



opening or expanding a facility is the cost. Contracting the right MEP at the onset is crucial because they will help you define your equipment needs, provide you with various alternatives (new and eventually, refurbished equipment), and work in conjunction with your team to assure that your project is within your financial parameters. Important cost factors that are often forgotten by the end-users are training, installation, required maintenance and extended warranties. Those factors should always be considered with the selection of equipment; an apparent initial savings on wrongly selected equipment might translate into higher cost over the years.

After the equipment needs are properly defined, the MEP becomes your logistical and administrative arm; they will assist you in acquiring leasing or financing (if needed), place the orders with the manufacturers, and coordinate proper delivery, installation and training. This phase is quite important because an efficient execution of the above will ensure that your facility is up and running as quickly as possible to create revenue. Bad planning and poor coordination is a

sure way to lost revenue.

A common misconception is that concentrating all your equipment purchasing in the hands of one vendor will result in diminished negotiation power and, in turn, result in more expensive pricing. On the contrary, working with a reputable MEP will ultimately lower your cost as their profit margin is dedicated by the total package provided, unlike conventional distributors who traditionally maximize their profits on the limited lines they offer. Not to mention that one call to your MEP will instantly give you a comprehensive overview on the status of every aspect of your project. On some things, you just can't put a price.

In essence, contracting a total solution provider at the onset will not only provide you with answers, expertise, alternatives and support, but it also will save you money, and perhaps most importantly, save you time and headaches.

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