

# Clinical Equipment Maintenance Management

Edgewood Healthcare Advisor's **Clinical Equipment Maintenance Management Program (EMMP)** replaces multiple service agreements and extended warranties with one agreement that costs less and is more flexible than the **Original Equipment Manufacturer (OEM)** or **Independent Service Organization (ISO)** agreement.

We do not maintain or repair equipment; we provide a single point of contact for managing service events and are service vendor neutral.

Our solution delivers coverage that includes the costs associated with parts, labor, travel, emergency repair, and preventative maintenance.

## Offerings

### Cost Reduction

Save **15-25%** off your current service agreement pricing with the quality and coverage of your existing service (no impact to coverage).

### Vendor Neutrality

Provides an **unbiased vendor solution** that delivers timely and qualified service in accordance with OEM specifications.

### Consolidation

Manages the maintenance of **multiple equipment types under one fixed price agreement** with the flexibility to customize equipment coverage.

### Administrative Efficiency

Reduces the time you spend administering multiple service agreements from various equipment manufacturers and service providers. **Simpler approach to asset management.**

### Custom Dashboard

**Provides up-to-date information** identifying the frequency and severity of non-scheduled maintenance and breakdown so you can quickly identify trends.

### Insourcing

For large organizations **in-house service** is significantly less expensive than third-party or OEM service; and insourced labor can potentially create a revenue source.

## Ideal Client

- Service contracts from equipment manufacturers comprise almost 2/3 of the original cost of equipment during their full lifecycles; representing high margin business for OEM's
- Equipment asset maintenance represents a multi-million dollar annual spend
  - Individual departments plan, acquire, and negotiate maintenance agreements for their equipment assets
  - No centralized strategy for financial, contractual, operational, and inventory processes related to equipment assets
  - No unified/consistent equipment agreement negotiations or process to mitigate inappropriate or excessive costs

## Let's Talk

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