



**bilancio**  
A DIVISION OF LINE LOSS PRO

## CASE STUDY

# MEDLINE, INC

How Bilancio helped Medline, Inc. achieve their sustainability efforts while keeping a focus on cost savings and production efficiency

## SOLUTIONS

With the prestigious title as the largest distributor of healthcare supplies in America, Medline, Inc had a laser-focused goal of reducing manufacturing costs that not only had a positive impact on their energy consumption but also the environment.

Medline decided to upgrade their electrical panels with Bilancio's hardware in 3 of their Ohio facilities. The results were very positive in reducing energy consumption across all facilities which greatly affected the bottom line spend of the company and also directly impacted the environment by reducing their carbon footprint.

Because the hardware was so effective, Medline realized a total project ROI in only 2 months - a result that is practically unheard of in the energy-saving industry.

## BENEFITS

### Successful Pilot Program

Bilancio deployed in 3 of Medline's Ohio facilities resulting in positive ROI across all facilities.

### Long-Term Success

Medline Inc achieved a 13.9% reduction in kWh consumption and \$1.1MM in portfolio savings.

### Reduction in CO2

Bilancio helped Medline to reduce carbon emissions by 13.2 million pounds.

## AT A GLANCE

### Challenges

- High Electrical Consumption
- High Carbon Footprint
- High Spend on Energy

### Benefits

- 13.9% reduction in kWh consumption
- 13.2 million pounds of CO2 emissions reduced
- \$1.1 million portfolio savings

"As the largest, privately-held manufacturer and distributor of healthcare supplies in the U.S., our goal is to manufacture with efficiency, quality and cost control - this means diligent evaluation of our deployed technology, as well as monitoring of our energy consumption.

Bilancio was so cost effective in reducing our overall energy consumption that our ROI was achieved in just 2 months. By deploying Bilancio, we achieved a 13.9% savings in our energy use which translated into a 13.9% decrease in our energy bill and annual savings of tens of thousands of dollars."

**Jim Burgess**

Director of Engineering

