The Value of Distribution

SUPPORT PATIENT CARE
Distributors specialize in supplies so healthcare providers can focus on patient care.

EFFICIENT ACCESS
Healthcare providers rely on distributors to deliver the right medical products, right on time.

COST MANAGEMENT
Distributors improve procurement planning so providers can maximize limited budgets.

HOW DO DISTRIBUTORS MAKE A DIFFERENCE?

Supply Chain without Distribution

- Manufacturer 1
- Manufacturer 2
- Manufacturer 3
- Manufacturer 4

→ Health Clinics
→ Hospitals
→ Physician Offices
→ Nursing Homes

Supply Chain with Distribution

- Manufacturer 1
- Manufacturer 2
- Manufacturer 3
- Manufacturer 4

→ Health Clinics
→ Hospitals
→ Physician Offices
→ Nursing Homes

Distributors

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**SUPPORTING PATIENT CARE**
- Nearly 100% of patient procedures are supported by medical products delivered by a distributor.
- Through distributors, providers have access to products from as many as 2,200 medical product manufacturers.
- Providers gain 30% more time and resources for patient care when they work with a distributor, allowing them to better care for their patients.

**EFFICIENT ACCESS**
- Distributors deliver to more than 295,000 sites of care including over 210,240 physician offices, 6,512 hospitals and 44,061 nursing home and extended care facilities.
- Distribution gives healthcare providers “one-stop-shopping” access to thousands of medical products, from everyday disposables to diagnostic equipment.
- Distributors offer advanced inventory management procedures, allowing providers to have products exactly when needed while minimizing inventory investment.

**COST MANAGEMENT**
- Using a distributor cuts the average daily value of time spent on receiving PO lines by half when compared to going directly through a manufacturer.
- Distributors deliver medical products in 24 to 48 hours, helping clinicians reduce their inventory expense and storage costs.
- When ordering through distributors, hospitals can save up to 66% on freight costs compared to direct-from-manufacturer ordering.