

# MANAGED EQUIPMENT SERVICES

IMPROVED PATIENT THROUGHPUT AND OUTCOMES WITH A MANAGED EQUIPMENT SERVICE SOLUTION

# What is a **Managed Equipment Service Solution**?

An MES solution allows you to benefit from the latest healthcare equipment with an always-on solution for a known fixed, monthly, quarterly, or annual fee. With an MES, the solution provider doesn't only deliver the equipment; they provide a full managed service for a fixed fee.



# Why an MES?

## MES



- ✓ Replacement of equipment at pre-defined intervals, ensuring it's always up to date
- ✓ Full maintenance and service packages
- ✓ Consumable items
- ✓ Installation and commissioning of the equipment
- ✓ Implementation services such as training, design, building, project management etc.
- ✓ Facilities management
- ✓ Disposal of the equipment
- ✓ An asset and contract management system to monitor and track the equipment and any associated contracts
- ✓ A bespoke financial solution designed to generate significant cost savings

## Classic Lease



- ✓ Use of the equipment for a pre-defined period of time
- ✓ A bespoke financial solution
- ✓ An asset and contract management system to monitor and track the equipment and any associated contracts

## Cash



- ⚠ Large up-front outlay
- ⚠ Revising budgets every year
- ⚠ Unknown on-going costs
- ⚠ Steadily increasing service costs
- ⚠ Responsibility for asset disposal
- ⚠ Multiple contracts & suppliers to manage
- ✓ Complete control of your entire service and fleet

# Key Benefits



Improved Patient  
Throughput &  
Outcomes



Simple  
Procurement  
Process &  
Documentation



No Disposal  
Costs



Matching Costs  
Against Assets  
Economic Useful  
Life



Fixed Interest  
Rates &  
Simple Budget  
Planning



Fixed Priced  
Future  
Deliveries



Discounts For  
Large Volume &  
Service



Efficient Use of  
Workforce Capital &  
Revenue



Guaranteed Uptime  
with the Latest  
Technology



Potential VAT  
Reclaims

An **MES solution** can cover a wide variety of equipment types (including but not limited to the following examples)



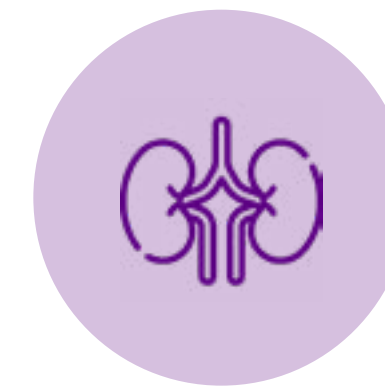
Laboratory



Pathology



Infusion



Dialysis



Sterilisation



Surgical  
Equipment



Beds



Endoscopy



Operating  
Theatres



Imaging



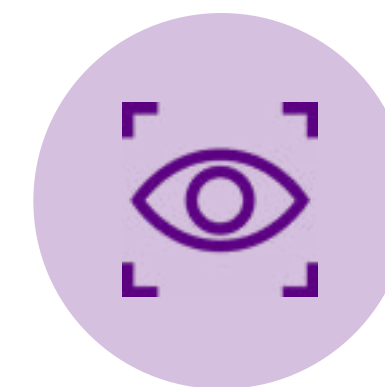
Ultrasound  
& X-Ray



Radiology



Medical  
Robotics



Ophthalmic



Antenatal

# Our Sustainability Pledge

## Remarketing

- 96% of IT, healthcare and industrial assets returned to us are refurbished and remarketed for a second lifecycle.

## Lifecycle Management

- Our business model has supported the circular economy for over 40 years. At the end of the assets initial use-period, they are returned to use whereby we refurbish them and either donate them or sell them on for a second lifecycle.

## Sustainability Goals

- Be a carbon-neutral business **by 2021**
- Increase the proportion of women in management positions to 30% **by 2025**
- Group-wide sustainability reporting with external audit **by 2023**
- Supplier assessment and standards for own procurement **by 2023**

## Memberships

- Since 2021, CHG-MERIDIAN has been committed to the UN Global Compact corporate responsibility initiative and its 10 principles in the area of human rights, labour, the environment and anti-corruption.

## carbonZERO

- In 2020, we launched our own carbon-neutral IT financing solution with plans to expand this to Healthcare and Industrial equipment.
- As part of the product, we are supporting certified climate protection projects in Namibia, Peru, Sri Lanka and Indonesia.

## Anti-Slavery and Human Trafficking

- We have a zero-tolerance approach and are fully committed to preventing slavery and human trafficking in our corporate activities.
- We are also committed to ensuring there is transparency in our own business and in our approach to tackling modern slavery throughout our supply chains, consistent with our disclosure obligations under the Modern Slavery Act 2015.
- [Click here to read our full statement.](#)



“Similar to many organisations, we are on a sustainability journey at CHG-MERIDIAN. Our business model has supported the circular economy for over 40 years but now we recognise the need to do more. That’s why we’re constantly evaluating our own business practices to better support the shift to a net-zero economy.”

Paul Ley-Pollard, Head of Healthcare UK



# CHG-MERIDIAN - bespoke financial solutions with your best interests at heart



Trusted partner to the NHS and private  
healthcare sector




## YOUR CHG-MERIDIAN CONTACTS

Head of Healthcare UK & Ireland: Paul Ley-Pollard  
Tel: 07973 742058, Email: paul.ley-pollard@chg-meridian.com

Account Manager - Healthcare Technologies: Aimee Ravate  
Tel: 07825 882410, Email: aimee.ravate@chg-meridian.com

Account Manager - Healthcare Technologies: Danielle Pettet  
Tel: 07796 947383, Email: danielle.pettet@chg-meridian.com



CHG-MERIDIAN UK Limited  
Barons Court, 22 The Avenue  
Egham, Surrey TW20 9AB

Tel: +44 1784 470701  
E-Mail: [healthcare\\_uk@chg-meridian.com](mailto:healthcare_uk@chg-meridian.com)

[www.chg-meridian.co.uk](http://www.chg-meridian.co.uk)

**CHG**