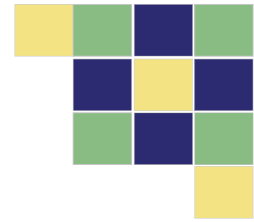


Turning Surgical Supply Waste into Green Profits



Surplus surgical supplies that sit unused in supply closets are a balance sheet nightmare for many hospitals and surgery centers. As a result of overly aggressive buying, product conversions, manufacturer issues, and changes in surgeons' preferences, supply shelves often end up stocked deep with products that eventually expire and become waste.

With each trip to the dumpster or landfill, money is lost, as is the chance for hospitals and surgery centers to purchase first-rate, quality surgical supplies at a double-digit discount.

Healthcare supply rebel WestCMR has transformed the surplus surgical supply marketplace. In turn, the company is empowering hospitals and surgery centers on both sides of the equation to improve their sustainable procurement practices.

It's estimated that upwards of 20% of surgical supplies purchased never get used. In 2012, the American healthcare system wasted \$765 billion, according to the National Academy of Medicine. In today's dollars, that's \$840 billion — or \$266 billion more than the entire U.S. Department of Defense budget. For individual hospitals and surgery centers, this can account for hundreds of thousands of dollars in losses annually.

The WestCMR Global family of businesses, including WestCMR, GeoSurgical (the international division), and Ware Consulting, is disrupting the surgical supply chain industry. Hundreds of hospitals, healthcare networks, and surgery centers benefit from this sustainable green alternative to industry-wide excess by selling off overstocked items to WestCMR. At the same time, more than 1,000 hospital and surgery center customers purchase high-quality, brand new surgical supplies at discounts of 10% to 60% from WestCMR.

It is time for CEOs and CFOs to welcome input from their operating room supply buyers, inventory clerks and others on the front-lines of surgical product management. Those managers likely are reticent - even embarrassed - to mention that countless wasteful new products lie aging in the stockroom.

One conversation could launch a stockroom revolution that transforms these hidden assets from a blended cost of doing business into rediscovered black ink on the balance sheet. Hundreds of thousands of items, made mostly of plastics and metals that degrade slowly — if ever — will avoid the landfill. Thus, WestCMR's solutions are green for the environment and for hospital finances.

Whether a hospital is clearing unused product from its stockrooms, or a procurement manager is securing unopened product at a deep discount off the original price, WestCMR has changed the way the healthcare industry thinks about buying, selling and liquidating surgical supplies.

When WestCMR was named a *Becker's Hospital Review* "150 Great Places to Work" for the fifth year running in 2018, the award further validated the model that CEO Randy Ware created over two decades ago.

As a privately-held company with 60 employees, WestCMR is committed to giving back to the community as well as the earth. The company contributes 1% of annual revenue — \$200,000 in 2018 alone — to charity. During the first half of October 2018, WestCMR donated 5% of all sales to the victims of Hurricane Michael.

Upholding the Ware family legacy, WestCMR's corporate culture of social responsibility, sustainability, and environmentally sound practices was created with a vision of making work and the earth better. Spearheading the industry for more than 22 years, the future looks brighter than ever for WestCMR.



Founded by CEO Randy Ware in 1997, WestCMR helps hospitals and surgery centers save money, simplify inventory, and embrace innovative supply management by preventing needless waste.

- 150,000 in-date surgical supplies
- 27,000 sq ft, climate-controlled warehouse
- 30,000 product database
- 15,000 SKUs
- Headquartered in Clearwater, FL since 1997



If you're ready to challenge the status quo and liquidate thousands of aging products or buy new supplies at deep discounts - and bolster your bottom line in the process, contact Directors@westcmr.com or visit www.westcmr.com

