



TECHNOLOGY | LOGISTICS | COMMUNITY

The nation's largest independent provider of medical equipment disposition services. Since 2014, reLink Medical has assisted **over 3,000 hospitals and healthcare facilities** in 37 states with the disposition of obsolete, excess, out-of-service, or used medical equipment. With four logistics centers of excellence in Cleveland, Baltimore, Atlanta, and St. Louis, reLink Medical is the **largest and most comprehensive solution in the industry.**

EXECUTIVE SUMMARY

EXPERTISE

With over 100 years of combined medical equipment management and eCommerce experience, reLink Medical provides a safe, sustainable medical equipment disposition solution that maximizes the return on capital equipment investments.

BENEFITS

reLink Medical specializes in planning, executing, and managing the disposition of retired medical equipment throughout the healthcare industry. An ISO 9001:2015 certified company operating with the highest quality and sustainability standards, our tech-enabled solutions support hospitals by leveraging proven processes and the power of people and infrastructure.

Our healthcare partners report 2x visibility in decommissioned equipment as well as a 10% increase in operational efficiency. At the razor-thin margins most hospitals operate with, every \$100,000 generated from used equipment is the equivalent of finding \$3M in new billings.

PERFORMANCE

reLink Medical helped IU Health gain a dedicated disposition space for properly sorting their new and out-of-service equipment while generating considerable revenue from the sale of their used medical devices.

Case Study: https://relinkmedical.com/2020/07/hospital_case_study/

reLink Medical helped Kaiser Permanente gain space to meet their goal of opening a state-of-the-art disposition facility while decommissioning, tracking, and selling more than 600 pieces of medical equipment.

Case Study: <https://relinkmedical.com/2020/07/kaiser-permanente-repurposes-unused-medical-assets/>

reLink Medical announces the official opening of its third location in the Baltimore suburb of White Marsh, Maryland. The new logistics center of excellence assists in reLink's promise to help hospitals and other healthcare systems turn their equipment disposition challenges into economic advantages.

Press Release: <https://relinkmedical.com/2022/04/relink-medical-opens-baltimore-facility/>

reLink Medical is proud to be recognized by the Weatherhead School of Management at Case Western Reserve University as the top-ranked company for yearly growth in the 2021 Weatherhead 100 Awards. Between 2017 and 2021, reLink Medical has grown its services and partnerships with hospitals and major health systems in 37 states as it has made investments in people and physical locations.

Press Release: <https://relinkmedical.com/2021/10/relink-medical-named-a-2021-weatherhead-award-winner/>

3,000

HOSPITALS AND HEALTHCARE FACILITIES SERVED

12,000

GLOBAL BUYERS

2+ MILLION

POUNDS OF EQUIPMENT RECYCLED ANNUALLY

100+ GLOBAL HEALTH ORGANIZATIONS

IMPACTED WITH 8,000+ DEVICES DONATED

\$50M

RETURNED BACK TO HEALTH CARE SYSTEMS

"We know that we had a problem when we had equipment taking up clinical space and interfered with our employee's workflow. reLink was able to establish a process and program to increase the volume of equipment being removed and sold from our facility."

"The transparency reLink provides through their 360 platform allows us to see the growth of our program through the proper analytics and insights. This drives data-driven decision making on the proper allocation of funds the programs drives back to our department."

- A CHILDREN'S HOSPITAL IN PENNSYLVANIA