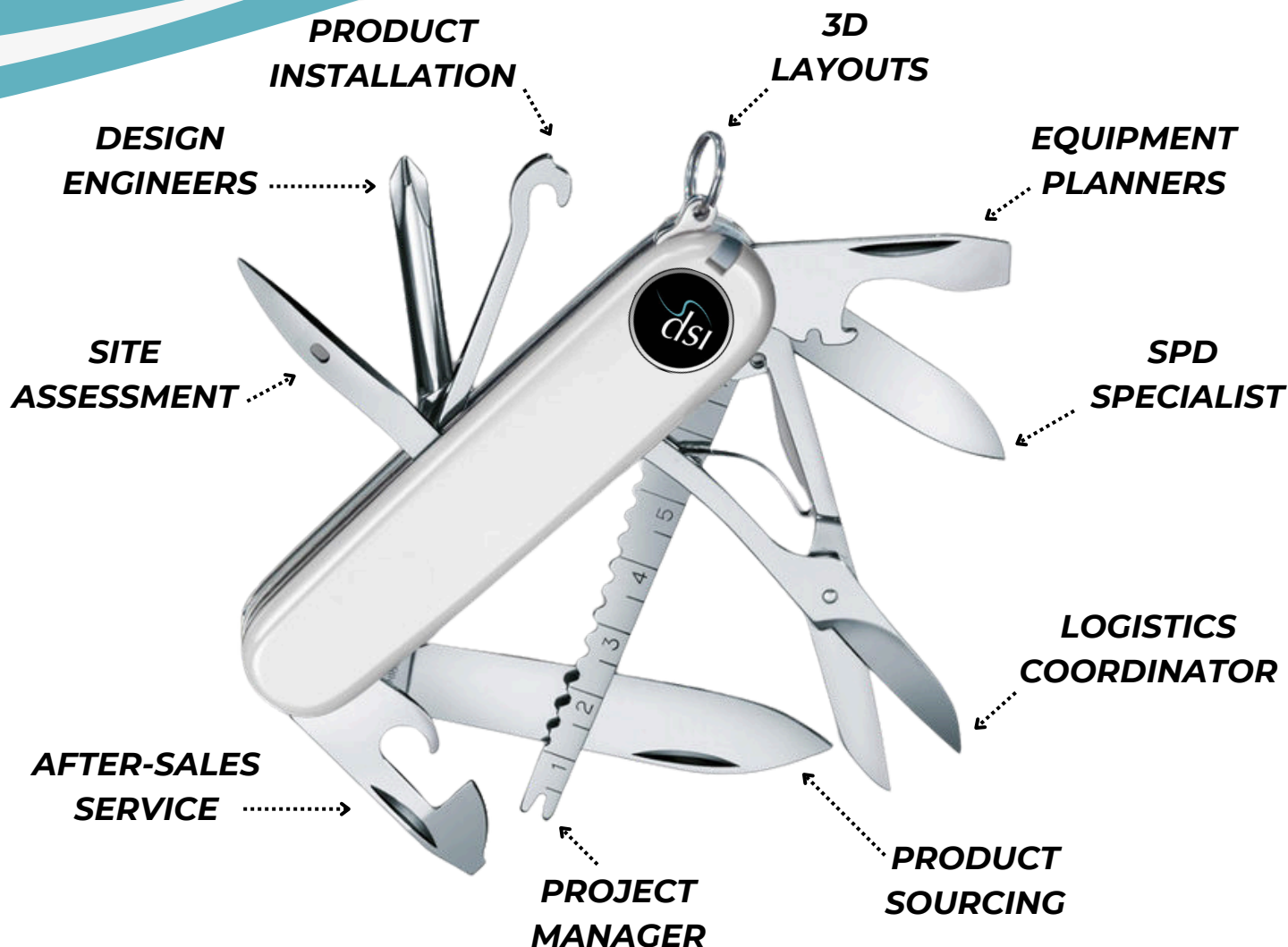




# TERRITORY MANAGER

multi-skilled sales consultant

## THE SWISS ARMY KNIFE OF SALES 10X THE VALUE



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multi-skilled sales consultant

## VALUE ADDED SERVICES



PROJECT MANAGER



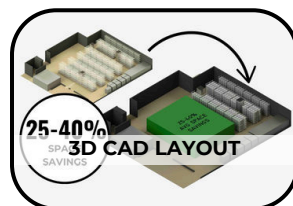
SITE ASSESSMENT



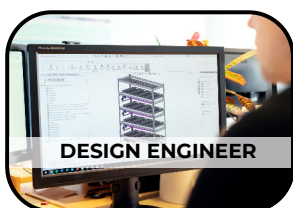
SPD SPECIALIST



EQUIPMENT PLANNER



25-40%  
SAVINGS  
3D CAD LAYOUT



DESIGN ENGINEER



PRODUCT SOURCING



LOGISTICS COORDINATOR



PRODUCT INSTALLER



AFTER SALES SERVICE

### Storage Consultation

#### **1-Project Manager:**

We are organized, goal-oriented professionals who use innovation, creativity, and collaboration to lead projects that make an impact and meet specific goals.

#### **2-Site Assessment:**

We measure the department, conduct an evaluation of the workflow, get an understanding of the PAR levels, and measure the inventory. Our findings from the site survey are pulled together into a comprehensive storage proposal and presented for review.

#### **3-SPD Specialist:**

We are DSI employees, not manufacturing reps or contractors. We have over 100 years of combined experience working in hospitals and some of our TM's are CCSVP certified. DSI was established in 1990.

### Design & Planning

#### **4-Equipment Planner:**

We specify the appropriate equipment to ensure budgets are met, compliance is achieved, and guidelines are followed.

#### **5-3D CAD Layouts:**

Created in-house to enable our customers to truly visualize their future department.

#### **6-Design Engineer:**

We develop and design custom configured products that function, perform, and fit the intended purpose for the specific application.

#### **7-Product Sourcing:**

We have the ability to source a range of different products beyond our core product line. A one stop shop for storage.

### Implementation

#### **8-Logistics Coordinator:**

We plan, coordinate, and schedule the deliveries to ensure the orders arrive safely and on time.

#### **9-Product Installation:**

Our TM's manage the complex process of onsite product assembly and installation. Our crews are also Insured and Bonded.

#### **10-After Sales Service:**

We offer follow-up support, onsite training, in-service repairs, and a limited lifetime warranty so you are covered after the purchase.

***'What price would you pay for good service?'***



Meet 'Scrubs'  
the DSI Bear



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