

HIGH DENSITY STORAGE

MODU-MAX & MODU-MAX CTS



DSI'S VALUE ADDED SERVICE

Our consultative approach focuses on solving our customer's storage problems whether it's workflow congestion, floor space constraints, PAR level management, compliance issues, employee safety, or anything related to inventory management. DSI has the knowledge base and experience in identifying and solving storage-related issues in the healthcare field.

STEP 1:
STORAGE CONSULTATION

- Storage Analysis** - we assess, audit, and measure your inventory and PAR levels, we measure the room to determine the most optimal storage system for your department, we recommend processes that will reduce wasted square and cubic space, and suggest ways to improve your storage capacity.
- Understanding Workflow** - we custom configure our storage systems to improve employee efficiencies and productivity in all supply areas while reducing employee guesswork when finding and restocking supplies.
- Inventory Management** - during our consultation, we analyze PAR and usage levels which ultimately help reduce operating costs, which equates to an increase in the hospital's bottom line and better patient care.

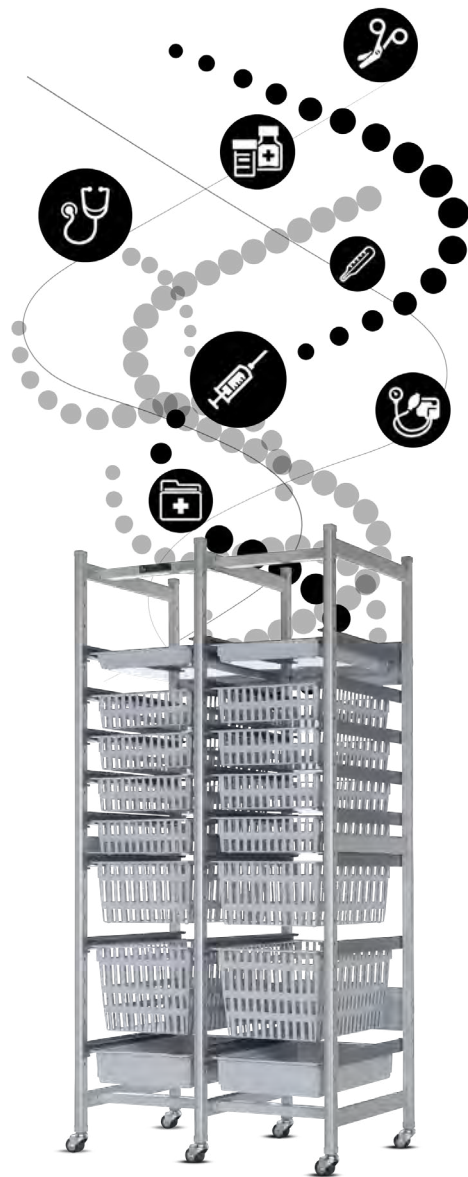
STEP 2:
DESIGN & ROOM LAYOUT

- Department and inventory measurements
- Architectural CAD drawings are then developed
- An ROI is created based on customer input
- Initial designs are submitted for department review
- Customer buy-in on future room layout, design, and workflow
- Procurement from one source eliminates the need for multiple vendors

STEP 3:
IMPLEMENTATION

- Convenient and timely product delivery
- Assurance of product quality
- Product assembly and installation
- Inventory transfer and complete turnkey implementation
- Support in labeling and organizing inventory

DSI prides itself on assembly, installation, and most importantly, after-sales SERVICE! We ensure the product is installed according to spec, then help with your support in transferring the inventory from the old system to DSI's new LEAN Inventory Management System. In the end, we will ensure a successful physical installation and system implementation that best fits your business needs while keeping your employees focused on patient care.



DSI TESTIMONIALS

"DSI gave the very best support of any company that I have ever dealt with. I am truly amazed at how quickly they always respond to our questions. DSI's shelving system was tailored to our hospital's needs garnering 30% more space. DSI's customer service is what every company should strive towards... and you can quote me on that."

Rhonada Brown, BBA, CRSCT, CHL
Sterile Processing Department Manager
UC Health West Chester Hospital
Chester Township, Ohio

"Working with the DSI team was seamless. We had great support from their team and attention to detail from the point of design all the way through installation. DSI's products are superior quality and completely customizable."

Dianne O'Connell, RN, CNOR
Director of Surgical Services
Frisbie Memorial Hospital
Rochester, New Hampshire

"We love our DSI Modu-Max CTS carts! The carts help us stay organized, are easy to clean, and help prevent stacking of our blue wraps. Vendors love these carts and wish we had more."

Johntay Macklin
SPD Manager
Northwestern Lake Forest Hospital

"We built our first CSR 15 years ago and we partnered with DSI to solve our storage and space issues. DSI installed their High Density Storage System and the hospital received an immediate decrease in holes and tears in our sterile instrument trays and blue wraps."

C. Wayne Root, RN
Central Supply Room Manager
St. Joseph Mercy Hospital
Ann Arbor, Michigan

"We opened up a 6 room surgery center in January. We were so excited to merge total joints and outpatient sports together in one area. Storage space for both trays and materials were at a premium and we never thought we could make it all fit into one small space. DSI's Account Executive Gray Linsley conducted a space analysis, took measurements of the department, and created a couple different space saving solutions. Gray worked with our team to optimize the available space with custom designed DSI shelving that mixed tray storage and supply storage in one standardized system for uniformity purposes. DSI exceeded all expectations with a personalized approach, speedy service, and a one day delivery and installation timeframe."

Mike Weller, RN
Orthopedic Coordinator
Keck Hospital of USC



BEFORE & AFTER

HIGH DENSITY MODU-MAX



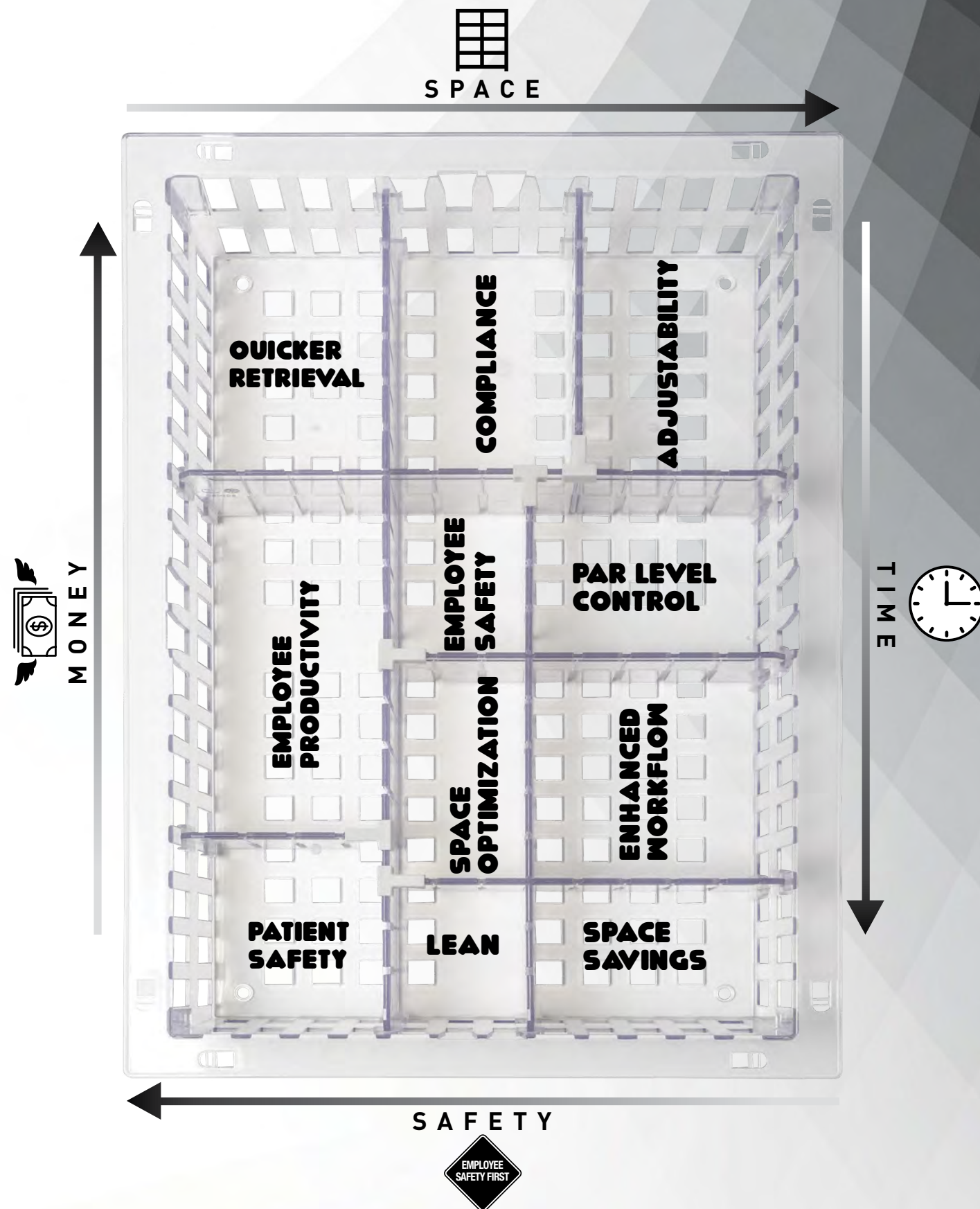
BEFORE & AFTER

HIGH DENSITY MODU-MAX



MODU-MAX

BENEFITS OF THE BASKET



MODU-MAX

BENEFITS OF THE BASKET

PRODUCT FUNCTIONALITY

- 100% Basket Extension for Full View and Space Optimization
- Adjustable Compartments Positioned Within the Basket for Better Space Utilization and PAR Level Management
- Enhanced Visual Indicators for Quicker Identification
- Modular in Design
- The Equipment is Expandable for Future Add-Ons
- Designed to Interface with Mechanical Assist Track System
- A Variety of Basket Heights Available to Maximize Cubic Storage Capacity

2-BIN KANBAN

- First-in / First-out
- Enhanced Visual Indicators
- Elimination of Expired Inventory
- Zero Stock-Outs
- 30% Space Savings vs. Open Wire Shelving
- PAR Level Management
- Time Savings when Taking Inventory
- Quicker Retrieval Times
- Supplies Always Pull from the Front Compartment
- Back Compartment Rotates when Front Compartment is Depleted

PRODUCT FEATURES

- Light Duty, Aerospace Grade Aluminum Construction
- 77"H – Overall Height
- Adjustable In 1" Centers for Each Basket / Shelf Location
- 3" Swivel and Braking Polyurethane Casters
- 2", 4", 8", 11" Basket Heights
- Partitions and Dividers Included
- Clear or Gray Baskets
- Catheter Managers, Adjustable Low Profile Shelves, Wire Shelves, Dust Covers are Optional
- Labels / Visual Identifiers Available

DEPARTMENTS IN FOCUS

- Utility Closets
- Supply Rooms
- Sterile Processing Departments
- OR Core / OR Suites
- Cath Lab
- Med / Surg
- Central Supply

MODU-MAX ACCESSORIES



2" TRAY



4" TRAY



4" BASKET



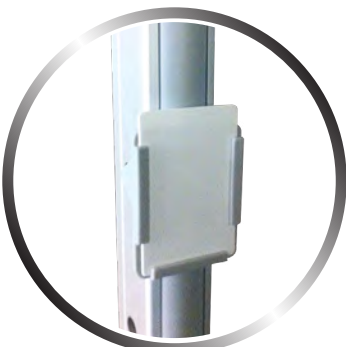
8" BASKET



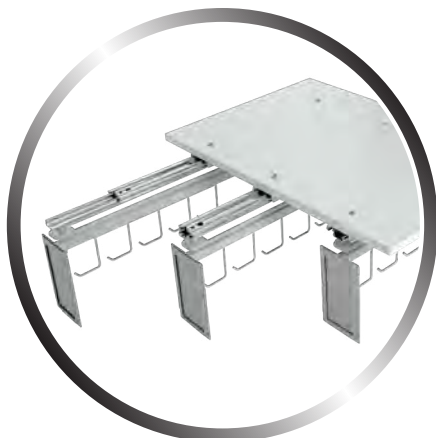
11" BASKET



DUST COVERS



MODU-MAX LABEL HOLDER



CATHETER MANAGERS



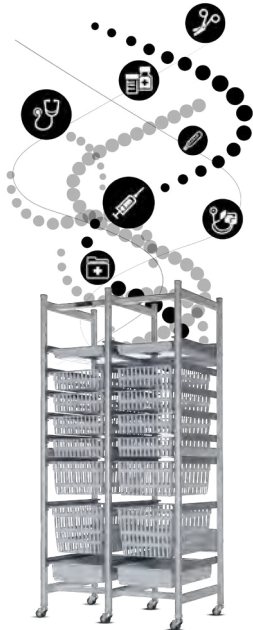
2", 4", 8", 11" DIVIDERS

MODU-MAX

BENEFITS OF THE BASKET

HIGH DENSITY BASKET STORAGE VS. TRADITIONAL OPEN WIRE SHELVING

- Provides the Ability to Maximize Space (Square and Cubic Feet)
- Wide Range of Visual Indicators Offered
- Modular in Design to Enable Future Expansion and Configurations
- Inventory Stored in Compartments Specific to the Size of the Supplies
- Variety of Basket Sizes to Choose From Based on Inventory Height
- Promotes PAR Level Integrity and Inventory Control
- Reduction of Stock-Outs
- Enhances Employee Safety Through Better Ergonomics
- Space Savings = Time Savings
- Promotes Best Practices & Compliance
- Provides Integrated Functionality for Ultimate Storage Purposes



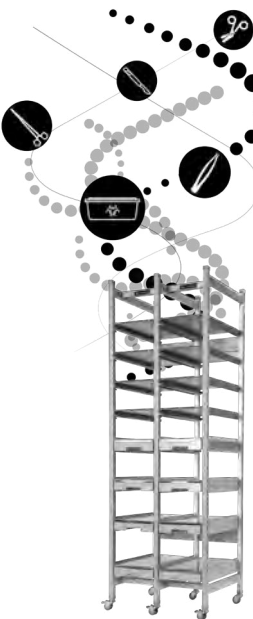
- Limits Space Optimization (Square and Cubic Feet)
- Small Variety of Labeling Options
- Rigid Design That Does Not Enable Future Expansion
- Inventory Frequently Stored in Generically Sized Plastic Bin
- Limited Range of Bins Available
- Conventional Storage Methodology that Disables Efficiencies
- Promotes Over Stocking of High Cost Supplies
- Reduces Employee Safety With Rigid Shelf and Post Design
- Wasted Space = Wasted Time
- Increases Compliance Risks
- Rigid in Functionality Options

MODU-MAX CTS

BENEFITS OF THE CTS

HIGH DENSITY CONTAINER TRAY STORAGE VS. TRADITIONAL OPEN WIRE SHELVING

- Designed Specifically for Instrument Sets (Rigid Containers & Blue Wraps)
- Dedicated Location for Every Container or Blue Wrap
- Adjustable in 1"H Increments to Optimize Space Between Sets
- Eliminates Stacking of Blue Wraps
- Designed for Better Ergonomics for Employee Safety
- Reduce and/or Eliminate Tears in Blue Wraps (No Touch System)
- Promotes an Open Workflow Within the Department
- Helps Achieve Compliance and Meet National Healthcare Standards
- Broad Range of Visual Indicators/Labeling Available
- Promotes Picking Accuracy and Time Efficiency



- Designed for Bulk Supply Storage
- Does Not Provide Ability to Have Designated Locations Per Set
- Open Wire Shelves Are Set in One Fixed Position Once Assembled
- Promotes Stacking of Instrument Sets
- Rigid Design With Fixed Shelves
- One Size Fits All Methodology (Promotes Stacking)
- Create Bottle Necks in Aisles and Case Cart Staging Area
- Limited Options of Visual Indicators Available
- Does Not Enable Staff to Pick Accurately and Efficiently
- Not Designed for Maximum Space and Time Efficiency

BEFORE & AFTER

HIGH DENSITY MODU-MAX CTS



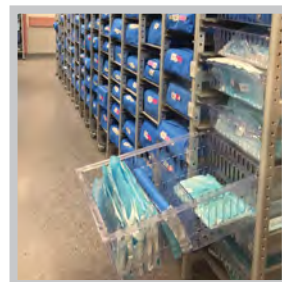
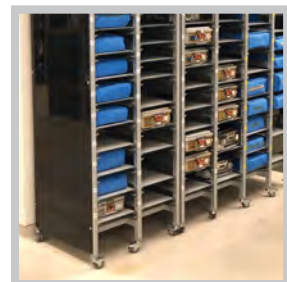
BEFORE & AFTER

HIGH DENSITY MODU-MAX CTS



MODU-MAX CTS

BENEFITS OF THE CTS



MODU-MAX CTS

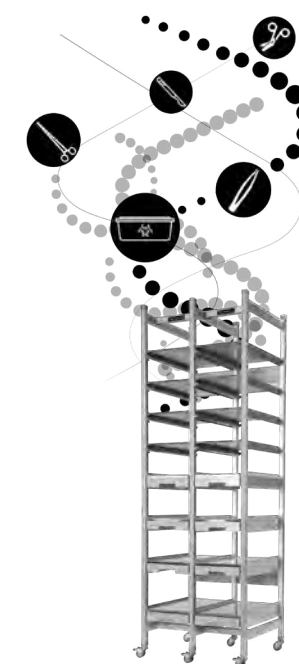
BENEFITS OF THE CTS

PRODUCT FUNCTIONALITY

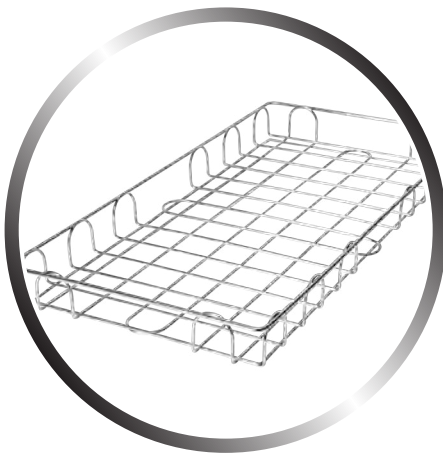
- Designed for Both Large Orthopedic Containers & Standard Width Containers
- Designed for Large and Small Blue Wraps
- Pull Out Drawers Go 100% Beyond Framework for Access to Handles on Both Sides of the Rigid Container
- Low Profile Adjustable Shelves Can Be Adjusted in 1" Increments to Maximize Space (No Tools Required)
- Visual Indicators for Quicker Identification
- Modular / Scalable in Design and Can Add Onto the System in the Future
- Designed to Interface with Mechanical Assist Track System
- Range of Different Shelf Options that Integrate Within the System
- Eliminate the Stacking of Blue Wraps
- Dedicated Location for Each Container & Blue Wrap
- Custom Labeling to Categorize by Services

PRODUCT FEATURES

- Light Duty Aerospace Grade Aluminum Construction
- 77"H – Overall Height
- 1" Centers for Each Basket or Shelf Location
- 3" Swivel and Braking Polyurethane Casters
- Dust Covers Available
- Stainless Steel Flat Wire Shelf
- Stainless Steel Pull-Out Drawers
- Stainless Steel Wire Basket
- Low Profile Adjustable Shelves
- Labels / Visual Identifiers Available



MODU-MAX CTS ACCESSORIES



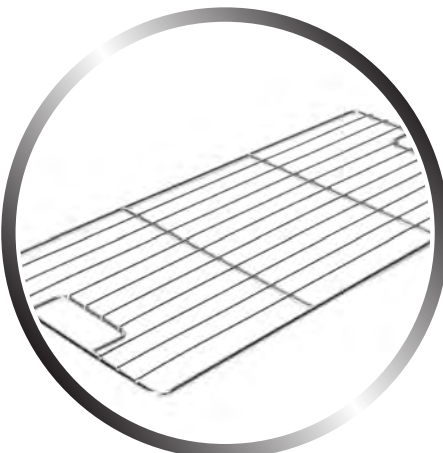
STAINLESS STEEL
WIRE BASKET STANDARD



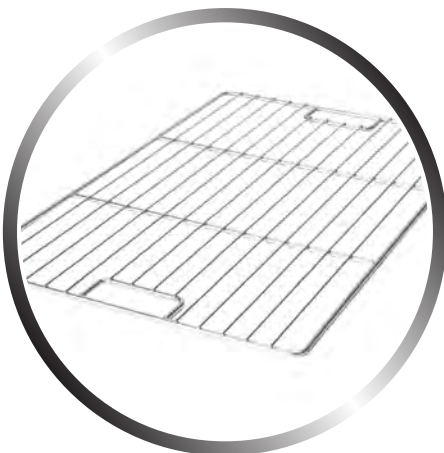
STAINLESS STEEL
WIRE BASKET OVERSIZE



STAINLESS STEEL
PULL OUT SHELF AVAILABLE
IN STANDARD AND OVERSIZE



STAINLESS STEEL
FLAT SHELF STANDARD



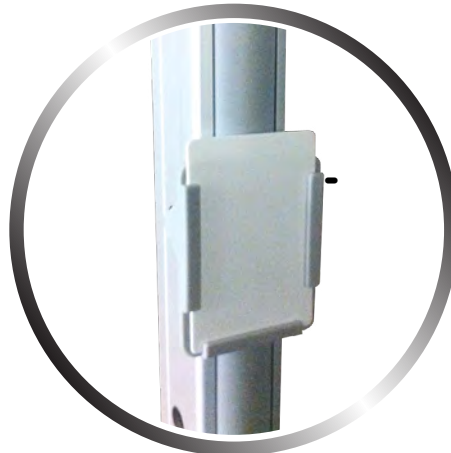
STAINLESS STEEL
FLAT SHELF OVERSIZE



DUST COVERS



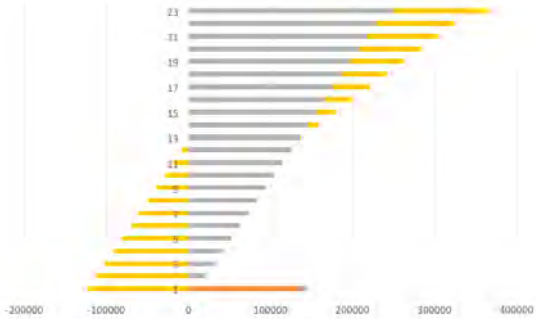
LOW PROFILE SHELF (VOLKREN)
AVAILABLE IN STANDARD AND OVERSIZE



MODU-MAX
LABEL HOLDER

ROI CHART

MONTH
COST
SAVINGS
ROI



DSI: ROI CALCULATOR



VALUE SET 1 - SPACE AND CONSTRUCTION

\$292.63 X 725
ESTIMATED COST PER SQ. FEET X TOTAL SQ. FEET OF CURRENT SHELVE
VALUE OF SPACE FOR CURRENT SHELVE = \$212,156.75

*based on construction cost index (CCI) \$292.63 is industry average for healthcare new construction

VALUE SET 2 - LABOR AND PRODUCTIVITY

33% X \$55,000
% OF TIME PICKING PRODUCT X INDUSTRY AVERAGE COST OF LABOR
VALUE OF TIME SEARCHING/RESTOCKING = \$18,150.00

*based on payscale.com - Avg income for RN Nurse is 69k, for Surgical Tech is 55k

VALUE SET 3 - INVENTORY

\$1,000,000 X 1
VALUE OF INVENTORY X ONE TIME INVENTORY REDUCTION
VALUE OF INVENTORY FOR A YEAR = \$1,000,000.00

*estimated value of inventory in SPD

COST SAVINGS 1: SPACE AND CONSTRUCTION ROI CHART

	TOTAL SPACE VALUE	\$212,156.75	MONTH	COST	Monthly SAVINGS	ROI
% OF SPACE DSI EQUIPMENT WILL SAVE	10%		1	\$ 133,000	\$ 10,404	\$ (122,596)
COST SAVINGS 1 (SPACE) =	\$ 21,215.68		2		\$ 20,808	\$ (112,192)
			3		\$ 31,211	\$ (101,789)

COST SAVINGS 2: LABOR AND PRODUCTIVITY

VALUE OF TIME PICKING/RESTOCKING	\$18,150.00	4	\$ 41,615	\$ (91,385)
% OF TIME DSI EQUIPMENT WILL SAVE	20%	5	\$ 52,019	\$ (80,981)
COST SAVINGS 2 (LABOR AND TIME) =	\$ 3,630.00	6	\$ 62,423	\$ (70,577)
		7	\$ 72,827	\$ (60,173)
		8	\$ 83,230	\$ (49,770)

COST SAVINGS 3: INVENTORY REDUCTION

VALUE OF INVENTORY PER YEAR	\$1,000,000.00	9	\$ 93,634	\$ (39,366)
% OF INVENTORY REDUCED W/DSI EQUIPMENT	10%	10	\$ 104,038	\$ (28,962)
COST SAVINGS 3 (INVENTORY) =	\$100,000.00	11	\$ 114,442	\$ (18,558)
		12	\$ 124,846	\$ (8,154)
		13	\$ 135,249	\$ 2,249
		14	\$ 145,653	\$ 12,653

*based on DSI's 25 years of lean inventory management experience

TOTAL COST SAVINGS PER YEAR	\$124,846	15	\$ 156,057	\$ 23,057
TOTAL COST OF PROJECT:	\$133,000	16	\$ 166,461	\$ 33,461

ROI FORMULA

SAVINGS - COST		17	\$ 176,865	\$ 43,865
\$124,845.68 - \$133,000.00		18	\$ 187,269	\$ 54,269
\$133,000.00	= -.0613	19	\$ 197,672	\$ 64,672
COST	X 100	20	\$ 208,076	\$ 75,076
	-6.13%	21	\$ 218,480	\$ 85,480
		22	\$ 228,884	\$ 95,884
		23	\$ 239,288	\$ 106,288
		24	\$ 249,691	\$ 116,691

FPO
BUSINESS CARD
2" x 3.5"



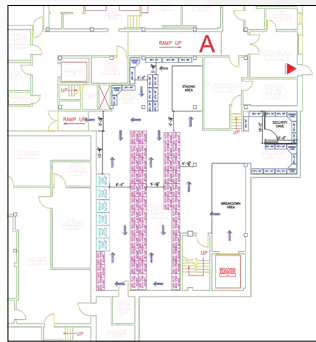
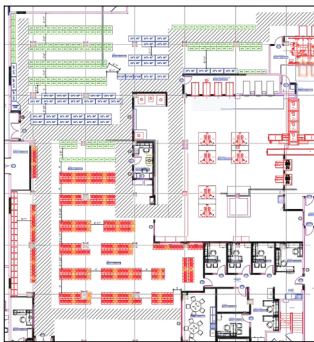
Inventory Management Solutions.
Building Storage Around Your Supply Chain.

DSIDIRECT.COM 1.800.393.6090



PROJECT PLANNERS

- Storage Assessment
- Inventory Audit
- Room Design & Work Flow
- Consultation & Report Out
- Product Installation
- Inventory Transfer
- Labeling & Identifiers



Call DSI for a FREE Storage Analysis
800.393.6090
Visit us at WWW.DSIDIRECT.COM