



**Standardize Purchasing, Gain Fiscal Control,  
and Ensure Patient Safety & Quality Service**



Where positive identification  
meets safe, efficient patient care.

*for* **Fiscal Control**



*for* **Patient Safety**



*for* **Quality & Service**

Decentralized purchasing leads to a lack of visibility of total spend and an excess of suppliers, purchase orders, and SKUs.

Enter ValuePlus® from PDC Healthcare for

**Fiscal Control**

**Patient Safety**

**Quality & Service**

ValuePlus® is the only standardization service of its kind designed for fiscal control, patient safety & regulatory compliance, with the quality and service you'd expect from the leader in patient safety identification

...at no additional charge.



# Achieve Seamless Standardization, Savings, and Compliance from PDC Healthcare

When purchasing healthcare identification products and supplies, it's not uncommon for individual departments to operate independently, ordering similar products through multiple vendors. This decentralized process leads to a lack of visibility of total spend and an excess of suppliers and purchase orders—driving SKUs to uneconomical levels!

When attempting consolidation efforts, most providers focus on big ticket items, while smaller items like labels and wristbands aren't accounted for.

**As a result, on a national scale hospitals lose millions of dollars per year in hidden expenses due to missed opportunities for cost containment and consolidation.**

Don't attack the challenge alone. As your consultative business partner, PDC Healthcare will guide you through a seamless procurement process via our FREE ValuePlus® service that will reduce supply costs and optimize your purchasing volume. By partnering with the pioneer and industry leader, you'll have access to the most technologically advanced products to help maximize patient safety, streamline processes, and maintain regulatory compliance.

# Centralized & Streamlined Purchasing Process Reduces Waste, Inefficiencies, & Costs

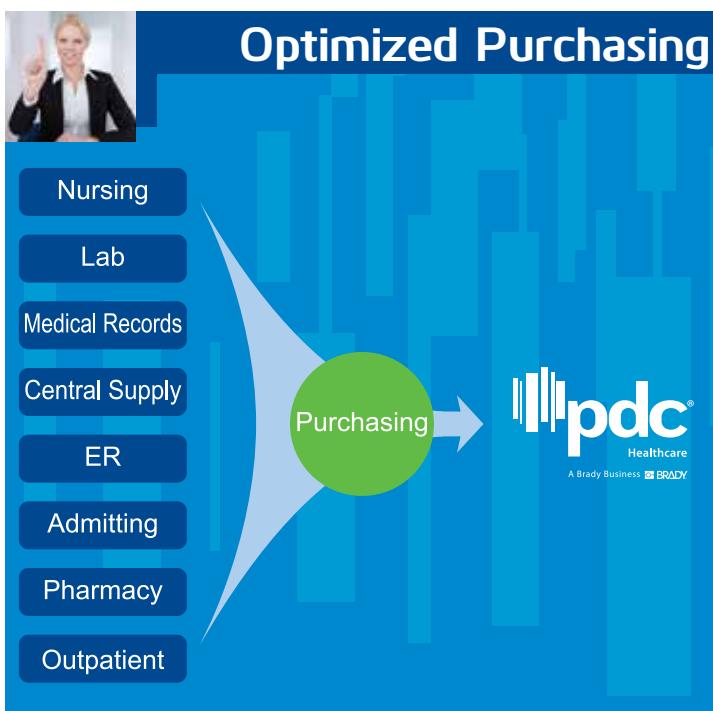
Using a decentralized process to purchase labels, wristbands, and healthcare supplies is inefficient, wasteful, and risky. Lack of visibility of total spend and an excess of suppliers and purchase

orders drives SKU levels to uneconomical proportions. These inefficiencies can also overburden staff responsible for purchasing, tracking, and warehousing these products.



Multiple departments ordering several varieties of similar products on their own and some using Purchasing department.

- **Creates costly and inefficient product overlap** by multiple departments ordering small quantities of similar products through multiple vendors
- **Increases SKUs and POs** to uneconomical levels
- **Provides a lack of visibility and tracking** of total spend and poor cost containment
- **Increases labor and supply costs** for processing, freight, and warehousing
- **Risks noncompliance** with Group Purchasing Organization (GPO) contracts for optimal savings



All departments ordering standardized products through Purchasing department is cost effective and efficient.

- **Minimizes costs and maximizes efficiencies** by streamlining orders through Purchasing using a single source supplier
- **Reduces SKUs and POs** to economical levels with centralized purchasing through a preferred vendor
- **Easy visibility and tracking** of total spend for solid fiscal control with streamlined purchasing
- **Reduces labor and supply costs** for processing, freight, and warehousing
- **Complies with GPO contracts** for significant potential savings



42%

**Curtis McEntire, Sr. Manager**  
of Supply Chain Solutions at  
Intermountain Healthcare

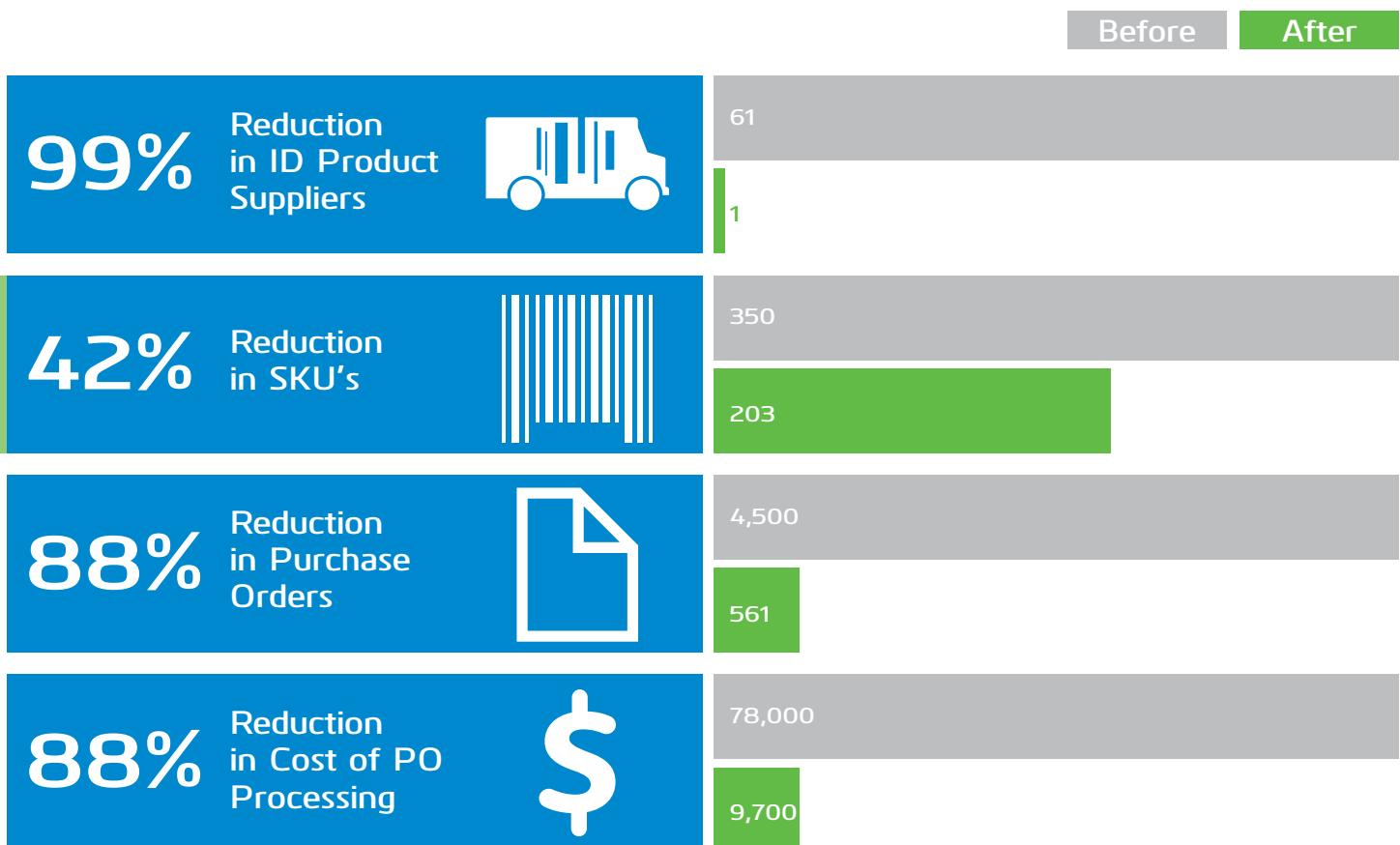
“Our primary initiative and key driver was to reduce our label SKUs by 20% and improve patient safety through more streamlined products and application processes.”

**Intermountain Healthcare**, a nonprofit system of 22 hospitals in Utah and southeastern Idaho, lacked a standardized system for purchasing patient ID products. The organization ordered similar products from a variety of suppliers, which led to an overabundance of SKUs, increased supply costs and inconsistency between products, which impacted caregiver efficiency and patient safety.

Upon launching ValuePlus®, PDC Healthcare helped Intermountain to reduce ID suppliers by 99% and label SKUs by 42%—more than doubling its goal. It has cut wasted costs and streamlined operations, while maintaining compliance with important patient safety regulations to ensure best practices for patient safety.

## Easily Track Reduction of Suppliers, POs, and SKUs

Actual savings collectively gained by Intermountain Healthcare's 22 hospitals after launching ValuePlus®



## Product Standardization Leads to Bottom Line Benefits

Streamlining from 5 Allergy Alert Labels to a single product is just one example of the standardization benefits that customers achieve with ValuePlus® from PDC Healthcare.

Standardizing products and supplies will help your organization consolidate procurement across your entire supply chain. Through PDC Healthcare's guidance, you can take advantage of the following benefits for improved fiscal control:

- Adopt best practices to order affordable stock items over more costly custom products
- Fewer products and shipments equate to decreased labor and expenses for processing, tracking, warehousing, and freight



# Maximize Patient Safety and Achieve Regulatory Compliance from the Leader in Patient ID

With more than 55 years experience in patient safety, PDC Healthcare understands your business challenges like no other company. Our positive identification solutions provide the foundation for patient safety, helping healthcare institutions to protect patients, achieve regulatory compliance, and reduce risk.

- Meet important patient safety regulatory compliances, including The Joint Commission's National Patient Safety Goals, HIPAA for protection of patient privacy, and APHA to reduce the risk of lost or transferred data.
- Ensure positive patient identification; eliminate costly medical errors; and prevent liability and malpractice-related expenses.
- The top rated and safest hospitals in the United States choose PDC Healthcare products and services (based on U.S. News & World Report, "Best Hospitals 2012-13" Honor Roll).



## Product Standardization Increases Safety and Caregiver Workflow Efficiencies

Without product standardization, many healthcare organizations experience inconsistency between departments and facilities. It's not uncommon for a nurse to perform a shift at one facility using one supplier's label, and move on to a second shift at another facility using a different product for the same application.

Non standardization of products raises the risk of human error among clinicians, while requiring more application time and staff training.

### Standardizing with PDC Healthcare products:

- Ensures consistency in the application of products to reduce the risk of manual errors throughout your healthcare organization.
- Provides peace of mind to clinicians, knowing that they're using the safest products in the industry in a consistent and uniform format.
- Streamlining steps in the product application process increases workflow efficiency, saving time and allowing clinicians to focus on patient care.





PDC Healthcare products not only meet the safety and comfort requirements of your patients, they comply with the stringent standards of critical patient safety regulations. We'll help you adopt best practices for patient safety and quality care.

# The ValuePlus® Process:

## *Unmatched Personal Attention. Quick & Convenient.*

Successful standardization of patient identification, labels and MR/MI products requires the expertise of seasoned specialists. The ValuePlus® Service aligns your organization with our team of qualified, consultative, responsive and solutions-focused professionals.

Here is how the ValuePlus process works:



**Phase 1**



**Phase 2**

### Collection & Analysis

- Your PDC Healthcare representative personally visits your facility to perform a FREE department-by-department value analysis.
- We use your organization's product data (including part numbers, usage, physical product samples) to develop an audit report. We will provide you with the information necessary to ensure the analysis is comprehensive.
- You provide additional information as necessary to complete the analysis.
- PDC's Standardization Services Team identifies all products with standardization potential. They also complete a comprehensive cross reference, which includes GPO contract pricing, empowering you to see all areas to optimize your supply chain immediately.

### Review & Implementation

We'll present a detailed supply chain analysis and implementation plan which includes:

- Product standardization recommendations
- SKU reduction opportunities
- PO and freight savings
- Contract compliance
- Patient safety / regulatory suggestions

Armed with this data, you're now ready to make an informed decision and obtain approval through your organization.

### Conversion Becomes a Partnership

- PDC Healthcare will provide you with a custom conversion road map which includes a phased approach to assist you with a smooth conversion and helps you realize the benefits from ValuePlus® quickly.
- PDC Healthcare will provide free samples for testing as needed.
- You can now update your purchasing system to reflect newly standardized product information. Often, there's no need to change existing internal part numbers.
- We'll provide ongoing updates to assist you with the management and tracking of your conversion.
- Following the conversion, your PDC Team will continue to track your ValuePlus® program to help ensure that all levels of savings, service, participation, and conversion are met.
- You begin to realize the benefits of standardizing with the ValuePlus® process and PDC's catalog of quality products.



## Trust is Built on Superior Quality and Expertise

PDC Healthcare strives to deliver the best-in-class products and services on time, every time. By partnering with PDC Healthcare, you'll benefit from the expertise and resources of the trusted industry leader:

- Our customers have access to the widest selection of wristbands, labels, medical records and imaging products in Healthcare.
- Our medical grade products are designed, constructed, and tested to the highest quality standards to pass stringent requirements for safety, strength, and durability.
- We've helped the world's most successful and technologically advanced organizations maneuver through changing business climates.

Partnering with ValuePlus® has benefited the following healthcare organizations:



# More product choices than any other company. More opportunities for supply chain optimization.

PDC Healthcare provides the highest quality and most comprehensive selection of wristbands, labels, medical records and imaging products in Healthcare.



## Wristbands

Bar Code Wristbands  
Blood Bands  
Color Code Alert Bands & Clasps  
Custom Wristbands  
Imprinter Wristbands  
Insert Wristbands  
Labor & Delivery Wristbands  
Laser Wristbands  
Pediatric and NICU Wristbands  
RFID Wristbands  
Shield Wristbands  
Short Stay Wristbands  
Thermal Wristbands  
Write-on Wristbands  
...and more

## Labels

Allergy Labels  
Anesthesia Medication Labels & Tape  
Blood Labels  
Chart Labels  
Color Code Labels  
Custom Labels  
Flags & Tags  
Lab System Labels  
Mailing Labels  
Pharmacy System Labels  
Skin Markers  
Sterile Medication Labels  
Visitor Passes  
X-ray Date Labels  
Year Labels  
...and more

## Medical Records, Imaging, and Other Healthcare Products

Armboards  
Body ID & Containment  
C-Arm Drapes  
Digital Media Solutions  
Labor & Delivery Products  
Mammography and Radiology Skin Markers and other Products  
Medical Imaging Supplies  
Medical Records & Imaging Filing  
Orthopedic Supplies  
Patient Belongings Bags  
X-ray Cassette Covers  
...and more

Discover the benefits of ValuePlus®. Contact Us Today at 800.435.4242.

The ValuePlus® name and branding replaces the former PowerPlus name for the company's standardization and customization service.

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**pdc**  
Healthcare  
A Brady Business 

Where positive identification  
meets safe, efficient patient care.