

ASCENSION ST. VINCENT'S RIVERSIDE HOSPITAL **MAXIMIZES RETURN WITH ASSET DISPOSITION**



OVERVIEW

- Based in Jacksonville, Florida, Ascension St. Vincent's Riverside is a 528-bed acute care hospital founded by the Daughters of Charity in 1916.
- Ascension St. Vincent's Riverside Hospital is part of Ascension, one of the leading non-profit and Catholic health systems in the U.S.

WHAT OUR CLIENT SAYS

"We were faced with a significant, unforeseen expense to remove the equipment from our facility, but TRIMEDX was able to provide a solution that both avoided expense and resulted in over \$15K return back to the hospital. From beginning to end, they managed the entire process and made it very seamless. I will definitely use TRIMEDX in the future for my surplus equipment needs."

Jennifer Morton

Vice President of Nursing,
Ascension St. Vincent's
Riverside Hospital

BUSINESS ISSUE

Ascension St. Vincent's Riverside Hospital needed a cost-effective clinical asset disposition solution to remove surplus medical equipment from the facility to optimize space utilization.

SOLUTION



Realized an opportunity to dispose of surplus equipment and to optimize clinical asset inventory



Maximized asset ROI and avoided OEM removal fees with Fair Market Value analysis and managed buyer negotiations



Removed a 16-slice CT scanner and two X-ray systems to convert space into a new outpatient imaging clinic



Managed all aspects of equipment disposition process, including buyer negotiations, logistics and equipment preparation by TRIMEDX

PROBLEM

- Surplus equipment occupied space that could be used for other revenue-generating clinical services
- Surplus equipment in the active-device inventory drove up clinical engineering costs and operating expenses
- OEM trade-in proposals failed to maximize the clinical assets' ROI
- Absence of standardized disposition process, budget or resources

VALUE

- ✓ Avoided expense of \$18,000 to hospital for OEMs to remove equipment
- ✓ Additional Net Return of \$16,300 that hospital was able to use for future capital purchases
- ✓ Allowed for storage space to be converted to new outpatient imaging center
- ✓ Saved hospital \$44K+ in OpEx by removing surplus equipment from active inventory
- ✓ Developed new asset disposition process that is fully managed by established vendor, TRIMEDX