Founded in 2005, Unit Dose Solutions Inc. is a pharmacy services outsourcing company that provides outsourced drug repackaging and sterile preparation services with the highest manufacturing practices. The company serves acute care hospitals, psychiatric hospitals, long-term care hospitals, nursing homes and additional long-term care facilities.

Upon our inception, we knew that using unit dose packaging machines would reduce the number of medication errors compared to other drug distribution systems. For a decade, we’ve relied on the capabilities of both liquid packaging machines and solid unit dose packaging machines to power our day-to-day operations. Currently, we are packaging and shipping anywhere from 20,000 to 30,000 doses per day to more than 120 customers, but we are experiencing a growth phase as we bring on more customers with larger volume requirements.

Given the size of our operations, the needs of our customers and our plans to expand our client base, there were several factors we took into consideration when purchasing our unit dose packaging systems.

FACTORS THIRD-PARTY REPACKAGERS SHOULD CONSIDER WHEN SELECTING UNIT DOSE PACKAGING SYSTEMS

By: Lloyd Nelson, logistics and inventory manager of Unit Dose Solutions
- **Flexible labeling and barcoding**
  Because patient safety is our first priority, we needed barcode and human-readable labels on each dose of medicine to be compatible with all major bedside verification systems. However, we also wanted to provide our customers with flexible and customizable barcode formats and labeling information. And because it’s a priority for our customers, it was an important priority to us as well.

  Our Speedy Wet Cadet, Cadet Twin and Cadet Twin 2x2 machines from Euclid Medical Products come with Euclid Vantage Software, which allows us to easily customize and print labels to whatever specifications the customer needs. As barcoding and labeling capabilities become more advanced and as regulations become more specific, it is vital for packing machine software to allow for these types of modifications.

- **Speed versus reliability**
  While speed is certainly an important factor to consider when making these purchasing decisions, keep in mind that unit dose packaging machines are a big investment. More than anything, you want them to be reliable and trustworthy. For us, having faster but lower quality machines wasn’t worth the risk of having those machines break down and completely halt our business. We determined that in order to best serve our clients, we needed to prioritize reliability over speed when choosing our unit dose packaging systems.

  Since purchasing our unit dose packaging systems from Euclid Medical Products 10 years ago, it’s reaffirmed our decision to invest in high-quality machines for our business. Any downtime caused by machine malfunctions is extremely detrimental to our business, so it’s important to make sure we are regularly maintaining our machines. Because the Euclid systems are so well-constructed, the only issues we’ve experienced with them have been a direct result of user error, such as not cleaning or maintaining the machine properly.

- **Responsive customer service**
  When your business is entirely dependent on these machines, it’s imperative to receive top-notch customer service to assist us when we had questions or needed help to resolve an operational issue. Not only has Euclid been extremely responsive whenever we’ve contacted them with a customer service request, but the lengths they’ll go to in order to resolve any issues we experience is tremendously helpful. Whether it involves coming to our business to repair a machine on site or sending them a machine to fix, they are flexible and reliable when it comes to helping us ensure the lifeline of our business – these unit dose packaging systems – are consistently functioning at the highest capacity level.

- **Meets and exceeds industry regulations**
  The packaging and material quality, especially in terms of how well it meets and exceeds industry regulations, is yet another important factor to consider when determining which unit dose packaging systems to purchase. Third-party repackers are held to the highest regulatory standards to ensure patient safety, including using the proper class of materials in packaging and requiring certificates of compliance from vendors. Be sure your packaging machine provider has a trusted reputation and hasn’t experienced issues with its quality of materials or compliance paperwork.

- **Conclusion**
  At Unit Dose Solutions we pride ourselves in quickly delivering high-quality products to our customers and could not do it without durable, efficient unit dose packaging machines. The equipment that is so vital to companies like ours is a big investment, which is why we careful considered a variety of factors before purchasing, such as label and barcode flexibility, speed, reliability, customer support and industry reputation. With help from partners like Euclid we can continue to grow our company provide excellent service to our customers and their patients.