



TwinMed

Medical Supplies & Services





Our mission is to support yours.

Meeting the healthcare needs of others is rewarding—but when your staff, budget and reimbursement are limited, it can also be challenging. That’s where TwinMed can help. Along with our partner companies of AllMed and GroveMed, we serve your organization with experienced representatives who know your business and care about its success. We sell dependable name-brand products that your customers and their families know and appreciate. Finally, we ship your orders quickly and efficiently from locations around the country—all while focusing on not only financial efficiencies, but clinical and operational excellence as well.



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TwinMed

Founded in 1998, TwinMed has since risen to become one of the United States' largest full-line medical supply distributors. As we've grown, we've offered an ever-broadening assortment of name-brand products and assistive services—while drastically increasing our purchasing power.

TwinMed's flagship program was a PPD model for disposable medical supplies. We've since expanded our offerings to include even more inclusive and comprehensive cost management programs. TwinMed will monitor and assess your medical supply spend, ensuring that the most efficient and clinically effective products are being used.

By partnering with multiple companies, we're able to present a truly comprehensive program that meets our customers' clinical and regulatory needs. From survey processes to emergency preparedness, TwinMed has a tool kit to assist you.

Shipping from warehouses located strategically throughout the nation, we treat our customers with rare insight and attention—offering you the cost savings of a national organization while providing the personal care of a local partner.

Serving more customers, more capably, from more locations.



Post-Acute Continuum

We supply post-acute providers and facilities throughout the nation, offering everything from disposable gloves to wheelchairs and rehabilitation equipment. As the post-acute market changes, we're adapting along with it: offering an expanding array of products and services, keeping prices affordable, and helping our clients' businesses thrive.



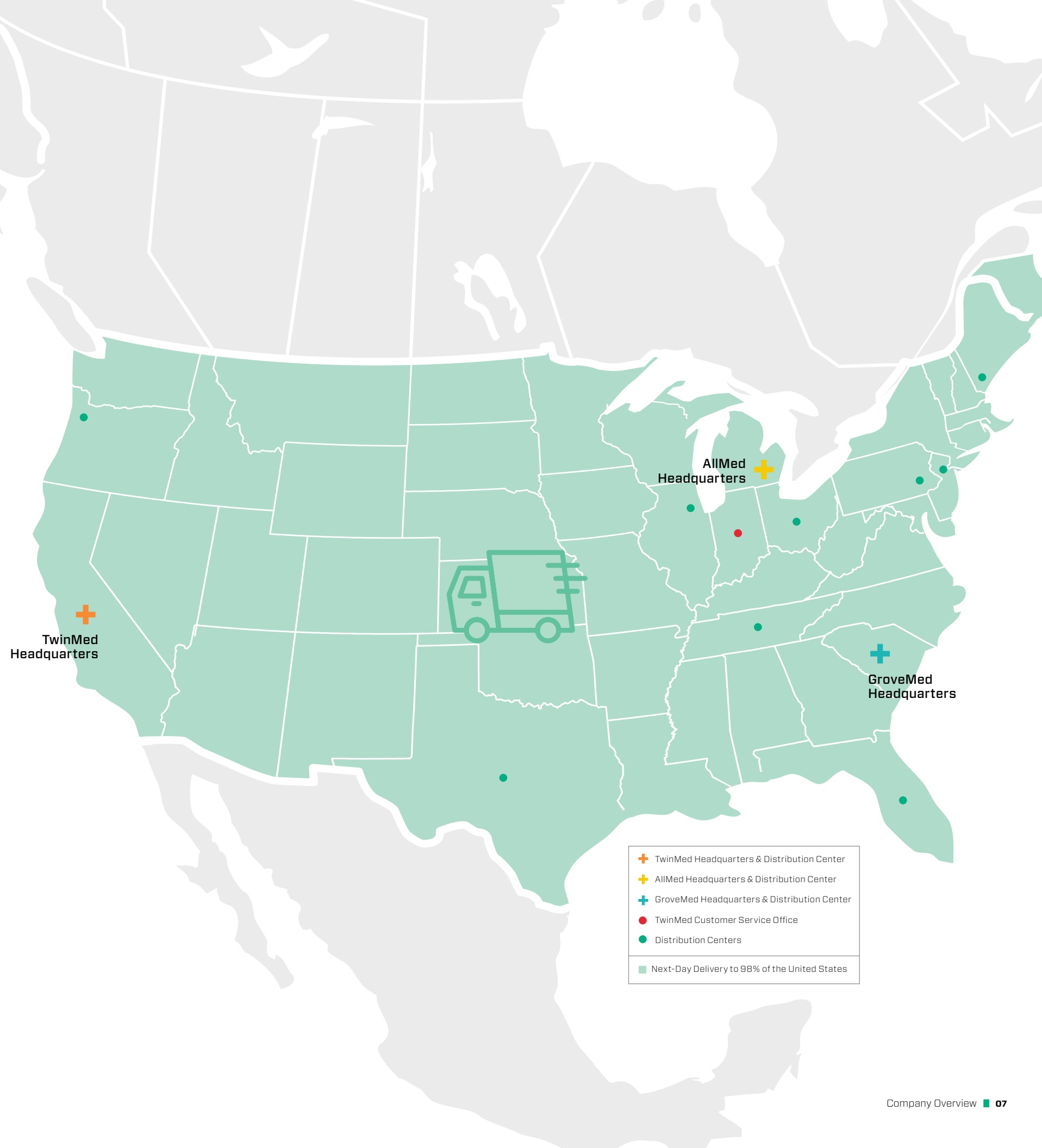
Customer Service

We've built our business by building relationships. From answering basic questions to facilitating rush orders, we pride ourselves on attentive, responsive customer service: delivering the highest level of assistance through every stage of your buying experience.



Distribution Facilities

With a one-day lead time, TwinMed is able to provide products to any U.S. customer from our well-stocked, thoughtfully-placed facilities across the United States.





Growing our company responsibly means finding the perfect partners.



Founded in 1995, AllMed has consistently excelled as an independent distributor of medical products and equipment, serving skilled nursing and assisted living markets throughout Michigan, Ohio and Indiana with emergency service 24 hours a day, 7 days a week.

In addition to shipping thousands of items from its distribution centers, AllMed assures product efficacy by offering training on the equipment it offers. Account managers, customer support representatives, and distribution specialists all work together to ensure customer satisfaction.

In December 2015, TwinMed acquired AllMed. This mutually beneficial partnership has already resulted in greater combined buying power, more competitive prices, and broader access for AllMed customers.



In 1988, GroveMed (formerly Grove Medical) began distributing medical supplies, equipment and services to a large southeastern regional market, while assisting selected facilities with plans and renovations. The growing company's dedication to straightforward customer service, name-brand products and competitive pricing made it a natural partner for TwinMed, whose acquisition of GroveMed has since strengthened the capabilities of both businesses. Shipping from four distribution centers, GroveMed addresses its partners' medical supply, technology and facility educational needs 24 hours a day, 7 days a week.

Products and services for your entire organization.

TwinMed is a full-service provider, offering all the types of supplies and equipment your business needs to provide customers with superior care.

Our tight partnerships with the healthcare industry's leading manufacturers enable us to sell top-quality medical, nursing, dietary, maintenance, housekeeping and rehab products. We can also furnish and equip an entire facility with our decorating and project planning services.

Prevail
by First Quality

CardinalHealth

DermaRite

arkray

ProCure

Abbott
A Promise for Life



TwinMed
Equipment and Services Division

Equipment & Services

Resident Rooms & Common Areas

A full array of furniture, including beds, mattresses, case goods, tables, artwork and lighting.

Medical Equipment

Patient lifts, scales, full lineup of patient monitoring and diagnostic devices, bladder scanners, dopplers and cardiac monitoring equipment.

Rehabilitation & Therapy

Everything you need to outfit an entire rehabilitation center, including parallel bars, stairs, cardio and weight equipment, hydrocollators, mat tables and disposable supplies.

Environmental Services

Our offerings include carts, janitorial supplies, linens, HVAC units and floor machines.

Resident Aids

Choose from all national brands of wheelchairs, Geri chair and recliners, walkers and bath safety.

Respiratory & Subacute Care

Oxygen concentrators, suction machines, ventilators, negative pressure wound therapy and point-of-care lab devices.

TwinMed Product Offerings

Offering name-brand and generic medical products in the following categories:

- + Gloves
- + Incontinence
- + Respiratory Therapy
- + Enterals and Oral Feeding
- + OTC Drugs
- + Wound Care
- + General Nursing/ Patient Care
- + Ostomy
- + Urology
- + Personal Care
- + Housekeeping
- + Linens and Textiles
- + Durable Medical Equipment
- + IV Therapy
- + Physical Therapy
- + Daily Living Aids

TwinMed Equipment & Services

TwinMed Equipment and Services Division (TMES) is dedicated to bringing our clients' visions to life. From the smallest patient room remodel to the largest from-the-ground-up construction project, we bring together all the elements that make a healthcare facility warm, inviting and comfortable for patients, residents and families.

If you can dream it, TMES can help design it. Working with physical therapists and builders, we'll meet the specific needs of your patients and residents with the correct equipment, furniture, fixtures and textiles. Finally, we'll pull your plan together with timely project management, outstanding savings and lasting value.

Besides an unerring sense of style and color, effective healthcare design requires in-depth knowledge of clinical needs and regulatory requirements. Our award-winning team has decades of combined, industry-specific experience in planning and sourcing—and the ability to work with all of your departments, making sure the finished project meets the expectations of all concerned.

What makes TwinMed different?

We furnish the broad offerings, efficient distribution and steady support of a national company, while caring for customers at a local level.

We sell reliable, well-made products that perform better, last longer, and offer greater long-term value and clinical support. We'll never try to switch you to private-label offerings, or push items you don't need.

Our knowledgeable, flexible customer service representatives go the extra mile to get you the name-brand products and equipment you need, wherever and whenever you need them. And that's only part of what sets TwinMed apart.



Product Education & Efficiencies

In-person and online education from product and service experts.

TwinMed has strong partnerships with leading manufacturers who support post-acute care. This means that our customers will receive trusted, name-brand products that provide a consistent level of quality throughout your organization. It also means that you'll benefit from excellent clinical support and training. Online education from TwinMed Academy is available on demand, ensuring that your team will be well-versed in clinical application and equipment operation.

Our account managers can help you streamline your internal processes.

We're prepared to increase your facility's efficiency through multiple shift in-servicing, formulary development, policy and procedure development, and other optimizations.

Unique PPD & Cost Containment Programs

TwinMed was a pioneer in developing the Per Patient Day/PPD model for skilled nursing facilities. This program allows owners and operators to confidently forecast their medical supply budget monthly and annually, while giving facilities access to hundreds of quality medical supplies used on a daily basis. Over the years, our PPD program has expanded to include hospice customers. TwinMed experts work with a facility or hospice to create an agreed-upon formulary in major product categories, for a fixed price per patient day.

The core focus of the PPD program is to assist facilities and companies with inventory management, while ensuring the highest level of clinical care by providing consistent formulary-driven products to all residents and patients. Whether our customers are on the PPD or ship-and-bill method, TwinMed representatives are constantly working to provide the best products for the best price.

- + Quarterly or annual business reviews
- + Weekly budget monitoring and dashboards
- + Formulary exception reports
- + Spend down reports
- + New products and services
- + Inventory management and ancillary tracking systems

We serve many kinds of customers. Hopefully, you'll soon be one of them.

We understand your business, and we're aware that different facilities have different needs. Our range of products, equipment and services can meet your requirements affordably and dependably.

Skilled Nursing (SNF), Assisted Living (ALF) & Independent Living (ILF)

We built our company by serving the skilled nursing market—and as that market has evolved, we've grown along with it. Today, we have more than 60 representatives with hundreds of years of collective experience in post-acute care—and that expertise can easily lighten the burden of your medical supply management.

- + TwinMed local delivery (where available)
- + Dedicated customer service and sales team
- + Same-day and next-day delivery available
- + Formulary development and management
- + Ancillary charge tracking and inventory management through partner integrations
- + Integrations with national procurement management companies

Home Health, Hospice, Durable Medical Equipment (DME) & Home Medical Equipment (HME)

In recent years, TwinMed has developed an entire division to support customers growing into the Home Care and Hospice (HCH) market space. From our dedicated sales team to our inside customer service representatives, we're working to create concierge services that meet the changing needs of your business and patients.

- + Customized product formulary
- + Order approval notifications (delivery frequency, order budget limit)
- + Dedicated customer service and sales team
- + Bulk delivery and manufacturer direct shipments
- + Same-day and next-day delivery when available
- + Patient home delivery with flat-rate shipping fee
- + Mobile ordering and supply management available through partner integrations
- + Integrations with popular national billing software companies

Value-Added Services



Team TSI is the industry's leader in data analytics and interpretation, and TwinMed's close relationship with them keeps us at the forefront of technology. As we keep up with industry changes, we gain access to valuable, outcome-based analytics that we pass on to clients.

TwinMed customers have the opportunity to utilize Team TSI's IntelliLogix™ data analytical services at exclusive discounted rates, assisting with PDP, PBJ, VBP, QRP, MDS scrubbing, survey management, QMs and QAPI.



Through TwinMed's partnership with Vanillaware, our customers have access to SupplyHawk: a comprehensive software that offers inventory management, ancillary charge tracking, asset management and order replenishment.

SupplyHawk's mobile ordering capabilities allow easy, customizable ordering on any mobile device, enabling our home health and hospice customers to meet their patients' supply needs quickly, specifically and efficiently.



TwinMed's partnership with CME gives our customers access to a comprehensive biomedical and asset management program. CME technicians are able to perform annual preventive maintenance and electrical checks on any piece of equipment in your facility. This streamlined service (supplied for a flat rate per each piece of equipment) also offers asset tagging and a comprehensive inventory report. CME makes it easy to validate the function of all equipment in your building, keeping you prepared for state audits.





LOCALIZED
SUPPORT



COST
CONTAINMENT



CUSTOMIZED
TECHNOLOGY
INTEGRATION



NAME-BRAND
PRODUCTS



POST-ACUTE
CONTINUUM
OF CARE



CLINICAL
SUPPORT &
EDUCATION



DURABLE
MEDICAL
EQUIPMENT



FURNITURE &
APPLIANCES



DESIGN &
PLANNING
SERVICES



TwinMed

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