



## The Pavillion - PENN Medicine

# FlowCARE® Nurse Server – A New Partnership is Formed

## The Request

In the fall of 2018, we were contacted by the PennFIRST Team, a team comprised of the Architect and Construction Management groups, to create designs and options for Nurse Servers for The Pavilion, a new inpatient tower at the Hospital of the University of Pennsylvania. The goal of the PennFIRST Team was to develop the most innovative facility that offers improved healthcare delivery for generations to come. The Pavilion will house 504 private patient rooms and 47 operating rooms in a 1.5 million square foot, 17 story new facility

## Design Options

The task was to create different designs that featured different options from our [patented] FlowCARE® Nurse Servers as well as designing this using different materials.

We presented multiple designs that included our features such as: Interchangeable, pass-through, tilt-down basket system; Locking pass-through medicine drawers; and pass-through PPE/Linen basket system. We design-engineered these designs using both High-Pressure Laminates and Hi-Macs Solid Surface.

By the end of 2018 our design presentations were complete, and the decision was in the hands of the PennFIRST Team.

## The Heartbreak (Or so we thought!)

Early into spring of 2019 we were notified by the Construction Management Team that the PennFIRST Team had selected a “local” manufacturer to produce the 504 Nurse Servers.

Needless to say, we were devastated! As a relatively young company, at the time, that is passionate about our invention and how it can create the efficiencies that currently don't exist, we were at a loss. We had poured countless hours into engineering and developing new partnerships with other vendors to provide an innovative product that would help The Pavilion reach their goal.

What we didn't know was there was a plan!



# The Plan

Within a week of the heartbreak, the Construction Manager set up a meeting for us to meet with the “local” manufacturer that was awarded the contract, PDM Constructors out of Philadelphia.

This meeting, unbeknownst to us, was to create a partnership. While the PennFIRST Team liked the features of what our [patented] products offered there was also no denying the customization abilities of PDM Constructors.

The plan was for PDM to manage the exterior and bottom internal components of the Nurse Server and integrate FlowCARE’s [patented] insert, with our pass-through, tilt-down baskets into the upper section of the Nurse Server.

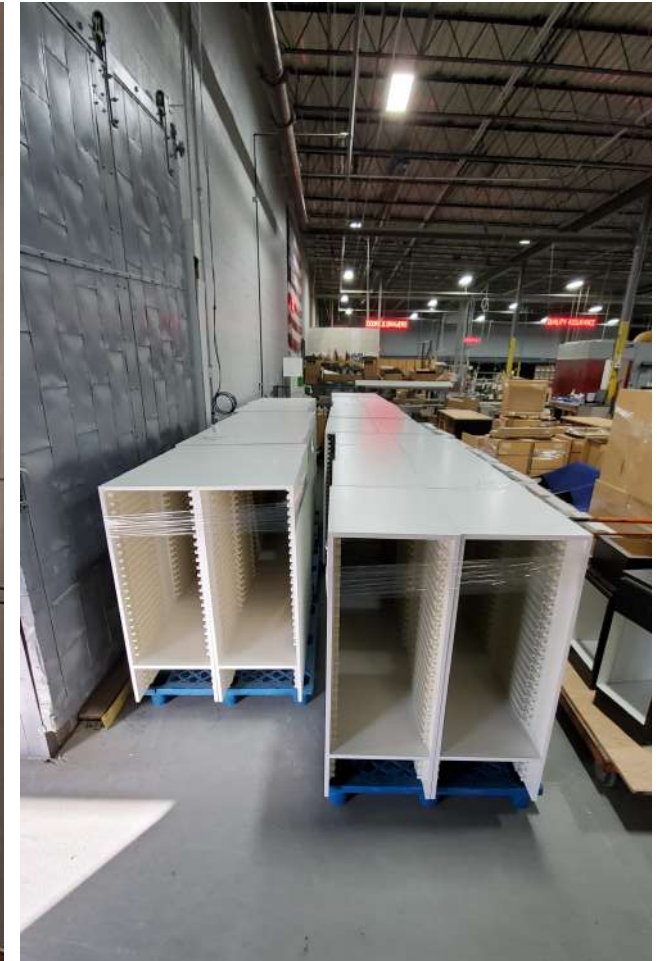


## 504 Nurse Servers AND a Partnership

Over the last year we have worked with PDM to create a FlowCARE® Nurse Server Insert that would create the efficiencies that The Pavilion desired. After numerous prototypes a design was finally decided on in late November 2019.

As of this writing we have shipped the first 168 FlowCARE® Nurse Server Inserts and have the remaining 336 scheduled to deliver in the next 45 days.

Throughout this current relationship with PDM we have developed a kinship of sorts where we’ve bounced ideas, plans, and designs off of each other. We have now started the initial discussions of how we can collaborate on future innovative projects.





FlowCARE products & services offered through Moduflex, LLC.

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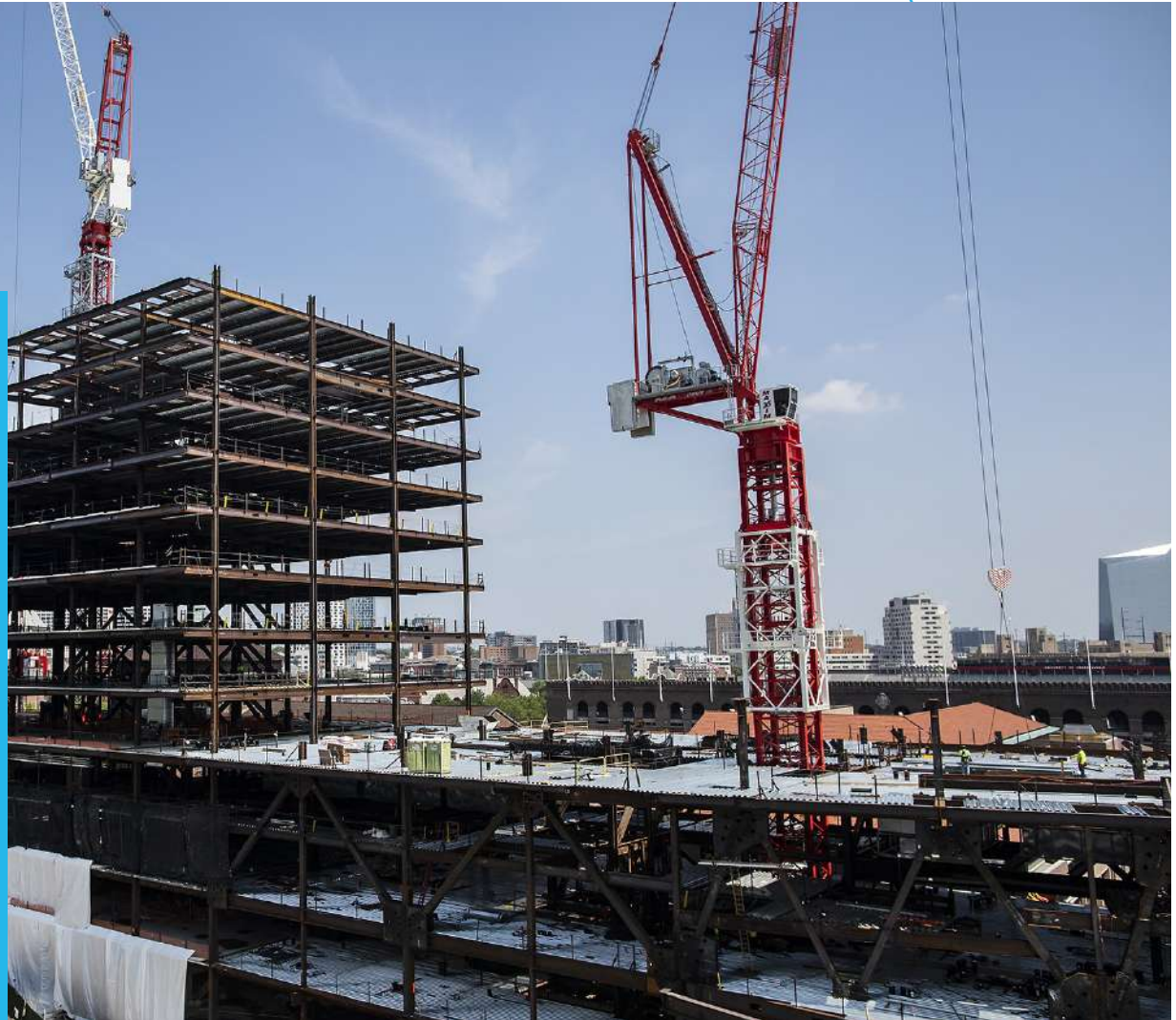
5845 S. 118th Circle

Omaha, NE. 68137

[www.flowcaresolutions.com](http://www.flowcaresolutions.com)

## SUBJECT MATTER EXPERTS

- Medical Equipment
- Storage Systems
- Inventory Control and RFID
- Patient Rooms, Lockers, and Millwork



MODULAR PHARMACY & LAB CASEWORK // SURGICAL-SUPPLY STORAGE // SPD CARTS & TABLES // MEDICAL CARTS // CATHETER CARTS // ENDOSCOPY STORAGE // PASS-THROUGH SCOPE CABINETS // PASS-THROUGH NURSESERVERS // STAINLESS STEEL CABINETRY // CLEAN-ROOM PASS-THROUGHS // SOLID-SURFACE CASEWORK // KANBAN BASKETS SOLUTIONS // LOUVERED BIN SYSTEMS & STEEL PEGBOARD // LAMINATE LOCKERS // PHENOLIC LOCKERS // WIRE-SHELVING // WIRE-CARTS // AND MUCH MORE