

# Direct Supply, Inc.

## Company Description

Founded in 1985 by Bob Hillis, Direct Supply, Inc. is the nation's leading supplier of equipment and eCommerce solutions to extended healthcare. Working with providers to streamline the supply chain, Direct Supply's promise is to reduce total cost of acquisition and ownership while using technology to take the cost out of healthcare.

Eldercare Interiors, Direct Supply's Design, Construction and Renovation business, manages the entire design, construction and build process through innovative technology and a focus on service.

DSSI, extended healthcare's leading eCommerce network, provides complete Spend Management solutions to help providers cut costs while gaining control and compliance across their entire spend.

Our Direct Supply Equipment (DSE) division is the leading source in the industry for total equipment solutions. With a virtual distribution model offering over one million different products and specialized teams well-versed in the latest regulations and trends, providers can be confident in DSE's unbiased product recommendations.

And finally, TELS is an innovative, web-based facility maintenance system that's revolutionizing loss prevention risk mitigation, Life Safety Code compliance and asset management systems.

## 2009/2010 Product & Service Innovations

- **Eldercare Interiors:** Direct Supply's design, renovation and construction business unit, helping providers execute smarter, faster renovations or new construction, empowering them to do more and improve their ROI.
- **DSSI Complete:** Offers complete 'Spend Management' solutions and removes 100% of your current paper invoices at both community and corporate levels to streamline spend and implement greater controls.
- **TELS:** Currently running at thousands of facilities, TELS helps providers mitigate loss prevention risks, manage their assets and better ensure Life Safety Code compliance.

## Suggested Consultative Discussions

- **Real-Life Life Safety Code Successes:** We'll share information, best practices and success stories in Life Safety Code management.
- **Design. Build. Live:** We'll share success stories of providers who have completed large-scale renovation or new construction projects, and provide some tips and techniques for streamlining the process.
- **How to Manage Your Spend, Completely:** We'll provide real-world, best practice information and technology solutions to help you automate every invoice, every vendor and every penny.



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