

Letter of Recommendation – Paul Alper

Paul Alper worked as a full time consultant for Medline Industries, LP from August 2019 - December 2022. His experience in healthcare and infection prevention in particular, helped to deliver positive results that have had a lasting impact on our business. Paul was fully immersed in our business and became an active member of our team. He is a strategically focused, commercial results driven professional with passion for making a difference.

During his tenure at Medline, Paul helped us to develop multiple growth strategies and then jumped in to work with our team to drive results.

- **Market Share:**

- Paul was instrumental in significantly accelerating the growth of our hand hygiene portfolio, propelling us into a strong number 2 position in the US healthcare market.

- **Brand Strategy:**

- Paul led the consolidation of multiple sub-brands under our unified Spectrum™ brand, strengthening our healthcare value proposition and market recognition in the hand hygiene segment.

- **Innovation**

- He helped lead the design, development, and eventual launch of the innovative Spectrum™ Brand Hand Hygiene Dispenser line, leading to significant growth in placement at healthcare facilities nationwide.
- He developed and led a series of internal and external meetings with hospital decision makers to ensure user needs and feature sets were a primary consideration in the development of the new dispenser design.

- **Content Development:**

- Paul authored hundreds of pages of original content on hand hygiene, infection prevention, and patient safety, including a monthly column in Healthcare Hygiene Magazine—positioning Medline as a thought leader in the space.

- **National Representation:**

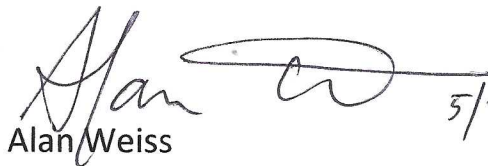
- He served as Medline's delegate to the Leapfrog Partners Advisory Committee (PAC) and was an active member of Leapfrog's Infection Prevention Workgroup, helping to shape national standards.

- **Thought Leader Engagement:**

- Paul founded and facilitated a national expert advisory board that included renowned infection prevention leaders such as Elaine Larson, and senior experts from Columbia University, Jefferson Health, Tufts, HCA, Mercy Bon Secours, Prisma Health, and other leading institutions.

It was a pleasure to work with Paul. He is a dedicated, hard-working leader and communicator with a high sense of urgency, who added value at all levels of the organization. Paul was aligned with our cultural drive for commercial results and delivered or exceeded against all growth acceleration goals.

Please contact me if you have any questions or would like to speak further about Paul's contributions and abilities.



5/24/2025

Alan Weiss

General Manager (retired)
ReadyCare Division
Medline Industries, LP

aew1175@gmail.com