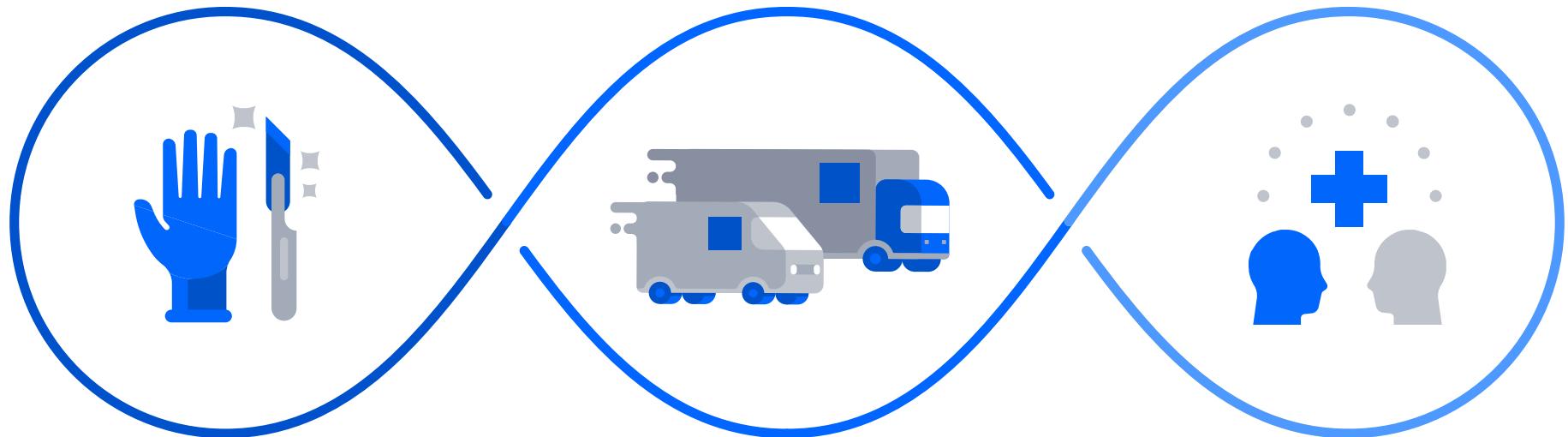




We make  
healthcare  
run better®

We provide comprehensive  
solutions to simplify the  
complexity of healthcare.

Our vertically integrated business model is designed to deliver the best total value to our customers through a comprehensive set of world-class products, a resilient and highly efficient supply chain, and differentiated clinical solutions. Our ability to provide significant savings on our products and services, and serve across the entire continuum of care, aligns us with the evolving needs of our customers.



### **World-class products**

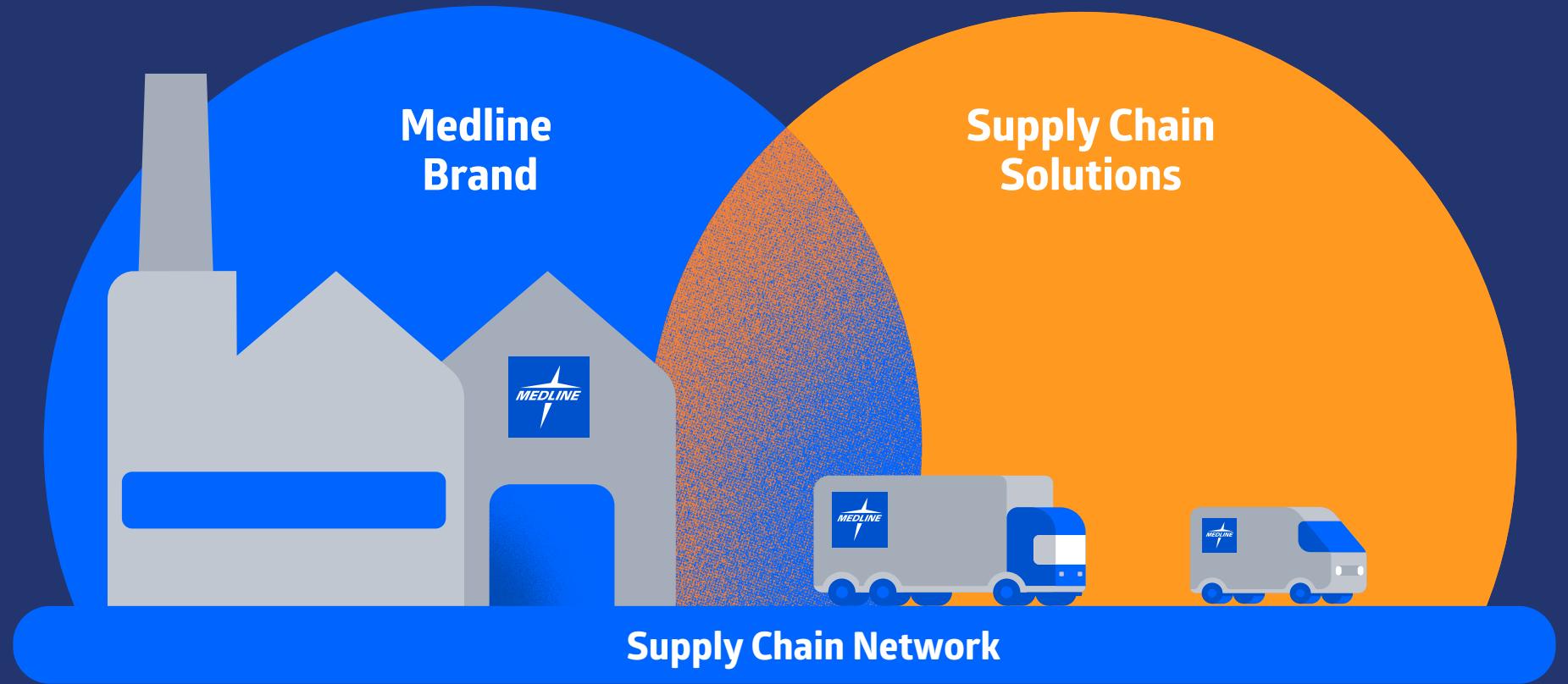
As the largest vertically integrated medical-surgical manufacturer and distributor, we offer a broad portfolio of products globally across all points of care.

### **Supply chain resilience**

Our end-to-end supply chain expertise allows us to provide additional service offerings to optimize your supply chain and inventory workflows.

### **Clinical solutions**

Our clinical solutions empower frontline teams with best practice guidance, education and training, and a system of products to help improve clinical outcomes.



Our integrated manufacturing and supply chain solution sets us apart



# Medline Brand

Our world-class portfolio of ~335,000 products includes approximately 190,000 Medline Brand options to meet clinician needs across Surgical Solutions, Front Line Care and Laboratory & Diagnostics.

Our products are manufactured in state-of-the-art facilities, sourced through global supply chain partnerships and distributed through our network of 68 global distribution centers.



## State-of-the-art facilities

- 27 global manufacturing facilities
- We produce approximately one-third of our 190,000 Medline Brand products



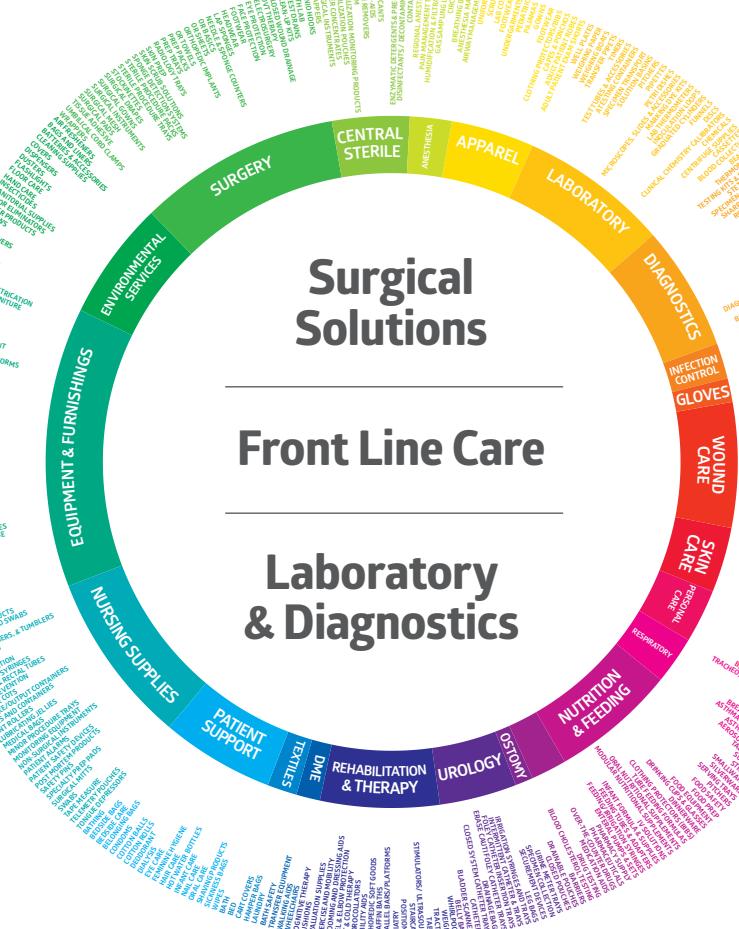
## Kit assembly plants

- The largest kitting manufacturer in the U.S., producing more than 200 million kits annually
- Ability to customize products to customer specifications



## Global sourcing partnerships

- More than 500 partners in 40 countries
- Exclusive relationships with approximately 300 global partners
- Ethical and sustainable sourcing practices





# Supply Chain Solutions

The healthcare supply chain regularly faces challenges like disruptions, high costs and unpredictable demand. We have the agility and scale to support healthcare providers with an optimized supply chain across every point of care, through diversified sourcing, national distribution infrastructure and a world-class portfolio of products.



## Prime Vendor distribution

Healthcare providers that partner with us in a Prime Vendor relationship have our solutions, tools, people and branded products at their fingertips to manage all aspects of their supply chain.

- Supply chain data solutions
- Price accuracy tools
- Change implementation experts
- ~145,000 third-party products

## Supply chain optimization

Our consulting services help healthcare providers optimize their supply chain to give clinicians dedicated to patient care more time and resources.

- Inventory optimization
- Space optimization and systems design
- Time and labor optimization



# Supply Chain Network

A resilient supply chain that gets medical products right—right time, right place and right quantities—is critical to our customers' success. We manage every step in the product journey, synchronizing the moving parts for on-time, accurate delivery to all points of care.



## Global sourcing

Our diversified global supply chain ensures end-to-end quality that makes it possible for us to deliver quality products reliably and efficiently.



## Distribution centers

Our comprehensive distribution capabilities include a network of 68 global distribution centers and 26 million+ square feet of warehousing space in the U.S.



## Robotic automation

Our technologically advanced distribution centers allow us to extend cutoff times, expand our product offering, and better service our expanding customer base.



## Transportation and operations logistics

We also operate our own fleet of more than 2,000 MedTrans trucks, enabling us to provide next-day delivery to 95% of our U.S. customers.

# From pioneers to partners

From beginnings as a medical-surgical manufacturer in 1966, to holding the leading position across many of our key product families less than 60 years later, our business has grown through innovation and a relentless focus on our customers. It's been this commitment to their long-term clinical, financial and operational success that has led us to become the largest medical-surgical products and supply chain solutions company, serving healthcare providers across the continuum of care.

**1966**

Medline is founded by Jon and Jim Mills, grandsons of A.L. Mills.



**1972**

Purchases an injection molding company and creates the Dynacor Plastics manufacturing division, making plastic patient amenities found in nearly every hospital room.



**1985**

Begins manufacturing surgical procedure trays. Today, we produce more than 200 million trays annually.



**1996**

Enters the prime vendor distribution business, providing customers with access to Medline brand and national brand supplies.



**2002**

Launches fleet of MedTrans® delivery trucks.

**2005**

Introduces Medline University to provide educational resources to clinicians.



**2008**

Enters the Ambulatory Surgery Centers market.

**2010**

Enters the Physician Office market.

**2016**

Enters the Acute Care Laboratory market.

**2021**

Establishes strategic partnership with Blackstone, Carlyle, and Hellman & Friedman, enabling Medline to continue to strengthen its role as a strategic partner to healthcare providers.

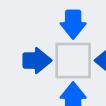
STRATEGIC  
PARTNERSHIP with  
**Blackstone**  
**Carlyle**  
**Hellman & Friedman**

# Our culture drives success, for our customers and for us.

We have more than 38,000 employees worldwide who share a singular goal: The long-term clinical, financial and operational success of our customers. Medline has proudly built a diverse and inclusive culture with a commitment to listening, understanding problems and developing tailored solutions for those we do business with, based on a core set of values established by our founders.



**We have a relentless  
customer focus**



**We demonstrate  
agility and flexibility**



**We are gritty  
problem solvers**



**We have a drive  
to succeed**



**We practice  
purposeful candor**



**We believe  
relationships matter**

# Medline in the news

**Forbes**

FORBES > INNOVATION > TRANSPORTATION

## Medline Is The Largest User Of AutoStore Robotics In The World

Steve Banker Contributor ©  
I cover logistics and supply chain management.

The AutoStore Robotics Solution is Used in Distribution

**McKnight's Long-Term Care News**

PRINT NEWS  
Medline boosts LTC supply line with newest distribution center

ANY NOVOTNEY OCTOBER 7, 2023 SHARE +

Medline has opened a 4-million-square-foot, LEED-certified distribution center in Graydale, IL—the largest medical-grade distribution center in the country. The \$255 million, state-of-the-art facility will distribute thousands of individual products and devices to Midwest and US healthcare providers across the continuum of care, including hospitals, nursing homes, ambulatory surgery centers, hospices and physician offices. More than \$1.3 billion in annual orders are expected to be handled from the facility.

"At Medline, we help healthcare providers activate the clinical and supply chain resources needed to deliver the best care possible for their clinicians and patients, and we're ready proud of that," said Doug Goines, Medline executive vice president for acute care.

"Medine is a company where we have continued to invest in the resiliency of the supply chain. The size of this building allows us to take care of our customers as they continue to grow."

The latest distribution center in Illinois created 350 new jobs, and that total will climb to nearly 700 when it reaches full capacity. It is a part of Medline's \$2 billion Healthcare Resilience Initiative, a national capital expenditure campaign that includes new distribution centers, manufacturing capabilities and information technology upgrades to further the company's commitment to delivering superior customer service.

To commemorate the opening, local politicians and dignitaries, including Graydale Mayor Rhett Taylor, representatives from Medline, nursing homes, major hospitals and other healthcare providers in the region gathered onsite for a celebratory ribbon-cutting ceremony.

The company's other new facilities include a 1.5-million-square-foot distribution center in Montgomery, NY and an 800,000-square-foot distribution center in St. Peters, MO. Medline has been based in Lake County, IL, for nearly 50 years.

From the October 2022 issue of **McKnight's Long-Term Care News**

McKnight's

**Medical Design & Outsourcing**

Medline doubles size of Oregon medical device reprocessing plant

November 1, 2023 By Sean Whooley

**Medline** announced today that it expanded a facility for its ReNewal medical device reprocessing program.

Northfield, Illinois-based Medline — the fourth largest medical device company in the world, according to **Medical Design & Outsourcing's 2023 Big 100** — said it expanded the Redmond, Oregon, plant by nearly 52,000 square feet.

The expansion doubled the facility's size and capacity to reprocess medical devices that Medline says would otherwise end up in a landfill.

The Medline ReNewal program has reprocessed nearly 15 million devices since 2014. The reprocessing helped to divert more than 10 million pounds of waste from landfills. In 2022 alone, the company reprocessed 2.3 million medical devices, equating to reducing approximately 1.1 million pounds of waste.

Medline ReNewal President Frank Czajka said in a news release that the program helps lower healthcare's carbon footprint, strengthen the supply chain and improve cost efficiencies for customers.

"Medline ReNewal is a single-use device manufacturer and reprocessor," said Medline ReNewal VP Steve Bettis. "We take these medical devices — designed to be used once — bring them back to life, and make them usable again for our hospital and healthcare partners."

**More about the expansion and the Medline Healthcare Resilience Initiative**

This latest project is valued at \$21 million and comes as part of the company's multi-year Healthcare Resilience Initiative. Since 2018, the campaign has invested \$2 billion in its U.S. distribution centers, manufacturing capabilities, facility expansions on projects and information technology. It plans to invest another \$300 million in 2023.

Medline's latest investment helps the Redmond facility reprocess more than 4,300 types of supplies and devices across specialties of care. Areas include orthopedics, ENT, general/urology, ophthalmology and cardiac catheterization. Each day, the facility receives approximately 20,000 devices and ships out approximately 11,000 "like new" devices.

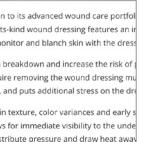
OR Today

Features ▾ Industry Insights ▾ In The OR ▾ Out of The OR ▾ Webinars ▾ Resources ▾ Conference ▾

## Medline Introduces First-of-its-Kind Transparent Wound Dressing

by OR Today Magazine | Jan 10, 2024 | News and Notes





In addition to its advanced wound care portfolio, the first-of-its-kind wound dressing features an integrated monitor and blanch skin with the dressing in breakdown and increase the risk of infection. It requires removing the wound dressing more frequently, and puts additional stress on the skin texture, color variances and early signs for immediate visibility to the underlying tissue. It distributes pressure and draw heat away from the wound site.

In wound care, with a focus on prevention, it's an exciting addition to our portfolio," said Aj Ford, vice president of Medline's nationwide team who helped us make an impact on pressure injury prevention plan." A gentle silicone and HydroCore Technology™ dressing can be applied to difficult-to-reach areas. These dressings are designed primarily for use on wounds found in the following benefits:

highest among market leading dressings;

competitive dressings;

using multilayer foams to adapt to patient needs.

UTILITY DIVE Deep Dive Opinion Library Events Press Releases Generation T&D Grid Reliability Electrification Load Management Renewables Storage

**Dive Brief**  
**New York completes state's largest rooftop solar project atop Medline distribution center**

Governor Hochul says the 7.2-megawatt community solar project is expected to power over 1,600 homes and reduce energy costs for both Medline and local residents.

Published July 21, 2023

 Joe Burns  
Reporter



The New York State Energy Research & Development Authority says the solar array will generate 8.5 million kilowatt-hours of clean power annually. *Bloomberg via Getty Images*

First published on **FACILITIES DIVE**

 Listen to the article 4 min

**Dive Brief:**

- New York Governor Kathy Hochul, D, announced that the state has completed its [largest solar rooftop project to date](#), installing 17,000 panels atop the roof of Medline Industries' distribution center in Montgomery.

Utility Dive

We have consistently been recognized as a preferred employer.



14 years

# Words from our partners

---

“This endeavor with Medline goes well beyond a traditional partnership and brings together the diverse capabilities of a large national health system and an industry partner to create a more resilient supply chain that allows for better patient outcomes and optimized costs. Working with Medline provides a deep logistics network to ensure resiliency, while also allowing for AdventHealth to own and manage inventory.”

## **AdventHealth**

Paul Rathbun, Senior Executive Vice President  
and Chief Financial Officer

“It is critical that our clinicians have the products they need when they need them to care for our patients. Medline's unwavering service to our system through the years has proven invaluable in being about to do that. Combined with their investments in on-hand inventory, price assurance plan and our collaboration with their Supply Chain Optimization team, it is a partnership that will help to optimize our supply chain operations going forward.”

## **Valley Health System**

Orville Carr, Supply Chain Director

“One of the ways our new lab partnership with Medline immediately impacted our business was by helping us unlock additional cost efficiencies in a current high volume manufacturer relationship that was previously direct. We look forward to many more wins like this together.”

## **Children's Nebraska**

Lori Kirsch, Director of Supply Chain Management

“Medline has been a key partner for several years, but their team especially stepped up when we needed them most during the pandemic. With the expansion into our laboratory operations, I feel confident that this partnership will enable us to further standardize across the entire Wellstar system, and the cost savings and efficiencies gained will help drive optimization in our supply chain.”

## **Wellstar**

Brice Bruno, VP of Laboratory Services

# Executive officers



**Jim Boyle**

Chief Executive Officer

Jim Boyle started with Medline as a sales representative in 1996 and became CEO in 2023, having previously served for five years as an executive vice president and, leading into that, five years as senior vice president and national sales director. As an EVP, he managed Medline's customer base of more than 5,000 providers across the continuum of care, overseeing more than \$21 billion in annual sales. He also was responsible for the strategic direction and execution of the commercial functions across all healthcare segments, as well as the marketing, operations and logistics departments, distributed products business and customer support infrastructure.



**Jim Pigott**

President\*



**Steve Miller**

Chief Operating Officer\*



**Mike Drazin**

Chief Financial Officer



**Amanda Laabs**

Chief Product Officer\*



**Doug Golwas**

Chief Commercial Officer



**Christopher Shryock**

Chief Human Resources Officer



**Billy Abrams**

EVP, Distribution



**Alex Liberman**

Chief Legal Officer

# Senior leadership



**Stu Schneider**

Executive Vice President,  
Medline Brand



**Vishwanath Bhave**

Executive Vice President,  
Medline Brand



**Diana LeFebvre**

President, International



**Lara Simmons**

Chief Quality Officer



**Marshall Lancaster**

Chief Information Officer

