



Case Study : Life Sciences

KENCO HELPS SOLVE PUZZLE FOR WORLD'S LEADING MEDICAL TECHNOLOGY COMPANY

Mobile Labs Challenge

CHALLENGE

With any life-saving technology, it's imperative to get the technology in the hands of hospitals and medical professionals and educate them on how to use it. The transport of expensive and sensitive medical equipment for education and demonstration requires unique capabilities and infrastructure. For one global leading medical technology company, Kenco was tasked with the transportation of their medical equipment across the nation for both sales and education purposes.

SOLUTION

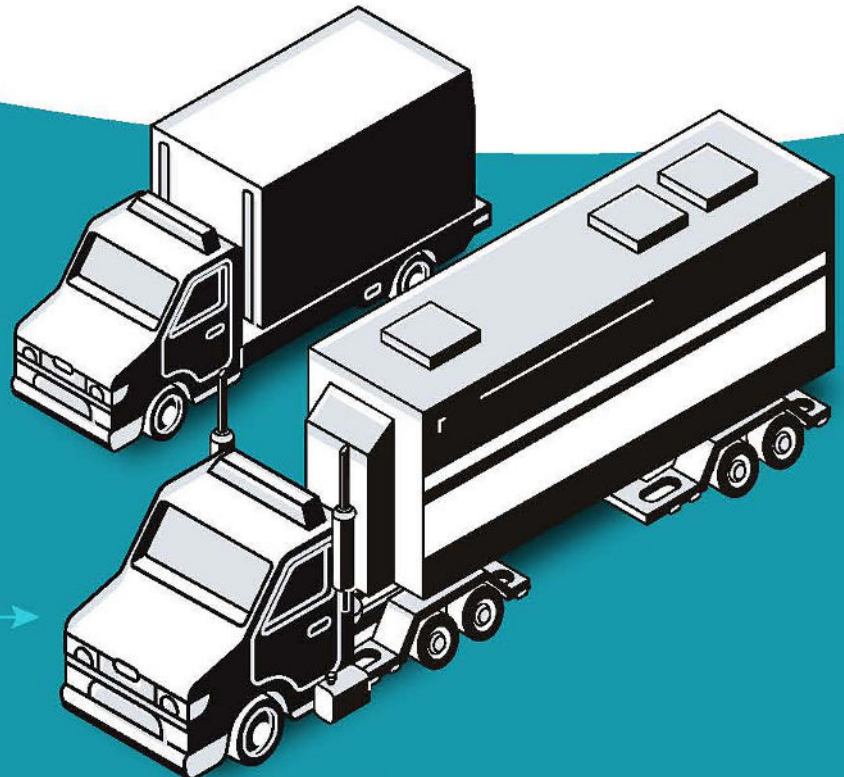
Kenco transformed nine 53' and 38' trucks into customized, complete mobile labs. Each vehicle converts into a lab-on-wheels, able to perform demonstrations of capital equipment and medical devices in any location – trade shows, convention centers, educational institutions, and hospitals.

For this global medical technology company, Kenco provided a network analysis to determine regions for each of the nine vehicles, ensuring 100% coverage without compromising the delicate freight.

**NINE CUSTOMIZED
MOBILE LABS**

**CUSTOMIZED
38' TRUCKS**

**CUSTOMIZED
53' TRUCKS**



Mobile Labs Challenge

RESULTS

With a fleet of 9 highly-customized mobile labs, the global medical company was able to cover over 570 trade shows, convention centers, educational institutions, and hospitals per year with an on-time delivery rating of 99%.

Each mobile lab is managed by a licensed dedicated driver, responsible for:

- ▶ Lab set up, prepping specimens, surgical instrumentation, operating x-ray.
- ▶ Interacting with the Health Care Providers for the entire duration of the lab.
- ▶ Visiting with, allowing questions, and even prompt growth/future step questions.
- ▶ Communicating with internal and external personnel about details surrounding current and future labs.
- ▶ Managing proper inventory levels of all equipment to ensure all labs are complete and successful.
- ▶ Maintaining the lab and all the equipment. Keeping the lab and equipment clean, disinfected, and safe for all who use it.
- ▶ Collecting and organizing specific HCP sign-in documentation, surgeon data, and lab data.
- ▶ Performing a full pre-trip and post-trip inspection on tractor-trailer or straight truck.
- ▶ Keeping equipment fueled, clean, and in compliance with inspection requirements.

Ownership by the dedicated drivers has provided a seamless experience for health care providers, clients, and personnel.

