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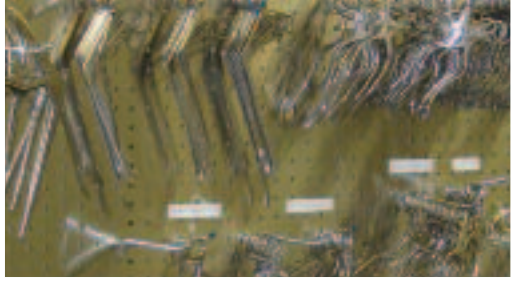
Product choice, quality and value.



PROBLEM

We had some equipment in the SPD area that had become a concern due to changing standards. Replacement would also offer us the opportunity to make some departmental organization upgrades. Our search leads us to DSI who met both our equipment requirements and organizational needs. Our DSI rep was able to assess the situation and provide a variety of solutions tailored to our needs.

SOLUTION

The interesting aspect to this SPD was that there was too much space available. After listening to the client I found that their equipment was too spread out. SPD Tech's were spending a lot of time searching for equipment. By introducing new work stations we were able to be compliant and meet organizational needs as well. The new equipment created centralized customizable work stations.

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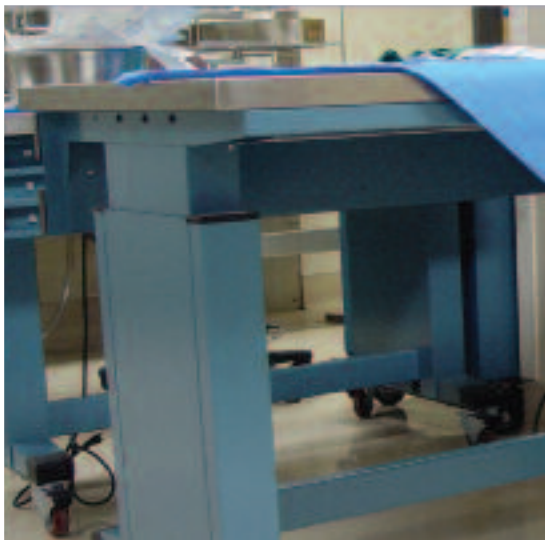
RESULTS

Our ***DSI*** *rep helped* ***customize*** *work areas that make it* ***easy*** *to work in* ***teams*** *or as* ***Individuals***

Christine Green

Christine Green
SPD Tech Lead



PROBLEM

Before we called DSI, storing our Operating Room inventory was a problem.

We had a variety of carts and cabinets within our facility but it all just seemed like a temporary solution. We had limited space and it was difficult to manage it properly. We needed a real solution. Trevor, our DSI sales rep came in and assessed our needs from top to bottom. He didn't just look at our storage problems; he analyzed our products and needs from dock to patient.

SOLUTION

Initially I met with the staff involved to confirm what was and was not working for them. Together we were able to establish that greater productivity and increased storage was required. I recommended utilizing wire shelving and baskets incorporated into a high density track system. That allowed them to increase storage space by 40% and made handling inventory a breeze.

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RESULTS

Utilizing the high density track system not only increased our storage space but allowed us to remove bulky dust collecting carts and cabinets. Now we look like the professionals that we are!

Daryl Melvin

Daryl Melvin
SPD Supervisor

PROBLEM

We are always looking for means to upgrade systems affecting revenue enhancement within the Operating Room. Our priority was case carts. Our DSI rep facilitated options that allowed us to look at a Systems approach. This enhanced the process by centralizing the products that support the over-all case cart system. This in turn allowed for better control of our Supply Chain Management functions.

SOLUTION

My initial reaction was to present not only case carts but to include the entire support system package. By providing the ancillary storage equipment for the case cart room we were able to build a complete product. This would in turn bring about greater system integration. Inventory management and utilization of O R time would be examples of the results available. Our systems approach leads to greater projected revenue within the Operating Room.

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RESULTS

Not only did **DSI** *meet our needs for a* **"state-of-the-art"** *case cart system, but provided* **exceptional**, *quality customer care. Working with Trevor, I know the* **service** *he will give us will go above and beyond. It is a pleasure to be in a true* **"partnership"** *with* **DSI**.

Suzanne Hallett
Manager Supply Chain

PRESIDENTS MESSAGE

Our mission is simple: A single source selling competitively priced materials handling, storage and distribution systems direct to the healthcare and related industries backed by outstanding service and extensive product knowledge.

The question most people have is how does DSI distinguish itself from others that sell similar equipment to healthcare facilities? The answer is twofold. First we offer a comprehensive listing of products that include carts for every purpose, from anesthesia to procedure. We have your basic stainless carts, as well as wire carts. We also sell wire track systems and modular cabinets. Our customers quickly realize there is no reason to consider multiple vendors, when DSI provides all of these products under one roof direct from the manufacturer at a great price. The second way DSI stands out is the value added service we provide from sales to customer care. Our sales staff is well trained and experienced. We spend many hours with our manufacturing partners to ensure what we quote and deliver meets our customer's unique needs

What impresses our customers most, however, is our responsiveness. We deliver quotes in less than 24 hours, unless there are drawings and measurements, and then we will still be ready in about two business days. If the customer wants, we will install everything we sell. Standard products ship in less than 10 days from order date. Our billing and support are backed by state of the art technology and, again, by folks that know the products we sell and the needs of our customers.

Our business grows from two primary sources: a steady flow of repeat customer orders and the extensive capability we have demonstrated on large project orders. Large project customers include such well known facilities as UCLA Medical Center, the Veterans Affairs Medical centers, Kaiser Permanente, Metropolitan Chicago Heathcare Council, the Mayo Clinic Hospitals and numerous regional heart hospitals and surgical centers throughout the nation.

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knowledge.

Peter Lane
President DSI, Inc.

PRODUCT

Distribution Systems International, Inc. *or* ***DSI*** *is a leading direct supplier of materials handling, storage and distribution systems to the healthcare market place.*

Product choice, quality and value

DSI carries a comprehensive world class line up of brand name products including:

High Density Storage Systems
Modular Workstations and Enclosed Cabinets
Plastic Bins
Wire Supply Carts
Specialty Carts (e.g. Crash, Anesthesia, Procedure)
Mail Carts, Linen Carts, Stainless Steel Utility Carts
Customizable Stainless Steel Case Carts

The DSI name means value, as all of our products are sold at manufacturer direct prices, everyday.

SERVICES

A sales team that comes to you

Our national team of well trained and experienced sales people is available to provide on site value added consultation and product support in the selection of our more specialized and custom order products. Our professionals come armed with a number of unique "value-added" programs that help them to meet customer needs. Room layouts, product samples and product assembly are some of the many services available. We deliver quotes in less than 24 hours, unless there are drawings and measurements, and then we will still be ready in about two business days. If the customer wants, we will install everything we sell.

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MISSION

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