

COMPLEX CAPITAL PROJECTS DONE RIGHT

DIRECT
SUPPLY®



TRUST DIRECT SUPPLY FOR LARGE PROJECT PEACE OF MIND

Simplify your complex projects with Direct Supply. From project assessment, solution consultation and product identification to financing, delivery and installation, our project experts make your satisfaction their #1 priority. Backed by 4,000 successful projects completed every year, we deliver the best solutions for your unique project.

Explore our array of services in this guide, and contact your account manager to learn more.



FIND THE RIGHT SOLUTIONS FOR YOUR PROJECT

DESIGN, CONSTRUCTION & RENOVATION

Design Services
Foodservice Design
Operational Startup Equipment
Installation Management
Designer Link
Rebranding Signage

TECHNOLOGY SOLUTIONS

DS smart®
Technology Design
TechTrack™
New & Trending Technology

HEALTHCARE SOLUTIONS

Caregiving Essentials & Rental Conversions

**DIRECT
SUPPLY®**

DESIGN, CONSTRUCTION & RENOVATION

DESIGN SERVICES



TRANSFORM YOUR COMMUNITY

- Complete support from design to installation offers the best possible outcomes
- Maximize large projects with market intelligence, architecture and construction services
- Count on one point of contact for high-impact aesthetics backed by outrageous service

WHY DIRECT SUPPLY?

- Senior Living expertise with 35+ years of experience
- Experienced in designing to a budget, with access to more than 200 furniture brands
- You're in control and approve each step of the process
- Project management horsepower – 4,000+ Senior Living projects completed every year



PROFESSIONAL DESIGN & PROCUREMENT SERVICES

Kickoff & Site Walk

- Optional site visit
- Meeting with design consultant
- Alignment on project goals

Design Documentation

- Two design boards
- FF&E, soft goods, and artwork quotes and legends
- Finish selections
- Materials legend

Design Concept, Space Plan & Budget

- Design concept statement and contract
- Budget outline by area
- Space plans
- Estimated delivery and installation costs

Fulfillment

- Professional documentation
- Delivery and installation
- Punch list

Design Presentation

- Presentation of furniture, fabric and materials suggested for the space
- Ability to revise the design as needed

DESIGN, CONSTRUCTION & RENOVATION

FOODSERVICE DESIGN



FOODSERVICE DESIGN SIMPLIFIED

- Trust us to revamp foodservice spaces, from front-of-house foodservice amenities to back-of-house kitchens
- Create efficiencies and build dining experiences that improve safety and marketability

WHY DIRECT SUPPLY?

- Operational horsepower to fulfill design, procurement and installation needs
- Project manager to keep project on schedule and budget
- Experienced foodservice designers deliver state-of-the-art solutions



BOOST OPERATIONAL EFFICIENCY AND MARKETABILITY

Kickoff & Scoping

- Meet your Direct Supply project team
- Discuss the scope and budget

Design Proposal

- Design consultant provides vision for project
- Receive design agreement outlining process and deliverables

Site Visit, If Applicable

- Field technician walks your building, takes dimensions and verifies utilities

Design Presentation

- Review final foodservice design plan before implementation
- Ability to revise the design, if needed

Delivery & Installation

- Licensed professionals will ensure proper installation
- Equipment warranty package

DESIGN, CONSTRUCTION & RENOVATION

OPERATIONAL STARTUP EQUIPMENT



PREPARE FOR OPENING DAY

- Ensure your building can open on time with everything you need for operations
- Trust us for all operational startup supplies, including rehabilitation, clinical, foodservice and housekeeping

WHY DIRECT SUPPLY?

- Comprehensive list of operational products so you don't forget anything
- Provide us with the bed count and care setting, and we'll provide budget estimates
- Multiple brands in all categories, giving you cost-saving options



GET EVERYTHING YOU NEED TO OPEN YOUR BUILDING

Kickoff & Scoping

- You provide care settings and number of beds
- We'll consult on types of supplies required and timelines

Procurement

- Sign a comprehensive project proposal that provides one-stop purchasing, billing and support

Design, Construction & Renovation

- We'll review the startup list to ensure accuracy and completeness
- We also review lead times to ensure operational efficiency

Fulfillment

- Track all orders online at **DirectSupply.net** or via your dedicated account manager
- One call or email for outrageous customer service

DESIGN, CONSTRUCTION & RENOVATION

INSTALLATION MANAGEMENT



SIMPLIFIED DELIVERY & INSTALLATION

- Options so you have the right level of delivery services for every project
- One dedicated partner on your project from start to finish
- Pre-installation preparation

WHY DIRECT SUPPLY?

- Nationwide delivery and installation
- Multiple quotes reviewed to ensure lowest price
- 1,200+ installs managed every year
- 15 dedicated on-site installation managers who specialize in Senior Living projects



GAIN DELIVERY & INSTALLATION PEACE OF MIND

Consolidated Warehousing

- Receive, inspect and organize your shipments at local warehouse
- Receive one consolidated delivery

Assembly & Installation

- Our professional team will assemble and install your equipment

Removal of Existing Product

- We will remove and dispose of your old products

Installation Manager

- Prepares an installation plan
- Your point of contact on day of delivery
- Brings all installation documents
- Ensures all punch list items are documented

DESIGN, CONSTRUCTION & RENOVATION

designer
link



SIMPLIFY YOUR DESIGN PROJECT

- We support your interior designer through design and fulfillment, so they can focus on what they love – design
- Designer Link is solely dedicated to the architectural and design community

WHY DIRECT SUPPLY?

- Access to the best Senior Living furnishings brands
- Locked-in pricing no matter what design firm you use
- Purchases credited toward GPO membership and rebate
- Specified furniture loaded into DSSI for ease of future reorder



SUPPORT FOR YOUR DESIGNER AT EVERY STEP OF THE PROCESS

Conceptual & Schematic Design

- FF&E budgeting
- Product research and comparison

Design Development

- Samples
- Product customization
- Selections support
- Quick-ship furniture

Procurement

- Fabric reservations
- Value engineering
- Order management

Fulfillment

- Shipment tracking
- Warehousing and staging
- Delivery and installation
- Punch list

DESIGN, CONSTRUCTION & RENOVATION

REBRANDING SIGNAGE



STREAMLINE YOUR REBRANDING

- Whether it's an acquisition, change in ownership or new construction, rebranding one building or multiple communities is simple
- Rely on us for interior, exterior and digital signage for anywhere in your community

WHY DIRECT SUPPLY?

- Site surveying to see if existing signs can be repurposed
- Design services for all new signage
- Professional project management, including pulling required permits and design documentation



SIMPLIFY REBRANDING ONE BUILDING OR MULTIPLE COMMUNITIES

Sign Planning

- Budgeting to maximize your spend
- Site surveying
- Design services

Procurement

- Professional documentation
- Order management

Fulfillment

- On-site project management
- All permits provided
- Detailed sign location plans

TECHNOLOGY SOLUTIONS



PREPARE FOR THE FUTURE

- Senior Living technology is complex – we help bridge the gap between existing and future tech
- Customized solutions with expert consultation, design, implementation and ongoing product support

WHY DIRECT SUPPLY?

- Senior Living technology experts
- Nationwide reach with strong local ties
- Comprehensive support from beginning to end, including post installation
- In partnership with our Innovation & Technology Center, we're bringing what's next to Senior Living technology



INCREASE REVENUE, DRIVE OUT COSTS & IMPROVE RESIDENT CARE

Technology Design

- Consultation
- Design development
- Tech installation and documentation
- Dedicated project manager

Technology Systems

- Top technology designed for Senior Living
- Nurse call, wander management, access control, video surveillance, A/V, TVs, digital signage and more

TechTrack™

- Nurse call and wander management assessment
- System analysis
- Project guide
- 3-year capital budget

Parts & Service

- Wander management tags/bands and transmitters
- Nurse call mobile pendants, pull cords and call cords
- And more!

TECHNOLOGY SOLUTIONS



SENIOR LIVING'S HOME FOR SMART CARE

- EMR connectivity solution connects vitals data directly with the resident's EMR
- App-based platform connects to Bluetooth-enabled clinical equipment
- Instantly upload vitals data to the resident's record, eliminating transcription error and staff redundancies

WHY DIRECT SUPPLY?

- DS smart connects to Direct Supply®- and national-branded equipment
- Saves 40% of time spent on vitals documentation
- Customer success manager provides full support



DRIVE CLINICAL STAFF EFFICIENCIES, IMPROVE WORKFLOWS AND MINIMIZE COSTS AT EVERY STEP

Time Savings

- Save 1 minute per vitals collection
- Use our time savings calculator at DSsmart.net to calculate community savings

Clinical Data Accuracy

- Instant upload eliminates transcription error
- Timestamped vitals entry ensures most up-to-date clinical data used in resident care

Customizable Solution

- Compatible with select pre-owned and new Bluetooth-enabled equipment from leading manufacturers
- Integrates with PointClickCare, Netsmart and Matrixcare

Competitive Pricing

- Subscription billing minimizes upfront cost
- Free training and post-sale support beyond implementation
- No Direct Supply implementation fees

TECHNOLOGY SOLUTIONS

TECHNOLOGY DESIGN

AWARD-WINNING TECH DESIGN

- Ensure your technology systems serve you well into the future
- In-depth knowledge of today's technology landscape to deliver the best solutions

WHY DIRECT SUPPLY?

- 30+ years of Senior Living and technology experience
- 20+ partners ready to fulfill your projects
- 200+ technology brands available



CUSTOMIZED SOLUTIONS FOR YOUR UNIQUE PROJECT

Free Design Assistance

- 1 to 2 technology system replacements
- Existing buildings where tech drawings aren't needed

Tech Design Lite

- 3+ technology systems
- Small additions, renovations or new construction projects already underway

Tech Design Standard

- Complete support on multiple systems
- Large additions, new construction or pre-construction work

TECHNOLOGY SOLUTIONS



TECHTRACK™

PLAN FOR FUTURE TECH UPDATES

- We recommend the systems and functionality that best fit your operational needs
- Together, we'll create a technology roadmap to get you where you want to be

WHY DIRECT SUPPLY?

- Strong product partnerships with the best suppliers in the industry
- Senior Living technology experts
- Proven TechTrack project results



SEE HOW YOUR COMMUNITIES STACK UP

Nurse Call & Wander Management Assessment

- Assess current systems
- Conduct survey to examine age, cost, repair history, reliability and more

System Analysis

- Determine needs and propose helpful solutions
- Defined standards based on business criteria and corporate technology strategy

Results

- Receive standards guide, ordering and installation process, dedicated project team and guaranteed service guidelines
- 3-year capital budget to help keep project on track

TECHNOLOGY SOLUTIONS

NEW & TRENDING TECHNOLOGY



PREPARE FOR THE FUTURE WITH THE LATEST TECH

Air Purification Technology

- Fight pathogens, particles and odors with cutting-edge air purification technology
- Needlepoint Bipolar Ionization™ technology floods the air with positive and negative ions to improve air quality, including inactivating pathogens such as SARS-CoV-2
- Safe for Senior Living and certified by UL 867 and UL 2998 to be ozone-free



^Source: Safely-You.com

Aggregated data from facilities prior to and after implementing the SafelyYou solution during a 32-week period in 2019-2020. Individual and community results will vary based on a variety of factors.

Xiong GL, Bayen E, Nickels S, et al. Real-time video detection of falls in dementia care facility and reduced emergency care. Am J Manag Care. 2019;25(7):314-315.



Falls Prevention Solution

- SafelyYou is an AI-enabled camera system that detects falls of individuals with dementia in real time
- Up to 40% fewer falls and up to 80% reduction in fall-related ER visits[^]

Real-Time Location System

- First cost-effective, passive real-time location system for Senior Living
- Improves contact tracing, ADL tracking, security and infection control processes



Thermal Temperature Scanners

- Early, noninvasive detection of residents and staff with fevers
- Tablet-style kiosks*

*This is not a medical device. Statements regarding this temperature device have not been evaluated by the FDA. This temperature device should not be solely or primarily relied upon to diagnose or exclude a diagnosis of COVID-19, or any other disease or health condition. Elevated body temperature in the context of use should be confirmed with secondary evaluation methods.



HEALTHCARE SOLUTIONS

CAREGIVING ESSENTIALS & RENTAL CONVERSIONS



CAREGIVING ESSENTIALS

- Get the equipment you need, including advanced diagnostic devices, cutting-edge therapy modalities, quality adjustable-height beds and transferring equipment
- Count on our top brands, outstanding pricing and expertise

RENTAL CONVERSIONS

- Most organizations have limited visibility into the aggregated costs of rental equipment
- Purchasing equipment could start paying you back in as little as 6 months
- We'll calculate the savings you'd realize by purchasing oxygen concentrators, dynamic mattresses, bariatric beds and more



WHY DIRECT SUPPLY?

- Turnkey program supports life cycle of purchase
- Discounted pricing, flexible financing, in-depth training
- Large equipment portfolio, including therapy, beds, mattresses, oxygen concentrators and more.
- Free ROI cost analysis to forecast savings

AN EASIER WAY TO MANAGE YOUR EQUIPMENT

Selection Guidance

- Expert product guidance to ensure the right product mix
- Meet your desired equipment features and budgetary needs

Return on Investment

- Free customized cost savings analysis
- Helps illustrate breakeven point and savings up to 5 years post sale

Equipment Support

- Optional calibration services
- Product training to ensure confidence in equipment
- In-warranty and out-of-warranty support

START YOUR PROJECT TODAY AT [DIRECTSUPPLY.COM](https://www.directsupply.com)

