



EQUIPMENT SERVICE CONSULTANCY

INTRODUCTION AND PROSPECTIVE BENEFITS



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INTRODUCTION – ABOUT ESP GLOBAL

With nearly 40 years in the healthcare equipment maintenance industry, we have earned the reputation as “the truly agnostic subject matter experts”.

Whether an equipment service portfolio is outsourced, performed internally, or a combination of methodologies including various OEM contracts, we can help.

Our goal is to assist clients in obtaining the best equipment maintenance solutions through customized coverage, in-house investment with significantly reduced costs.



ESP GLOBAL RESULTS – VALUE THROUGH AGGREGATION

ESP GLOBAL CLIENTS:

Regional 235 Bed Hospital in Tennessee

Regional 250 Bed Hospital in Georgia

Four Hospital IDN in Pennsylvania

Nine Hospital IDN in Pennsylvania

Four Hospital IDN in Nebraska

Seventeen Hospital IDN in West Virginia

Eight Hospital IDN in Pennsylvania

Six Independent Hospitals in Indiana

Regional 125 Bed Hospital in Alabama

Seventeen Hospital IDN in Texas

**ANNUAL SPEND IMPACTED
(\$)**

**ANNUAL SAVINGS GENERATED
(%)**

\$5.9M

33%

\$6.0M

28%

\$13.5M

28%

\$33.6M

24%

\$11.9M

20%

\$19.7M

18%

\$38.6M

20%

\$10.2M

16-29%

\$770K

25%

\$72.6M

22%

TYPICAL SCOPE OF WORK



Phase 1

Results:

- Equipment Service Assessment
- Identification of Savings Opportunities
- Identification of Program Quality vs. Best-In-Class
- National Benchmarking of Current Service Contract Costs

Specifics:

- 30-60 Days, Dependent Upon Data Flow
- Assessment Fee Per Hospital
- ESP Global In-Person or Remote Attendance



Phase 2

Results:

- Actionable Savings Process
- Competitive Service Realignment
- Maximized Coverage
- Expanded Service Program Features

Specifics:

- Full Management of Competitive Process
 - 60-90 Days for RFP and Presentations
 - Paid % of HARD \$ Savings, NOT on Value Adds or Cost Avoidance
 - In Person, On-Site, Vendor Presentations
- “We Only Get Paid if We Save You Money”***

WHY ESP GLOBAL?

Agnostic

- Vendor neutral
- No dog in the hunt

Inclusive

- Experience with all devices and modalities

Scale

- Volume through aggregation drives better pricing
- Vendors often willing to forgo remaining term

Competition

- Everchanging marketplace
- New partnerships and approaches



ESP GLOBAL
ECONOMICAL SERVICE PROGRAMS

