



EQUIPMENT MAINTENANCE PROGRAM

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The Preferred Equipment Maintenance Program provides a unique alternative to the traditional Original Equipment Manufacturer (OEM) and third party service contracts.

This program reduces the cost of individual OEM agreements by 10% - 25%.

Our program also consolidates existing electronic equipment service contracts into one comprehensive program with:



ONE Contract and renewal date



ONE number to call to choose your service provider



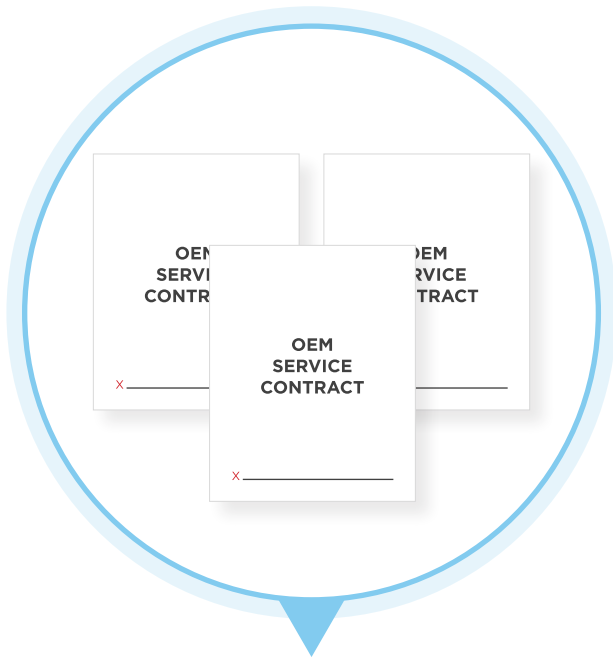
ONE portal to manage maintenance history

We are partnered with one of the largest warranty and service contract insurers in the United States (A.M. Best "A" Rated Insurer) with more than 10 years in the equipment maintenance industry and over 50 years in the healthcare industry.

This program provides a number of benefits including cost reduction, reduction of administrative time, and extension of equipment life.

EQUIPMENT MAINTENANCE PROGRAM

The Guaranteed Cost Option



EPIC SOLUTION MASTER CONTRACT

**EPIC's Partners
manage the entire process and
provide ONE comprehensive
professional service agreement
that replaces these contracts.**

THE TECHNIQUE

Replaces multiple service contracts and extended warranties with one agreement that costs less and is more flexible than the Original Equipment Manufacturer (OEM) or Independent Service Organization contracts.

Our solution provides a single point of contact for managing service events whether you select your own service provider or would like us to provide one for you. This solution covers the costs associated with parts, labor, travel, emergency repair, and preventative maintenance.

By reducing inefficiencies and increasing vendor responsiveness we are able to reduce the costs associated with maintaining your organization's equipment while minimizing the time it spends off-line.

THE FEATURES

Cost Reduction: Save 10-25% 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.

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

EQUIPMENT MAINTENANCE PROGRAM

The Self Insured Retention Option

Under Existing Service Contracts:

Total annual cost of all service contracts With you current program	\$1,000,000
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With the preferred Equipment Maintenance Program:

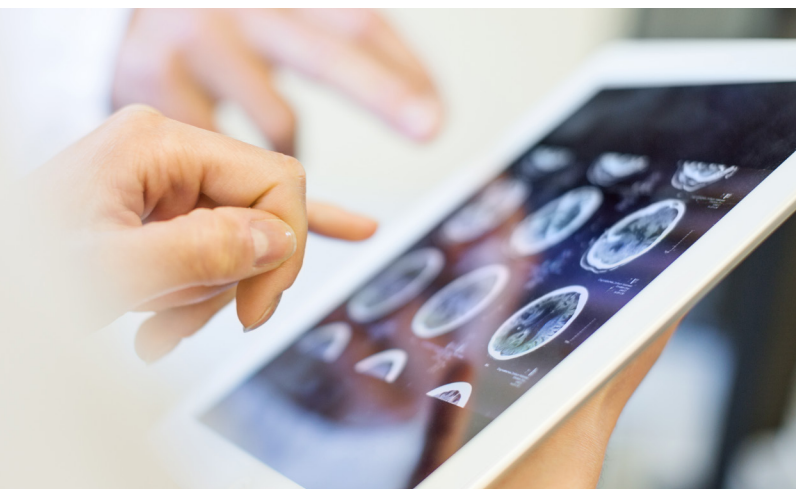
Agreement Fee	\$250,000
Aggregate Deductible	\$600,000
Total Equipment Maintenance Cost	\$850,000
Minimum Savings	\$150,000



If the actual costs are **LESS** than the **\$600,000** deductible, you **KEEP** the savings!

Example:

Aggregate Deductible	\$600,000
Actual Maintenance & Repair Costs	(\$500,000)
Additional Cost Savings	\$100,000
Total Potential Savings	\$250,000



THE TECHNIQUE

- The total program cost includes an aggregate deductible and premium amount to pay for ordinary repairs and ongoing maintenance
- You pay for maintenance as needed, and report expense to EPIC
- If actual costs are below service contract deductible - you keep the savings
- 24 x 7 Coverage
- Once the deductible has been exceeded, you will receive reimbursement from the Program for the costs of repair & scheduled maintenance performed on covered equipment
- The preferred Equipment Maintenance Contract provides for catastrophic breakdowns, as well as emergency advice & assistance on service providers and part suppliers

THE FEATURES

- Cash flow is improved as service contract isn't fully front-loaded
- Will cap maintenance budget with a guaranteed savings amount
- Provides coverage for both preventative and corrective maintenance
- Enhanced, better coordinated/consolidated equipment maintenance program
- No restrictions on choice of service providers, including OEM, third-party or in-house service personnel. You also have the option to use the ISO