



Equipment Management
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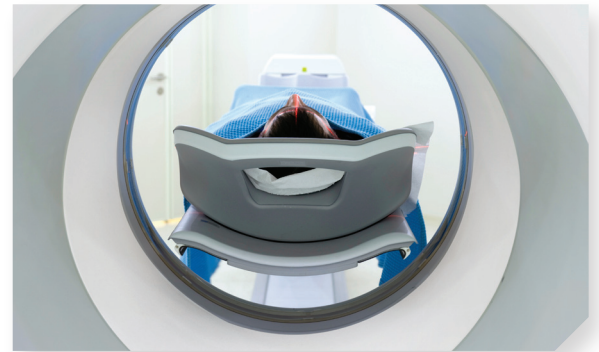
HEALTHCARE STRATEGIC SOURCING

SENTRY Service

The **EMTS SENTRY** service dramatically reduces the amount of money healthcare organizations spend on capital equipment acquisition and service contracts without having any impact on current operations. Through utilization of the **SENTRY** service, our clients realize average annual savings of 8-12% annually. The key to this service is that it is 100% pay-for-performance (i.e. EMTS is compensated by sharing a percentage of realized savings).

Key Values:

- Receive complete vendor, product and pricing options
- Risk Free – Service 100% operationally and financially risk free
- Complete vendor control and authority maintained by the facility
- No additional equipment downtime or lost revenue
- Additional resources – Clients have EMTS resources, expertise, and data on their side
- Flexible – includes all equipment related projects in excess of \$5,000 (i.e. new equipment, used/refurbished equipment, service contracts, service contracts, etc.)



SENTRY is a “strategic sourcing” service provided to healthcare organizations for all equipment related events in excess of \$5,000 (Industry data reflects that events of this size represent less than 8% of the overall total but represent in excess of 70% of the overall costs). As a contractual agent of the hospital, EMTS dramatically increases competition among vendors, negotiates on the hospitals behalf, and consistently lower the hospitals overall costs.



The overall objective of our **SENTRY** service is very simple, to provide a valuable cost reduction service to hospitals in the areas of equipment acquisition, repair, and maintenance without impacting existing hospital operations or level of patient care.

SENTRY has no effect upon the level of patient care, no impact to the existing hospital operational environment, and requires no additional administrative efforts from the hospitals. Since the service is very simple to use and so beneficial to the hospital financially, **SENTRY** quickly becomes an essential part of their on-going Purchase Order process.