

# WHICH SERVICE MODEL IS RIGHT FOR YOUR CLINICAL ENGINEERING NEEDS?

Every clinical engineering program has room for improvement and—most certainly—room to **drive additional value**. Here we look at three outsourcing models to determine which is right for your organization.

MODEL 1

MODEL 2

MODEL 3

## MODEL 1

### SUPPLEMENTAL APPROACH

Complementary or as-needed services

AVAILABLE SAVINGS  
**5-10%**

#### How does this model look within my organization?

- Little or no change to your current model
- Savings on parts and labor rates
- Leverage Aramark scale for health system benefit

#### What's Included?

- On-Demand (T&M)
- Comprehensive Parts Sourcing
- Technology Assessment
- Pre-Survey Assessment
- Program Quality Audits
- Depot & Probe Repair
- CE-IT Device Integration
- National Agreements
- Technical Training & Development
- Regulatory Compliance Assurance

#### Is this model right for you?

- You have skilled, reliable, employees
- You are happy with the overall management and budget of the department
- A small increase in savings can help you meet your goals

## MODEL 2

### HYBRID APPROACH

Collaborative program mix

AVAILABLE SAVINGS  
**10-15%**

#### How does this model look within my organization?

- Develops in-house program capacity & capabilities
- Reduces reliance on OEM contracts
- Substantial savings
- Provides roadmap for health system standardization

#### What's Included?

- Supplemental Labor
- In-House Support
- Clinical Asset Protection Plan
- Management Only
- Equipment Distribution
- Contract Management
- Remote Diagnostics
- Inventory Centralization
- Cybersecurity
- Access to Aramark's [Imaging Center of Excellence](#)

#### Is this model right for you?

- You want to keep labor in-house
- Outside management would be helpful to develop staff, create efficiencies and realize savings opportunities
- OEM contracts are expensive and you are open to alternative quality services

## MODEL 3

### OUTSOURCED APPROACH

Full management and labor services

AVAILABLE SAVINGS  
**15-25%**

#### How does this model look within my organization?

- Aramark carries all financial risk
- Guaranteed regulatory compliance
- Quickest path to system standardization
- Sustainable savings while maintaining or enhancing quality

#### What's Included?

- Comprehensive Full Service
- Shared Incentive / Risk
- Ambulatory / Outpatient
- Labor Only
- Clinical Asset Management
- Service Line / Category

#### Is this model right for you?

- There is significant room for improvement regarding skilled staff, efficient management, service contracts and streamlined budgeting
- A savings of 15 to 25% could help make significant progress toward financial goals
- You are ready to develop a collaborative relationship with a trusted partner

Identifying your organization's clinical engineering needs, big or small, allows a trusted partner like Aramark to work with your team in the capacity that is best suited to reach your goals.

Whether you are looking for a small savings or a significant impact on your program and your bottom line, we can find the perfect fit.  
**Contact Aramark today for more information.**