



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

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

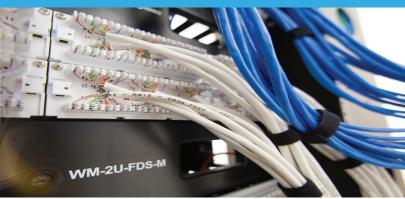
Is this model right for you?

- 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%

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within my organization? · Aramark carries all financial risk

How does this model look

- 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

• 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

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.

Identifying your organization's clinical engineering needs,

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.

