

Do you know the **real costs** of **equipment** **downtime?**



How can equipment service benefit your patients and productivity?

Your world

Productivity
and patients

Reimbursement
revenues at risk

Why Bayer

Pressures on healthcare **increase the need to ensure performance and reliability** of your Bayer medical device



Patient satisfaction



Quality demands



Budget reductions



Compliance requirements

How many **patients may be affected** if procedures cannot be performed due to **prolonged injector downtime events**?

Number of affected CT scanners

Average patient scans per hour

Number of standard operating hours per day

If a downtime event lasts **one hour**, the number of patients affected could be:

Patient volume at risk

In **one day**

Patient volume at risk

In **one week**

Patient volume at risk

When a downtime event is prolonged, patients will have their procedure *delayed or rescheduled*, resulting in *increased patient wait time and potential delays in diagnosis*

Calculation Guide

How many **patients may be affected** if procedures cannot be performed due to

Calculation Guide ✕

Patient procedures

The potential amount of patient procedures affected resulting from injector downtime events is calculated by multiplying the number of CT scanners impacted by the average number of contrast enhanced power assisted CT scans conducted per hour.

For example: # of patients affected per day = (1 CT scanner)(12 scans per hour)(51% contrast enhanced¹) (97% power assisted¹)(8 hours per day) = 47

¹"The Imaging Market Guide". Arlington Medical Resources. Data on file.

Estimates are based on information provided by the hospital and actual results may vary. Estimates are for demonstration purposes only and Bayer makes no warranty regarding the accuracy of these estimates.

Calculation Guide

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How much **reimbursement revenue is at risk** due to **prolonged injector downtime events**?

Patient volume
at risk per hour

Patient volume
at risk per day

Patient volume
at risk per week

If a downtime event lasts **one hour**,
the potential amount of revenue affected could be:

Revenue at risk

In **one day**

Revenue at risk

In **one week**

Revenue at risk

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How much reimbursement revenue is at risk



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Patient procedures

The potential amount of patient procedures affected resulting from injector downtime events is calculated by multiplying the number of CT scanners impacted by the average number of contrast enhanced power assisted CT scans conducted per hour.

For example: # of patients affected per day = (1 CT scanner)(12 scans per hour)(51% contrast enhanced¹) (97% power assisted²)(8 hours per day) = 47

Reimbursement revenue

The potential amount of reimbursement revenue affected resulting from injector downtime events is calculated by multiplying the number of CT scanners impacted by the average number of contrast enhanced power injected CT scan conducted per hour, then multiplied by the average reimbursement per scan.

For example: Reimbursement revenue at risk per day = (1 CT scanner)(12 scans per hour)(51% contrast enhanced¹) (97% power assisted²)(8 hours per day)(\$425 reimbursement per scan²) = \$20,183

¹ "The Imaging Market Guide". Arlington Medical Resources. Data on file.

² Average Australian Medicare Reimbursement in 2014, 202003-Medicare Benefits Schedule Book p137-8; MBS #57007. Cat5

Information on reimbursement rates is provided for example only. Other estimates are based on information provided by the hospital and actual results may vary. Estimates are for demonstration purposes only and Bayer makes no warranty regarding the accuracy of these estimates.

Calculation Guide

Quality. Commitment. **Confidence.**

Estimated effect of a prolonged downtime event on patients and reimbursement revenues:



Patient volume at risk per week



Revenue at risk per week

Customers with a Bayer Service Agreement experience 38% less downtime during an emergency service event

A Bayer Service Agreement

provides you:

- Preventative maintenance including verification and calibration per manufactures specifications and compliance to Australian standards AS/NZS 3551:2012
- Uncompromised quality by only using genuine OEM parts and factory trained field service engineers
- Certification as required by the Diagnostic Imaging Accreditation Scheme

Contact an equipment *service representative* for more information on **1800-633-723**

Bayer offers four **service agreement programs** that **allow you to choose** a service program that **best meets your needs**

ExtendedCARE
Service Agreement Programs

DirectCARE™
Service Agreement Programs

SelectCARE+
Service Agreement Programs

SelectCARE™
Service Agreement Programs

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