

Lifeworks Business Spotlight

Key Surgical

Brian O'Connell

President and Chief Executive Officer, Key Surgical

EMPLOYS 4 LIFEWORKS CLIENTS

What's Key Surgical all about?

We're a single-source supplier of sterile processing and operating room supplies. We offer more than 2,500 products to hospitals, surgical centers, medical instrument companies and medical offices, and have customers in all 50 states and several countries around the world. We aim to be the leader in our industry by pairing high quality products with unparalleled customer service. And, to have fun in the process.

Why hire people with disabilities?

One of my older brothers has a disability. He lives in a group home in Connecticut, and has a job through an organization like Lifeworks. I've seen how much he gets out of his job, and always felt that if I ever had an opportunity to employ people like Kenny it would be a good thing to do.

Why partner with Lifeworks?

When we decided to explore hiring people with disabilities, we invited a number of providers in to pitch their services. We were far and away most impressed by Lifeworks. They prepared a formal proposal and were incredibly professional. Once we selected Lifeworks, they sent staff to do time studies to determine how many clients we'd need to hire. They also provided awareness training to our employees before their clients started work, which was thoughtful of them and helpful to us.

What's the upside?

The Lifeworks team does a great job for us. They are reliable and productive, and the quality of their work is top notch. It's also fun having them in our office. They change the culture and tone of the office for the better.

Parting shots:

I would encourage any business to consider hiring people with disabilities. If it makes sense from a business perspective, there's no reason to not to do it. As our business grows, we'll continue to look for ways to grow our relationship with Lifeworks.



Above: Scot Milchman, right, and Brian O'Connell, left with Lifeworks client Misty Colby.

Below: (clockwise from top) Brian O'Connell, Curt Moore, Joe Inserra, Misty Colby, Lena Cordie, Becky Sticha, and Scot Milchman.