

EZ Rail™ element

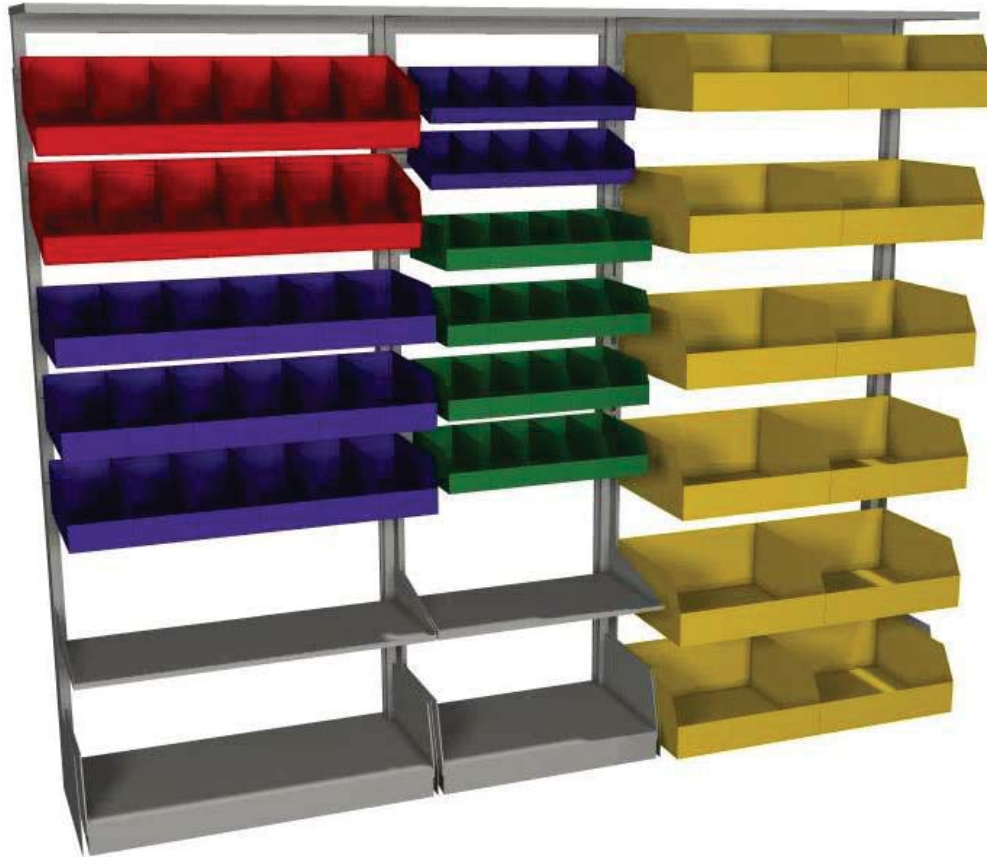
Applications



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Public Safety Fire Department Medical Supplies



VISION

To be the world-class leader in providing innovative storage solutions that allow people to better manage their time and space.

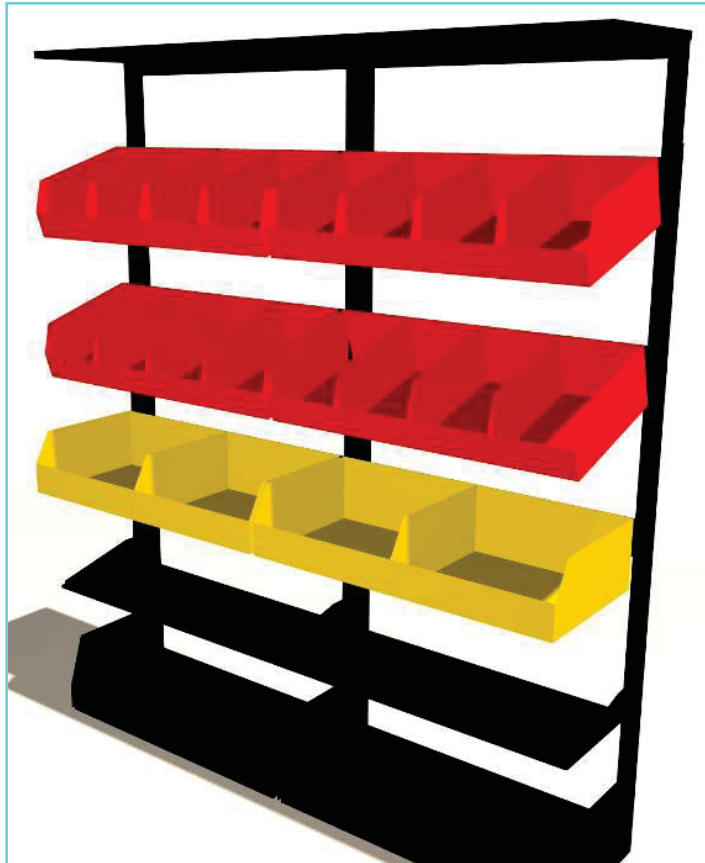
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Public Safety Evidence Processing

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Configura – Pre-Sale



After

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Military & Public Safety Optics, Gear and Accessories



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Healthcare Trauma Unit – Sterile Supplies



Before



Installed, Empty



Installed, Loaded

Increased
storage
capacity
by 50%!

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“They love it.”
Operations Manager.

Healthcare Sterile Supplies

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- ▶ New hospital, with decision to purchase wire carts for supply storage, but realized they needed more capacity in order to keep everything required on hand.
- ▶ FrameWRX enabled them to store everything they wanted and more!
- ▶ **Selling Features:**
 - Dense Storage Capacity
 - Color Coding using Bins so for both Nurses and Materials Management
- ▶ **Sales Secret:** Left the FrameWRX Demo Kit with the Customer for their Review

Healthcare

Hospital Inpatient Pharmacy – BEFORE

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- ▶ Existing hospital, using cardboard bins for Unit Dose.
- ▶ Building a new hospital, considering vertical carousels and new inventory management system, but due to time constraints and complexity, decided they would be able to meet deadlines and get up and running effectively, faster with FrameWRX and EZ Rails.

Healthcare

Hospital Inpatient Pharmacy – AFTER



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- ▶ FrameWRX HD for Bulk Storage. Static FrameWRX for Unit Dose.
- ▶ Visit to booth at OHA, and FrameWRX Demo Unit to a pharmacy staff meeting.
- ▶ **Selling Features:**
 - ▶ Ease of installation, implementation and use.
 - ▶ Storage capacity.
 - ▶ Back Panels, preventing meds from falling into bins on the opposite side of each bay.

Healthcare Emergency Department



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- ▶ ED losing 50% of their space, while needing to increase storage capacity by about 50%.
- ▶ FrameWRX HD to the rescue! Increased storage capacity enough to allow for future growth.
- ▶ They also bought the bins and some louvered panels for a combo solution.
- ▶ **Selling Features:**
 - Capacity, Ease of Use and Smooth Stopping

Healthcare Sterile Supplies – BEFORE



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- ▶ Client's concerns with existing system:
 - Inefficient use of vertical space;
 - Poor visibility as bins were 24" deep, making it difficult to see in the back;
 - Aisles were very tight; and
 - The carts were always shifting and moving, making it difficult to work in the aisles.

Healthcare Sterile Supplies – AFTER



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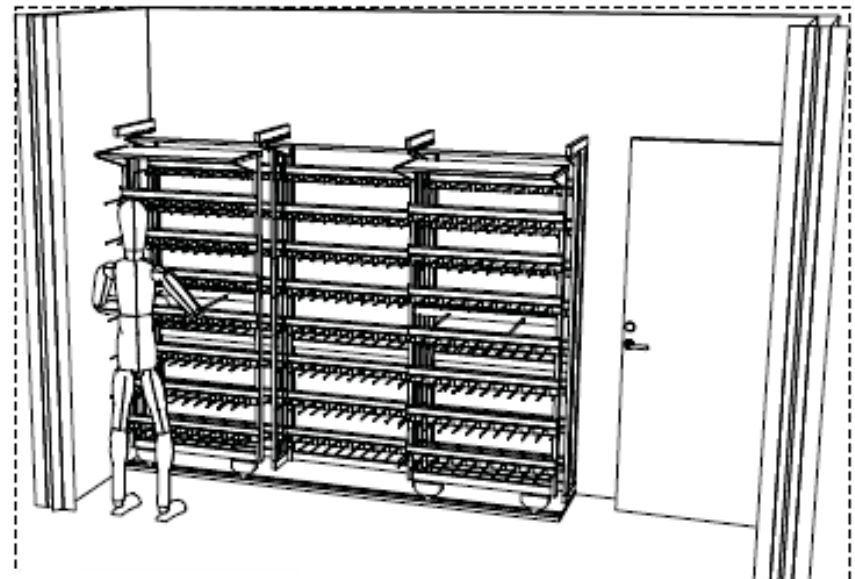
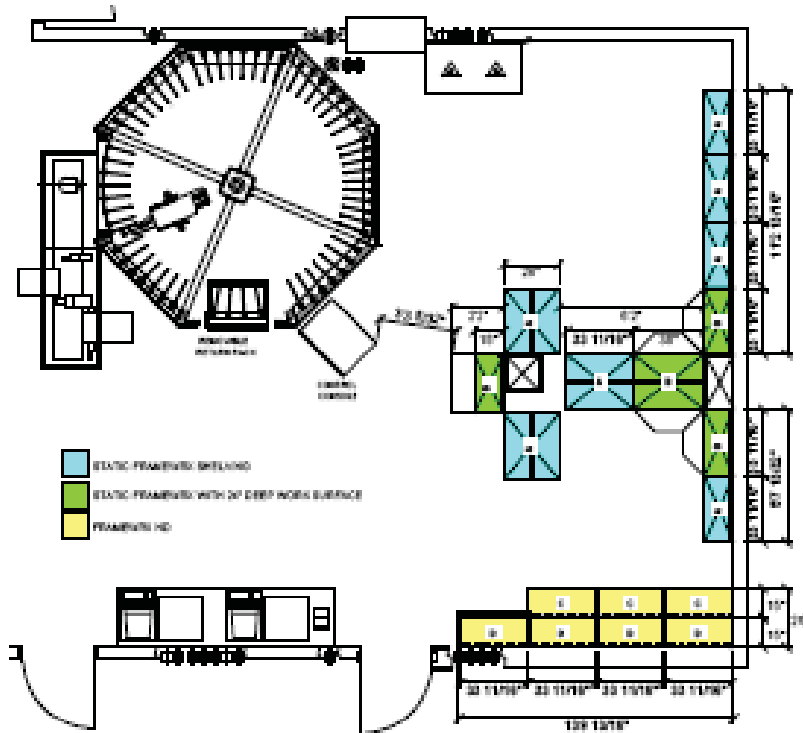
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- ▶ Selling Features:
 - Visibility;
 - Flexibility – Mix of EZ Rails and Shelves;
 - Top rows sloped; and
 - Larger aisles.
- ▶ Sales Secret: Showed FrameWRX Demo Kit AND also ordered a full-size sample to show the different departments in the hospital.

Healthcare Inpatient Robot-Ready Med Storage

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- ▶ System to support McKesson RobotRx.
- ▶ Robot-Ready Meds Stored in another Room on Slat Wall Pegs on EZ Rails on FrameWRX HD.

Healthcare Sterile Processing Dept



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- ▶ Double-face FrameWRX down one carriage with EZ Rails for hanging bins.
- ▶ Tilting EZ Rails allow for gravity flow and good visibility.
- ▶ 4-Post Sorter Unit on the end for fastest access.
- ▶ The rest of the system is 4-Post Shelving for OR packs and heavy cases.
- ▶ Linda Baker, “This combo system meets all product storage needs and employees love the ease of access and organization”

Healthcare Hospital Facilities Dept



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- ▶ Facilities Dept keeps color samples for all active projects.
- ▶ 4-Post Shelves for heavier items like ceramic tile.
- ▶ EZ Rail for lighter items like color chains and chips.
- ▶ **Selling Features:**
 - Flexibility
 - Steel in hospitals is acceptable. These days, pegboard is not.

Business Cochlear Implant Manufacturing

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- ▶ Electronic small parts storage, using electrostatic bins

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Business Broadcasting Co Equip Repair Dept



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- ▶ Storing tools and small parts.
- ▶ They put FrameWRX EZ Rails on Wheels!

Libraries / Education

Community College Bookstore



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- ▶ EZ Rails displaying backpacks, book bags, candy and pens.
- ▶ Could also apply to other markets.
 - Healthcare & Museum: Gift Shops
 - Military: PX or BX
 - Business: Retail Store

Libraries / Education

Athletic Equipment



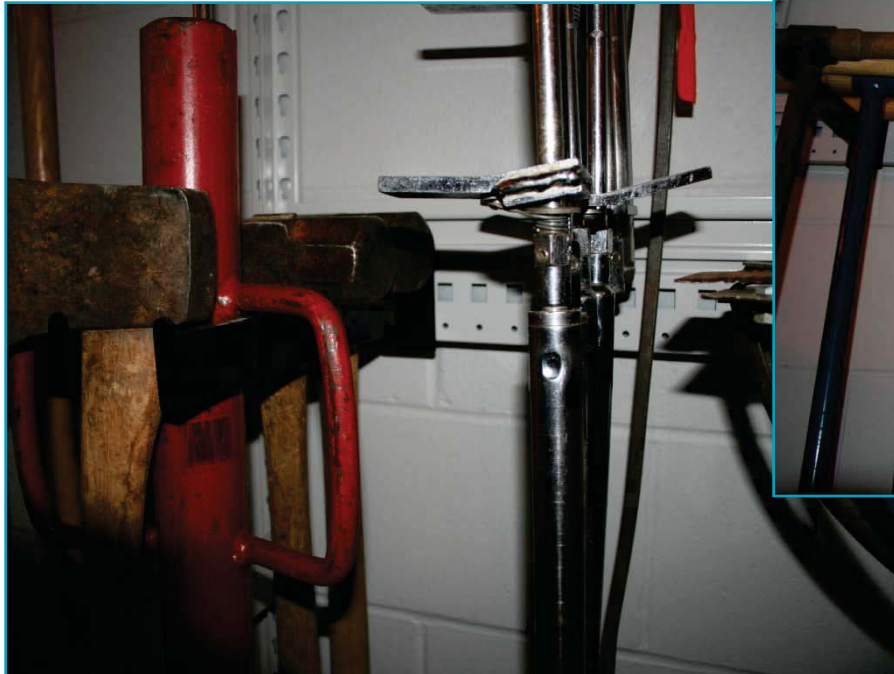
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- ▶ EZ Rails storing lacrosse sticks – hanging rather than laying on the shelves.
- ▶ Used EZ Rails because they are considering bins for storing smaller items.
- ▶ Peg provided thru Spacesaver's RSP (request for special product) process.

Museum Historical Society Excavating Tools



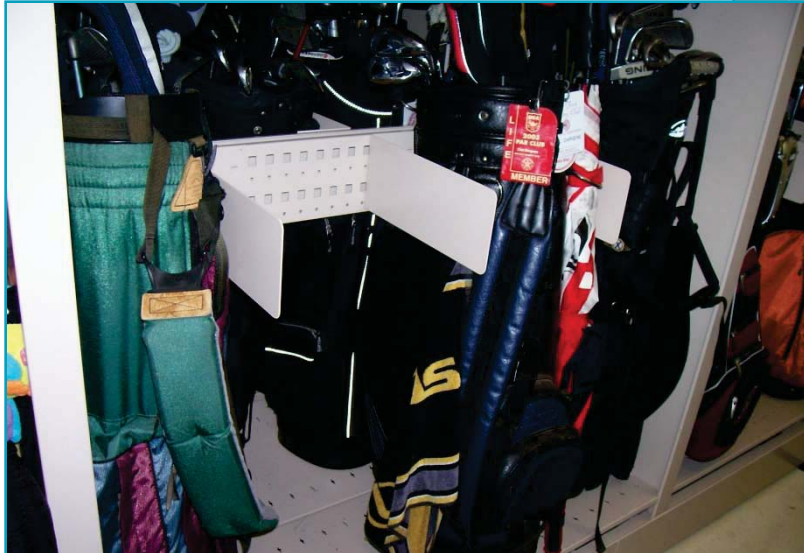
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- ▶ Tools used in excavations stored on slat wall hooks.
- ▶ Slat wall hooks purchased from National Equipment Company.

Bonus Product:

UWR Support Rail for 4-Post

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- ▶ Incorporate RSP Divider.
- ▶ Sporting Good Storage: Hockey sticks, skis, squash racquets and golf clubs.