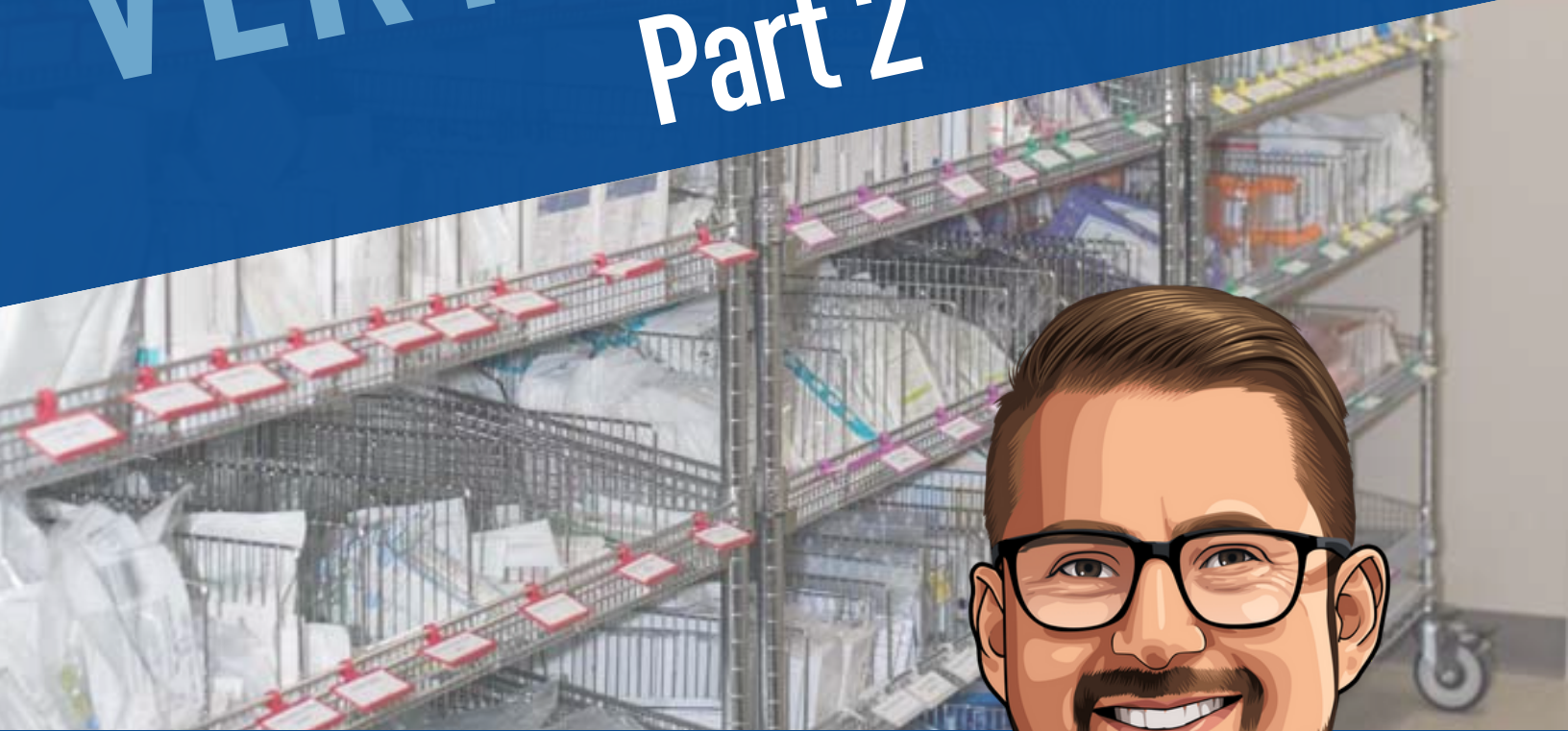




# LET'S START AT THE VERY BEGINNING

Part 2



HEALTHCARE STORAGE EXPERT

 **BEYOND**  
**CLEAN**

Dustin Patterson | Regional Sales Manager  
LogiQuip, LLC

*Beyond Clean Healthcare Storage Expert™:*

## LET'S START AT THE VERY BEGINNING PART 2

*Dustin Patterson | Regional Sales Manager, LogiQuip LLC.*

In July we dove into how to start a large sterile storage project by approaching the problems you are trying to solve with an open mind and an understanding of the processes and metrics that support the current state. This month we will be picking up where we left off to help ensure that you have a full and clear picture of the issues you are facing.

**Conduct Key Stakeholder Interviews.** Talk to the people who are most affected by the issues. They live and breathe this every single day and have the most working knowledge of what is happening and why. Let them know you want their honest feedback and listen.

**Really listen.** This will not just help you to gain a deeper understanding of the issues, but it could potentially unearth other issues you weren't aware of. It can also help to create a foundation of trust and acceptance when you do roll out the final solution. They may even champion the changes.

**Get Organized.** Understand what supplies you have in each storage area and how they are being stored. Is there usage data for each of these supplies? Are the products being stored to your facility's standards? Are they being stored to industry standards?

Following the steps outlined in July and August will help give you an in-depth understanding of the issue(s) you are trying to solve and will help clarify your path forward. In the coming months, we will discuss how to set your project up for success and how to make change stick.

Have more healthcare storage questions? Contact Dustin at: [dustin.patterson@logiquip.net](mailto:dustin.patterson@logiquip.net)

*Beyond Clean Healthcare Storage Expert™ Biography:*

## DUSTIN PATTERSON

REGIONAL SALES MANAGER | LOGIQUIP



Dustin Patterson is currently the Mid-West Regional Sales Manager with Logiquip Healthcare Storage Solutions, a leading provider of high-quality, future focused storage systems designed exclusively for use in the healthcare environment. Logiquip is based out of Kalamazoo, MI and has served healthcare organizations across the US for 30 years. Dustin brings over 12 years of experience in space planning and healthcare storage. He has acted on behalf of Logiquip as the vendor liaison to the AHRMM Wisconsin Chapter, a leading membership group for healthcare supply chain professionals. Working closely with many hospitals and surgery centers, Dustin has developed tailored solutions using a mix of best practices, Lean principles, and industry-leading storage equipment. He has also worked with many Sterile Processing Departments to maximize storage spaces, balancing trade-offs between high-capacity storage layouts and workflow efficiencies.

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