

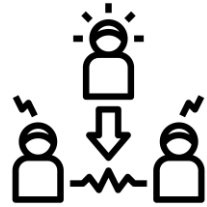
UPS POWER

***WHY RUN TO FAIL IS
RUNNING A CRITICAL RISK***

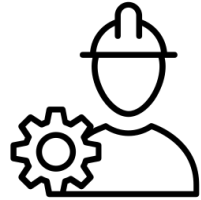


Outrageously Dependable®

WHAT WE MEAN BY...



- **Third Party Service Provider** – External National Company providing services per contract



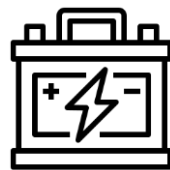
- **Contractor** – External company hired by 3rd party service provider and/or IDN to perform labor and parts for repair



- **Imaging** – Large, stationary equipment (cath labs, nuclear medicine, etc.)



- **UPS Backup** – Equipment powering imaging and operating rooms

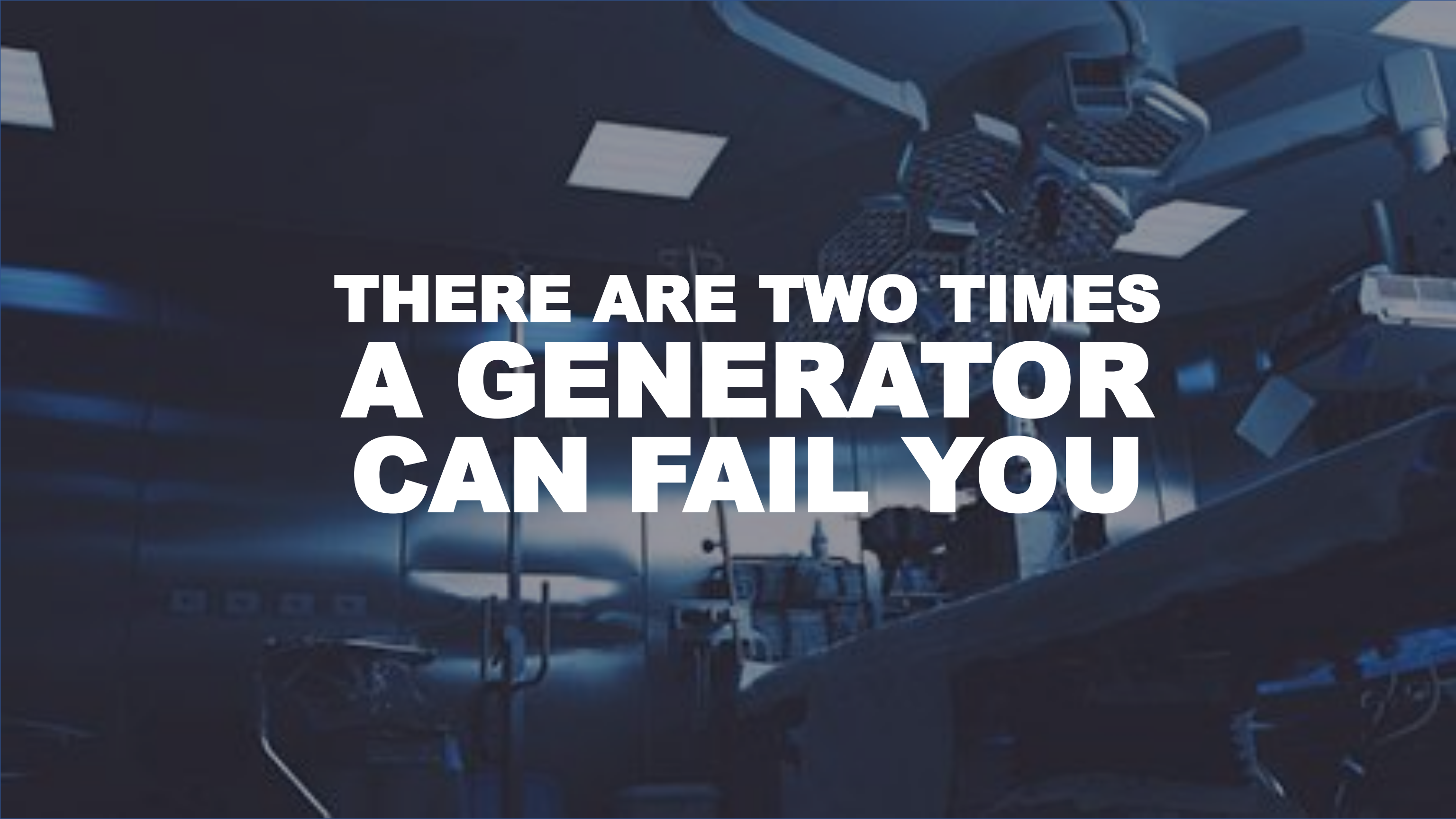


- **Consumables** – Items traditionally not protected under agreements



**WHAT'S THE COST
OF ONE PIECE OF IMAGING
EQUIPMENT GOING DOWN?**

**\$120K
A DAY**



**THERE ARE TWO TIMES
A GENERATOR
CAN FAIL YOU**



**DO YOU KNOW WHAT YOUR
THIRD PARTY
SERVICE PROVIDERS
REALLY DO?**



...AND
DON'T DO?

TRADITIONAL SERVICE WORKFLOW



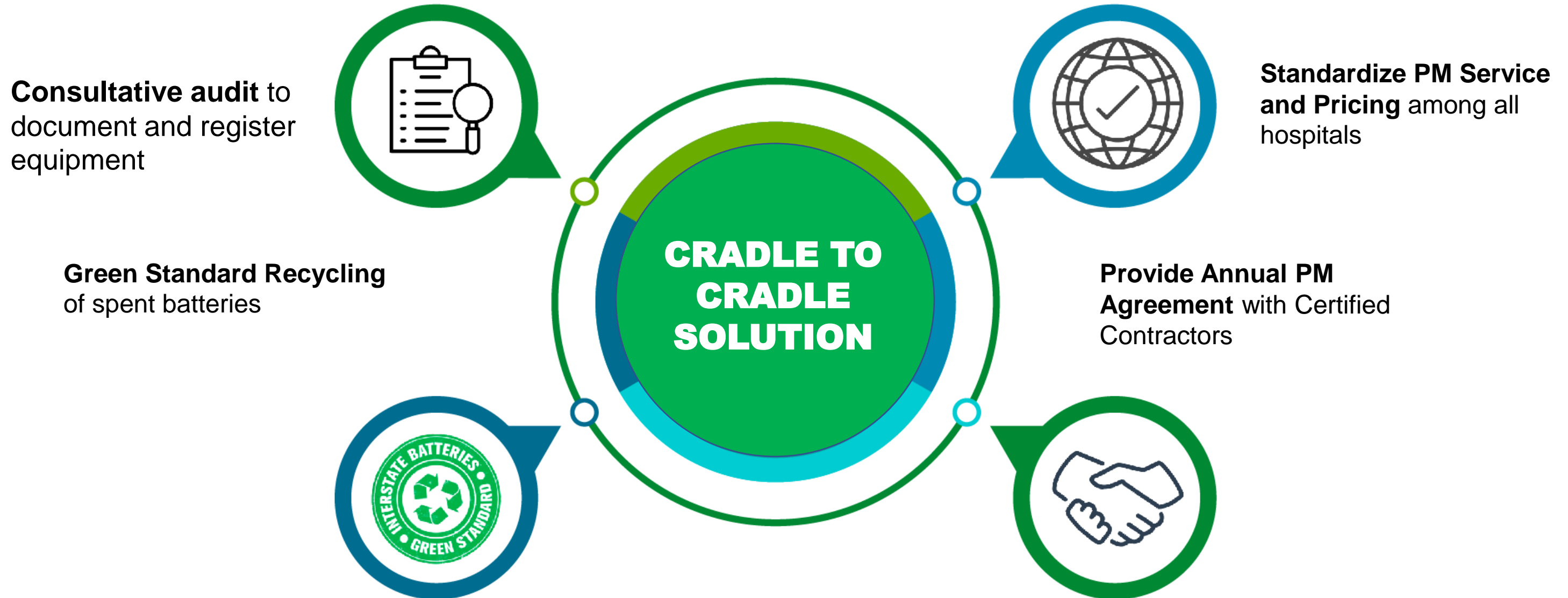
CASE STUDY 1: SOUTH TX

RUN TO FAILURE RAN UP \$300K



- 14 Hospitals
- No PM Schedule
- \$300k annually in downtime and repair costs
- Multiple agreements and contractors – no plan

WHAT WILL YOU DO WITH THE \$280K YOU SAVE?



CASE STUDY 2: ROCKY MOUNTAIN REGION

BATTERIES FROM SERVICE PROVIDERS COST 50% MORE



- 24 Hospitals
- Routine PM with scheduled replacements
- Interstate has a local, established relationship with the biomedical team
- Need for local, less expensive recycling

TWO POWERFUL WAYS TO SAVE

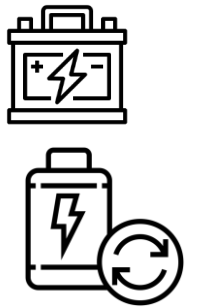


SOLUTION 1

- Provide batteries, contractor and recycling for changeouts
- Annual PM Agreement

SOLUTION 2

- Provide batteries and recycling for changeouts





Outrageously Dependable®

- **QUALITY BATTERIES**
- **LOCAL SERVICE**
- **THE RIGHT PARTS**
- **CONVENIENT RECYCLING**

***ONE CALL
POWERS ALL***