

Medical Equipment Planners

All Advantages and No Extra Costs

By Yvan Degomme

Establishing a new medical practice, be it a hospital, rehabilitation center or a medical office can be quite a challenge. Even the expansion of an existing facility can turn into a nightmare.

Upon deciding to open a health care facility, one is faced with the following questions: When do we want to be operational? How are we going to select and compare equipment? What is our budget? How to stay within our financial objective? How are we going to finance? Who is going to install the equipment and train personnel? What about maintenance?

Easy? Consider also this example: A plastic surgery center with one operating room requires about 40 different items, each of which could have four manufacturers or more. This can be a daunting task that entails negotiating, comparing, as well as evaluating 160 pieces of equipment. As if securing your capital equipment isn't difficult enough, now you have to sweat all the small stuff — cabinetry, record keeping systems, consumables and instruments.

There is a viable solution. Consider a reputable Medical Equipment Planner (MEP). This type of company is not to be mistaken with a traditional distributor of medical equipment or a group purchasing organization (GPO). Unlike the other two organizations, which specialize only in selling and servicing a limited line of products (distributor) or negotiating prices with certain manufacturers (GPO), MEPs perform a much broader function — they are on your side, and are best defined as your consulting

and purchasing department. An MEP worth its money has direct relations to almost, if not all, manufacturers active in the health care industry,

and therefore, has firsthand access to the latest developments related to the equipment you require.

The first question that arises when

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