

MEDICAL EQUIPMENT COMPANY GROWS WITH GPOs

ABOUT SIZEWISE RENTALS

Sizewise Rentals is a manufacturer and supplier of bariatric specialty medical equipment for the acute, long-term and home health markets, offering both the sale and rental of equipment for patients with special needs. Founded in 1996, Sizewise is located in Kansas City, Missouri and employs 475 people. For more information about Sizewise Rentals, please visit its Website at www.sizewise.net.

Sizewise Rentals enjoys a great relationship with **MY GPO**. Five years ago the company presented its products and services to GPO members at **MY GPO** annual Innovation and Technology Summit. Out of 57 suppliers, Sizewise's cutting edge bariatric equipment was rated fourth overall. It was awarded a **MY GPO** contract soon after based on the members' enthusiastic ratings at the Summit. Without this venue to present its products based on quality and need, Sizewise would not have access to the large market of **MY GPO** healthcare providers it enjoys today.

WHY GPO INVOLVEMENT IS IMPORTANT

Tim Blackwood, National Accounts Manager for Sizewise, has seen the growth his company has enjoyed through the **MY GPO** contract and believes GPOs bring value to both suppliers and healthcare providers. He sees GPOs as a viable way to remove the barriers of bringing the best products and services to the customer.

"**MY GPO** is comprised of people that care about our combined business success," Blackwood said. "They are concerned about getting the best supply chain pricing as well as bringing viable solutions for Patient /Caregiver injury avoidance programs. Innovative programs and cost management solutions bring the biggest values for **MY GPO** members."

THE BENEFITS OF GPOS

Sizewise has been able to grow its sales tremendously within **MY GPO**. In 2004, its revenue from the contract was \$200,000. In 2009, the company's revenue from the contract has grown into the multi-millions. Blackwood believes that **MY GPO** delivers a solid ROI to both members and suppliers within its GPO. Sizewise regularly attends **MY GPO** meetings and takes part in **MY GPO** marketing activities in order to promote its products to GPO members.

Through its contract, Sizewise is now able to help providers make many of their special needs patients more comfortable within their care setting, whether it is a hospital or a skilled nursing facility. Sizewise oversized beds have been clinically proven to reduce pressure sores in obese patients and improve mobility.

Tim Blackwood, National Accounts Manager

For more information contact Tim Blackwood at tblackwood@sizewise.net



SIZEWISE

800.814.9389 | sizewise.net