



# AVENSYS RESALE

## WHAT IS AVENSYS RESALE?

Avensys Resale will collect, service, warranty and sell your unrequired medical devices. Profit is returned to you and our ethical resale policy means that wherever in the world your medical devices finally arrive, you can be sure they are in good working order.

## SHOULD I BE USING AVENSYS RESALE?

There are many reasons why you may have equipment at your site for which you have no current use. The arrival of newer models may leave some of your equipment redundant, or the merging of departments or even hospitals may mean that there is a surplus of a particular type of device.

**£7.1 Billion**  
VALUE OF UK MEDICAL DEVICE MARKET

Such surplus equipment is often sent to auction in bulk, untested and with no warranty at the point of sale. Due to the unknown condition of the equipment, buyers will only offer a fraction of the value compared with the same equipment sold with a warranty.

Avensys Resale will return more profit to you, which can be invested in areas that require additional investment.

### DID YOU KNOW?

Many hospitals dispose of their equipment via auction, however this is likely not in line with your Trust's Environmental and Ethical Policies which preclude the disposal of anything in a manner which could harm individuals or the environment.

As auctioned devices are not tested prior to sale, they have the potential to be unsafe for use or even non functional.

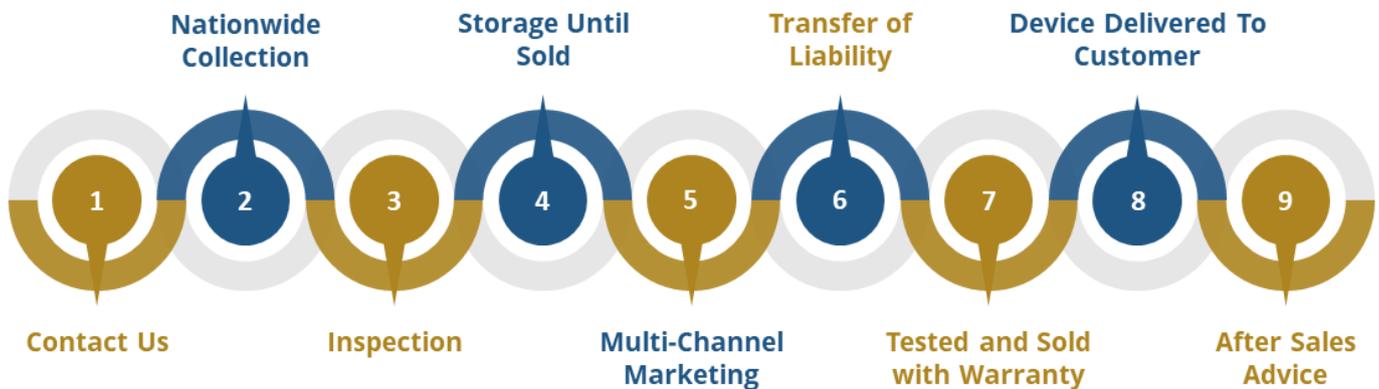
## KEY BENEFITS

- 
**NO CHECKING REQUIRED**  
 You do not need to check over your surplus equipment to see what is working prior to using our service. We will collect all surplus devices and check suitability for sale when returned to our storage facility.
- 
**COMPLIANT**  
 Any equipment beyond economical repair is disposed of in line with WEEE regulations, ensuring that your hospital's environmental policy is followed.
- 
**CREATE SPACE**  
 Removing surplus equipment from your hospital not only creates space but removes a hazard from your site.
- 
**ETHICAL DISPOSAL ROUTE**  
 Avensys Resale will service and warranty all medical equipment prior to sale, ensuring that wherever in the world the device is sold to, it is in working condition and safe for both the patient and clinician.
- 
**RECORDED ON H-IMS**  
 Any devices sold via Avensys Resale are recorded on the Avensys Health-Information Management System. This will record the exact details of the device, any auxiliary parts it is sold with and any work that has been undertaken, enabling us to answer queries from the buyer following the device's sale.
- 
**PROFIT RETURNED TO YOU**  
 Because we service and warranty your medical devices prior to selling them on your behalf, buyers are prepared to pay a higher price than items bought 'as seen' at auction. This returns more profit to you that can be offset against new device purchases. See the table overleaf for a comparison.
- 
**LOWER COSTS**  
 Our costs are typically lower than auction alternatives. As we have our own logistics network we not only have lower costs, but can transport your medical devices so as to ensure that they are not damaged in transit.
- 
**INDICATIVE PRICING**  
 If you want to know the potential value of your medical devices, simply get in touch. You can send us photographs, Excel lists or we can even come and visit your site.
- 
**NO CONTRACT**  
 While we can offer a formal arrangement, we can work with you as and when you require.

# THE RESALE PROCESS

We have made our process user friendly, and ensured that it requires a minimum of your time.

From the moment you contact us we can answer any questions you may have about our service and explain how the process works.



“ Having disposed of unused medical devices for many years via auction, it was raised in an internal audit that as there was no evidence the equipment was in working condition at the point of sale the use of this route of disposal was in fact in contravention of our Trust’s ethical policy.

While I was aware of Avensys’ Resale service, having been satisfied with our previous option I had had no reason to investigate the service further. However, in light of the issues regarding our Trust’s policies, I arranged a meeting and started working with them shortly after. There has been very little difference in terms of responsibilities at our end, but I am informed that the return on like for like devices is significantly higher. ”

**Avensys Resale Customer, North England**

## EXAMPLES OF INCREASED RETURN OVER AUCTION

Device Description	Auction Hammer Price	Avensys Sale Price %	Increase in Revenue
Olympus UPD Scope Guide System	£50	£3500	6,900%
Datex Ohmeda Aestiva 5 Anaesthetic Machine	£1200	£4000	233%
GE Dinamap Pro 400 Vital Signs Monitor	£60	£700	1,067%
Drager CF800 Ventilator	£15	£650	4,233%
Valleylab Force FX Diathermy	£950	£2800	195%
Maquet Servo-I Ventilator	£280	£3000	971%
Philips Heartstart FR2+ Defibrillator	£100	£400	300%



Avensys UK Ltd & Avensys UK Training  
Frederick Road, Hoo Farm Industrial Estate,  
Kidderminster, United Kingdom, DY11 7RA

01562 745 858

sales@avensysmedical.co.uk