



ONE CONTRACT. LOWER COSTS.

Equipment maintenance programs
tailored for your organization



DOES YOUR FACILITY HAVE MULTIPLE HIGH-VALUE PIECES OF EQUIPMENT?
DOES EACH PIECE HAVE ITS OWN EXPENSIVE OEM MAINTENANCE PLAN?
DOES CONSOLIDATING ALL OF THESE CONTRACTS INTO ONE SIMPLE,
COST-EFFECTIVE PLAN SOUND GOOD? GOOD — BECAUSE WE HAVE
AN MVP SOLUTION.

What MVP does

MVP builds a customized set of solutions to solve your equipment management issues. And you can save on average 36% per year vs. OEM Service Contracts, and in some years as much as 40%–50% depending on your experience.



Consolidate your contracts

MVP's tailored program gives you the ability to consolidate myriad service contracts into one easy-to-manage program. We'll work with you to identify the equipment within your facility most essential to you, and then design a program that best fits your needs.



Customize your coverage

MVP allows your facility to pay a predetermined contract cost, and then accumulate — within the self-retention — all of those sums that are paid to vendors over the term of the contract.



Track your savings

MVP analyzes your data to identify any charges exceeding the industry average, and provides recommendations on replacing equipment due to increased failure rates or the inability to access service and parts support.

“THIS PROGRAM HAS ALLOWED US TO NOT ONLY
SAVE MONEY OVER TRADITIONAL SERVICE CONTRACT
MODELS BUT HAS GIVEN US THE FLEXIBILITY TO
WORK WITH THE VENDOR OF OUR CHOICE.”

Ed Pinckard —
Medical Equipment Manager, White River Health System



“BOTTOM LINE IS MVP OFFERS THE SAME SERVICE, SAME VENDOR, CHEAPER PART PRICING, AND SERVICE TRACKING. WE WILL NOT BE RETURNING TO ANY OEM MAINTENANCE CONTRACTS ANY TIME SOON. WE WILL ENJOY COST SAVINGS FOR YEARS TO COME.”

Ralph Gonzales —
Director of Radiology, Uvalde Memorial Hospital

Equipment covered

A partial list of covered equipment includes:

- Diagnostic Imaging
- MRI
- CT
- Radiation Therapy
- Surgery Systems
- Nuclear Medicine
- Ultrasound
- Mammography
- Cath Lab
- Angio
- Facilities Equipment
- Kitchen Equipment
- IT Equipment
- Plant

How MVP works in the real world

With the MVP plan, your savings begin from day one. Your upfront costs are less than standard OEM agreements, because you only pay when you need service. After meeting the agreed-upon deductible, MVP covers the rest. Additionally, if you don't exceed the deductible, those dollars stay within your organization as additional savings.

The following is a financial example of how the program actually benefits our clients:

| | |
|--|-------------|
| Current service contracts with OEM | \$1,000,000 |
| MVP program cost | \$200,000 |
| Aggregate deductible | \$650,000 |
| Minimum initial savings | \$150,000 |
| Percent of initial savings | 15% |
| Aggregate deductible | \$650,000 |
| Actual repair costs during contract term | \$450,000 |
| Additional savings | \$200,000 |
| Total overall savings | \$350,000 |
| Percent of overall savings | 35% |

Additional benefits

No restrictions on who you use for service — It's your equipment and you decide which vendor maintains it.

No pre-approval for repairs — Call who you want, when you want.

No long-term contracts — You're never locked into multi-year contracts. You set the term, and can cancel with just a thirty-day notice.

HOW CAN MVP HELP YOU?

MVP was established in 2004 and is now being used by hundreds of facilities in multiple states throughout the US, including Hospitals, Diagnostic Imaging Centers and Radiation Oncology facilities. Contact us for more information and to see how together we can develop a cost-saving program that's just right for your organization.

Contact Us

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This material offers a brief description of coverages and programs and is provided for informational purposes only. Actual coverages may vary by state. For exact terms, conditions, exclusions, and limitations, please contact Global Risk Services. Policies underwritten by The Hanover Insurance Company.

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