

**SUCCESS STORY**

# Osteo Solutions Automates Medical Device Inventory Management with iOS Mobile App



**AMPAworks**



# ABOUT OSTEO SOLUTIONS

Osteo Solutions Inc. is a medical equipment distributor of spinal implants, bone growth stimulators, and biologics. Osteo Solutions partners with Orthofix, a global medical device & solutions manufacturer, to equip hospitals and healthcare organizations with essential supplies to improve patient mobility through innovation. Since 1980, Orthofix has evolved and expanded to become one of the top medical device companies in the world, with an enhanced focus on spine and orthopedics.





# THE PROBLEM

Osteo Solutions was in need, like many medical device distributors, for a promising solution to increase the efficiency and accuracy of their inventory management system.

The responsibility of overseeing inventory tracking fell upon Dennis Petrillo, President of Osteo Solutions, who diligently managed this task through the utilization of an Excel spreadsheet.

Dennis hand-counted inventory and manually entered record of each item into the spreadsheet on a daily basis. Overtime, this procedure led to several inventory inaccuracies and inefficiencies. Additionally, several FTE hours (full-time employee hours) were consumed by the mundane task. During peak periods, it was not uncommon for accurate inventory counts to remain unrecorded.

Several SKUs in Osteo Solutions' inventory are worth anywhere from \$30,000 to \$50,000. These items often go missing, and the Excel spreadsheet tracking system lacked the capability to pinpoint the item's last known location or the time it was last recorded.

The repercussions of such inventory discrepancies are not just limited to the immediate cost of replacement, but also include hidden costs associated with delivery delays and customer dissatisfaction.



To combat inventory management inaccuracies, Dennis Petrillo and Osteo Solutions partnered with AMPAworks to reduce costs, avoid stock-outs, and minimize shrinkage.

AMPAworks manufactures smart-shelf cameras powered by computer vision artificial intelligence to track inventory 24/7 and provide Osteo Solutions real-time data via AMPAworks' iOS or desktop application.

The cameras mount on inventory shelves and are activated by a motion sensor. Any time there is movement on the shelf or in the closet, the cameras capture an image of the inventory. The software extracts data from the image and exports the data to a dashboard monitoring the live environment.

In addition to smart-shelf cameras, AMPAworks iOS mobile application enables Osteo Solutions' representatives to capture images of medical devices in real-time using their smartphones for proof of delivery and chain of custody. These photos provide a time and date stamp and extract data such as the serial number to the dashboard.

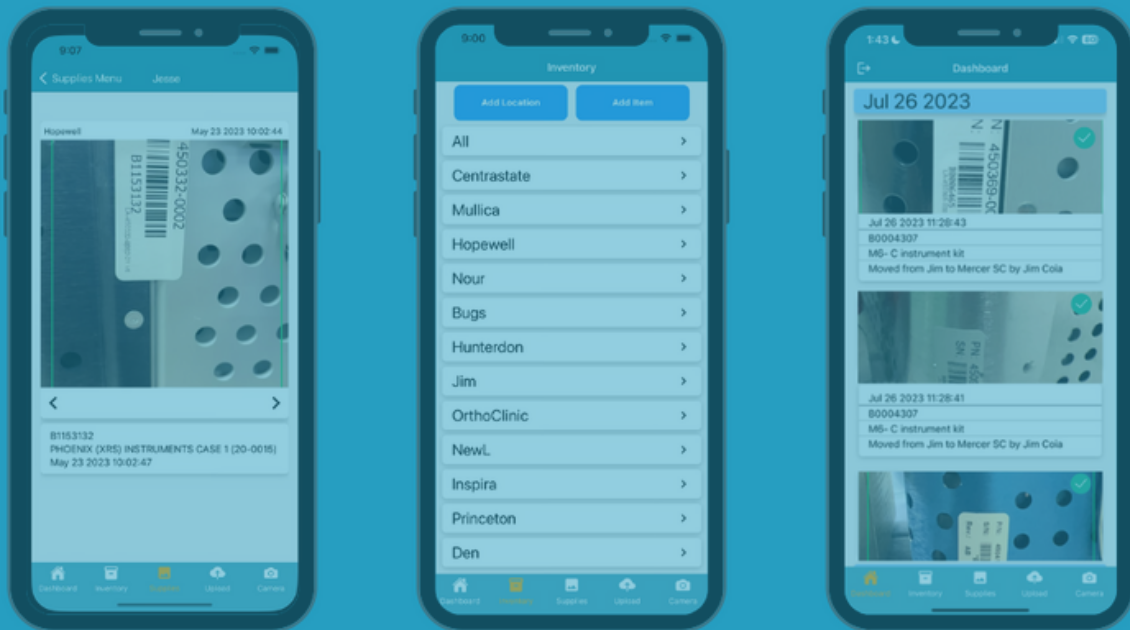
Additionally, supplies is tracked from site-to-site, both on an organizational and departmental level, as the beginning and ending location are reported when devices are moved.



# THE BENEFITS

By implementing these solutions, Dennis significantly improved inventory management at Osteo Solutions. In addition to increasing efficiency & accuracy, reducing costs, and minimizing shrinkage, here are some key benefits Osteo Solutions gained by using AMPAworks' solutions:

- **Chain of Custody Capabilities:** Before AMPAworks, inventory would often go missing between distribution and delivery to recipients. Osteo Solutions representatives and hospital employees would disagree about whether or not devices were delivered, and when. AMPAworks iOS app eliminates this issue, as asset movement is tracked in-app.
- **Curated Solutions:** After a year of cultivating a strong relationship with Osteo Solutions, AMPAworks is developing a curated solution to address further issues in Osteo Solutions' supply chain. AMPAworks will integrate with all of Osteo Solutions' clients to give them access to the iOS mobile app. This will allow the two interacting organizations to share inventory observability access using date & time + geolocation capabilities.
- **An Endless Future of Innovation:** Even further, AMPAworks is planning to create a future capability to track devices on a granular level through the surgery lifecycle: pre-operation, post-operation, and sterilization. AMPAworks is continuously innovating for partners like Osteo Solutions, based on their challenges and needs.



# CUSTOMER TESTIMONIAL

“

Before we started using AMPAworks, I spent at least 700 FTE hours annually hand-counting inventory. Now, I only spend 30 minutes per week analyzing data AMPAworks provides.

”

**Dennis Petrillo**  
President  
*Osteo Solutions Inc.*



# ABOUT **AMPAworks**

We are a team of doctors, nurses, and engineers who have come together to help organizations build an efficient supply chain infrastructure through cutting-edge technology. Our award-winning technology has been recognized by HIMSS Healthcare, the American Nurses Association, the Los Angeles Business Journal, and The University of Pennsylvania. We are passionate about helping frontline workers have the tools and supplies they need to provide high quality service and care for patients and customers.

