

Thinking about buying or leasing more MME?

## Purchase Price or Lease Payments

Maintenance labor costs

Maintenance parts costs

Equipment downtime  
(and supplemental rental costs)

Storage space for equipment when not in use

Depreciation costs

Interest/cost of capital

Software upgrades and management

Disposal costs

Locked into increasingly outdated  
technology "less state-of-the-art  
every day you own it"

Tied up capital: limited capital  
dollars for other  
projects that provide  
greater return

**There's more than meets the eye.**

**Hill-Rom**

Enhancing Outcomes for Patients and Their Caregivers.™

There are many reasons to rent, lease or purchase. The most important thing is to understand the benefits of each option based on the facility's and departments unique circumstances.

## Why Rent

- Avoid acquisition costs on equipment
- Avoid maintenance costs on equipment
- Avoid downtime due to repairs and preventative maintenance
- Ensure equipment availability to meet immediate needs
- Ensure flexibility to upgrade to the newest technologies
- Ensure the most efficient management of resources – match equipment availability to patient needs
- Ensure ability to utilize limited capital dollars for projects that provide the greatest return



chase moveable medical equipment. The  
ts and costs of each option in light of each  
nces. That's why Hill-Rom is here to help!



## Why Buy or Lease

- Unlimited capital dollars or capital dollars must be spent before a deadline
- Newest technology that is not anticipated to change during the life of a product
- No/low maintenance products
- When future utilization is predictable and relatively constant: purchase a certain amount of equipment for “normal” census and rent during peak need periods

## The Downside of Buying or Leasing

- Initial capital outlay
- Maintenance and repair labor costs (which increase over time!)
- Maintenance and repair parts costs (which increase over time!)
- Equipment downtime (and supplemental rental costs)
- Storage space for equipment when not in use
- Depreciation
- Interest/cost of capital
- Locked into increasingly outdated technology “less state-of-the-art every day you own it”
- Tied-up capital: limited capital dollars for other projects that provide greater return

**Talk with your Hill-Rom Moveable Medical Equipment Services Account Manager *before* you make a decision to purchase or lease MME!**

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