



Reliable Sales & Services, LLC

dba RSS Medical Distributors

A seasoned Government Distribution Channel Management Organization (GDCMO) with an emphasis on offering niche products & solutions...

Who We Are: RSS is a service-driven GDCMO whose hallmark is personal attention to our customers and the high-level of integrity in which we operate. We represent **product categories** such as **Respiratory, Surgical, Biosample Collection & Stabilization Technology, and more.** Established in 2010, RSS services over 150(+) government customers including the Veterans Health Administration (U.S. Department of Veterans Affairs), Military Health Systems, Department of Defense, Defense Logistics Agency, Indian Health Services, FEMA, CDC, DOT, and other Federal & State government agencies through a variety of contracting vehicles.

If you are a Manufacturer, we act as the **governmental services arm** of your company, **as a direct extension to your business** and not just another 3rd party distributor. Our focus on the marketplace, our credentials and access to decision-makers helps create opportunities that you may not otherwise know about or be able to reach. We introduce your products with an approach that is custom-tailored for your company and educational for the end-users. Our approach has also proven to be highly effective for new, niche or relatively unknown products, which are modestly supported by advertising or other conventional sales and marketing vehicles. If you are a medical facility or end-user, whether government or private, you will find that unlike many distributors, we don't just take orders. By applying out-of-the-box strategies, we can assist you in making cost-effective purchasing decisions, and we have access to quality manufacturer partners to help meet your specific goals and needs.

Mission: Our mission is to **make a difference** by offering innovative solutions to a variety of challenges within the medical community, while improving the quality of lives along the way.

CORE COMPETENCIES

- Bridging the Gap between New Product Innovation and the Medical Community
 - Co-Developing Marketing Strategies for Niche Products
 - Utilization of Contacts & Relationships to Maximize Opportunities
- Teaming & Bundling Implementation
 - Cross-Selling with Complementary & Non-Competing Products
 - Creating Strategic Partnerships through Teaming Arrangements for Projects
- Customization
 - Customizing Solutions through Niche Vendors & Manufacturer Partnerships



Web: www.rssmeddist.com

Supplier Diversity Classification:

- Small Business Set-Aside Designation
- Certified MBE (NMSDC Cert# DL04286)
- TX HUB: 1272512735600

NAICS Codes:

- **423450** - Medical, Dental and Hospital Equipment & Supplies
- **325413** - In-Vitro Diagnostic Substance Manufacturing
- **339112** - Surgical and Medical Instrument Manufacturing
- **339113** - Surgical Appliance and Supplies Manufacturing
- **326111** - Plastic Bag and Pouch Manufacturing

Federal Supply Classification:

- **6515** – Medical and Surgical Instruments, Equipment & Supplies

Government Contracts:

- VA - FSS/GSA: 36F79722D0139
- DoD - DAPA: SP0200-12-H-0001
- BPA - VA DAPA: VA119-17-PA-0360



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