

A Successful Collaboration

Diagnostic Imaging

A Short Take on Success

The Challenge

- Busy medical center in remote location needs experienced, flexible, and responsive digital imaging equipment maintenance and repair partner
- Desire to significantly lower cost of soon-to-be expiring contract

The Solution

- Harrison Medical Center signs a three year agreement with Masterplan, an independent service organization now part of ARAMARK Clinical Technology Services, that includes streamlined terms and policies; focused solutions to minimize equipment downtime, simplified paperwork; flexibility for future maintenance and repair needs; and guaranteed savings
- Harrison Medical Center receives additional savings through ARAMARK's agreement with Amerinet

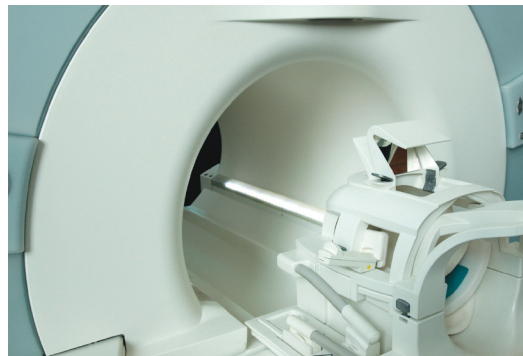
The Outcome

- Seamless transition to new contract within five business days of signed contract led to immediate savings
- Guarantee savings of approximately \$80,000 per year in each of the three contract years

“Our relationship with Masterplan, now ARAMARK, and being an Amerinet member will help us save 17% on the maintenance of digital imaging services. When it comes to digital imaging services, if my phone's not ringing, there's no problems, and I'm happy to report it's very quiet in here.”

*Jack Gallagher
Director, Supply Chain Management
Harrison Medical Center*

ARAMARK and Amerinet help Harrison Medical Center improve performance and save money on digital imaging services.



The Challenge

As the acute center for the Pacific Northwest region's busiest medical center, Harrison Medical Center-Bremerton provides a wide range of in-house digital imaging services to support, among others, cardiothoracic, endovascular, plastic and reconstructive surgery; hematology and oncology.

With their remote location on the Olympic peninsula, almost one hour from Seattle, Harrison Medical Center was looking for an experienced, flexible, and very responsive imaging equipment maintenance and repair partner to support a wide range of equipment at a significantly lower cost than their current contract.

The Solution

Rather than asking for only a price from potential suppliers, Harrison Medical Center asked the incumbent contractor and interested suppliers to submit strategies designed to support current and future imaging equipment needs while lowering maintenance and repair costs. Masterplan, since acquired by ARAMARK,

was awarded a three-year contract, based on a complete package that included: streamlined terms and policies designed to produce immediate cost benefits; solutions for promptness; simplified paperwork; flexibility that allows for quick escalation toward future maintenance and repair needs; and guaranteed savings of approximately \$80,000 per year for each of the three contract years.

In March 2011, ARAMARK announced its acquisition of Masterplan, bringing together the people, capabilities and resources of the two leading independent providers of biomedical and imaging services in the country. The combined organization delivers biomedical and diagnostic equipment maintenance, repair and parts in 13 countries and employs more than 1,500 biomedical and imaging services technicians and staff worldwide.

The Outcome

Harrison Medical Center is a member of Amerinet, a leading healthcare solutions organization that provides access to a large portfolio of supplier contracts, including one with ARAMARK. The agreement offers substantial cost savings to Amerinet members.

ARAMARK provided Harrison Medical Center with a seamless transition to the new digital imaging maintenance and repair contract. Through the Amerinet agreement, Harrison Medical will realize an estimated savings of \$80,000 per year – roughly 17 percent.

A Successful Collaboration

Diagnostic Imaging

Bob Kaftan, Director of Business Development with ARAMARK Clinical Technology Services explained, "Through ReMedPar, ARAMARK's ISO 9001:2008 certified parts division, we were able to help Harrison realize immediate savings on parts and labor. This relationship also provides Harrison with access to expert technical training which supports their technicians in performing service on a wider range of modalities with their own hands."

Harrison has in fact already realized significant savings and expressed how happy they are with Masterplan's responsiveness, flexibility, and knowledge. Jack Gallagher, Director, Supply Chain Management for Harrison Medical Center, succinctly summed up one added benefit from the partnership – "when it comes to digital imaging services, if my phone's not ringing, there's no problems, and I'm happy to report it's very quiet in here."

For more information, contact:

Tim Alba, FACHE

Vice President, Strategic Partnerships
ARAMARK Healthcare Clinical
Technology Services
704-752-6557 / alba-timothy@aramark.com
www.aramarkhealthcare.com



About ARAMARK

ARAMARK Healthcare Clinical Technology Services is the leading independent provider of biomedical and diagnostic imaging services in North America and manages more than 1.7 million pieces of clinical equipment, worth more than \$5 billion, on behalf of hospitals and healthcare facilities. The impact of our clinical technology services is felt throughout the healthcare continuum – including patient, nurse, physician and employee satisfaction; operational efficiency and service excellence; and improved financial outcomes.



About Amerinet Inc.

As a leading national healthcare solutions organization, Amerinet collaborates with acute and non-acute care providers to create and deliver unique solutions through performance improvement resources, guidance and ongoing support. With better product standardization and utilization, new financial tools beyond contracting and alliances that help lower costs, raise revenue and champion quality, Amerinet enriches healthcare delivery for its members and the communities they serve. To learn more about how Amerinet can help you successfully navigate the future of healthcare reform, visit www.amerinet-gpo.com.

Amerinet Inc.

2060 Craigshire Road
St. Louis, MO 63146
877-711-5700
www.amerinet-gpo.com

Contact

Amerinet Customer Service
877-711-5600
info@amerinet-gpo.com