

85% of healthcare organizations overpay capital equipment and service contracts

Join the winning minority – and save 15-35% annually

Negotiating capital medical equipment and service contracts can be tricky. How do you know that you're getting the best deal out there? How can you assure that the contract language protects you? How do you get the information you need to make the best decision for your organization?

Most organizations don't realize how much power they hold – or how much they can save.

VIE's Healthcare Contract Review is the only service to integrate detailed price analysis with a thorough legal review – so all your bases are covered. The result: consistent annual savings of 15-35% for our clients.

Best of all our service is 100% risk-free. VIE's Healthcare Contract Review is a pay-for-performance program – that means you only pay when we save you money.

We'll help you improve the cost-effectiveness of all your new contracts – and negotiate better terms for existing ones.



VIE Healthcare: Making contracts work for you

Leverage your organization's buying power by putting VIE Healthcare's extensive knowledge and superior negotiating skills to work for you – before you sign a contract.

Ensuring cost-effectiveness and best pricing

VIE Healthcare has created one of the nation's largest proprietary databases of medical OEM equipment and service contract pricing. Not only do we know what your competitor paid for similar equipment, but we know what upgrades, extended warranties and free parts came with it. This knowledge ensures that VIE's clients get the inside track on the most competitive quotes in the marketplace.

Competitive pricing is just the beginning. Once a quote is received, VIE's experts negotiate, on your behalf, directly with equipment manufacturers and service providers to secure the best pricing and terms.

A final quote locks in immediate annual savings of 15-35%.

Improving the health of contract language

Let VIE's **healthcare legal experts** help your organization cut through legal jargon so you know exactly where you stand on service contracts.

VIE's exclusive healthcare focus guarantees in-depth knowledge of healthcare equipment and services and the contract language used by industry vendors and manufacturers. VIE understands the contracts and knows what changes are needed to shift the balance into your favor.

VIE supplies a comprehensive report outlining and prioritizing legal concerns – so you know where to dig in your heels and where concessions can be made. VIE discusses the implications of any

How much can VIE save your organization?

A New York hospital recently invited VIE Healthcare to oversee the renewal of a substantial three-year service contract. Armed with information in VIE's proprietary national database, VIE entered into extensive negotiations with the vendor on our client's behalf. The results: a 21% annual reduction in the service contract for the hospital and a decision to use VIE's Healthcare Contract Review services for all future equipment and service contract negotiations.

unfavorable or one-sided language and highlights important details vendors often neglect to mention, which become costly once a contract is signed. Then, VIE's experts negotiate a more favorable contract on your behalf.

Our performance pays for our work

There are no upfront costs for VIE's Healthcare Contract Review. VIE is paid once the project is successfully completed and savings are achieved. And there are no hidden fees, our compensation is a percentage of realized savings.

Call today to learn how you can try our service for FREE. We're offering a free initial trial offer: one free pricing contract review per organization. After your first experience with VIE's Healthcare Contract Review, we're confident you'll want us to review all your contracts.

VIE's Healthcare Contract Review provides:

A detailed price analysis:

- Comparing your contract to regional and national averages and best pricing available
- Providing the knowledge needed to negotiate for ongoing cost savings

A thorough legal review of:

- Supply contracts
- Repair and maintenance contracts
- Capital equipment contracts
- Service and management contracts
- Telecommunications & Utility Contracts

Reduce your costs NOW!
VIE Healthcare is a leader in
Expense Reduction and
Management Strategies.
Call us today to learn just how
much we can do for you.

To order your FREE, NO-RISK review,
call **888-484-3332** NOW!