



Remi® When a relationship matters.

Ambulatory care facility consolidates contracts and saves money without moving away from their primary vendor

CHALLENGE

Located in the Midwest, this outpatient ambulatory care facility offers a high quality, service-oriented environment for medical procedures. Their state-of-the-art equipment allows specialists to perform procedures in a variety of specialty areas like Gynecology, Ophthalmology, Orthopedic, Pain and Urology areas. With 20+ physicians on staff, four operating rooms and two treatment centers, this facility has a lot of moving parts to manage and equipment maintenance was an area they were looking to streamline and possibly cut costs. However, according to their Materials Manager who oversees purchasing for the facility, **“One of our biggest challenges was getting internal buy-in to utilize any vendor other than the Original Equipment Manufacturers (OEM) to service their equipment.** On the contracts and service agreement side, the staff preferred to have equipment serviced by OEM technicians, so we’ve always stayed with them.”

SOLUTION

The right choice for this ambulatory center was Remi’s Equipment Maintenance Management Program (EMMP), which allowed them to continue using the current service providers where possible. “We started off slowly adding equipment onto Remi’s EMMP because we wanted to make sure they were responsive to our needs and concerns. I’m happy to say it’s been a smooth transition and I have loved working with Remi,” said the Materials Manager.

Program Highlights



Saved Nearly \$13K
Since Inception



11 Service Events
Managed Successfully



Instruments Covered
Microscope, X-Ray Units,
Phacoemulsifier and More

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By consolidating their contracts under one agreement they were not only able to streamline their equipment maintenance, but also **save close to \$13k in the first year under Remi's program with minimal change to previous process**. As the Materials Manager stated, "Aside from calling Remi instead of the OEM, it's really the same. We should all be using Remi."

RESULTS

In the first year with Remi, this ambulatory care facility was able to consolidate numerous OEM contracts under one agreement, save close to \$13k in equipment maintenance costs and still use their preferred vendor of choice to service their equipment.

"Aside from calling Remi instead of the OEM, it's really the same. We should all be using Remi."

- Materials Manager

About Remi

Since 1998, our mission has been to empower our customers to outperform, by providing cost effective and innovative equipment care solutions delivered with passionate and dedicated service.

850,000+

vendor service agreements analyzed

800,000+

pieces of equipment covered

2,500+

service vendors utilized across the country

- U.S. General Services Administration (GSA) Contract Holder
- Manage Multiple State & Federal Contracts, covering more than 1 Million service events
- Awarded Inc. 5000 Award for five consecutive years (2012-2016)
- 2015, 2016 & 2017 Recipient of the *Charlotte Business Journal* "Best Places to Work" Award