

# SPECIALTY UNDERWRITERS & U of WASHINGTON

Announces the

## Equipment Maintenance Expense Reduction Program

Time and money are valuable assets. Now more than ever, research and higher education departments are in search of new and proven ways to efficiently reduce operating expenses. With that in mind, you are invited to take advantage of our program for reducing costs on service agreements. Our Aggregated Spend Analysis & Savings Report is free and without any obligations!

**The Equipment Maintenance Expense Reduction Program will SAVE your department a minimum of 17% off of current Equipment Maintenance Contracts!**  
(historical savings ranges from 17%-35%)



### An excerpt from New at E&I

Not surprisingly, the program was met with some initial hesitation. "Many departments did not completely digest the concept that they could go to a third party and pay a more competitive (lower) price than they could by going directly to the manufacturer. Some departments were very receptive, while others required a bit more convincing."

Good news travels fast, however, and it wasn't long before the program was gaining traction – and positive publicity – around campus. SU was able to provide an average savings of 20%-30% on existing maintenance contracts, and the service provided was top-notch. As the program grew, Purchasing began receiving various letters of recommendation touting the program.

Mike Durica, Purchasing  
University of Pittsburgh



- **Significant Hard Dollar Savings**

Save a minimum of 17% from existing service agreements.

- **One Point of Contact**

The TELESERVE™ Call center provides end users a convenient, one-stop approach to requesting service on all equipment types.

- **Additional Soft Dollar Savings**

By consolidating multiple agreements into one master program, valuable time is saved by eliminating the need to track, manage and renew numerous agreements throughout the year.

- **Reporting**

Customized online access to program materials, forms, real-time inventories and repair activity reports.

- **Sample Equipment Types (included, but not limited to):**

- General Office
- Communication
- IT
- Laboratory/Research
- Radiology/Imaging
- Security/Surveillance
- virtually anything electronic!*

### RECENT SAVINGS EXAMPLES

<u>Equipment Mfg. /Description</u>	<u>Current Contract Cost</u>	<u>SU Cost</u>
BIO-RAD REALTIME PCR	\$3,811	\$3,157
GE MRI	\$68,000	\$55,837
LI-COR ODYSSEY IMAGER	\$4,500	\$3,639
MOLECULAR DEVICES PLATE READER	\$5,280	\$4,325
LIFE TECH. GENETIC ANALYZER	\$10,201	\$8,365
LIFE TECH. REALTIME PCR	\$4,324	\$3,588
PHILIPS ULTRASOUND SYSTEM	\$25,410	\$21,014
QIAGEN ROBOTIC WORKSTATION	\$2,319	\$1,855
VISUALSONICS ULTRASOUND	\$15,840	\$12,972
ZEISS CONFOCAL MICROSCOPE	\$9,500	\$7,663
ZEISS LASER SCANNING MICROSCOPE	\$31,445	\$26,056

# SAMPLE ELIGIBLE EQUIPMENT TYPES

## COMMUNICATION

Audio/Visual Systems  
Emergency Systems (911)  
Overhead Paging Systems/Intercom Systems  
Radio Equipment  
Switchboards  
Telephone & Voice Mail Systems  
Video Conference Equipment

## INFORMATION TECHNOLOGY

Bridges  
Controllers  
Hubs  
Multiplexors  
PCs and Peripherals  
Printers  
Routers  
Scanners  
Servers  
Tape Drives

## OFFICE AUTOMATION

Binders  
Bursts  
CAD/CAM Systems  
Card Readers  
Cash Registers  
Check Signers  
Coin Sorters/Packagers  
Copiers  
Currency Counters  
Electrical & Electronic Print Equipment  
Embossers  
Facsimile Machines  
Folders  
ID Card Systems  
Laminators  
Retail Scanners  
Shredders  
Time Clocks  
Uninterrupted Power Supply/Transient  
Voltage Protection Systems

## POSTAGE AND MAILING

Inserters  
Labelers  
Machines (not system)  
Openers  
Scales  
Stackers

## SECURITY

Alarm Systems  
Card Access Systems  
CCTV Systems  
Electronic Gates/Doors  
Metal Detectors  
Outdoor Emergency Sirens  
Police Alarms  
Premise Alarms  
Vaults and Safes

## CARDIOLOGY/STRESS TEST/ICU, CCU,

### EKG

Ambulance Medical Equipment  
Arrhythmia Computers  
Cardiac Output Computers  
Healthcare/Cardiac Cath Systems  
Intra-Aortic Balloon Pumps  
Monitoring Systems  
Patient Data Management  
Stress Test Systems  
Telemetry Systems

## GENERAL

Bar Code Readers  
Electronic Signs  
Industrial Scales  
Transcribers  
Video Equipment

## FUNCTION LABS/RESPIRATORY

### THERAPY

Blood Gas Analyzers  
Co-Oximeters  
Sleep Labs  
Tomometers  
Plethysmographs  
Pulmonary Function Systems

## LABORATORY / RESEARCH

Blood Culture Units & Gas Analyzers  
Cell Savers & Washers  
Centrifuges  
Chemistry Analyzers  
Chromatography Equipment  
Coagulation Analyzers  
Confocal Microscopes  
Densitometers  
DNA Analyzers & Synthesizers  
Electron Microscopes  
Electrophoresis Equipment  
Gamma Counters  
Genetic Analyzers  
Hematology Analyzers  
Immunoassay Analyzers  
Microbiology Analyzers  
Microtomes/Cryostats  
Plate readers  
Realtime PCR's  
Robotic Workstations  
Spectrophotometers  
Tissue Analyzers

## RADIOLOGY (human & animal care)

Angiographic Systems  
Chest Units (Automated)  
CT Scanners  
Daylight Systems  
Digital Systems  
E.R. Units  
Fluoroscopic Rooms  
General Radiographic Rooms  
Mammography Units  
Mobile C-Arms  
Motorized/Auto Film Viewers  
MRI Scanners  
Physiological Monitoring  
Portable X-Ray Machines  
Special Procedures Rooms  
Ultrasound Systems

## SURGERY (human & animal care)

Lasers  
Microscopes  
O.R. Tables  
Physiological Monitoring Systems  
Surgical Microscopes

Some of the other research departments utilizing the program and capturing savings include:  
National Primate Research Center, Pathology, Biochemistry,  
Environmental Science and Neuropathology

Contact Jim Caughey to begin your free Spend Analysis & Savings Report  
[jcaughey@su-group.com](mailto:jcaughey@su-group.com) / (262) 993-1643 cell

Specialty Underwriters LLC / Mediserve, Inc.  
9667 South 20<sup>th</sup> Street, Oak Creek, Wisconsin 53154  
Phone: 414.281.1100 • Toll Free: 800.558.9910  
Web: [www.su-group.com](http://www.su-group.com)