
PREMIUM BRANDS
& a simple, cost-effective uniform program
You can have BOTH!
Uniform Stores
EXCLUSIVELY FROM SCRUB AUTHORITY



The Advantage of a

MANAGED UNIFORM PROGRAM

over Direct-To-Consumer

While FIGS® has successfully established itself as a leading direct-to-consumer (DTC) brand through high-impact marketing and individual clinician appeal, ***healthcare organizations face a different set of requirements when managing large-scale uniform programs.***

Unlike a D2C program that only offers one brand, ***managed uniform programs enable you to lock your budget,*** while offering an ***assortment*** of good-better-best options to your team .

This allows staff to cover the cost of scrubs with their company-provided stipend, or purchase up to premium items with their own credit card.

The result? *Employees get the scrubs they want without blowing your budget.*

A Well-Managed Assortment is Key

- **Budget Consistency:** Organizations can lock in specific spends per employee with enterprise partners, preventing budget overages while still allowing staff to purchase additional items with personal funds.
- **Identity vs. Individuality:** FIGS® focuses on the individual clinician's "look." Enterprise programs focus on a unified clinical identity that ties caregivers to the organization's brand through standardized color-coding and role-based embroidery.
- **Operational Control:** Enterprise platforms (like Uniform Stores) manage complex rules—stipends, unlimited logos, and facility-specific requirements—***that DTC brands like FIGS® are not structurally built to handle.***



BEYOND FIGS®

Just like Lululemon® spurred the rise brands like Alo®, the "FIGS® effect" has raised expectations for scrub quality among healthcare professionals. However, healthcare organizations can exceed these expectations by leveraging premium brands that offer equal technical sophistication along with the operational tools required for a successful, scalable, and budget-controlled clinical identity program.

Popular brands ilke ***Jaanuu®, Healing Hands®, Cherokee®***, and others offer premium scrubs with technical performance and style that meet or exceed FIGS® standards, with lower price tags.

Let's Do The Math...

- ***The avg. scrub set costs $75. The average cost of one FIGS® item is $75.***
- ***The avg. stipend employers give is $225 (to cover 3 sets).***
- ***If an org only offers FIGS®, they need to provide a $450 stipend for their staff to get the scrubs they need.***

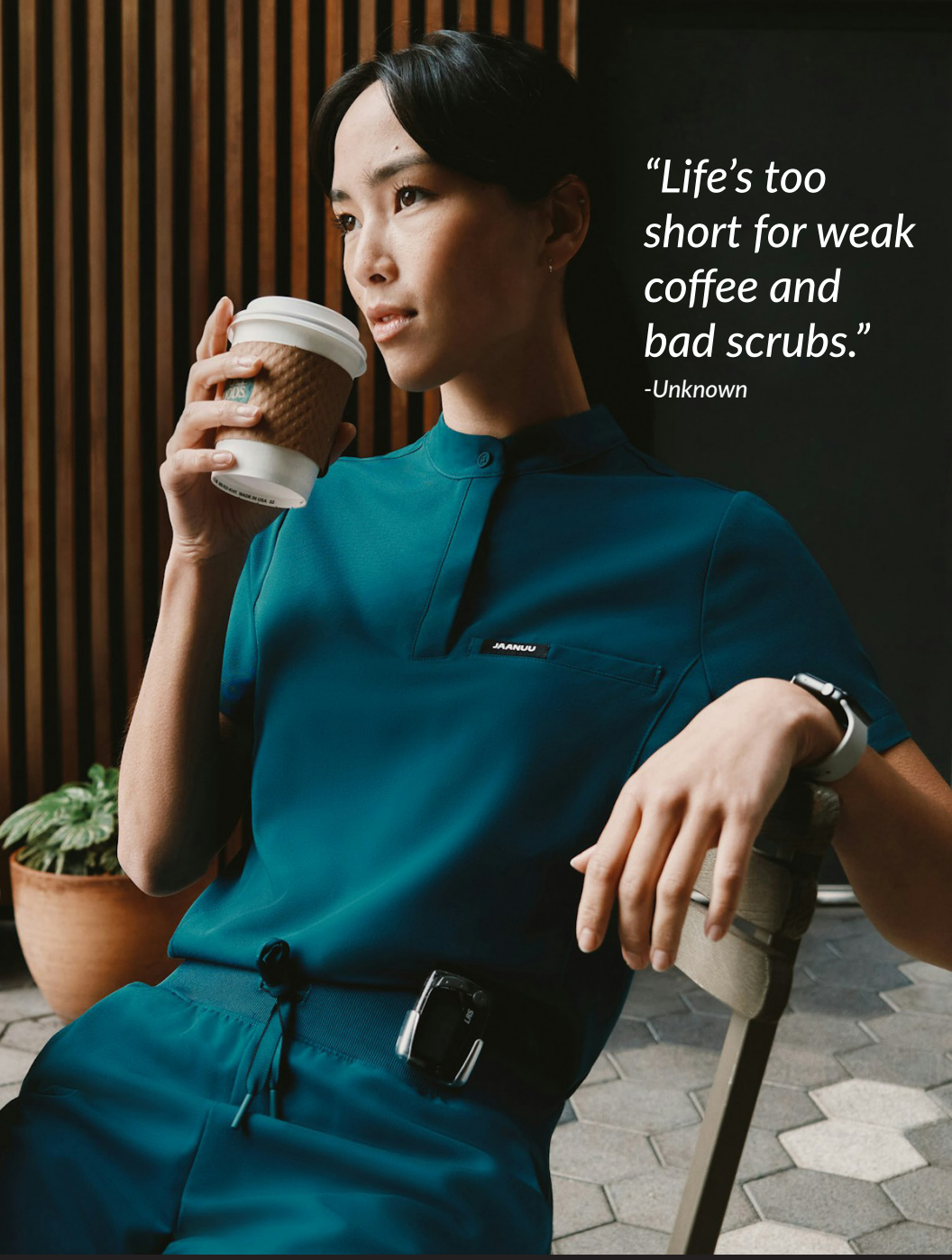


PREMIUM BRAND COMPARISONS

Brand/Line	Fabric Tech	Key Competitive Advantages
Jaanuu® UltraLAST™	*4-way stretch, anti-microbial Silvadur™ technology, wrinkle and fade resistant.*	***Body-Led:*** *Designed using physiological data for consistent fit.* ***Fashion-Forward:*** *With modern necklines and tailored silhouettes, style and substance get equal priority.*
Healing Hands® Quest	*Pemium lyocell-blend with exceptional drape, lightweight, mois-ture-wicking and 4-way stretch.*	***Functional Details, Elevated Design:*** *Combines the ease of everyday workwear with elevated tailoring, a quiet luxury that's inspired by ready-to-wear fashion and performs like medical apparel.*
Cherokee® FORM	*360° stretch technology, super-smooth fabric, enhanced with power-mesh panels.*	***Luxury Meets Performance:*** *Seamlessly blends sophistication, versatility, and performance for healthcare professionals who demand both luxury and function.*







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