

# AVENSYS FINANCE

## WHAT IS AVENSYS FINANCE?

Every service offered by Avensys, whether it be Medical Engineering, Training or Storage is aimed at improving the ability of health care facilities to care for their patients. Avensys Finance is no different.

Following discussions with customers throughout the healthcare sector, it became apparent that the replacement of medical devices was often hampered due to the requirement for a single large capital outlay. Avensys Finance has been set up to make the procurement of equipment less financially onerous by enabling you to spread the cost of equipment over a number of months.

## SHOULD I BE FINANCING EQUIPMENT ?

Financing was once considered to be a last resort, used only by individuals and businesses which were subject to cash flow problems. Today, however, financing is an integral part of everyday life.

Everything from the purchase of motor vehicles through to the mobile phone contracts we all use on a daily basis utilise the financing concept; goods are provided to the user up front, while instalments are paid which afford the user the use of the goods during the contract. At the end of the contract the user can either hand back the goods or has the option to buy the goods outright with an additional payment.

**91%**  
OF NEW CARS FINANCED

Industry has been quick to utilise financing, with both the public and private sector funding a large proportion of asset acquisitions through financing.

**38%**

OF INVESTMENT IN MACHINERY  
EQUIPMENT AND SOFTWARE  
WAS FINANCED IN 2019

## KEY BENEFITS



### OVERCOME BUDGET CONSTRAINTS

Budgetary constraints can mean that the purchase of much needed medical equipment can be delayed. Breaking up this payment in to monthly amounts is a preferred method of purchase.



### FLEXIBILITY

Should you require additional devices during the course of your agreement with Avensys Financing, we can simply purchase the additional equipment on your behalf and amend the existing agreement.



### IMPROVE CASH FLOW

The monthly payment model helps to smooth out cash flow peaks and troughs and allows a finance department to accurately allow for the costs associated with your medical equipment acquisitions.



### CAPITAL REPLACEMENT

Equipment malfunctions increase in regularity as the equipment ages. By leasing equipment you will no longer find yourself operating old equipment - at the end of the lease you can simply return the equipment and enter into a new agreement for the latest models.



### STANDARDISATION

The simultaneous replacement of aging devices with uniform models ensure standardisation across your equipment list. With this comes reduced user error, an increase in device availability and improved patient care.



### THE DISADVANTAGE OF BUYING OUTRIGHT

When buying equipment outright, the capital invested becomes a depreciating asset, the value of which decreases over time. The depreciation is shown on the cash flow statement and the amount that assets have depreciated by the end date is shown on the balance sheet.



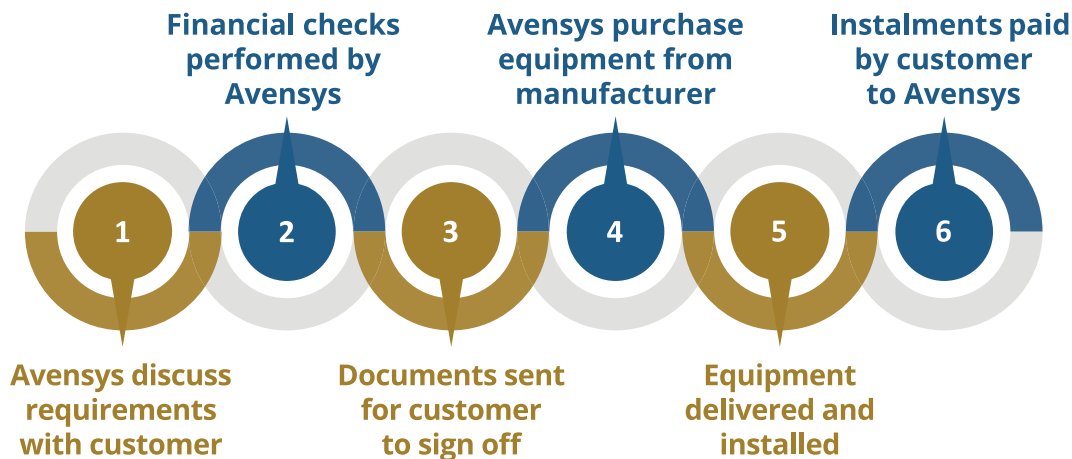
### QUALITY ACCREDITED

ISO14001, ISO9001 & ISO13485 accredited.



## THE FINANCING PROCESS

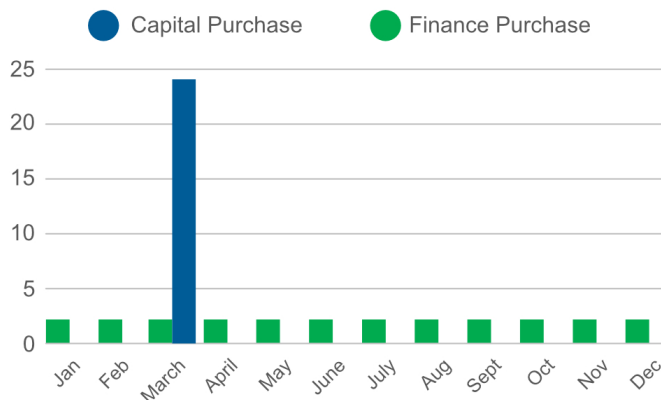
Using Avensys Finance is straight forward. Following initial discussions regarding equipment requirements, paperwork is signed regarding the repayment schedule. The equipment is purchased and installed at the customer location and the repayment schedule begins.



## LOWER THE BARRIER TO PURCHASE

Spreading the payments means that no large capital payment needs to be signed off. The smaller monthly payments make both cost projections and capital replacement programmes easier to plan.

### FINANCE VS CAPITAL OUTLAY COSTS



## ADDED VALUE

### PROCUREMENT CONSULTANCY

Having understood your technical requirements, we will provide a report that lays out the best options available. This will consider all makes, models and technologies, as well as true life costs of each device including parts and maintenance costs. As a vendor neutral supplier we are not allied with any manufacturers and only seek to recommend the equipment that best delivers on your requirements.



### AUDIT/CONDITION REPORT

Device audits provide an accurate record of the number, type and location of your medical devices and so forms the basis for any device management programme. Combining this with a condition report for each device enables us to highlight which areas of your equipment list should be prioritised for replacement and which are in good working condition.

## EQUIPMENT SERVICING

Engaging with an OEM for the servicing of medical equipment can be prohibitively expensive. Following the financing and commissioning of your medical devices, Avensys will provide regular servicing to ensure not only that it functions correctly, but also that the operating life span is maximised. Our industry leading engineers undergo regular OEM and in-house training and will deliver a service that meets agreed KPIs regarding downtime and call outs.



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