

# Andau Medical

## Custom Procedure Trays + Packs

### Andau Medical is now offering trays and procedure packs MADE IN CANADA

Andau Medical is a Canadian company focused on bringing innovative solutions to the healthcare system. Our custom tray & pack manufacturing within Canada's borders is a truly unique offering that will enhance your supply chain position. Andau's consultative process will ensure that you have choices in your components as well as trusted well known brands to support your clinical needs. Our curated and managed supply chain ensures you are not left on backorder or shorted items when you need them most.

### Benefits of Packs + Trays

- **Enhances workflow by reducing set up time** – saves nurse and tech time by up to 10 minutes per procedure
- **Saves money** – by buying components bulk non-sterile we can offer cost savings
- **Environmentally friendly** – less packaging waste & we utilize the most environmentally-friendly sterilization process available
- **Streamline inventory and ordering** – less administration time and less expired product on shelf
- **Reduces the risk of infection** – reduced risk of contamination by opening sterile tray vs. single sterile items

### Examples of Trays + Packs

#### Surgical + Procedure Trays

- ENT
- General
- Plastics
- L&D & OB/GYN
- Orthopedic
- Neuro
- Urology
- Cardiac Cath Lab
- Interventional Radiology

#### Procedure Trays

- IV Start Kit
- Biopsy Tray
- Wound Management Tray
- Line Insertion & Dressing Tray
- Laceration Tray
- OB/GYN Procedure Tray
- Dermatology Tray

#### Anesthesia Trays

- Pain/MSK Injection Tray
- PNB Tray
- Epidural & Spinal Tray (dry or wet trays with lidocaine & prep)

1.844.ANDAU88  
[andaumedical.com](http://andaumedical.com)  
[acutecare@andaumedical.com](mailto:acutecare@andaumedical.com)



ANDAU MEDICAL



# Trays + Packs

## Consultative Quoting Process

Our team will work closely with your clinical & procurement team as follows:

### 1st Meeting

- Assessment of current practice and workflow to determine if current components (either single sterile or trays & packs) meet your needs.
- Creating a list of desired components that are used for procedures at least 80% of the time.
- Understanding volume of procedures and target pricing based on current spend.

### 2nd Meeting

- Our team will bring in a custom-made sample tray or kit within a few weeks of the initial meeting and show & tell to ensure we have the right components in the tray or pack.
- If the components shown are approved and there are no further changes required we will be able to provide you with a quote & proposal during this second meeting.
- If changes are required we will need to schedule another follow up meeting to either confirm with more samples or simply update the quote & proposal for presentation at the next meeting.

Once you have signed off on the proposal your customized tray & pack order will get into queue for production which is usually a 12-week lead time.

## The Andau Advantage

We warehouse more inventory than our competitors to ensure there are no stock shortages. In the event that components are delayed due to upstream manufacturer shortages, we will proactively communicate with you prior to production to ensure there is a plan in place for contingency.



1.844.ANDAU88  
[andaumedical.com](http://andaumedical.com)  
[acutecare@andaumedical.com](mailto:acutecare@andaumedical.com)