



MEDWISH

REPURPOSE. SAVE LIVES.



TODAY'S MEDWISH REPRESENTATION

Carolina Masri

Executive Director

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Humanitarian Aid Program Manager

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External Affairs Coordinator



MEDWISH INTERNATIONAL

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- Too many non-viable supplies and outdated equipment being donated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



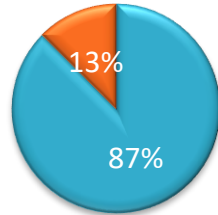
SUPPLY CHAIN TRENDS

Evaluating Equipment Trends in
MedWish's Supply Chain.

Equipment Vs. Disposables

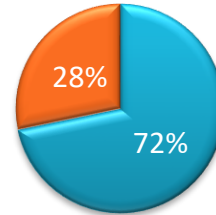
Measured by Weight Received

2015



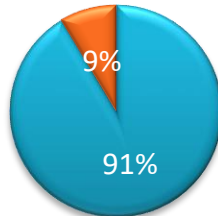
■ Equipment ■ Disposables

2016



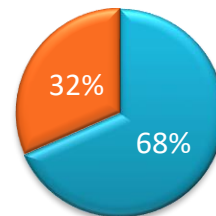
■ Equipment ■ Disposables

2017



■ Equipment ■ Disposables

2018



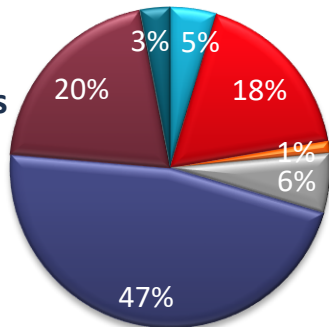
■ Equipment ■ Disposables

Equipment Received by Category

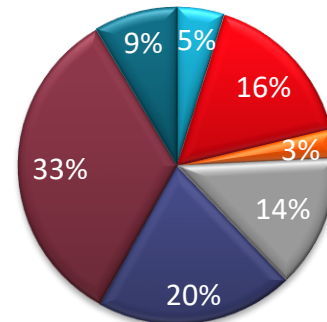
Measured by Piece Count

■ Misc. Items ■ Beds ■ Rare ■ Small Electronic ■ Furniture ■ DME ■ Exam Tables

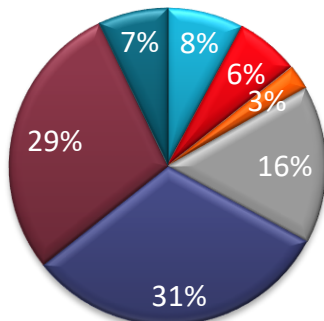
2015
3,843 Pieces



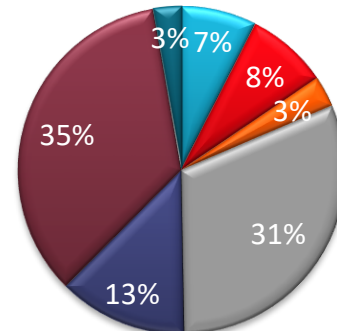
2016
3,225 Pieces



2017
3,815 Pieces



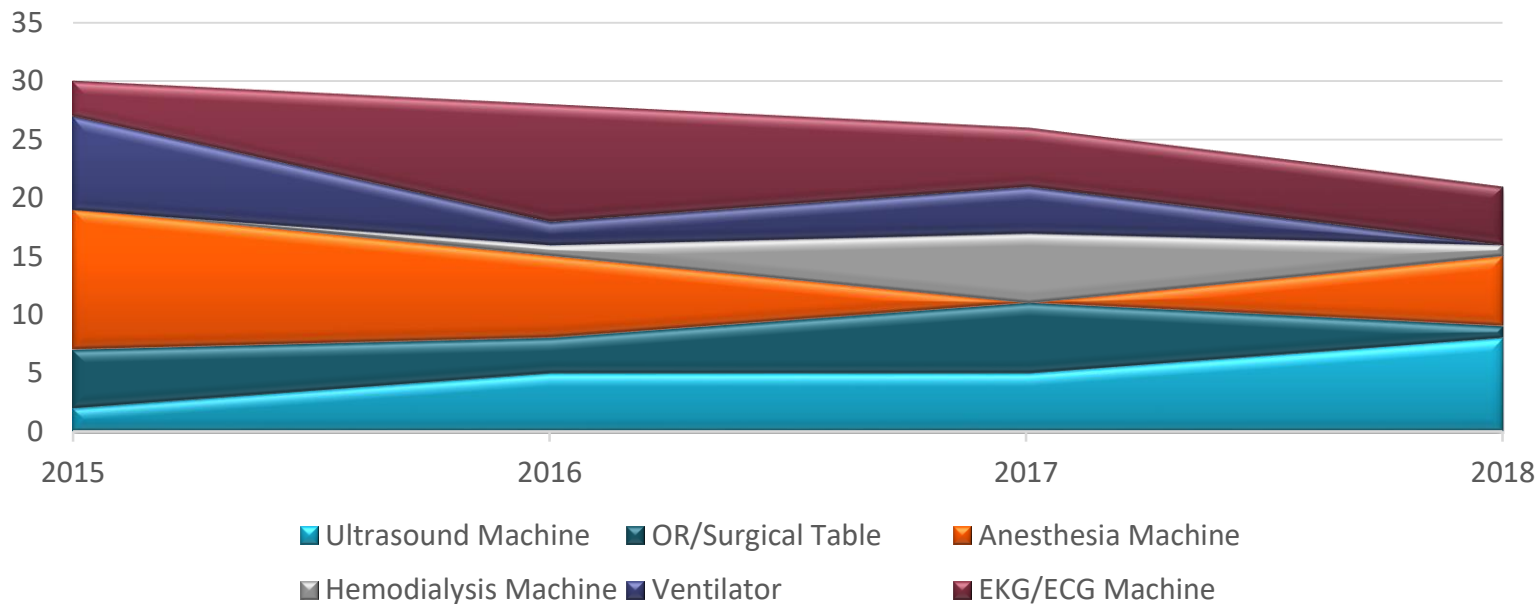
2018
4,084 Pieces





Top Requested Items

Measured by Quantity Received





Top Requested Items

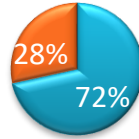
Measured by Quantity Received

	2015	2016	2017	2018
Ultrasound Machine	2	5	5	8
OR/Surgical Table	5	3	6	1
Anesthesia Machine	12	7	0	6
Hemodialysis Machine	0	1	6	1
Ventilator	8	2	4	0
EKG/ECG Machine	3	10	5	5
Sum	30	28	26	21

Current Available Inventory

Equipment vs. Disposables

Measured by Weight

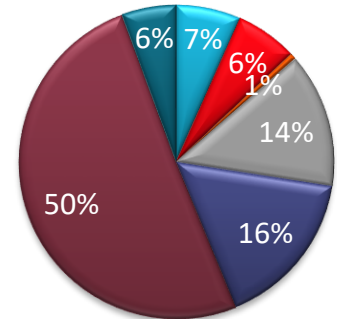


■ Equipment ■ Disposables

Equipment by Category

2,425 Pieces

■ Misc. Items
■ Beds
■ Rare
■ Small Electronic
■ Furniture
■ DME
■ Exam Tables





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!**

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