stay safe solutions

Capability Statement

Stay Safe Solutions, Inc.

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 comprehensive range of products and supplies for Federal, State, and local governments as well as Private Sector organizations.

Key Lines Include:

- **Hardware / Maintenance Repair & Operations (MRO)**
- **Medical, Dental, Laboratory, Rehabilitation, Scientific, Pharmaceuticals & Veterinary**
- **Safety, Security, Drones, Tactical and Rescue**
- **Office and School (Remote Working & Learning)**
- **Computers, Peripherals, & Technology**

Stay Safe Solutions offers a powerhouse product **sourcing relationship with unmatched B2G (government), B2B (business) and B2C (consumer)** capabilities. We offer superior customer experience, providing **timely (usually daily) delivery of essential products and supplies.**

Keywords: medical supplies and equipment, healthcare equipment and supplies, medical, dental, laboratory consumables, maintenance and repair parts, hand and power tools, operations supplies and parts, office supplies, drones, UAS, UAV, autonomous flight, aerial vehicle, law enforcement supplies, military goods and supplies, homeland security products, police, fire, and EMS apparel and uniforms, security and tactical gear and products, computer and peripheral equipment, technology and electronics equipment.

Differentiators

- NASPO Pricing
- Targeted Bid Advantages
- Fulfill Small Business/Disabled Veteran First Policy Diversity Procurement Goals
- VA VETS First
- Strategic distribution network of over thousands of brands and several million essential products and supplies
- Fast order fulfillment (usually daily) with lower transportation and shipping costs
- Comprehensive product selection and availability

Core Competencies

- **Procurement/eCommerce –** we leverage our PCI DSS compliant and CISP-Certified eCommerce tools to meet your unique financial and purchasing requirements. We integrate with major procurement platforms, with procurement expertise to meet all customers' needs and challenges.
- **Solutions –** We offer a complete and comprehensive source for all your supplies, parts, and equipment.
- **One-Stop Shop –** Stay Safe provides multiple, sourcing services such as Supply Schedules, Contracts, RFQ/RFP/RFI responses, and Diversity Subcontractor Participation.

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

Ken Shoemake
President/CEO

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FOUNDED: 2003
CAGE: 5KYL7
CA Certified SB/DVBE: #1752562
Small Business Certification - (VetCert) SDVOSB
SAM UEI Number: ZFG7JU2KFU78

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Success Stories

Successful contracts / subcontracts with Fortune 1000 companies:

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

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

NAICS Codes – Partial List

- **423430** – Computer, Computer Peripherals, and Software
- **453210** – Office Supplies and Stationary Store
- **423450** - Medical, Dental, Hospital Equipment& Supplies Merchant Wholesaler
- **446199** - All Other Health and Personal Care Stores
- **423710** - Hardware Merchant Wholesalers, Tools, Hand Tools, Plumbers Tools and equipment, Power Hand Tools, Specialty-lines
- **444130** - Hardware Stores / Maintenance, Repair and Operation (MRO)
- **423490** - Other Professional Equipment & Supplies Merchant Wholesalers-Rescue Equipment
- **423850** - Law Enforcement Equipment & Supplies Merchant Wholesalers
- **453998** - Other Misc. Store Retailers- Defense, Law Enforcement & Security Safety equipment

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