

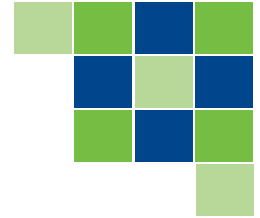
Supply Chain

www.ahrmm.org

STRATEGIES & SOLUTIONS



Sustainability



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 overstocked with products that eventually expire and become waste, which leave a tremendous carbon footprint.

With each trip to the dumpster or landfill, money is lost, as is the chance for hospitals and surgery centers to reduce their carbon footprint by purchasing first-rate, quality surgical supplies at double-digit discounts from WestCMR.

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.

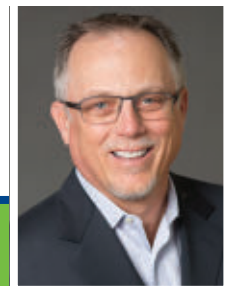
One conversation could launch a stockroom revolution that transforms these hidden assets from a blended cost of doing business into rediscovered black ink on the balance sheet. Hundreds of thousands of items, made mostly of plastics and metals that degrade slowly — if ever — will avoid the landfill.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

SCarvalho@WestCMR.com

WestCMR.com • 800-565-6385





Buying and selling surgical supplies since 1997



Products We Buy & Sell

Endo

Applied Medical
Covidien
Ethicon

Energy

Applied Medical
Covidien/ValleyLab
Ethicon
Medtronic
Olympus

ENT

Acclarent
Arthrocare
Gyrus ACMI
Intersect ENT
Medtronic
Olympus

Gastric Bands

Apollo Endosurgery Lapband

Hernia

Aspide Medical
Atrium
Bard/Davol
Covidien
Ethicon

GYN/Urology

American Medical Systems
Bard
Boston Scientific
Caldera Medical
Coloplast
Cooper Surgical
Ethicon (Gynecare)
Genzyme
Hologic (Novasure)
Karl Storz
LSI Solutions
Olympus

Robotics

Intuitive Surgical
Mazor Robotics

Vascular

Abbott
Arrow/Teleflex
Atrium
Bard
Boston Scientific
Cardinal
Cardiovascular Systems
Covidien
Gore
LeMaitre
Maquet
Medtronic

Ortho/Sports Med

Arthrex
Arthrocare
Cayenne Medical
ConMed Linvatec
DePuy Mitek
Opus
Smith & Nephew
Stryker
Tornier
Wright Medical
Zimmer Biomet

Suture

Covidien
Ethicon

Wound

Baxter
Dermabond
Genzyme
Interceed
Surgicel

Trauma

DePuy Synthes



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Buying and selling surgical supplies since 1997

Celebrating Our 22nd Anniversary

of providing surgical solutions for you!

Why **Buy** from WestCMR?

- Save 10%- 60%
- No minimum order, No contracts = No stress
- Pay with purchase order number or credit card
- Purchase by the "each" or by the box
- Online store with "Real Time" inventory
- All orders received by 4:30 EST ship "same day"
- 18,000+ SKUs of NEW products from 120+ leading brands
- 1,200+ materials managers, 1,000s of hospitals, 400 Acute Care Facilities and ASC's rely on us

Why **Sell** to WestCMR?

WE PAY, LIQUIDATE, HELP & DONATE

- **Over 22 years as the industry leader** providing solutions to the surgical community
- **We pay you** fair market value for your no-move in-date disposable supplies
- **We liquidate your surplus** with the largest global purchasing/redistributing network
- **We help** keep products out of landfills

Our expertise is in the following product categories with continual growth and expansion.

Robotics
Vascular Repair
Sports Medicine
Hernia Repair

General Surgery
Endomechanicals
GYN/Women's Health
Orthopedics

Urology
Trauma
ENT
Energy



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