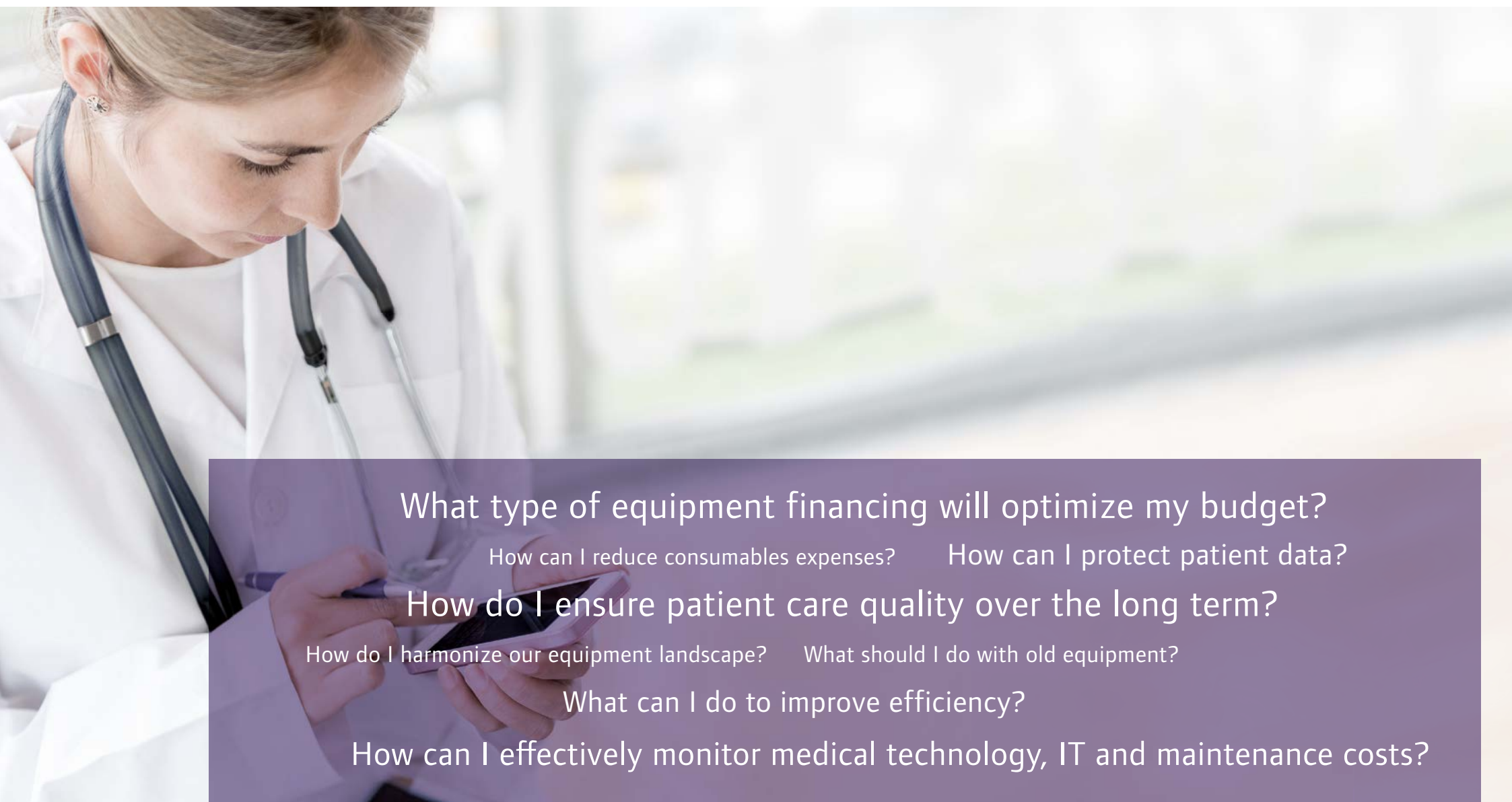


A photograph of a middle-aged woman with short blonde hair, smiling warmly at the camera. She is wearing a white lab coat over a light-colored blouse, and a blue stethoscope is draped around her neck. The background is a blurred hospital or clinic setting with white walls and some medical equipment.

## Healthcare Technologies

Comprehensive technology solutions  
for the healthcare industry



What type of equipment financing will optimize my budget?

How can I reduce consumables expenses?      How can I protect patient data?

How do I ensure patient care quality over the long term?

How do I harmonize our equipment landscape?      What should I do with old equipment?

What can I do to improve efficiency?

How can I effectively monitor medical technology, IT and maintenance costs?

Balance patient well-being and economic efficiency.

Is it possible to improve patient care while also reducing total expenses? It is! For example, with CHG-MERIDIAN's efficient technology management.



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## Consistent technology life cycle consulting – technical and commercial

Your CHG-MERIDIAN advisor conducts a detailed analysis of your medical technology portfolio – equipment as well as IT. The analysis incorporates both technological and economic considerations. Where is which equipment used how? Are they used optimally? How are they financed? How do consumables expenses develop?

Harmonizing equipment inventories, replacing unsuitable technologies, reducing the number of suppliers used, or selling old equipment at a profit—all of this generates significant savings while also giving you access to state-of-the-art technology and the standards of patient care it offers. And using technology more efficiently has other benefits as well, such as reducing service and process costs.

— From standardizing and financing equipment inventories to equipment resale or environmental disposal.

Efficient patient care – flexibly financed.

CHG-MERIDIAN develops individual utilization concepts for technology investments. Competent, uncomplicated, independent. And tailored perfectly to your situation.


## Intelligent solutions

for medical equipment  
and IT in hospitals

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### A step closer to your needs

We provide exceptional flexibility when helping you find the perfect equipment—plus optimum financing, appropriate contract periods, and the right services. The ideal solution for medical technology and IT investments. We adapt our financing models to fit the accounting standards (US-GAAP, IFRS, etc.) and healthcare industry regulations applicable to you.



— Treat more patients  
more effectively with the  
same budget.

# The perfect financing solution every time.



## Overall financing

Of equipment and services with a single payment. From the financing of workplace PCs, imaging procedure processes, the sterile department or the establishment of a canteen.



## Pay-per-patient

Financing consistent with your incomes. Based on the fees earned per patient or case.



## Pay-as-you-earn

The costs are distributed throughout the life cycle. The rental fee is based on expected revenue and equipment usage.



## Pay-per-theatre

The complete costs of the operating room in one payment. Complete costs easily estimated.



Every detail about your equipment—at your fingertips.

Technical data, commercial records, service-related information. Available at any time.

TESMA<sup>®</sup>, the Technology and Service Management System, creates new forms of transparency, controlling, and management of medical equipment, IT, and consumables.

## Detailed equipment tracking

for budget planning, technology  
upgrades and exchange programs



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## Automated ordering

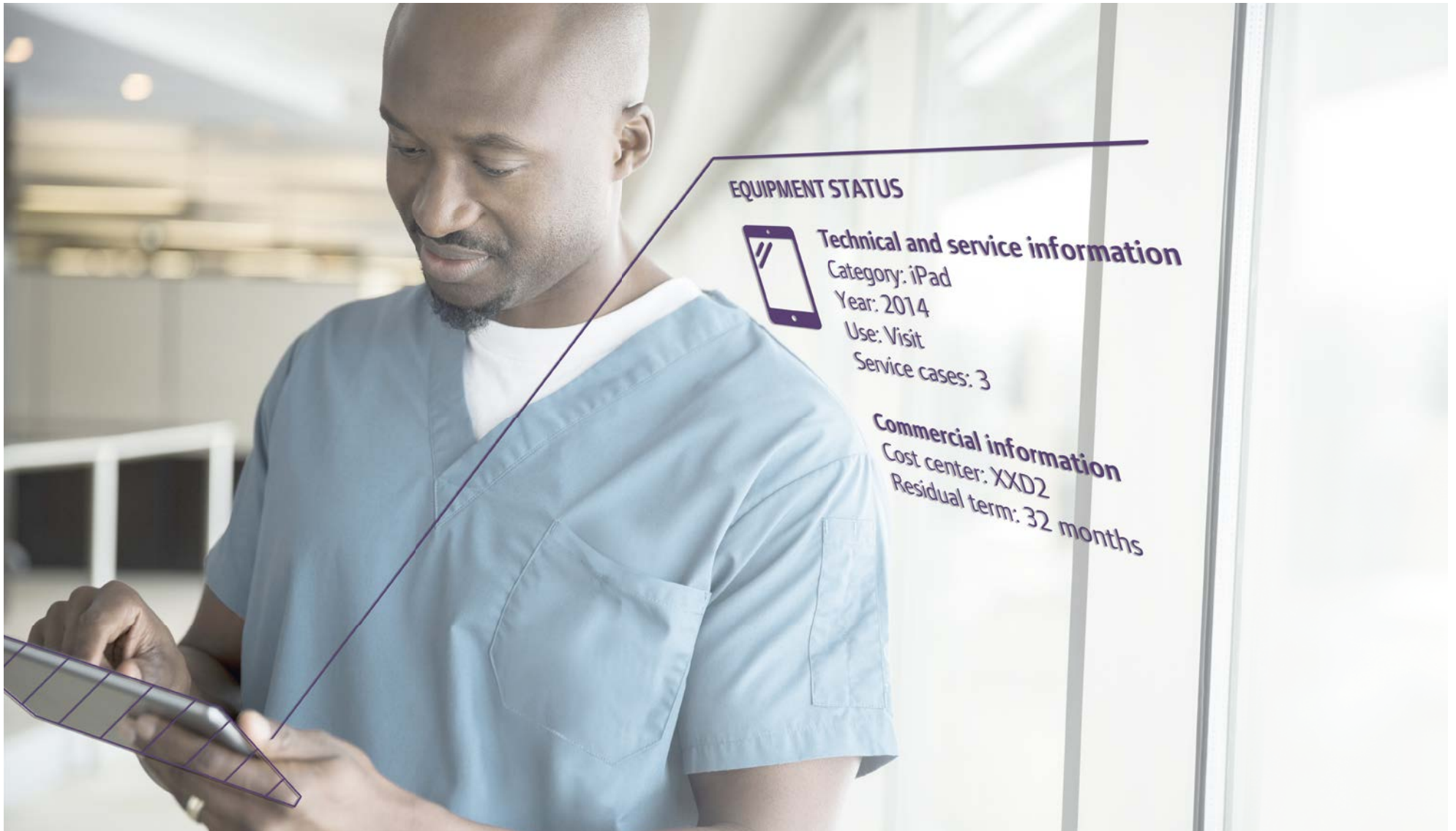
Use TESMA<sup>®</sup> to order laboratory instruments or infusion pumps in an automated process, increasing transparency while saving time and money. The same applies to purchasing services or consumables like tubes, filters, gloves, or plastic bottles.

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## Per-case invoicing

Equipment usage, consumables usage, and service work can all be allocated to specific patients, providing a simple, intuitive basis for per-case management, planning and controlling of your infrastructure.

All technical, commercial and service information at any time.




Comprehensive support – straightforward and efficient.

Your CHG-MERIDIAN consultant is always there for you. As your single point of contact, he or she ensures the successful implementation and budget friendly implementation of your health care investments—from ordering, delivery monitoring, installation and maintenance to retrieval and professional remarketing.

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## Service and consumables management

We keep an eye on your budget during product lifecycles as well, unburdening your budget with manufacturer-independent maintenance and warranty concepts. Coordinating consumables purchases in order to secure bulk discounts helps improve your cost situation even more.

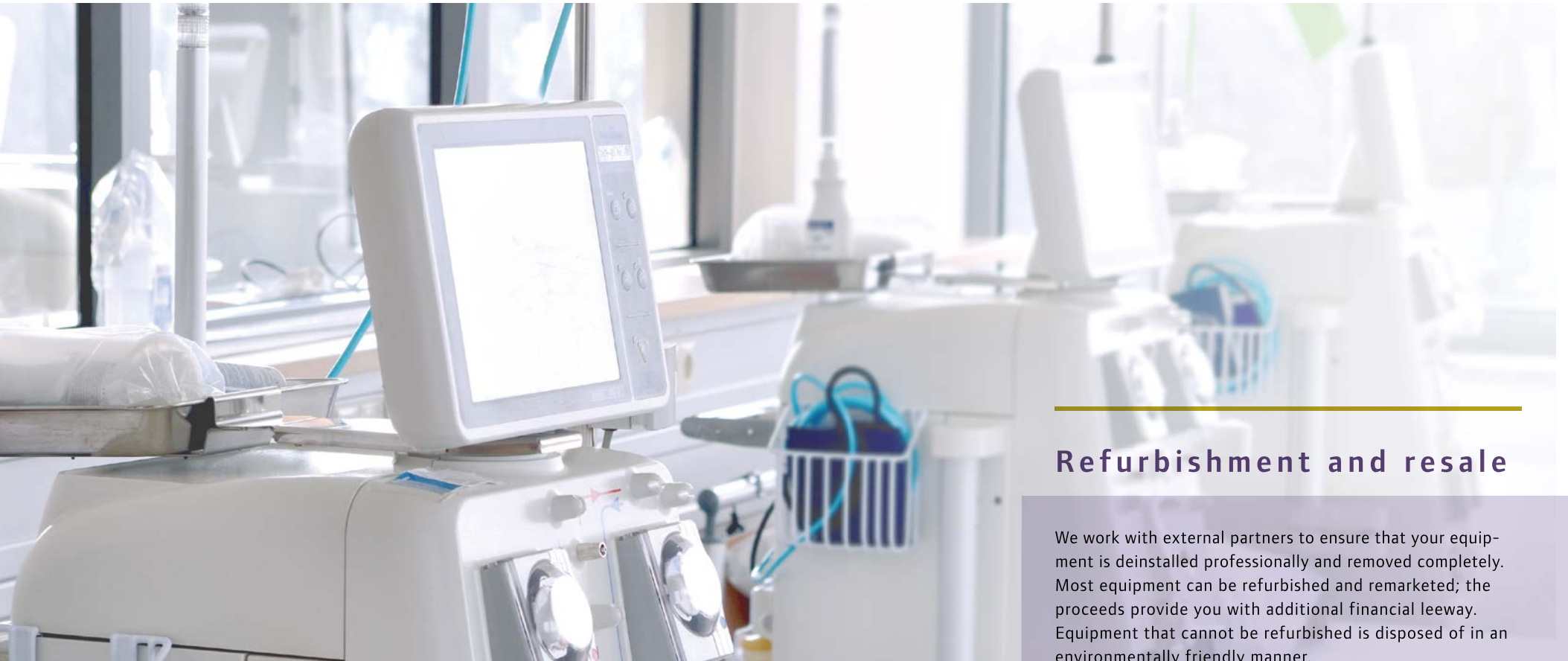


— Enjoy simpler, more streamlined processes and lower process costs.



Equipment lifecycle completion – structured to create value.

When your IT and medical technology equipment reaches the end of its lifecycle, you can choose to return it, upgrade it or continue using it. We can also help you remarket your own equipment.



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## Refurbishment and resale

We work with external partners to ensure that your equipment is deinstalled professionally and removed completely. Most equipment can be refurbished and remarketed; the proceeds provide you with additional financial leeway. Equipment that cannot be refurbished is disposed of in an environmentally friendly manner.

**Finance Consulting**

- Development of financing plans for healthcare investments. In accordance with your respective accounting standards (US-GAAP, IFRS etc.)

**Portfolio Analysis**

- Determination of the assets for identification of cost saving scenarios – for example new vs. old technology, reduction of service costs, reduction in number of suppliers through equipment consolidation, use of bulk price discounts

**Inventory**

- Survey and analysis of the equipment inventory (leased and non-leased) – asset tracking via TESMA®

**Procurement Management**

- Support during tendering and negotiations with manufacturers
- Support and management of the order and delivery process

**Support and Maintenance**

- Development of manufacturer-independent guarantee and service concepts

**Consumable Management**

- Management of consumables, including stock monitoring and ordering

**Rollout**

- Delivery and installation (including documentation) of new equipment, loading of software and technical upgrades on used equipment

**Financial Management**

- Financing of flexible usage concepts, in accordance with accounting standards. Budget optimization, including patient-related invoice and expenditure assignment

**Managed Equipment Service**

- Fixed costs for service, delivery and replacement equipment, including performance guarantee

**De-Installation**

- Professional de-installation (including documentation), pickup and logistics

**Data Erasure**

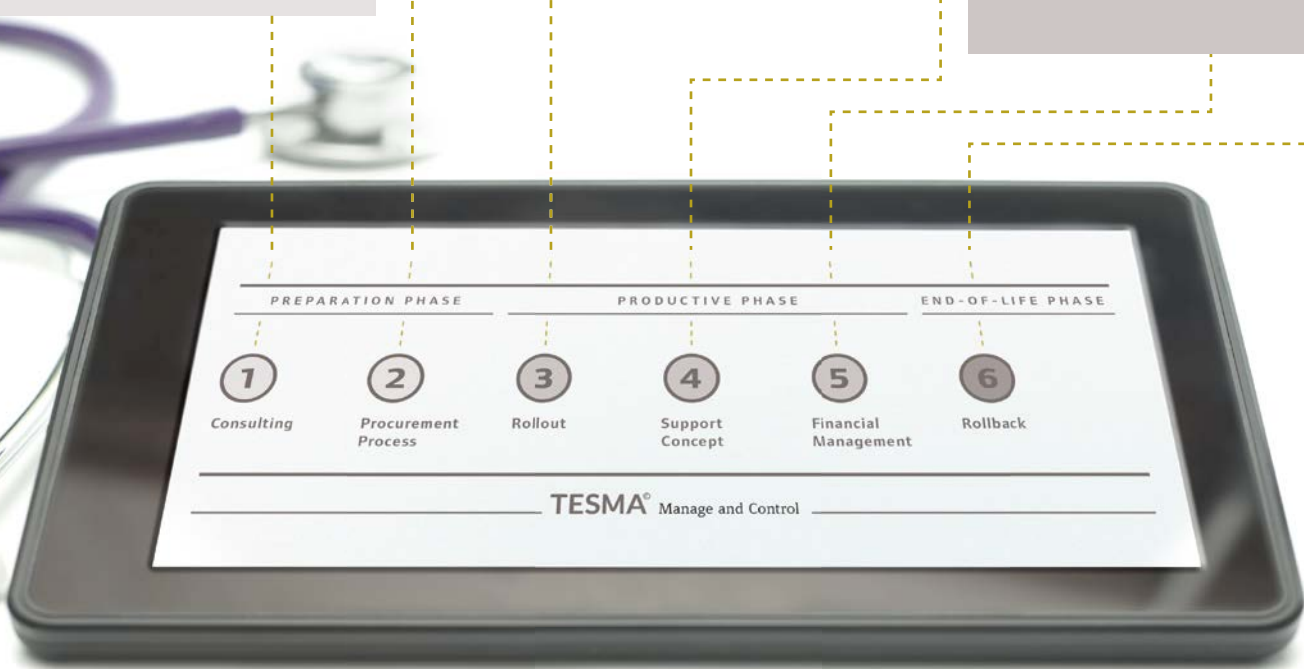
- Secure and certified deletion of sensitive data

**Remarketing**

- Reselling of used equipment

**Environmentally Friendly Disposal**

- Environmentally friendly disposal of used equipment in accordance with international standards



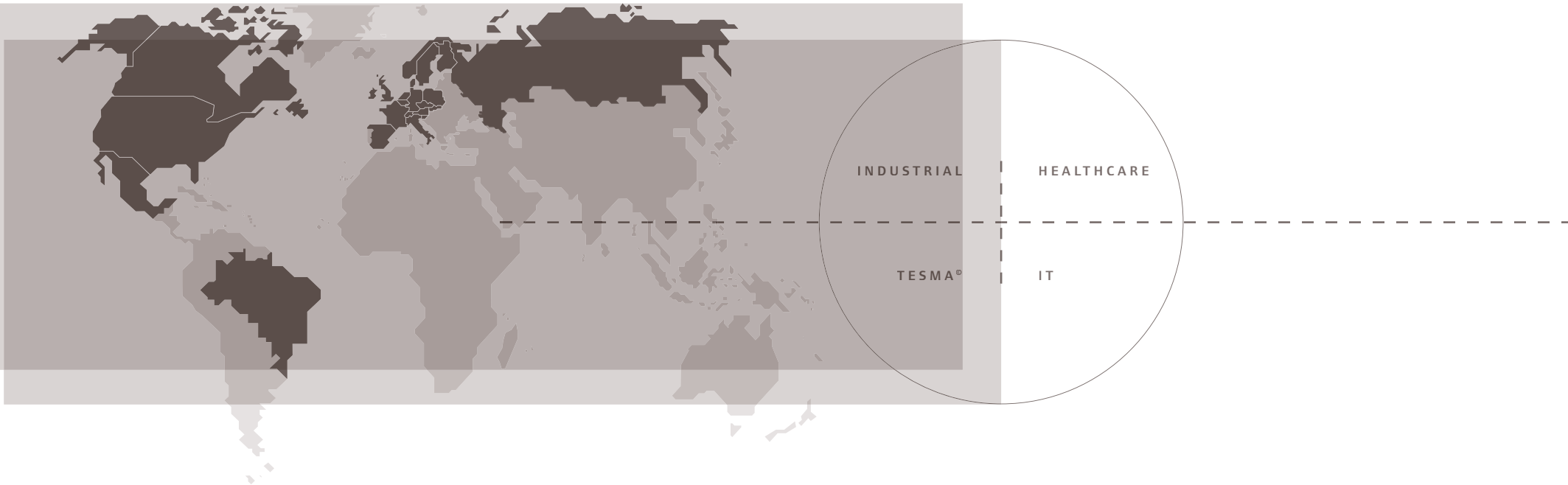
Added value throughout the entire technology life cycle

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Efficient Technology Management  
for better care

# Healthcare Technologies from CHG-MERIDIAN





We're there for you worldwide!

Our promise to you: maximum workload reduction throughout the entire technology life cycle—fully independent from banks, manufacturers and service providers. We call it Efficient Technology Management®

[www.chg-meridian.com](http://www.chg-meridian.com)