

Emergency Medical Services supply usage is at an all time high. Is your business focused on this exploding market?



There is a growing use of EMS as a “front door” to health care in the United States. People who need to go to a doctor, but do not have a primary care physician, are using an ambulance to get into the medical care system. Increasingly, in both rural and urban settings, EMS is taking the place of the local doctor. With the growing number of uninsured patients and the continuing trend of a shortage of primary care providers this usage will only increase. In addition terrorism, natural disasters and disease outbreaks are in the media everyday. As a result, ambulances are more and more the primary method of emergency care. As a Medical Distributor have you focused on this growing marketplace?

With MDS-EMS, you have the tools to address the needs of this growing marketplace!



And once you capture the client, you become the primary (if not sole) provider of all supplies and drugs used by the entire EMS system.

How to capitalize on this Market opportunity?

Who are your targets:

City/County EMS Departments - Funded through tax dollars, government systems are often more costly to administer; every aspect of the business must be cost effective and efficient. However, quite often they are substantially understaffed or lack the needed resources and technology.

Volunteer Fire/EMS/Rescue Squads -

Typically run using local dollars and donations as well as personal time, these organizations don't have the supply chain expertise or knowledge to run an efficient low cost operation.

Private Ambulance Providers - This business relies heavily on their ability to maintain cash flow and minimize expenses. After labor, supplies are their single largest ongoing expense. However, hiring an employee simply to maintain and record inventory is an expense that just isn't needed.

The MDS-EMS System

You become the EMS Departments Supply chain organization.

MDS-EMS manages all aspects of the inventory requirements of an EMS organization.

“EMS and emergency departments will continue to serve as a primary entrance to the health care system for the remaining uninsured.”



- Dr. Bill Atkins
American Hospital Association task-force for health care financing and payment reform.

MDS-EMS starts with building of the packs ambulance drivers use on each call (accident, heart attack, etc.) e.g., any number of BLS Basic Life Support or ALS Advanced Life Support Ambulance Packs. MDS-EMS allows you to customize the pack to the individual specifications of your

EMS customers. MDS-EMS records the components placed in the pack including their lot, serial number and/or expiration date, and produces a bar coded pack label detailing the components.

On a scheduled basis, your replenishment truck is stocked and begins its rounds of the EMS ambulance depots. Each truck is a “Warehouse on Wheels” and has been supplied with packs and spare components. Ambulance drivers replenish the packs and loose items used on the ambulance from the EMS Depot. Used or opened packs are left at the depot. The supply truck goes to each depot and replenishes its supply of packs and components. The driver also picks up the used packs and records the usage using a web based program. The truck proceeds to the next depot and then returns to the supply warehouse.

At your supply warehouse, a program is run to replenish the truck for the products left at the depot. This process also generates the customer billing.

MDS-EMS at a glance

Benefits:

- Reduces order time and costs
- Manages customer inventory
- Builds customer loyalty
- Reduces customer returns

Features:

- Secure individual logon codes
- Easy to use
- Flexible, scan barcoded Packs
- Usable with little or no IT involvement
- Integrates with your Website
- Integrates with existing procurement and financial software systems
- Create customized shelf labels
- Customizable reporting
- ASP - SAAS - Online web based solution
- Computes usage and Par or Min/Max Levels

How MDS-EMS Works:

Each Ambulance replenishes packs and loose items from the EMS supply depot.

On a scheduled basis, your supply truck records usage and restocks the supply depot.

The usage/orders are updated via wireless web connection to your supply warehouse.

The truck then returns to the main warehouse, after supplying each depot and restocks.

Packs are replenished and any loose items are restocked using each pack's barcoded label.

An invoice is generated for the items consumed.



For more information on this product
Please Contact TSH:

1-800-MDS-5556

e-mail sales@tshinc.com • www.tshinc.com
1033 Route 46 Clifton NJ 07013

The bar code on the returned pack is scanned. The system displays all items in that specific pack and highlights expired and short dated items. An operator confirms all items that can be reused. Based on the above and the pack's bill of materials, the system determines the component items needed. These are picked and placed into the pack. Lot, serial, and expiration dates are noted and upon acceptance a new bar-coded content label is printed and placed on the pack.

The Benefits of MDS-EMS

With MDS-EMS the EMS organization can manage the important business of saving lives.

Your company will handle the supplies, logistics and replenishment.

Saves Time - MDS-EMS saves time by utilizing a Pack concept instead of individual items. The packs can be customized to the needs of each EMS operator, as well as to each function they perform. At each depot the entire pack is replenished; time is not wasted looking for component parts and checking their expiration dates. This decreases the amount of time the ambulance is out of service.

Saves Money - Tracking expiring product not only saves money by rotating stock, but can also save money by allowing you to send expired items back to your supplier for credit. MDS-EMS alerts you so that those critical items do not expire which provides pro active service so an ambulance provider never fails an inspection again.

Quick Simple Ordering - Place an order quickly and easily via a web based interface. No need to manually count. By generating usage history, MDS-EMS can set par levels for what is needed at each depot. Also because orders are placed in real time, the warehouse can start to assemble the new packs as soon as the order is placed.

Track Inventory, Lots and review usage in real time. - MDS-EMS tracks the inventory in the warehouse, as well on the "Warehouse on Wheels" your supply room inventory, Pack inventory on the Ambulance and allows for multiple inquiries with Ad-Hoc Reports you can easily generate on your own using embedded Crystal Reports.

Traceability and Dating – With MDS-EMS you can quickly identify the location of all recalled items, as inventory usage is tracked by lot and serial number. Similarly, short dated items can be located and removed prior to their being used.

MDS-EMS is available as a standalone product or as a component of MDS - The Master Distribution System.

TSH's flagship product, the Master Distribution System (MDS), is a fully-integrated, easy-to-learn, enterprise software solution designed to operate in Medical Supply environments. A proven, mature and modern solution, MDS is robust, stable and customizable. Offering features not found in general distribution products, MDS represents your single, best choice for medical distribution information technology.

What makes The Systems House the right software partner for your company?

Here is some of the feedback we have gotten from current customers on why they selected MDS software:

"The MDS system was developed and continues to be enhanced to support the needs of the Med Surg community, that was the determining factor in our selection. If we were to select another partner it would require major modifications and we'd spend a lot of time explaining our business to them."

"The fact MDS is an enterprise wide solution covering all aspects of my business, offers us the ability to get information to the right people throughout our organization."

"In today's business environment an advanced integrated e-commerce solution is not a luxury but a business necessity. The Systems House offers the best solution to maximize our growth."

About TSH

The Systems House, Inc. (TSH), formed in 1979, is a company with a long standing reputation for outstanding customer service. With in excess of 250 installed MDS clients throughout the United States and Canada, TSH is widely recognized as one of the premiere suppliers of software and computer solutions for the Distribution marketplace. TSH has made a corporate commitment to distribution, which assures our customers that the latest in technology innovation, so critical to their success in the complex and fast changing world of distribution, will be available when needed.

For more information on this product from The Systems House, Inc., contact TSH at 1-800-MDS-5556, or email sales@tshinc.com

Published by:
The Systems House, Inc.
Notch View Office Park • 1033 Route 46
Clifton, N.J. 07013
973-777-8050 • 973-777-3063
www.tshinc.com • 1-800-MDS-5556