

"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

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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.







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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



	ITEM DESCRIPTION	INNER QTY	UOM	QTY	COST	CONVERTED	EXTENDED COST	UNITED ITEM #	UNITED ITEM DESCRIPTION			UNIT COST	EXTENDED	SAVIN %
00-CCS50	BLOOD GLUCOSE TEST STRIPS CARESENS N (50/BX)	50	BX	12	\$9.95	\$9.95	\$119.40	ARK30050	TEST STRIPS ASSURE PRISM (50/BT)	QTY 50	BT	\$8.85	\$106.20	11%
00-L200-1.5	BLOOD LANCETS SAFETY ST 25G I.5MM PF (200/BX)	200	BX	10	 \$19.95 	\$9.98	\$99.75	ARK80128	LANCET ASSURE SAFETY 28G 1.0MM (100/BX)	100	BX	\$8.85	\$88.50	11%
00 12:00 110	BEOOD DAYCETS SPECTT STEDU (SMM PP (EDO) DAY	200	D/A	10		ABETIC TOTAL	\$219.15	Perdebolico	LPHOLT PRODUCE SPECIFIC DUTIN (DOLDA)	100		W TOTAL	\$194.70	11%
IETARY														
TEM #	ITEM DESCRIPTION	INNER	цом	QTY	* UNIT	CONVERTED	EXTENDED	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER	UOM	UNIT		SAVIN
		QTY			COST	UNIT COST	COST			QTY		COST	COST	%
50-775100	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%
59-44146	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%
BLOVES					DI	ETARY TOTAL	\$1,182.38				NE	W TOTAL	\$1,075.21	9%
		INNER			UNIT	CONVERTED	EXTENDED			INNER		UNIT	EXTENDED	SAVIN
	ITEM DESCRIPTION	QTY	UOM	QTY	COST	UNIT COST		UNITED ITEM #	UNITED ITEM DESCRIPTION	OTY				
500-V113	GLOVES EXAM SYNTH VINYL PF LG (150/BX 10BX/CS)	1500	CS	5	\$42.75	\$42.75	\$213.75	IHC61300	GLOVES EXAM VINYL NS PF LG (1500/CS)	1500	CS	\$37.50	\$187.50	12%
300-V114	GLOVES EXAM SYNTH VINYL PF XL (130/BX 10BX/CS)	1300	CS	33	\$42.75	\$42.75	\$1,410.75	IHC61400	GLOVES EXAM VINYL NS PF XL (1300/CS)	1300	CS	\$37.50	\$1,237.50	12%
					G	LOVES TOTAL	\$1,624.50				NE	W TOTAL	\$1,425.00	12%
NCONTINENCE														
TEM#	ITEM DESCRIPTION	INNER	цом	OTY	. UNIT	CONVERTED	EXTENDED	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER	UOM	UNIT	EXTENDED	SAVIN
		QTY			COST	UNIT COST	COST			QTY 60		COST	COST	%
500-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)		CS	\$30.19	\$1,418.93	6%
300-CBNDOCL	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)		CS	\$46.50	\$232.50	7%
300-PUB3	PULL UPS SUPER LG 45-58IN (25PK 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	\$28.85	7%
500-PUB4	PULL UPS SUPER XL 58-68IN (25/PK 4PK/CS)	100	CS	10	° \$55.50	\$31.08	\$310.80	HAR55690	PROT UW DIGNITY COMPOSE XL 45-68" (56/CS)	56	CS	\$28.85	\$288.50	7%
					INCONTI	NENCE TOTAL	\$2,097.93				NE/	V TOTAL	\$1,968.78	6%
отс		INNER			UNIT	CONVERTED	EVTENDED			INNER		UNIT	EXTENDED	SAVIN
	ITEM DESCRIPTION		UOM	QTY		CONVERTED	EXTENDED	UNITED ITEM #	UNITED ITEM DESCRIPTION	INNER				SAVIN
			00.0	QL1	COST			oran ED THEM #						
PH108	MILK OF MAGNESIA 1200MG LIQUID 120Z (12/CS)	<u>атү</u>		1	COST	UNIT COST	COST \$1.11		MILK OF MAGNESIA 120Z (1/BT)	QTY 1		COST \$1.97	COST \$1,97	-779
	MILK OF MAGNESIA 1200MG LIQUID 120Z (12/CS)		EA	1	\$1.11	\$1.11	\$1.11	MLOTC039640	MILK OF MAGNESIA 120Z (VBT) ACETAMINOPHEN 180MG/5ML LIQ 180Z (VBT)	QTY 1	BT	\$1.97	\$1.97	
PH005	ACETAMINOPHEN 160MG LIQUID 160Z BTL (EA)	1	EA EA	1	\$1.11 \$4.46	\$1.11 \$4.46	\$1.11 \$8.92	MLOTC039640 MLOTC18016	ACETAMINOPHEN 160MG/5ML LIQ 160Z (1/BT)	QTY 1 1	BT BT	\$1.97 \$4.03	\$1.97 \$8.06	10%
PH108 PH005 PH286		1	EA	1	\$1.11	\$1.11	\$1.11	MLOTC039640		QTY 1 1 1	BT BT BT	\$1.97	\$1.97	-779 10% 15%
PH005	ACETAMINOPHEN 160MG LIQUID 160Z BTL (EA)	1	EA EA	1	\$1.11 \$4.46	\$1.11 \$4.46 \$4.27	\$1.11 \$8.92 \$25.62	MLOTC039640 MLOTC18016	ACETAMINOPHEN 160MG/5ML LIQ 160Z (1/BT)	QTY 1 1	BT BT BT	\$1.97 \$4.03 \$3.65	\$1.97 \$8.06 \$21.90	10% 15%
PH005 PH286 SKIN CARE	ACETAMINOPHEN 180MG LIQUID 180Z BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (28/BX)	1 1 25 INNER	EA EA BX	1 2 6	\$1.11 \$4.46 • \$17.79	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED	MLOTC039640 MLOTC18016 MLOTC501835	ACETAMINOPHEN 160MG/5ML LIQ 160Z (VBT) OPH SOLN LUBRICATING DRY EYE 15ML (VBT)	1 1 1 INNER	BT BT BT NE	\$1.97 \$4.03 \$3.65 W TOTAL	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED	10% 15%
PH005 PH286 SKIN CARE TEM #	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) TEM DESCRIPTION	1 1 25 INNER QTY	EA EA BX	1 2 6 QTY	\$1.11 \$4.46 \$17.79 UNIT COST	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST	MLOTC039640 MLOTC18016 MLOTC501835 UNITED ITEM #	ACETAMINOPHEN 1800MQ/SML LIQ 1802 (VBT) OPH SOLN LUBRICATING DRY EYE 15ML (VBT) UNITED ITEM DESCRIPTION	1 1 1 INNER QTY	BT BT NE	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST	10% 15% 10% SAVIN %
2H005 PH286 SKIN CARE TEM # 72-19SZC16012	ACETAMINOPHEN 160MG LIQUID 160Z BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 160Z SELAN+ (12/CS)	1 25 INNER QTY 12	EA EA BX UOM CS	1 2 6 QTY	\$1.11 \$4.46 • \$17.79 . UNIT COST • \$67.66	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST \$63.43	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43	MLOTC039640 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0Z15J	ACETAMINOPHEN 180MQ/SML LIQ 1802 (VBT) OPH SOLN LUBRICATING DRY EYE 15ML (VBT) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 150Z (IZEACS)	1 1 1 INNER QTY 12	BT BT NE	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11	10% 15% 10% SAVIN % 7%
2H005 2H286 3KIN CARE TEM # 72-195ZC16012 300-SCM8	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 1802 SELAN+ (12/CS) LOTIONS MOISTURIZING W/XLOE 802 BTL (48/CS)	1 1 25 INNER QTY 12 1	EA EA BX UOM CS EA	1 2 6 0 1 96	\$1.11 \$4.46 \$17.79 \$17.79 UNIT COST \$67.66 \$0.63	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST \$63.43 \$0.63	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48	MLOTC039840 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0215J PRO71028	ACETAMINOPHEN HOMIGISML LIQ 1902 (NET) OPH SOLN LUBRICATING DRY EYE 15ML (NET) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 1902 (12EA/CS) LOTION MOISTURIZING 802 (48/CS)	1 1 1 INNER QTY	BT BT NE UOM CS EA	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48	109 159 10% SAVIN % 7% 0%
PH005 PH286	ACETAMINOPHEN 160MG LIQUID 160Z BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 160Z SELAN+ (12/CS)	1 25 INNER QTY 12	EA EA BX UOM CS	1 2 6 QTY	\$1.11 \$4.46 \$17.79 \$17.79 \$67.66 \$0.63 \$40.58	\$1.11 \$4.46 \$4.27 OTC TOTAL UNIT COST \$63.43 \$0.63 \$0.85	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48 \$2.54	MLOTC039640 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0Z15J	ACETAMINOPHEN 180MQ/SML LIQ 1802 (VBT) OPH SOLN LUBRICATING DRY EYE 15ML (VBT) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 150Z (IZEACS)	1 1 1 INNER QTY 12	BT BT NE UOM CS EA EA	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63 \$0.74	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48 \$2.22	10% 15% 10% SAVIN % 7% 0% 12%
PH005 PH286 SKIN CARE TEM # 172-19SZC16012 500-SC18 500-SCC8	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 1802 SELAN+ (12/CS) LOTIONS MOISTURIZING W/XLOE 802 BTL (48/CS)	1 1 25 INNER QTY 12 1	EA EA BX UOM CS EA	1 2 6 0 1 96	\$1.11 \$4.46 \$17.79 \$17.79 \$67.66 \$0.63 \$40.58	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST \$63.43 \$0.63	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48	MLOTC039840 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0215J PRO71028	ACETAMINOPHEN HOMIGISML LIQ 1902 (NET) OPH SOLN LUBRICATING DRY EYE 15ML (NET) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 1902 (12EA/CS) LOTION MOISTURIZING 802 (48/CS)	1 1 1 INNER QTY 12	BT BT NE UOM CS EA EA	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48	10% 15% 10% SAVIN % 7% 0%
2H005 2H286 3KIN CARE TEM # 772-19SZC16012 300-SCM8 300-SCC8	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 1802 SELAN+ (12/CS) LOTIONS MOISTURIZING W/XLOE 802 BTL (48/CS)	1 1 25 INNER QTY 12 1 48	EA EA BX UOM CS EA	1 2 6 0 1 96	\$1.11 \$4.46 \$17.79 \$17.79 \$67.66 \$0.63 \$0.63 \$40.58 \$KIN	\$1.11 \$4.46 \$4.27 OTC TOTAL UNIT COST \$63.43 \$0.63 \$0.85 ¥ CARE TOTAL	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48 \$2.54 \$126.45	MLOTC039840 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0215J PRO71028	ACETAMINOPHEN HOMIGISML LIQ 1902 (NET) OPH SOLN LUBRICATING DRY EYE 15ML (NET) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 1902 (12EA/CS) LOTION MOISTURIZING 802 (48/CS)	1 1 1 1 1 1 1 1	BT BT NE UOM CS EA EA	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63 \$0.74 W TOTAL	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48 \$2.22 \$121.81	10% 15% 10% SAVIN % 7% 0% 12% 4%
2H005 2H286 SKIN CARE TEM # 172-19SZC16012 800-SCM8	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 1802 SELAN+ (12/CS) LOTIONS MOISTURIZING W/XLOE 802 BTL (48/CS)	1 1 25 INNER 0TY 12 1 48 INNER	EA EA BX UOM CS EA	1 2 6 0 1 96 3	\$1.11 \$4.46 \$17.79 \$17.79 \$67.66 \$0.63 \$40.58	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST \$63.43 \$0.63 \$0.85 \$CARE TOTAL CONVERTED	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48 \$2.54	MLOTC039840 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0215J PRO71028	ACETAMINOPHEN HOMIGISML LIQ 1902 (NET) OPH SOLN LUBRICATING DRY EYE 15ML (NET) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 1902 (12EA/CS) LOTION MOISTURIZING 802 (48/CS)	1 1 1 INNER QTY 12	BT BT NE UOM CS EA EA	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63 \$0.74	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48 \$2.22	10% 15% 10% SAVIN % 7% 0% 12% 4%
>>>>>>>>>>>>>>>>>>>>>>>>>>>>	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 1802 SELAN+ (12/CS) LOTIONS MOISTURIZING W/ALCE 802 BTL (48/CS) SHAMPOO HAIR & BODY 802 DERMAVERA (48/CS) TEM DESCRIPTION	1 1 25 INNER QTY 12 1 48	EA EA BX UOM CS EA CS	1 2 6 0 1 96 3	\$1.11 \$4.46 \$17.79 UNIT COST \$67.66 \$0.63 \$40.58 SKIN	\$1.11 \$4.46 \$4.27 OTC TOTAL UNIT COST \$63.43 \$0.63 \$0.85 ¥ CARE TOTAL	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48 \$2.54 \$126.45 EXTENDED	MLOTC039640 MLOTC18016 MLOTC501835 UNITED ITEM # NWI0215J PRO71028 PRO73024	ACETAMINOPHEN HOMIGISML LIQ 1902 (V81) OPH SOLN LUBRICATING DRY EYE 15ML (V81) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 1802 (12EA/CS) LOTION MOISTURIZING 802 (48/CS) WASH SHAMPOO & BODY 802 (48/CS) UNITED ITEM DESCRIPTION	INNER INNER INNER	BT BT NE UOM CS EA EA NE	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63 \$0.74 W TOTAL UNIT	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48 \$2.22 \$121.81 EXTENDED	10% 15% 10% SAVIN % 0% 12% 4% SAVIN %
PH005 PH286 SKIN CARE TEM # 72-1952C16012 300-SCC8 800-SCC8 WOUND CARE TEM # 300-P200A	ACETYANNOPHEN 800MG LIQUID 16022 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM WIZINC 1602 SELAN+ (12/CS) LOTIONS MOISTURIZING WIALDE 802 BTL (48/CS) SHAMPOO HAIR & BODY 802 DERMAVERA (48/CS) TEM DESCRIPTION PADS PREP ALC ST MD (200/BX 20BX/CS)	1 1 25 INNER 0TY 12 1 1 48 INNER 0TY 200	EA EA BX UOM CS EA CS UOM BX	1 2 6 7 1 96 3	\$1.11 \$4.46 \$17.79 \$17.79 \$67.66 \$0.63 \$40.58 \$KIN \$40.58 \$KIN \$1.35	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST \$0.63 \$0.63 \$0.85 NCARE TOTAL CONVERTED UNIT COST \$1.35	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48 \$2.54 \$126.45 EXTENDED COST	MLOTC039640 MLOTC18016 MLOTC501835 UNITED ITEM # NW10215J PR071028 PR071028 PR073024 UNITED ITEM # COV05750	ACETAMINOPHEN ISOMOSMIL LIQ ISO2 (NET) OPH SOLN LUBRICATING DRY EYE ISMIL (NET) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT ISO2 (IZEA/CS) LOTION MOISTURIZING 802 (48/CS) WASH SHAMPOO & BODY 802 (48/CS) UNITED ITEM DESCRIPTION PAD PREP ALCOHOL CURITY ST (2008X 208X/CS)	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	BT BT NE UOM CS EA EA NE UOM BX	\$1.97 \$4.03 \$3.65 W TOTAL UNIT COST \$59.11 \$0.63 \$0.74 W TOTAL UNIT COST	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$59.11 \$60.48 \$2.22 \$121.81 EXTENDED COST	10% 15% 10% SAVIN % 7% 0% 12% 4% SAVIN % 0%
24005 24286 3KIN CARE TEM # 72-1952C16012 300-SCK8 300-SCC8 WOUND CARE TEM #	ACETAMINOPHEN 180MG LIQUID 1802 BTL (EA) EYE DROPS ST 0.4ML SYSTANE ULTRA (25/BX) ITEM DESCRIPTION BARRIER CREAM W/ZINC 1802 SELAN+ (12/CS) LOTIONS MOISTURIZING W/ALCE 802 BTL (48/CS) SHAMPOO HAIR & BODY 802 DERMAVERA (48/CS) TEM DESCRIPTION	1 1 25 INNER 0TY 12 1 1 48 INNER 0TY	EA EA BX UOM CS EA CS	1 2 6 7 1 96 3 3	\$1.11 \$4.46 \$17.79 \$67.66 \$0.63 \$40.58 \$k(h UNIT COST	\$1.11 \$4.46 \$4.27 OTC TOTAL CONVERTED UNIT COST \$0.85 NCARE TOTAL CONVERTED UNIT COST	\$1.11 \$8.92 \$25.62 \$35.65 EXTENDED COST \$63.43 \$60.48 \$2.54 \$126.45 EXTENDED COST \$67.50	MLOTC039840 MLOTC18018 MLOTC501835 UNITED ITEM # NW10215J PR071028 PR073024 UNITED ITEM #	ACETAMINOPHEN HOMIGISML LIQ 1902 (V81) OPH SOLN LUBRICATING DRY EYE 15ML (V81) UNITED ITEM DESCRIPTION ZINC OXIDE OINTMENT 1802 (12EA/CS) LOTION MOISTURIZING 802 (48/CS) WASH SHAMPOO & BODY 802 (48/CS) UNITED ITEM DESCRIPTION	INNER QTY 12 1 1 INNER QTY	BT BT NE UOM CS EA EA NE	\$1.97 \$4.03 \$3.65 W TOTAL UNIT \$59.11 \$0.63 \$0.74 W TOTAL UNIT COST \$1.35	\$1.97 \$8.06 \$21.90 \$31.93 EXTENDED COST \$60.48 \$2.22 \$121.81 EXTENDED COST \$67.50	10% 15% 10% SAVIN % 7% 0% 12% 4%



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.



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XYZ NURSING CENTER PPD & Financial Analysis Jan 2017 | Feb 2017 | March 2017]

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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 Or	der A	dd'l. Order	Feb Or	der A	dd'l. Order	Mar O	rder A	dd'l. Order	3 0	der A	dd'l. Order
	17 To	tal	Impact	17 To	tal	Impact	17 T	otal	Impact	Month Te	otal	Impact
	\$13,7	62.12	\$792.63	\$12,6	62.12	\$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

Impliment Improvement strategies in collaboration with facility leadership

Medical Equipme UMED Item #	ent 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				-					RECOMMENDED
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	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	\$7.440	174	58
BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$291.66	10	\$110.39	15	\$90.27	27	stanth		18
	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$753.81	35	\$839.27	26	\$638.37	46	TOTAL SPENI		36
BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$692.63	30	\$422.21	28	\$529.35	1STY			32
	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,042.48	39	\$1,836.46	54	\$1,368.84	ha	\$1,369.7		68
BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$829.40	44	\$836.42	62	\$724.37	30	\$7,443.4	2	53
	General Nursing Care Totals	\$7,330.68	257	\$6,375.18	290	\$6,113.19	103	\$492.3	2	363
Furnishings UMED Item #	UMED Item Description	Jan 17 TOTAL SPEND	Jan 17 TOTAL QTY	Feb 17 TOTAL SPEND	Jan 17 TOTAL QTY	TOTAL SPE	27 46	\$2,231.4		1 MENDED THLY EVEL
BULORX22	AIRX 22 HIGH INTENSITY ODOR COUNTERACTANT SPRAY	\$762.95	37	\$662.95	59	\$86.	38	\$1,644.1	9	Q 4
BULIRX75	AIRX75 ANTIBACTERIAL WIPES	\$998.37	28	\$898.37	51	\$1,09 1	10	C		З
BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$3,986.41	118	\$3,886.41	75	\$4,08		\$4,247.7	8	2 4
BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,193.27	80	\$1,093.27	62	\$1,293	53	00.000	-	8
BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$319.44	14	\$219.44	26	\$419.	07	\$2,390.1	9	29
	Furnishings Totals	\$7,260.44	277	\$6,760.44	273	\$7,760.4	107	\$19,819.0	15	316
Infection Prevent	tion	1			-				5	OMMENDED
	UMED Item Description	Jan 17 TOTAL SPEND	Jan 17 TOTAL QTY	Feb 17 TOTAL SPEND	Jan 17 TOTAL QTY	Mar 17 TOTAL SPEND	7			PAR LEVEL
BULORX22	AIRX 22 HIGH INTENSITY ODOR COUNTERACTANT SPRAY	\$447.38	71	\$392.94	62	\$529.38	in	3 Month		88
BULIRX75	AIRX75 ANTIBACTERIAL WIPES	\$3,273.32	28	\$1,937,49	43	\$2,232,61	103	TOTAL SPE		58
BUL75BSK	AIRX RX75 BLOOD SPILL & BODY FLUID KIT	\$291.66	10	\$110.39	15	\$90.27	27	CAL SPER		18
BULHDQ01	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$753.81	35	\$839.27	26	\$638.37	46	\$2,231.45		36
BULX7501	AIRX 75 AntiBacterial Heavy Duty Cleaner & Odor Counteractant	\$692.63	30	\$422.21	28	\$529.35	38	\$1,644.19	9	32
	AIRX 44 HDQ Disinfectant Cleaner & Odor Counteractant	\$1,042.48	39	\$1,836.46	54	\$1,368.84	110	\$4,247.78	203	68
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	507	\$19,819.05	1,054	



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

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INVENTORY MANAGEMENT

D INVENTORY DYNAMICS

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.





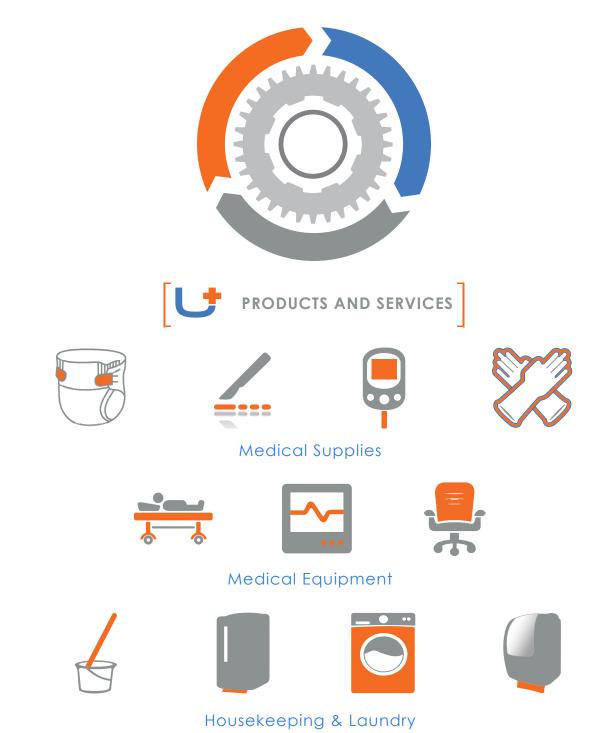


STEP 3: REFINE. ADVANCE. REPEAT.

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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!





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