



## DSI - Custom Stainless Steel Product Offering

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# DSI History

Our mission statement is simple and that's to continue to provide an innovative range of *Lean inventory management systems* that are competitively priced backed by outstanding before & after sales service specifically for the healthcare market.

For over **25 years**, DSI has demonstrated our extensive capabilities around the world and are viewed as the storage experts in our space. We strive to constantly improve our products and services in order to keep our #1 position as the leading provider of storage systems in the healthcare market.



**Product choice, quality and value.**



# Value Proposition Breakdown

## • BUSINESS

- Operating Cost Reduction
  - reduce inventory levels
  - save valuable floor & cubic *space*
  - minimize chances of running *out of stock*
  - reduction in *time* looking for supplies
  - reduction in *time* restocking supplies
  - increase in *safety* within department
  - eliminate *pilferage* with locking systems
  - achieve high levels of *picking accuracy*
  - increase employee *productivity*
  - *Joint Commission Compliance - sterility*

## • PATIENTS

- Increase in Service Levels
  - receive quicker care from nursing staff
  - receive better care from nursing staff

## • SURGEONS

- Time is everything during a procedure
  - will have all required tools/inventory available when needed

- better support from nursing staff due to inventory management system

## • NURSING STAFF

- Keep the staff focused on patient care - not looking for inventory
  - Increase in:
    - picking accuracy
    - productivity
    - increase in throughput (quicker retrieval time)
    - ergonomics & safety
  - Reduction in:
    - time looking for inventory
    - retrieval time - less walking

## • SUPPLY CHAIN & MATERIALS MANAGEMENT

- Lean Inventory Management
  - simplified ordering / restock process
  - reduction in PAR levels
  - increase in productivity
  - less walking time

# Lean Initiative

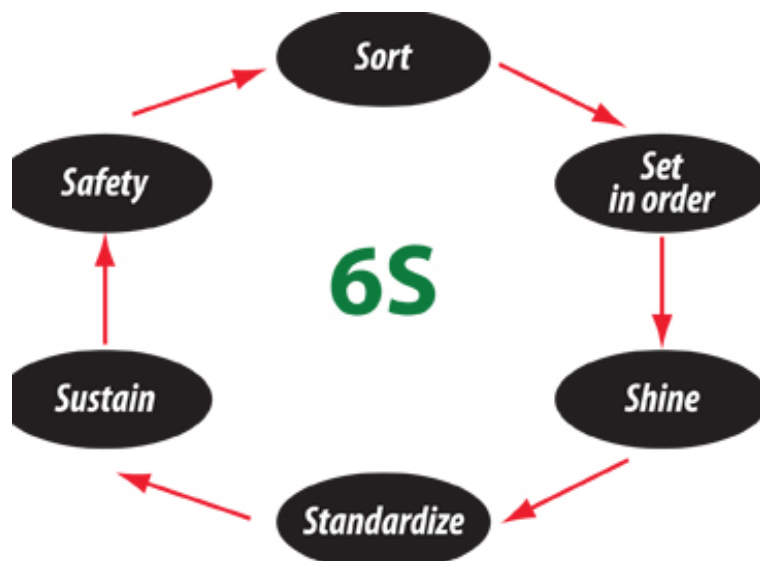
## Elimination of Waste

### THE PROBLEM:

- **Space** - conventional shelving & bins waste square and cubic space
- **Pair down the PAR's** - store what's needed but do not overstock
- **Time looking** - employees take too long looking for inventory due to the lack of organization and labeling
- **Time walking** - employees often walk from one side of the room to the other to retrieve supplies, increasing retrieval time, reducing patient care

### THE RESULT:

- Wasted Space + Unnecessary High Levels of Inventory + Inefficient use of Labor & Resources = Increase in Operating Cost / Waste of Money for the Hospital



**Before**



**After**





# Stainless Steel - Departments in Focus

- Sterile Processing Department
- OR Suites
- Decontamination
- Cath / Cardiac / GI Lab
- Radiography
- Angiography
- Cystoscopy
- Endoscopy



**Inventory Reduction & Labor Savings = Cost Savings & Better Patient Care**

# OR Suites



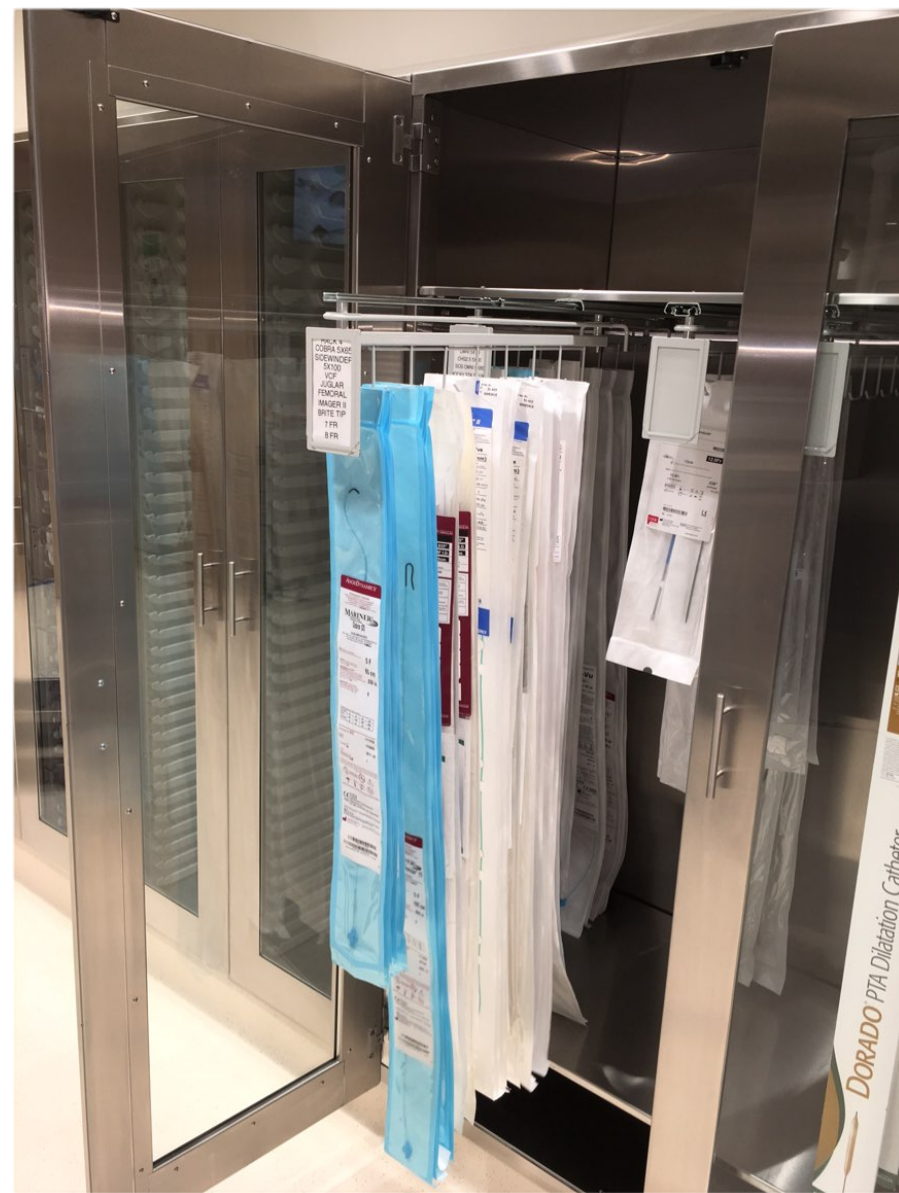


# Sterile Processing Dept.



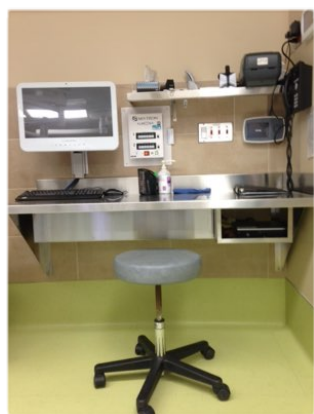


# Labs - Catheter Managers





# Labs - Scope Holders



# Decontamination & Misc Depts.





# Take Aways

- Highest Quality Storage Products in the Market
- Local Support
- Sterile Products for Sterile Environment
- Quick Lead Times
- Value Add Consultative Service
- Made in the USA
- Lifetime Warranty
- Planning - Design - Implementation
- Inventory Transfer Service
- Leading Innovator in the Market
- Competitively Priced
- GPO - Partners (Vizient)
- Go LEAN - elimination of waste = reduction in Operating Cost

