

PROMEDICA RECEIVES \$147K CASH RETURN BY DISPOSING UNNEEDED EQUIPMENT

BUSINESS ISSUE

ProMedica had outdated and retired medical equipment taking up valuable storage space in each of their hospitals with no disposition process to remove them.

PROBLEM

- Excess devices stored during the height of the COVID-19 pandemic were no longer needed
- End-of-life devices that were recently replaced were taking up storage space
- No vendor or standardized process to remove surplus equipment

SOLUTION



Partnered with TRIMEDX and Centurion Service Group to provide an integrated, full-service equipment disposition solution



Developed disposition process, organized staging areas, and coordinated pickup schedules



TRIMEDX managed workflow communications and status reports to key stakeholders



Sold 500+ devices, including defibrillators, beds, ultrasounds, sterilizers, CR systems, and CTs, in medical equipment auctions generating a cash return

VALUE



Standardized end-to-end equipment disposition process managed by TRIMEDX and Centurion Service Group



Established Fair Market Value for clinical assets and maximized return on capital investment



\$147K returned directly to ProMedica in the first 100 days

OVERVIEW

- Headquartered in Toledo, Ohio, ProMedica is a regional, non-profit health system that serves Ohio and Southeast Michigan.
- ProMedica has nine acute care hospitals and 210+ physician group offices with 1,500+ staffed beds.
- ProMedica's clinical asset inventory serviced by TRIMEDX is valued at \$450M.

WHAT OUR CLIENT SAYS

"The implementation has been seamless, the responsiveness of the team has been fantastic, and they are doing a great job with 'looking under the hood' to find equipment that is unused and making recommendations to ProMedica to dispose and auction the devices. The end result of the auction process is eye opening, with money in our pockets and no-longer needed equipment out of our facilities."

Bonny Pletcher,
contract manager, supply chain,
ProMedica