

NEW! RACE Program Low-Cost Capital Equipment Purchasing Program – for Rural Healthcare Providers

Rural
Access to
Capital
Equipment

Equipment Management & Technology Solutions (EMTS) is working with Rural Healthcare Providers to ensure best pricing on capital equipment purchases and service contracts. This program can help you save thousands of dollars each year.

PROGRAM BENEFITS

- Ensured best pricing on capital equipment purchases (all types of equipment)
- Ensured best pricing on all service contract purchases, so your equipment will stay in tip-top shape
- Risk-free costs savings—all fees are pay-for-performance only (if EMTS helps you save money, EMTS shares in the success; if no savings are realized, no fees are due)

SERVICE SPECIFICS

Review and Evaluate — Utilize EMTS resources and data to review and evaluate your existing service agreements. Allow EMTS to centralize all maintenance agreements and evaluate your existing vendor service pricing.

Compare and Optimize — Know exactly how your equipment pricing compares to the nation's best. Optimize your current pricing, know the vendor's discounting structure and prepare target pricing/discounting for future purchases.

Negotiate — EMTS will work directly with your vendors (and competitive vendors, with your approval) to renegotiate your price quotes and lower your costs. You still select the vendors and contract with them directly. EMTS simply leverages their data and relationships to make sure you are receiving the best pricing available in today's marketplace. You save both time and money!

TESTIMONIAL

“Yuma Hospital District opened a brand new hospital and clinic facility and has incorporated many new technological advances. When the project was complete, with all of the same vendors, EMTS had saved us more than \$387,000. They really helped us and I can recommend them without hesitation.” —Rick Korf, VP of Medical Services, Yuma District Hospital and Clinics

FOR MORE INFORMATION — Please contact:
Larry Cantarano – Vice President, Strategic Sourcing - EMTS
720.875.0505, ext. 23
lcantarano@emtsolutions.biz

EMTS

