



Equipment Value

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

Every day, medical equipment in working condition is thrown out by healthcare facilities. Other unused and out-of-service assets with tremendous value sit in unknown, untracked storage locations. Such medical device waste is estimated at \$765 billion a year in the US alone. Hospitals attempting to directly address this process often spend costly staff time and create cumbersome processes filled with hidden costs that negate many of the benefits of value generating disposition. With very little effort and allocation of resources these assets can return millions of dollars to hospital capital and operating budgets.

reLink's SOLUTION

reLink Medical helps hospitals quickly and easily generate value from excess and unused assets. With over 12,000 registered buyers and years of product experience, reLink offers unmatched expertise in assessing the value of equipment and accessories in the secondary market. High volume program management ensures every out-of-service asset is assessed for value and placed in reLink's proprietary multi-channel disposition system where it can be matched to the right buyer at the right price. For fixed assets with extremely high market interest, reLink Product Managers personally curate the process and collaborate closely with hospital staff to maximize value and seamless de-installation. The entire process is fully transparent, and asset records and resale values can be easily monitored through reLink's cloud-based platform so every asset is accounted for.

PARTNER BENEFITS

Hospitals adopting reLink's approach to asset disposition and remarketing see the highest returns across their entire portfolio of excess and out of service assets without incurring all the hidden costs of direct management. Trade-in values often exceed OEM offers and hospitals can decide where and how returns should be distributed at department, site or health system levels. Individual asset records and data allow for matching returns to enterprise asset systems for complete and responsible financial transparency and tracking. At average hospital margin levels, these bottom-line returns can provide the same benefit as generating millions of dollars in new service revenue.



100,000

**BUYER SESSIONS
FROM 140 COUNTRIES
MONTHLY**



12,000

BUYERS IN NETWORK



24

**DIRECT SALE TEAM MEMBERS;
5 ECOMMERCE STOREFRONTS
AND 12 ANNUAL AUCTIONS**