



Logical Unit of Measure (LUM) Solutions

Get More Out Of Your Supply Chain

Let Owens & Minor Take Your Supply Chain to The Next Level

From controlling supply and labor expenses to identifying hidden costs, all while addressing additional requests and demands, the supply chain challenges you face are diverse and complex. You need a partner that understands the challenges you face and can work with you to implement tailored solutions that will eliminate unnecessary cost and complexity. Owens & Minor's Logical Unit of Measure (LUM) Solutions are not like all the other distributors'. Let us help you optimize inventory levels and maximize labor resources so you can spend more time on higher-value activities across more locations.

OUR APPROACH

Our LUM solutions begin with a high-level walkthrough of your replenishment process from the dock to the point-of-use. The walkthrough helps us understand the current state of your supply chain processes, including but not limited to transportation, labor and process flow to determine if LUM is the right solution to address your specific needs.

After the walkthrough and data analytics, O&M will provide:

- An estimated ROI expected through maximizing the LUM program
 - Recommendations for right-sizing the storeroom inventory levels while maximizing product availability
 - Recommendations for future-state staffing to support the LUM replenishment activity
- Ongoing engagement to optimize the recommendations, and incorporating best practices, cost-savings opportunities and optional services such as:
 - Establishing appropriate replenishment frequencies
 - Product standardization
 - Route optimization

“The impact of engaging with Owens & Minor on LUM solutions has meant workflow improvements, notable savings and increased clinician focus on patient care. Our on-hand inventory was reduced by over a million, lead time was shortened from 48 hours to 12 hours and the ongoing savings realized was over \$100K annually.”

—Top-Ranked Pacific Northwest Hospital

OUR VALUES

CUSTOMIZED SOLUTIONS TO SCALE SUPPLY CHAIN CHALLENGES

Our solutions focus on supporting your system's supply chain goals. We can help with everything from overcoming resource and space constraints to minimizing supply touches and accelerating time-to-the-patient, all while improving revenue.

REAL RESULTS FROM A LEGACY OF LEADERSHIP

We're more than a leader in addressing current supply chain challenges—we have the capabilities and the confidence to respond with customized solutions to even the most complex challenges. Our contract, pricing and data management system makes transactions easy with seamless integration.

FLEXIBLE SOLUTIONS THAT CAN ADAPT AND EVOLVE WITH YOUR SYSTEM

Owens & Minor's LUM solutions are built on a collaborative approach that is tailored to best fit your workflows. LUM can be implemented across your entire health system or in specific areas with the greatest need for improvement.

ACHIEVE SUPPLY CHAIN GOALS THAT TRULY BENEFIT THE BOTTOM LINE

Supply chain performance improvement can lead to increased margins and improved operational efficiencies.

Benefits That Set Us Apart

SCOPE

Access more suppliers and products without the hassle of deliveries from multiple distribution centers or having item numbers for bulk vs. LUM, resulting in fewer SKUs to set up and manage.

1 SKU for all Units Of Measure



SCALE

The majority of our customers utilize LUM solutions, spanning over 4 million orders across 42 million lines, and billions of dollars in purchases every year.



SERVICE

With integrated inventory in distribution centers, we seamlessly pick from LUM-to-bulk or bulk-to-dock in a single order and deliver on the same truck. Approved substitutions are preloaded to reduce time spent on researching alternatives. Price management processes significantly reduce billing errors and invoice delays. Our cutting-edge technology and expertise mean industry-leading cost-effectiveness and high fill rates.



The Value of LUM Solutions*

25%-40%

LESS LABOR REQUIRED

With fewer orders flowing through bulk storage locations, less labor is required, supported by Owens & Minor's technology.



30%-60%

REDUCTION IN INVENTORY PURCHASED

Right-size stock to improve service levels while reducing stockouts and minimizing product expiration.

20%-80%

LESS SPACE REQUIRED

Free up stocking locations for additional revenue generation or increased space for expanding product variety.



30%-50%

MORE TIME FOR PATIENT CARE

Minimize the amount of time clinicians spend on stock ordering, put-away and chasing down supplies in the case of stockouts.

End-to-End Solutions that Expand Beyond LUM

Our portfolio of integrated supply chain performance improvement solutions includes Standardization, Americas-based Manufactured Proprietary Products, Customer Owned Inventory Management, Clinical Inventory Management (QSight®, SurgiTrack®, PANDACSM, Implant Purchase Management, Bone & Tissue Management) and Consulting Services (Cost Management, Resource Management, Physical Inventory, Clinical Supply Chain Services and Logistics Services). We've assisted many of the nation's top health systems, so they can focus on delivering exceptional patient care—and we're ready to do the same for you.

Contact us to get started: omlearnmore@owens-minor.com

*Results are not guaranteed and will vary depending on the facility goals, savings and solutions implemented.

Let us help you create a world-class supply chain. Sign up for a logistics optimization assessment with one of our supply chain specialists. Email omlearnmore@owens-minor.com or call 1-866-935-0798 today.



9120 Lockwood Blvd., Mechanicsville, VA 23116 | owens-minor.com
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