



UNIVERSITY OF PENNSYLVANIA EQUIPMENT MAINTENANCE MANAGEMENT PROGRAM

Today's competitive environment places enormous demands on organizations, both large and small, to consider new and innovative ways in which to manage the resources they spend on the maintenance and management of their equipment. Industry sources indicate that organizations spend annually an average of 8% to 10% of the replacement value of its existing equipment base to maintain it.

Since 1982, SU Group has provided comprehensive cost saving solutions to meet the demands of managing equipment repairs for thousands of clients throughout the United States and Canada. A reliable, time-proven approach to managing equipment repairs, reducing operating costs, and providing an on-going analysis of measuring equipment reliability and vendor performance through key management reporting.

HOW IT WORKS

SU Group evaluates your existing service contracts and processes, and reports on the cost and effectiveness of your program. SU identifies those items that can be more efficiently managed through our Equipment Maintenance Management services and works with you to phase-in equipment as contracts expire or equipment is purchased.

When equipment requires service, SU contacts the service provider of your choice to perform the repair. The service reports and invoices are sent to SU and payment is made either directly to the service provider or reimbursed to your facility - your choice.

IN ADDITION TO SAVINGS, THE SU PROGRAM PROVIDES:

- Greater administrative and operational efficiencies
- Single point of contact for equipment service issues
- Ability to choose and utilize the service provider of your choice
- Consolidation of contracts and vendor relationships
- Flexibility to add or remove equipment at any time
- Comprehensive management reports for evaluation of equipment and vendor performance
- Reimbursement for in-house corrective or preventative maintenance

CUSTOMIZED SOLUTIONS

SUBSTANTIAL SAVINGS

EXCEPTIONAL SUPPORT

OFFICE, MEDICAL AND LAB EQUIPMENT ELIGIBLE FOR PROGRAM

Communication Equipment

- Audio/Visual Systems
- Emergency Systems
- Overhead Paging Systems
- Intercom Systems
- Radios
- Telephone Systems
- Voice Mail Systems

Data Processing Equipment

- Bridges
- Controllers
- Hubs
- Multiplexors
- PCs and PC Peripherals
- Routers
- Scanners
- Servers

Facilities Equipment

- Clothes Washers and Dryers
- Electronic Signs
- Food Preparation Equipment
- Housekeeping Equipment
- Pool Equipment

General Equipment

- Bar Code Readers
- Environmental Control Computers
- Industrial Scales
- Transcribers
- Voting Machines
- Water Meter Readers

Mail Equipment

- Inserters
- Labelers
- Machines (Not System)
- Openers
- Scales
- Stackers

Office Equipment

- Binders
- Bursters
- CAD and CAM Systems
- Card Readers
- Cash Registers
- Check Signers
- Coin Sorters, Packagers
- Currency Counter
- Dictation Equipment
- Electric Rotary Files
- Electronic/Electrical Print Equip.
- Electronic/Electrical Press Equip.
- Electronic Typewriters
- Embossers
- Facsimile Machines
- Folders
- ID Card Readers
- Laminators
- Microfilm Equipment
- Printers
- Retail Scanners
- Shredders
- Time Clocks
- Transient Voltage Protection Equip.
- Uninterrupted Power Supplies

Function Labs, Respiratory Therapy

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

Surgery

- Lasers
- Microscopes
- Phaco Emulsifiers
- Physiological Monitoring Sys.

Laboratory

- Autoclaves
- Blood Gas Units
- Blood Gas Analyzers
- Cell Savers
- Cell Washers
- Centrifuges
- Chemistry Analyzers
- Chromatography Equipment
- Co-Oximeters
- Coagulation Analyzers
- Computers
- Densitometers
- DNA Analyzers
- DNA Synthesizers
- Electrolyte Analyzers
- Electron Microscopes
- Electrophoresis Equipment
- Gamma Counters
- Hematology Analyzers
- Immunoassay Analyzers
- Microbiology Analyzers
- Microscopes
- Microtomes/Cryostats
- Ria Systems
- Scales and Balances
- Spectrophotometers
- Tissue Analyzers

Cardiology/Stress and EKG

Test/ICU, CCU Equipment

- Arrhythmia Computers
- Cardiac Output Computers
- Healthcare/Cardiac Cat Sys.
- Intra Aortic Balloon Pumps
- Monitoring Systems
- Patient Data Management
- Stress Test
- Telemetry Systems

GETTING STARTED

Since the terms of the program have already been negotiated on behalf of the Members, getting started and implementing the program is simple. Just contact **Ralph Maier** of Purchasing Services or **Jacki Blaha** at SU Group, and provide copies of maintenance contracts and current invoices for any equipment you would like covered. SU will analyze the information and provide a Cost Verification Report, confirming the eligibility of your equipment and the applicable cost savings.

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To add equipment not currently covered under an existing service agreement, simply provide a description of the device, along with the make, model, serial number, location and age of the equipment. SU will provide you a cost analysis based on our 23 years of proprietary data and work with you to place the equipment on the program.

