



Capital Purchasing

TECHNOLOGY | LOGISTICS | COMMUNITY

The nation's largest independent provider of medical equipment disposition services. Since 2014, reLink Medical **has assisted over 3,000 hospitals and healthcare facilities** in 35 states with the disposition of obsolete, excess, out-of-service, or used medical equipment. With logistics centers of excellence in Cleveland, Baltimore, Atlanta, and St. Louis, reLink Medical is **the most comprehensive disposition solution in the industry.**

INDUSTRY CHALLENGES

Even hospitals with the best capital planning and purchasing processes sometimes encounter the need for more medical equipment than planned. Whether initiated by excess requests, surprise outages, supply chain disruptions or major changes in facilities and services, the ability to responsibly stretch the capital budget is an ongoing challenge. Supply chain and purchasing departments with more data, tools and options can better cost effectively navigate these types of requirements.

reLink's SOLUTION

In addition to Equipment Value services that can infuse capital budgets with more dollars than OEM trades, reLink Medical provides information and procurement services to further improve capital purchasing. Planning services assess TCO of existing fleets to determine optimal timing for replacement or life extension of assets. Alternatives to OEM direct spend and lead times are presented along with analysis of existing or planned rental programs. When it's time to execute, dedicated reLink specialists navigate the nation's largest network of patient-ready medical equipment to optimize price, timing and service decisions.

PARTNER BENEFITS

Healthcare systems have been surprised to learn how much faster, better, and more cost-effective capital purchasing can be with additional analytics, tools, and options from reLink. Not only have they saved millions in direct savings and cost avoidance, the ability to get high quality patient-ready equipment in service faster has improved the quality and availability of care. The addition of a dedicated procurement support team means market information, options and support are always at your fingertips and provides more choices than ever before in managing capital purchasing.



3,500+

OEM'S SUPPORTED



64

MODALITIES SUPPORTED



50%

AVERAGE SAVINGS FROM
OEM LIST PRICE