



### **Capital Expense Reduction Services**

Negotiating capital medical equipment and service contracts can be complex. How do you know that your organization is getting the best deal in the market place? How can you assure that the contract language protects you?

Send VIE Healthcare your Lowest Pricing for your Capital Equipment Purchase and VIE will save your Healthcare Organization 15%-20%.

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

Best of all our service is 100% risk-free. VIE's Healthcare Capital Expense Reduction Service is a pay-for-performance program –

That means you only pay when we save you money.

And there are no hidden fees; our compensation is a percentage of realized savings.

### **Our Capital Expense Reduction Services:**

- Capital Equipment • Repair and Maintenance Contracts
- Supply Contracts • Service and Management Contracts

### **Frequently Asked Questions**

#### **How long is your agreement?**

VIE Healthcare's Capital Expense Reduction agreement is for a 1-year term cancelable by either party for any reason.

#### **I am a member of a GPO; don't they do this for us?**

Hospitals usually have at least one GPO and they are good for supplies and consumables, but they are only a starting point when it comes to equipment purchases. VIE Healthcare can assist you in obtaining the lowest available price through our Capital Expense Reduction program. We go beyond obtaining a fair price.

#### **Can you also help review maintenance contracts?**

We review maintenance contracts for capital equipment and routinely reduce them by 20%-30% with no change you're your vendor.

#### **A Recent Successful Savings Example:**

A New York Hospital was ready to sign an agreement and issue PO # for imaging equipment. VIE Healthcare was asked at the last minute to provide an analysis of the pricing. It was identified by VIE Healthcare that the pricing was 22% over competitive market pricing and with VIE re-negotiating the pricing and terms, the hospital immediately saved \$65,000. Additional annual savings from supplies and maintenance contracts were also achieved.

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