6.85	\$106.20	11%				
600-L200-L5	BLOOD LANCETS SAFETY ST 25G 15MM PF (200/BX)	200	BX	10 *	\$19.95	\$9.98	\$99.75	ARK80128	LANCET ASSURE SAFETY 28G 10MM (100/BX)	100	BX	\$6.85	\$88.50	11%				
							\$219.15								NEW TOTAL	\$194.70	11%	
DIETARY																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
150-775100	ENTERAL FEEDING SPIKE & 1000ML FLUSH (30/CS)	30	CS	3	\$241.48	\$241.48	\$724.44	COV75100	SPIKE SAFETY W/1000ML FLUSH (30/CS)	30	CS	\$211.17	\$633.51	13%				
159-44146	NUTRITIONALS NUTREN 2.0 1000 ML (6/CS)	6	CS	7	\$65.42	\$65.42	\$457.94	NES98716	NUTREN 2.0 1000ML (6/CS)	6	CS	\$63.10	\$441.70	4%				
							DIETARY TOTAL	\$1,182.38								NEW TOTAL	\$1,075.21	9%
GLOVES																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
600-V113	GLOVES EXAM SYNTH VINYL PF LG (150/BX 10BX/CS)	1500	CS	5	\$42.75	\$42.75	\$213.75	HIC61300	GLOVES EXAM VINYL NS PF LG (1500/CS)	1500	CS	\$37.50	\$187.50	12%				
600-V114	GLOVES EXAM SYNTH VINYL PF XL (130/BX 10BX/CS)	1300	CS	33	\$42.75	\$42.75	\$1,410.75	HIC61400	GLOVES EXAM VINYL NS PF XL (1300/CS)	1300	CS	\$37.50	\$1,237.50	12%				
							GLOVES TOTAL	\$1,624.50								NEW TOTAL	\$1,425.00	12%
INCONTINENCE																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
600-CBNX	BRIEFS ULTIMATE XL 58-64IN (15/PK 4PK/CS)	60	CS	47	\$32.05	\$32.05	\$1,506.35	HAR22456	BRIEF DIGNITY COMPLETE XL 59-64" (60/CS)	60	CS	\$30.19	\$1,811.93	6%				
600-CBN00L	BRIEFS ULTIMATE 2XL 63-69IN (12/PK 4PK/CS)	48	CS	5	\$49.95	\$49.95	\$249.75	HAR22457	BRIEF DIGNITY COMPOSE XXL 63-68" (48/CS)	48	CS	\$46.50	\$2,232.50	7%				
600-PUB3	PULL UPS SUPER LG 45-58IN (25/PK 4PK/CS)	100	CS	1	\$43.10	\$31.03	\$31.03	HAR55590	PROT UW DIGNITY COMPOSE LG 40-54" (72/CS)	72	CS	\$28.85	\$2,080.50	7%				
600-PUB4	PULL UPS SUPER XL 58-68IN (25/PK 4PK/CS)	100	CS	10	\$55.50	\$31.08	\$310.80	HAR55590	PROT UW DIGNITY COMPOSE XL 45-68" (56/CS)	56	CS	\$28.85	\$2,080.50	7%				
							INCONTINENCE TOTAL	\$2,097.93								NEW TOTAL	\$1,968.78	6%
OTC																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
PH108	MILK OF MAGNESIA 1200MG LIQUID 12OZ (12/CS)	1	EA	1	\$1.11	\$1.11	\$1.11	ML0TC039940	MILK OF MAGNESIA 12OZ (1BT)	1	BT	\$1.97	\$1.97	-77%				
PH005	ACETAMINOPHEN 160MG LIQUID 16OZ BTL (EA)	1	EA	2	\$4.45	\$4.45	\$8.92	ML0TC19016	ACETAMINOPHEN 160MG/5ML LIQ 16OZ (1BT)	1	BT	\$4.03	\$4.03	10%				
PH286	EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX)	25	BX	6 *	\$17.79	\$4.27	\$25.62	ML0TC501635	OPH SOLN LUBRICATING DRY EYE 16ML (1BT)	1	BT	\$3.65	\$21.90	15%				
							OTC TOTAL	\$39.65								NEW TOTAL	\$31.93	10%
SKIN CARE																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
172-1952C16012	BARRIER CREAM W/ZN 16OZ SILAN+ (12/CS)	12	CS	1 *	\$67.66	\$63.43	\$63.43	NW0215J	ZINC OXIDE OINTMENT 15OZ (12/EA/CS)	12	CS	\$59.11	\$59.11	7%				
600-SC18	LOTIONS MOISTURIZING WALOE 8OZ BTL (48/CS)	1	EA	96	\$0.63	\$0.63	\$60.48	PRO71028	LOTION MOISTURIZING 8OZ (48/CS)	1	EA	\$0.63	\$60.48	0%				
600-SCCB	SHAMPOO HAIR & BODY 8OZ DERMAVERA (48/CS)	48	CS	3 *	\$40.58	\$0.85	\$2.54	PRO73024	WASH SHAMPOO & BODY 8OZ (48/CS)	1	EA	\$0.74	\$2.22	12%				
							SKIN CARE TOTAL	\$126.45								NEW TOTAL	\$121.81	4%
WOUND CARE																		
ITEM #	ITEM DESCRIPTION	INNER QTY	UOM	QTY *	UNIT COST	CONVERTED UNIT COST	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER QTY	UOM	UNIT COST	EXTENDED COST	SAVINGS %				
600-P200A	PADS PREP ALC ST MD (200/BX 20BX/CS)	200	BX	50	\$1.35	\$1.35	\$67.50	COV05750	PAD PREP ALCOHOL CURITY ST (200/BX 20BX/CS)	200	BX	\$1.35	\$67.50	0%				
600-6196-4	CALCIUM ALGINATE 4 1/4X4 1/4 (10/BX)	10	BX	1	\$26.80	\$26.80	\$26.80	SMN80200	DRSG ALGISE AG 4X4 (10/BX 10BX/CS)	10	BX	\$26.80	\$26.80	0%				
CYT-1876-60	DUODERM HYDROCOLLOID 4X4 (5/BX 20BX/CS)	5	BX	1	\$40.16	\$40.16	\$40.16	SMN83100	DRSG HYDROCOLLOID 4X4 5/BX 8BX/CS)	5	BX	\$29.67	\$29.67	26%				
							WOUND CARE TOTAL	\$134.46								NEW TOTAL	\$123.97	8%

U+PRIME REWARDS (1%)	\$642.38
QUICK-PAY DISCOUNT (1%)	\$642.38
NEW SAVINGS INCENTIVES WITH U+PRIME (2%)	\$1,284.76
U+PRIME TOTAL ANNUAL SAVINGS %	11%

CURRENT ANNUAL SUPPLIES TOTAL	\$70,466.75
NEW ANNUAL SUPPLIES TOTAL WITH U+PRIME	\$64,238.20
NEW ANNUAL SUPPLIES SAVINGS WITH U+PRIME	\$6,228.55
U+PRIME TOTAL ANNUAL SAVINGS \$	\$7,513.32

STEP 2: COLLABORATION & INNOVATION

PPD & FINANCIAL ANALYSIS

U+PRIME Per Patient Day (PPD) and Financial reporting includes detailed analysis of key cost centers and customized solutions to help drive efficiencies in your community.



XYZ NURSING CENTER

PPD & Financial Analysis

[Jan 2017 | Feb 2017 | March 2017]

XYZ NURSING CENTER	Jan 17 SPEND	Jan 17 CENSUS	Jan 17 PPD	Feb 17 SPEND	Feb 17 CENSUS	Feb 17 PPD	Mar 17 SPEND	Mar 17 CENSUS	Mar 17 PPD	3 Month SPEND	3 Month CENSUS	3 Month PPD
Housekeeping	\$762.95	3,771	\$0.20	\$662.95	3,716	\$0.18	\$862.95	3,798	\$0.23	\$2,288.85	11,285	\$0.20
Needles, Syringes & IV Solutions	\$998.37	3,771	\$0.27	\$898.37	3,716	\$0.24	\$1,098.37	3,798	\$0.30	\$2,995.11	11,285	\$0.27
Personal Care	\$3,986.41	3,771	\$1.06	\$3,886.41	3,716	\$1.05	\$4,086.41	3,798	\$1.08	\$11,959.23	11,285	\$1.06
Respiratory	\$1,193.27	3,771	\$0.32	\$1,093.27	3,716	\$0.30	\$1,293.27	3,798	\$0.34	\$3,579.81	11,285	\$0.32
Medical Equipment	\$319.44	3,771	\$0.08	\$219.44	3,716	\$0.06	\$419.44	3,798	\$0.11	\$958.32	11,285	\$0.08
General Nursing Care	\$447.38	3,771	\$0.12	\$347.38	3,716	\$0.10	\$547.38	3,798	\$0.14	\$1,342.14	11,285	\$0.12
Furnishings	\$3,273.72	3,771	\$0.87	\$3,173.72	3,716	\$0.85	\$3,373.72	3,798	\$0.89	\$9,821.16	11,285	\$0.87
Infection Prevention	\$291.66	3,771	\$0.08	\$191.66	3,716	\$0.05	\$391.66	3,798	\$0.10	\$874.98	11,285	\$0.07
Wound Care	\$753.81	3,771	\$0.20	\$653.81	3,716	\$0.18	\$853.81	3,798	\$0.22	\$2,261.43	11,285	\$0.20
Urologicals	\$692.63	3,771	\$0.18	\$592.63	3,716	\$0.16	\$792.63	3,798	\$0.21	\$2,077.89	11,285	\$0.18
Linen & Textiles	\$1,042.48	3,771	\$0.28	\$942.48	3,716	\$0.25	\$1,142.48	3,798	\$0.27	\$3,027.44	11,285	\$0.27
TOTALS	\$13,762.12	3,771	\$3.65	\$12,662.12	3,716	\$3.41	\$14,762.12	3,798	\$3.89	\$41,186.36	11,285	\$3.65

Jan 17	Order Total	Add'l. Order Impact	Feb 17	Order Total	Add'l. Order Impact	Mar 17	Order Total	Add'l. Order Impact	3 Month	Order Total	Add'l. Order Impact
	\$13,762.12	\$792.63		\$12,662.12	\$719.51		\$14,762.12	\$892.63		\$41,186.36	\$2,404.77



Evaluate Monthly and Quarterly PPD reports by individual category and overall performance



Examine Detailed PPD reports to uncover specific development opportunities



Implement Improvement strategies in collaboration with facility leadership

Medical Equipment	UMED Item #	UMED Item Description	Jan 17 TOTAL SPEND	Jan 17 TOTAL QTY	Feb 17 TOTAL SPEND	Jan 17 TOTAL QTY	Mar 17 TOTAL SPEND	Jan 17 TOTAL QTY	3 Month TOTAL SPEND	3 Month TOTAL QTY	RECOMMENDED MONTHLY PAR LEVEL
	BULORX22	AIRX 22 HIGH INTENSITY ODOR COUNTERACTANT SPRAY	\$762.95	37	\$662.95	59	\$862.95	76	\$2,288.85	172	54
	BULIRX75	AIRX75 ANTIBACTERIAL WIPES	\$998.37	28	\$898.37	51	\$1,098.37	64	\$2,995.11	143	48
	BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$3,986.41	118	\$3,886.41	75	\$4,086.41	88	\$11,959.23	281	94
	BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,193.27	80	\$1,093.27	62	\$1,293.27	122	\$3,579.81	264	88
	BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$319.44	14	\$219.44	26	\$419.44	47	\$958.32	87	29
Medical Equipment Totals			\$7,260.44	277	\$6,760.44	273	\$7,760.44	397	\$21,781.32	947	316

General Nursing Care	UMED Item #	UMED Item Description	Jan 17 TOTAL SPEND	Jan 17 TOTAL QTY	Feb 17 TOTAL SPEND	Jan 17 TOTAL QTY	Mar 17 TOTAL SPEND	Jan 17 TOTAL QTY	3 Month TOTAL SPEND	3 Month TOTAL QTY	RECOMMENDED MONTHLY PAR LEVEL
	BULORX22	AIRX 22 HIGH INTENSITY ODOR COUNTERACTANT SPRAY	\$447.38	71	\$392.94	62	\$529.38	130	\$1,369.70	263	88
	BULIRX75	AIRX75 ANTIBACTERIAL WIPES	\$3,273.32	28	\$1,937.49	43	\$2,232.61	103	\$7,443.42	174	58
	BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$291.66	10	\$110.39	15	\$90.27	27	\$638.37	50	18
	BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$753.81	35	\$839.27	26	\$638.37	46	\$2,231.45	107	36
	BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$692.63	30	\$422.21	28	\$529.35	38	\$1,644.19	95	32
	BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,042.48	39	\$1,836.46	54	\$1,368.84	60	\$4,247.78	203	66
	BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$829.40	44	\$836.42	62	\$724.37	53	\$2,390.19	159	53
General Nursing Care Totals			\$7,330.68	257	\$6,375.18	290	\$6,113.19	607	\$19,819.05	1,054	363

Furnishings	UMED Item #	UMED Item Description	Jan 17 TOTAL SPEND	Jan 17 TOTAL QTY	Feb 17 TOTAL SPEND	Jan 17 TOTAL QTY	Mar 17 TOTAL SPEND	Jan 17 TOTAL QTY	3 Month TOTAL SPEND	3 Month TOTAL QTY	RECOMMENDED MONTHLY PAR LEVEL
	BULORX22	AIRX 22 HIGH INTENSITY ODOR COUNTERACTANT SPRAY	\$762.95	37	\$662.95	59	\$862.95	76	\$2,288.85	172	54
	BULIRX75	AIRX75 ANTIBACTERIAL WIPES	\$998.37	28	\$898.37	51	\$1,098.37	64	\$2,995.11	143	48
	BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$3,986.41	118	\$3,886.41	75	\$4,086.41	88	\$11,959.23	281	94
	BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,193.27	80	\$1,093.27	62	\$1,293.27	122	\$3,579.81	264	88
	BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$319.44	14	\$219.44	26	\$419.44	47	\$958.32	87	29
Furnishings Totals			\$7,260.44	277	\$6,760.44	273	\$7,760.44	397	\$21,781.32	947	316

Infection Prevention	UMED Item #	UMED Item Description	Jan 17 TOTAL SPEND	Jan 17 TOTAL QTY	Feb 17 TOTAL SPEND	Jan 17 TOTAL QTY	Mar 17 TOTAL SPEND	Jan 17 TOTAL QTY	3 Month TOTAL SPEND	3 Month TOTAL QTY	RECOMMENDED MONTHLY PAR LEVEL
	BULORX22	AIRX 22 HIGH INTENSITY ODOR COUNTERACTANT SPRAY	\$447.38	71	\$392.94	62	\$529.38	130	\$1,369.70	263	88
	BULIRX75	AIRX75 ANTIBACTERIAL WIPES	\$3,273.32	28	\$1,937.49	43	\$2,232.61	103	\$7,443.42	174	58
	BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$291.66	10	\$110.39	15	\$90.27	27	\$638.37	50	18
	BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$753.81	35	\$839.27	26	\$638.37	46	\$2,231.45	107	36
	BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$692.63	30	\$422.21	28	\$529.35	38	\$1,644.19	95	32
	BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,042.48	39	\$1,836.46	54	\$1,368.84	110	\$4,247.78	203	66
	BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$829.40	44	\$836.42	62	\$724.37	53	\$2,390.19	159	53
Infection Prevention Totals			\$7,330.68	257	\$6,375.18	290	\$6,113.19	607	\$19,819.05	1,054	363

Utilizing our U+PRIME solutions, UNITED will proactively seek new opportunities for growth and continue to deliver on the added value and support promised.

INVENTORY MANAGEMENT



Innovation meets inventory management, as U+Prime partners gain access to our groundbreaking system, INVENTORY DYNAMICS. As a complete inventory management, ancillary billing and purchasing solution, INVENTORY DYNAMICS is designed to assist long-term care communities capture, manage and control supply costs with efficiency.

ID Kiosk

A brilliantly simple, easy to use interface that requires minimal training with the new, image-enhanced touchscreen kiosk. ID Kiosk enables users to efficiently distribute and manage supplies.



Resident Market

Condensing the full power of INVENTORY DYNAMICS into a simple, easy to use portal, Resident Market allows users to efficiently supply products to residents, while creating new marketing and revenue opportunities.



SHOPS

The premier integrated point-of-sale system exclusively servicing long-term care, SHOPS offers a complete campus-wide solution to capture all of your needs in one system.

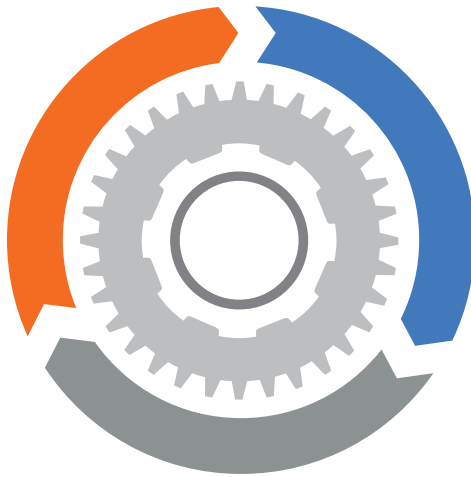




STEP 3: REFINE. ADVANCE. REPEAT.

Healthcare is ever-changing. Thankfully, U+PRIME is an innovative and adaptable solution, built to evolve with your growing needs.

It's time to expect *more* from your partners!



[U+ PRIMITIVES]



Medical Supplies



Medical Equipment



Housekeeping & Laundry



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