

## CASE STUDY

# Large Imaging Center Reduces Costs 25% from Nixon Medical's Proactive Inventory Management



### Situation

A world-class diagnostic imaging services company with 20 locations throughout North Texas (the "Company"), was utilizing various medical apparel, linen, and laundry companies to service their individual practices. The Company needed to consolidate vendors, hoping for consistent products and service across locations, proactive inventory management that would identify cost saving opportunities, and HLAC-accredited laundry services that would mitigate common quality issues from incumbent vendors.

### Solution

With some locations partnering with vendors that served all types of industries, the Company decided to explore its options for medical-specific vendors that would understand the unique needs of outpatient healthcare. Nixon Medical performed a review process with analytics to help the Company see opportunities for enhanced inventory utilization, product standardization, and cost savings at each location. Upon realizing the significant improvement opportunities that existed, nine of the Company's locations transitioned to Nixon Medical, with several others pending a transition at the end of the year.

### Results

Nixon Medical's proactive inventory management reviews delivered initial cost savings of 25% followed by 14% realized over the first year of service for locations that adjusted their inventory based on our recommendations.

The locations developed strong relationships with their dedicated Nixon Medical Route Service Representatives who offered responsive communication and no-minimum billing.

Nixon Medical's HLAC-accredited laundry services delivered the utmost sanitation and disinfection of all medical apparel and linens.

The savings, service, and subsequent trust built by Nixon Medical resulted in the Company seeking us for new product recommendations and implementation.

Nixon Medical now services 17 of the Company's 20 locations.

# What Makes Us Different?

## **NO MINIMUMS REQUIRED. EVER.**

We realize patient volumes fluctuate and offer no-minimum agreements to help you manage costs.

## **EXPERT INVENTORY MANAGEMENT**

We alleviate issues like scrub loss and arduous inventory management through advanced tools.

## **FREE SAME-DAY SPECIAL DELIVERIES**

We know unexpected needs arise and accommodate your special deliveries for no added costs.

## **ACCESS TO ROUTE SERVICE REPRESENTATIVE**

We give you easy, personalized, anytime access to your dedicated Route Service Representative.

**Would your outpatient center benefit from proactive inventory management from a medical-specific linen, apparel, and laundry provider? Get in touch with Nixon Medical today!**

## **About Nixon Medical**

Nixon Medical is a leading service provider of medical linens and apparel serving outpatient healthcare centers nationwide. We provide trusted medical apparel and linen rental services, HLAC-accredited laundering services, expert inventory management, and custom, reliable service.

**[For more information, visit nixonmedical.com.](https://www.nixonmedical.com)**