MEDWISH
REPURPOSE. SAVE LIVES.
TODAY’S MEDWISH REPRESENTATION

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Humanitarian Aid Program Manager

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Founded in 1993, we are a Cleveland-based non profit organization that repurposes usable medical supplies and equipment while providing humanitarian aid to people in need around the world.
OUR PROCESS

RECOVER  REPURPOSE  REDISTRIBUTE
Recover
We recover usable medical surplus from approximately 120 healthcare institutions in Northeast Ohio. In 2018, MedWish kept over 461,000 pounds of surplus supplies out of local landfills.

Sort & Repurpose
Volunteers and staff sort, quality check and pack donated surplus. In 2018, MedWish had more than 8,000 volunteer check-ins, including those that participate in our Skill Building Program.

Redistribute
Our partners place orders that are shipped in suitcases, on pallets or in cargo containers. In 2018 alone, MedWish delivered over 265,000 pounds of supplies to 45 countries. Also, nonprofits repurpose items to help animals, kids and neighborhoods thrive locally. MedWish donated more than 21,000 pounds of non-medical supplies through the Alternative Recycling Program during last year.
Our challenges...

As many other Medical Surplus Recovery Organizations, we’ve encountered challenges throughout the years.

- Staff turnover
- Lack of warehouse space and warehouse relocation
- Fluctuating volunteer population
- Too many non-viable supplies and outdated equipment being donated
- *Recipients with very specific requests that don’t match our inventory due to not having enough “Rare Finds”*
Our recipients...

MSA Video.mov
SUPPLY CHAIN TRENDS

Evaluating Equipment Trends in MedWish’s Supply Chain.
Equipment Vs. Disposables
Measured by Weight Received

2015
- Equipment: 87%
- Disposals: 13%

2016
- Equipment: 72%
- Disposals: 28%

2017
- Equipment: 91%
- Disposals: 9%

2018
- Equipment: 68%
- Disposals: 32%
Equipment Received by Category
Measured by Piece Count

2015
3,843 Pieces

2016
3,225 Pieces

2017
3,815 Pieces

2018
4,084 Pieces
Top Requested Items
Measured by Quantity Received

- Ultrasound Machine
- OR/Surgical Table
- Anesthesia Machine
- Hemodialysis Machine
- Ventilator
- EKG/ECG Machine
# Top Requested Items

*Measured by Quantity Received*

<table>
<thead>
<tr>
<th>Item</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ultrasound Machine</td>
<td>2</td>
<td>5</td>
<td>5</td>
<td>8</td>
</tr>
<tr>
<td>OR/Surgical Table</td>
<td>5</td>
<td>3</td>
<td>6</td>
<td>1</td>
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<tr>
<td>Anesthesia Machine</td>
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<td>6</td>
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<tr>
<td>Hemodialysis Machine</td>
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<td>1</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td>Ventilator</td>
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<td>2</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td>EKG/ECG Machine</td>
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<td>10</td>
<td>5</td>
<td>5</td>
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<tr>
<td><strong>Sum</strong></td>
<td>30</td>
<td>28</td>
<td>26</td>
<td>21</td>
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</tbody>
</table>
Current Available Inventory

Equipment vs. Disposables
Measured by Weight

- Equipment: 72%
- Disposables: 28%

Equipment by Category
2,425 Pieces

- Misc. Items: 50%
- Beds: 16%
- Rare: 14%
- Small Electronic: 6%
- Furniture: 6%
- DME: 6%
- Exam Tables: 1%
OUR SOLUTIONS

MedWish’s Strategic Approach to Bridging the Gap in our Supply Chain.
1. Developing an Externally Focused Position
2. Making the Right Connections
3. Focusing on Manufacturers
4. Learning Inventory Transition Schedules
5. Developing Reprocessing Partnerships
THANK YOU FOR BEING PART OF OUR SESSION!