

Capability Statement

Stay Safe Solutions, Inc.

**MEDICAL, DENTAL, PHARMACEUTICAL,
VETERINARY AND LABORATORY SUPPLIES**

**Managing Supply Chains and Sourcing as a Valuable Resource
for Our Customers**



Company Profile

Stay Safe Solutions, Inc. is a federally certified Service-Disabled Veteran-Owned Small Business (SDVOSB) and State of California certified Small Business Disabled Veteran Business Enterprise (SB/DVBE) organization providing wholesale distribution for a wide range of Medical, Dental, Pharmaceutical, Veterinary and Laboratory supplies for Federal, State, and local governments as well as Private Sector organizations.

Proud Reseller of the following key lines:

- **Avantor/VWR.** VWR offers over 1.2 million mission-critical products and services to customers in the biopharma, healthcare, government, education, and advance technologies to more than 250,000 customers in North America and Europe.
- **Henry Schein/North American Rescue.** Top tier Dental, Veterinary and Medical supplies including vaccines, pharmaceuticals, and healthcare equipment.
- **Concordance Healthcare Solutions.** Comprehensive line of medical supplies and equipment products across the healthcare continuum of care.
- **Medline.** Brand name medical supplies and clinical solutions serving the healthcare community.
- **Abbot Laboratories.** Breakthrough products in diagnostics, medical devices, nutrition and branded generic pharmaceuticals.

Stay Safe Solutions offers a powerhouse medical, dental and laboratory sourcing relationship with unmatched B2G (government), B2B (business) and B2C (consumer) capabilities. We offer superior customer experiences providing timely (usually daily) delivery for essential medical, dental and laboratory products and supplies.

Keywords: medical supplies and equipment, dental supplies equipment, laboratory supplies and equipment, hospital supplies and equipment, medical & laboratory furniture, uniforms, medical & laboratory chemicals, medical and laboratory consumables, healthcare equipment and supplies, veterinary supplies and products, tactical emergency medical supplies, medical kits, first-aid packs & pouches, wound management.

Differentiators

- NASPO Pricing
- Targeted Bid Advantages
- Fulfill Small Business/Disabled Veteran First Policy Diversity Procurement Goals
- VETS First
- Strategic distribution network of medical, dental, pharmaceutical, veterinary & laboratory supplies and equipment
- Fast order fulfillment (usually daily) with lower transportation and shipping costs
- Comprehensive product selection and availability

Core Competencies

- **Procurement** - we leverage our tools, insight and procurement expertise to meet all customer's needs and challenges.
- **Solutions** - We offer a complete and comprehensive source for all your Laboratory, Medical, Dental, and Veterinary supplies, and equipment.
- **One-Stop Shop** – Stay Safe provides multiple, complete sourcing services on-site from one customer location.

Past Performance

- **Over \$100M** in top line revenue winning and successfully fulfilling and servicing contracts
- Successful government contract past performance
- Successful contracts / subcontracts with Fortune 1000 companies

GET IN TOUCH

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FOUNDED: 2003
CAGE: 5KYL7
CA Certified SB/DVBE: #1752562
VA Verified SD/VOSB: #285552
SAM UEI Number: ZFG7JU2KFU78

Success Stories

Successful contracts / subcontracts with Fortune 1000 companies:

- Walmart
- Wells Fargo Bank
- Avantor / VWR (NASPO Agreement)
- Amerisource Bergen
- Kaiser Permanente
- Stryker
- McKesson

NAICS Codes

- 315990 - Apparel Accessories and Other Apparel Manufacturing
- 337127 - Institutional Furniture Manufacturing
- 339112 - Surgical and Medical Instrument Manufacturing
- 339113 - Surgical Appliance & Supplies Manufacturing
- 339114 - Dental Equipment & Supplies Manufacturing
- 423450 - Medical, Dental, Hospital Equipment & Supplies Merchant Wholesaler
- 423490 - Other Profession Equipment & Supplies Merchant Wholesalers
- 424210 - Drugs and Druggists' Sundries Merchant Wholesaler
- 446199 - All Other Health and Personal Care Stores



Successful government contracts:

- State of California \$60M+ statewide copy paper contract (mandatory for ALL state agencies)
- State of California \$10M+ statewide rainwear contracts for the California Department of Transportation (Caltrans) and the California Highway Patrol (CHP)
- State of California \$2M+ hospital beds contracts for the California Department of Veterans Affairs (CalVet) and the California Department of Corrections and Rehabilitation (CDCR)
- State of California \$2M+ traffic controller contract for the California Department of Transportation (Caltrans)
- Riverside County promotional products contract
- City / County of San Francisco laboratory supplies
- State of California (NASPO Subcontract) laboratory supplies



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