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(excerpt)

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Vendor Profile

Southern Imaging / Printing Solutions

By Jeff Johnston

The relationship between Southern Imaging and Definitive Homecare Solutions began in the fall of 2000 when one of our first customers to implement **CPR+ for Windows** called us up and asked if we could print IV labels on a Thermal Printer.

“What’s a Thermal Printer?”, we asked.

The next day, one showed up on our door courtesy of Mr. David Long and his company Southern Imaging. That was the beginning of a great relationship. David and his staff know their products inside and out, and they also know **CPR+**. Most of all, they understand that if they take care of the customer, everything else will take of itself.

Since 2000, Southern Imaging has worked with virtually every **CPR+** customer, providing outstanding customer service, technical assistance and product support. As most of you know by now, pharmacy labels from Thermal Printers look fantastic, print very quickly and are completely quiet. I’m sure you remember the day you had a memorial service for your old, slow and loud Okidata 320 dot matrix printer. Can you imagine ever going back?

Today Southern Imaging has provided well over 1,000 printers and the related media to hundreds of satisfied **CPR+** customers. In addition to label printers & media, Southern Imaging also provides superb technical and product support that reflects a working knowledge of the home infusion office, its labeling needs and **CPR+**.

For **CPR+ Scan** and **Palm** users, Southern Imaging provides barcode readers, mobile computers, asset labels and more. Finally, Southern Imaging offers an in-house art department and vast selection of promotional products like pens (have you used our **CPR+** pens and mousepads?), writing pads, magnets, and more to promote your business.

We enthusiastically recommend Southern Imaging for all your printer, label, scan device or promotional product needs because we know they will take great care of our customers. Check them out online at www.simaging.net/cprplus or call David at 800-544-4914, ext. 305 or via email at dlong@simaging.net.