



Lake County Medical Society Member Practices,

Medline Industries is extremely excited about the opportunity to provide med/surg products to the Lake County Medical Society members and hope that this is just the beginning of a long-term strategic partnership.

Medline Industries is a unique organization. As the largest privately held manufacturer and distributor of medical supplies in the U.S., we are able to offer you national brand items as well as significant savings on products we manufacture ourselves.

Medline Industries is well prepared for the future of healthcare. We are the only healthcare supplier that provides products to hospitals, long term care facilities, surgery centers, retail entities, and physician offices; enabling us to understand the unique needs of each segment and the products that bring the most value to each type of facility.

Our Physician Office Division offers several unique competitive advantages for LCMS members;

- Direct from the manufacture pricing
  - **20% reduction in supply costs on average for Medline customers**
- On-demand training and education tools keep your staff proficient across a wide variety of procedures
  - **FREE CEU's available 24/7/365**
- Electronic tools help you streamline your office's supply chain
  - **Easy to use reports help improve inventory management and cost control**
- A CPT program that allows you to evaluate both reimbursable lab products as well as equipment
  - **Better analysis of revenue stream improvement with a live, up-to-date online portal**
- A dedicated team that includes your Sales Representative and Customer Support
  - **Knowledgeable resources to provide assistance quickly and effectively for LCMS Members and their staff**

Our Sales Representatives are committed to helping you reduce your supply costs and working with your practices to help improve patient care and increase office efficiency and revenue.

We believe that all these benefits enable us to be more than just a medical distributor for LCMS members and we look forward to the opportunity to demonstrate real value for your practices.

Your Medline Team will be contacting you in the next two weeks to set an appointment for a free business analysis. If you have any questions in the meantime, please don't hesitate to contact me.

Once again, we are very excited to have the chance to become your strategic partner.

Sincerely,

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