



# Distributor Spotlight



DSI is headquartered in southern California and is the market leader in providing highly-efficient storage equipment for sterile processing departments, operating rooms, sterile cores, and supply chain rooms in hospitals and healthcare facilities across the country. The company was established in 1990, and the equipment offered is engineered, inventoried, and assembled in California.

DSI's mission is simple – to serve those who serve others. This is accomplished by offering unique consultative services and specialized storage equipment for managing inventory in sterile processing departments, operating rooms, and supply chains in the field of healthcare. DSI's storage equipment is engineered with employee care in mind. The company's sales force, known in the industry to be "best in class", works throughout the United States to facilitate localized pre-sales and provide superior after-sales support.

DSI handles everything from consulting on initial storage needs, to the design/layout of the room, then continues to provide support and expertise through implementation. DSI prides itself not only on assembly and installation, but more importantly, after-sales service. They work to ensure that products are installed according to specifications and healthcare employees can remain focused on patient care.



**WATERLOO  
HEALTHCARE**  
Better Carts for Better Outcomes

Waterloo Healthcare is proud to work with the best medical distributors in the industry. Our distributors support the medical professionals who use Waterloo Healthcare procedure carts in saving and enhancing lives. From helping customers determine which carts and accessories will best fit their needs to providing logistics and installation services, our distributor partners offer value-added services that help set Waterloo Healthcare apart from all the rest.

DSI has worked with Waterloo Healthcare since 2004. Ian Loper, DSI's VP of Sales and Marketing says, "Combined with Waterloo's superior customer service and high quality products, working together delivers the best value a hospital could ask for!"

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