



AMERICAN RIVER  
**MEDICAL**

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**Vendor** Profile

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# Contact Information

**Main Phone:** 800-285-2300  
**Fax:** 916-563-8232

**Billing / Shipping Address:**  
2201 Francisco Drive, Suite 140-387  
El Dorado Hills, CA 95762

**National Contracting:** Taggart Neal  
tneal@americanrivermedical.com

**Billing / Customer Service:** Tina Angell  
tina@americanrivermedical.com

**Client Relationship Management:** Tami Neal  
tami@americanrivermedical.com



# Dear Business Partner

In order to assist you in establishing American River Medical as a vendor, we have provided several key documents for your files including:

- Company Information
- Core Values
- Capability Statement
- W9
- Vendor Credentialing
- Diversified Supplier Certifications
- Core Competencies (True Solutions.)
- Client List
- Testimonials / Photo Gallery

We will readily provide any additional documentation or information needed to complete the process. Thank you for the opportunity to collaborate with you. We look forward to becoming your supplier of choice for your medical cart and storage systems.

Sincerely,



Taggart F. Neal  
*President, American River Medical*



# Why American River Medical

For over 8 years American River Medical, LLC has represented the world's best medical cart and storage brands to American healthcare organizations improving their quality of patient care through optimized mobile storage of equipment, supplies, medications, and data. We believe True Solutions are smart solutions. That's why we encourage healthcare decision-makers to follow our work methodology: VIEW, LEARN, and MEET. VIEW our instructional video clips and resources. LEARN from lead articles and case studies written by industry experts, or from our True Solutions publication.

MEET with us by using our online calendar tool or by calling us directly to make an appointment. With a core competency in mobile storage solutions and valued partnerships, we deliver a proven, unique, and refreshing value proposition. Our pledge to service, commitment to leadership and learning, and best in class brand representation make us the smart choice for a growing number of clients we serve. As a medical professional, you've dedicated yourself to helping others. Our passion is to make your calling a little easier to pursue, every day.

American River Medical is a certified veteran owned small business.

## Suppliers & Manufacturers

American River Medical represents only preeminent brands who are leaders in the cart and storage industry.



## Experience

Company President Tagg Neal has 14 years experience serving the medical cart and storage industry. He has represented over 45 manufacturers and suppliers both in the US and abroad. From this experience he leads American River Medical in cart and storage expertise which provides ARM the privilege of offering only the best solutions to you, our client.

## Markets

**Southwest Region:** Arizona, California, Nevada, and New Mexico. **Primary:** Acute Care Hospitals and medical centers, long term care, specialty hospitals and surgery clinics. **Secondary:** Federal, State, and Government facilities

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## Core Values

**Practice Honesty & Trust** – Be honest and transparent with others • **Be Great** – Operate 90% of your energy in your areas of gifts and talents • **Take Leadership** – Be the first to take ownership, the last to take credit • **Commit to Excellence** – Goal setting on and off the job • **Play Smart** – Life is short, use the right tools for the job • **Be Likeable** – Consistently perform in a personal & reputable manner • **LUV to Learn** – Expertise requires a humble path of continual learning • **Serve Passion** – Own it, it's contagious

# Capabilities Statement



## Core Competencies

We have 14 years in consultation, design, sales, and most importantly servicing our healthcare clients in medical cart and storage solutions.

We call on many department in all types of healthcare facilities - therefore we only practice in our core competency of "Carts & Storage"

- Medical Carts
- Mobile Computing Carts
- Medication Carts
- Supply & Scope Storage Systems
- Storage Project Design & Management

## Past Performance

We are honored to be serving the clients below in their cart and storage needs, True Solutions.

### Client List

- Barton Healthcare
- CA State Prison Hospitals
- Christus Healthcare
- Community Hospital of Monterey Peninsula
- DaVita Dialysis
- Denver Health System
- Dignity Health
- Franciscan Health System
- HMH Builders, Inc.
- Kaiser Permanente
- Kaweah Delta Healthcare
- Lodi Memorial Healthcare
- Mercy Healthcare
- Northern Arizona Healthcare
- Premier Healthcare
- Presbyterian Healthcare
- Sharp Healthcare
- St. Josephs Healthcare
- State of California
- Summit Healthcare
- Sutter Health
- Tahoe Forrest Hospital District

## Why Collaborate with ARM

- Laser Focused on Carts & Storage
- Veteran Owned Small Business Certified
- #1 Google Ranked Medical Cart Blog (cartadvocate)
- Best in Industry Brand Representation
- Consulting, Sales, Service, & Installation
- Custom Design & OEM Contract Capable
- Hospital System Wide Standardization
- Increased Revenue capture workflow systems
- Health System Project Management Testimonials
- 14+ Years medical cart & Storage Experience
- Single Source Supplier for Carts & Storage
- Diversified Supplier (SBA, VOSB, Cal-Vet)

## Company Data

VOSB:  
GSA / FSS:  
DUNS: 036850926  
FEIN # : 46-2454296  
NAICS Codes: 423450, 337212, 337215, 339113  
SIC Code: 5047  
CA Business License: 101116820  
CA Small/Micro Business Certification: 1733970  
Cal-Vet:

## Contact

Taggart Neal  
tneal@americanrivermedical.com  
2201 Francisco Drive, Suite 140-387  
El Dorado Hills, CA 95762

## Request for Taxpayer Identification Number and Certification

**Give form to the  
requester. Do not  
send to the IRS.**

<b>Print or type See Specific Instructions on page 2.</b>	Name (as shown on your income tax return) <b>Taggart Neal</b>	
	Business name, if different from above <b>AMERICAN RIVER MEDICAL LLC</b>	
	Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ <b>C.....</b> <input type="checkbox"/> Exempt payee <input type="checkbox"/> Other (see instructions) ▶	
	Address (number, street, and apt. or suite no.) <b>2223 W Pecos Rd Ste 12</b>	Requester's name and address (optional)
	City, state, and ZIP code <b>Chandler, AZ 85224</b>	
List account number(s) here (optional)		

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number
or
Employer identification number
<b>46                      2454296</b>

### Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below).

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

### Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

**Note.** If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Definition of a U.S. person.** For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

**Special rules for partnerships.** Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

# Compliance

## Compliance

American River Medical takes your patient care, safety, and compliance seriously. All sales staff have the necessary credentials to be compliant vendors in your healthcare facility. We are contracted and compliant in the following vendor credentialing systems. If your facility requires additional attention, please advise and we will comply.

- GHX / Vendormate
- Intellicentrics / RepTrax
- Symplr / VCS

## Diversified Supplier

American River Medical is a sought after diversified supplier. President Taggart Neal is a Veteran of the US Navy. We are grateful to offer the following diversified supplier program credentials:

- VOSB - Veteran Owned Small Business #
- SBA Small Business Certified #
- CA Micro Business Certified #
- Cal Vet #
- CVE - Certified Veteran Enterprise #



Catrina Avila, Tagg Neal, Coreena Conley, CEO Veterans Business Outreach Center Region IX

# Core Competencies

- Mobile Computing Carts
- Medical Carts
- Supply Exchange Carts
- Medication Carts
- LTC Carts
- Case Carts
- Sterile Preparation Tables & Workstations
- Access Control Solutions & Software
- Stainless Steel/Melamine/PCM Cabinet Supply Storage
- Stainless Steel/Melamine/PCM Storage Projects & Remodels
- Stainless Steel/Melamine/PCM Mobile Cart Storage
- Computer Wall Arm's & Mounts
- CPU's, Monitors, Tablets, and other computer hardware peripherals
- Scope/Catheter Fixed & Mobile Storage
- Channel Air Drying Scope Cabinets
- Medication Dispensing software & hardware
- Delivery Assist Services
- Installation Services
- Consulting Services
- Storage Project Design & Management



# Testimonials / Photo Gallery

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*We contacted American River Medical for support in design customization and procurement of our Epidural Carts. Our anesthesia department received knowledgeable, prompt, and professional service throughout the process. I recommend working with American River Medical for your medical cart solutions.*

**CHIEF CRNA OB/ANESTHESIA - FRENCH CAMP, CA**



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*American River Medical represents the best cart and storage solutions to the western region. Adding our fixed, mobile, and customized procedure and storage cabinets to their complimentary storage lines makes perfect sense.*

**STEVE SHUTTS - VICE PRESIDENT OF SALES, MASS MEDICAL STORAGE**



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*It is nice to know we have vendors that go the extra mile with service...Thank you.*

**MATERIALS MANAGER - PORTLAND, OR**



# ARM Certification #'s

## CA

Business License: 101116820  
Reseller's License: SR-EAA-101-116820  
Veteran Biz Certification  
Small Business/Micro Business Certification:  
1733970

## AZ

Business License: 21053412  
Reseller's License  
City of Chandler License: 152009

## NV

Business License: 1019669055  
Reseller's License:

FEIN # : 46-2454296

DUNS #: 036850926





**AMERICANRIVERMEDICAL.COM**

*TRUE Solutions.*

