



# Asset inefficiencies + the economic burden on healthcare

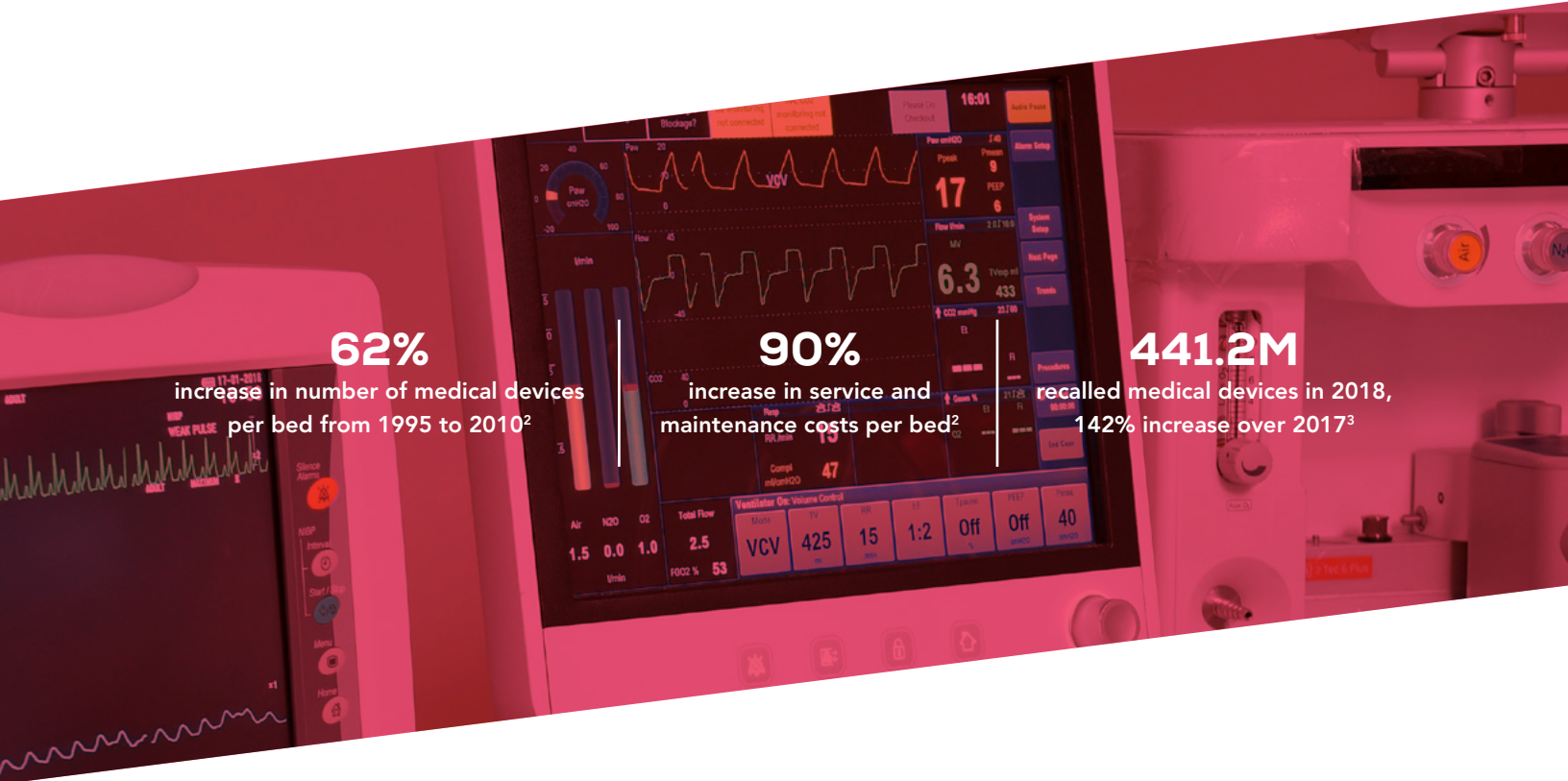
## What's the cost of inefficient asset distribution?



**30 minutes**  
per shift spent searching  
for equipment<sup>1</sup>



**30-40%**  
average asset utilization rate<sup>1</sup>



**62%**

increase in number of medical devices  
per bed from 1995 to 2010<sup>2</sup>

**90%**

increase in service and  
maintenance costs per bed<sup>2</sup>

**441.2M**

recalled medical devices in 2018,  
142% increase over 2017<sup>3</sup>

## How do staff meet demands with strained resources, more patients and less reimbursement?

**1/3**

nurses retiring in the next  
10-15 years<sup>4</sup>

**63%**

nurses suffering  
from burnout<sup>5</sup>

**10,000**

people in the U.S. reach age  
65 each day; older Americans  
need 6x the care<sup>6</sup>

**2x**

increase in hospital  
admissions for  
Baby Boomers by 2030<sup>7</sup>

# If technology is the answer, how do you address unexpected elements that impact project success?

58%

did not address  
changing mindsets<sup>8</sup>

49%

did not consider  
corporate culture<sup>8</sup>

35%

underestimated project  
complexity<sup>8</sup>

16%

lacked end user  
motivation<sup>8</sup>

## What's the solution?

Increasing asset utilization and eliminating the search for resources ensures that caregivers have the right equipment, and the safest equipment, when and where they need it.

The Midmark RTLS **Asset Tracking + Management** solution brings organization to care delivery and equipment maintenance by automating asset workflow and replenishment. Customer goals are aligned with change management to support sustainable success—allowing caregivers to focus on the patient experience.

## Midmark RTLS customers gain measurable improvements.

\$1 million

saved by increasing IV pump  
utilization and reducing  
capital purchase<sup>9</sup>

133%

increased pump availability;  
changed asset distribution  
culture and model<sup>9</sup>

50%

reduced EVS time spent  
stocking service carts<sup>10</sup>

25%

increased on-time cardiac  
case starts by redistributing  
key assets<sup>10</sup>

For more information, visit [midmarkRTLS.com](https://midmarkRTLS.com)

### Sources:

- 1 Acceptable industry average; Midmark RTLS customer feedback.
- 2 "Out of Control: little-used clinical assets are draining healthcare budgets," Healthcare Financial Management, 2012; 7:68-72.
- 3 "Serious medical device recalls nearly doubled in Q2" Medical Design and Outsourcing, August 8, 2017.
- 4 "The U.S. Is Running Out of Nurses," Rebecca Grant, The Atlantic, February 12, 2016.
- 5 "Employee Engagement in Nursing" survey conducted by Kronos Incorporated, 2017.
- 6 U.S. Census
- 7 National Center for Health Statistics
- 8 Dawson, Chris. (2010) "Leading Culture Change: What Every CEO Needs to Know." California: Stanford University Press.
- 9 Case Study: [McLaren Flint](#).
- 10 Case Study: [The Johns Hopkins Hospital](#).