

A photograph of a modern office interior, showing a lounge area with brown leather armchairs and a glass-walled office space in the background. The image is partially obscured by a large dark blue diagonal shape on the left and a yellow diagonal shape on the right.

Capital Equipment, Furnishings & Logistics Solutions

Your Partner for
New Construction,
Renovation, Expansion
and Standardization



About Concordance

Concordance Healthcare Solutions, one of the largest independent healthcare distributors, is built on over 175 years of combined industry experience through the merger of three of the nation's premier healthcare distributors. Spanning the U.S. market with twenty distribution centers, Concordance delivers dynamic, dependable service to the entire care continuum including acute care, community health, government, home care, hospice, laboratory, long term care, primary care and surgery centers.

Our experienced Equipment and Furniture Team provides hands-on assistance in the selection, purchase, staging and installation of capital and diagnostic equipment and furniture, from minor upgrades to entire new construction projects. Concordance has the expertise in the comprehensive support for all equipment projects: renovation, expansion, new construction and standardization. We facilitate collaboration between your staff, facility designers, project managers and all pertinent personnel to efficiently and accurately define your equipment and furniture needs. Focusing on the unique requirements of your organization, Concordance is dedicated to sourcing the perfect products for your staff and your patients.

We offer the expertise, experience and accountability to support your capital building or remodeling plans. Whether you purchase healthcare equipment or utilize our planning and logistics, Concordance will ensure your project runs smoothly and efficiently.

Specially Trained and Dedicated Team

- Over 100 years combined experience
- There for you and your projects every step of the way

Major Manufacturers

- Partners with over 500+ medical equipment and furnishing manufacturers
- New and innovative manufacturers added to the Concordance portfolio on a regular basis

Capital Budget & Planning Services

- Clinical Needs Assessment
- Action Plan Development
- Cost Comparison Reports
- Mock Room Set-Ups

Purchase through Concordance

- Authorized Distributor for all Major GPO's: HealthTrust, Premier and Vizient
- Consolidated Invoicing and Financing Options Available

Follow-Through

- Walk with you through the entire project from start to finish including our industry leading "White Glove Delivery Service," including the customized delivery of your orders
- Unbox, place and install your equipment exactly where it needs to be
- Remove all boxes and packaging materials
- Make sure the proper Training and In-Servicing is completed
- When Concordance leaves, you are ready to treat patients!

Financing

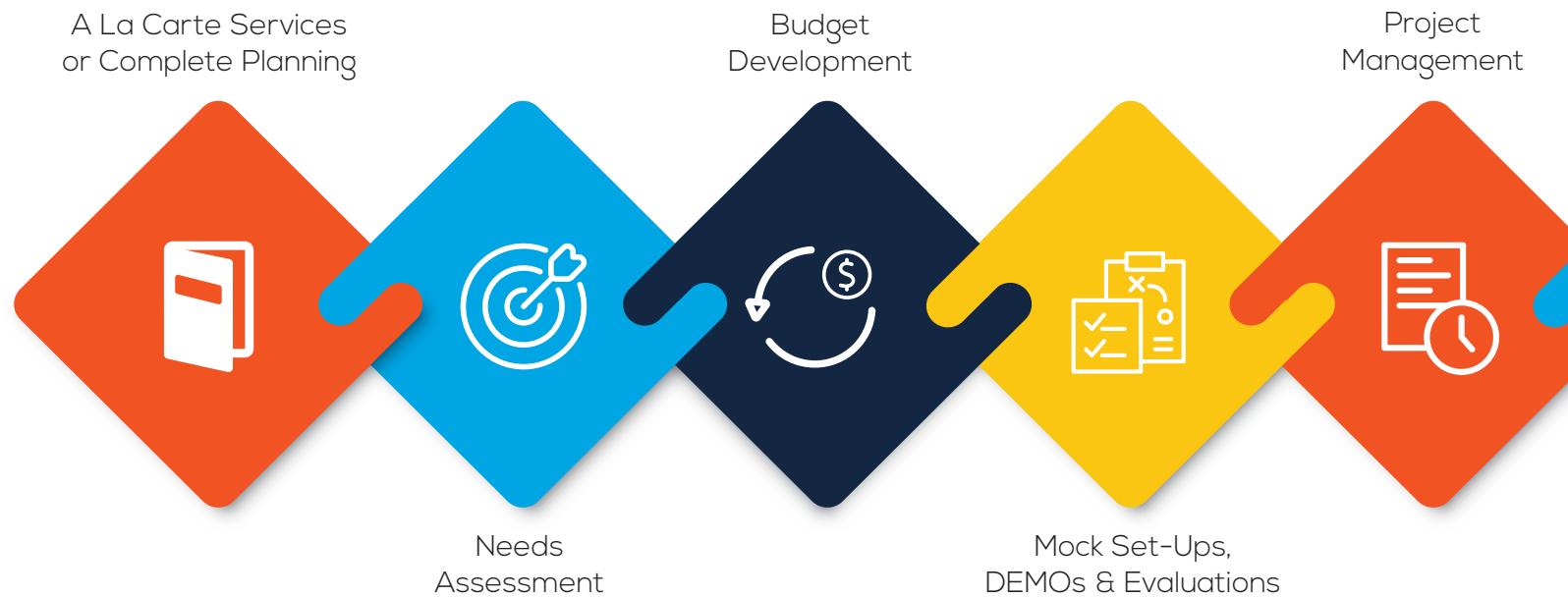
- Partnerships with Direct Funding Sources
- Customized Financing Solutions
- Proven Track Record of Successful Healthcare Financing
- Multiple leasing options to help with financing of all size projects

Equipment Strategic Storage

- Utilize Concordance warehouse space for medical equipment and furnishings for storage, staging and for manufacturer direct only purchases
- Equipment and furnishings strategically received, stored and shipped White Glove Delivery to your project space
- Temperature Control
- Tracking/Reporting/ Replenishing



Overall Project Management



Your Trusted Partner

Concordance is your trusted partner on all new construction, renovation and expansion projects. Our equipment experts will help you navigate through the entire project. Starting from the initial planning and budgeting stages through the clinical and patient needs assessment to the intricate project management and logistic stages. Concordance will see your project through completion with our award-winning white glove delivery service that includes our customized delivery, assembly, installation and the disposal of packaging materials.

Assembly, Installation
& Carton Removal



Logistics



White Glove Service

**When Concordance
leaves, you are
ready to treat
patients.**



Equipment Service Solutions



Biomedical, Asset Management and Compliance Documentation Services

Tailored on-site biomedical services, asset management and compliance documentation to align with patient care and regulatory requirements.

- Allows easy access to all asset data, comprehensive compliance documentation and service history 24/7
- Simplifies operations for inventory management, compliance tracking and biomedical solutions across equipment life cycle through a single provider
 - Increase equipment uptime
 - Receive accurate and reliable patient diagnostics
 - Extend the life cycle of your equipment
 - Comprehensive compliance documentation
 - Reduce staff and patient flow disruption
 - Rely on data analytics for informed capital decisions
 - Mitigate risk with comprehensive biomedical insurance
- Customized plans and services available to meet unique organizational needs.



Interior Design

Through our partnerships, we are able to offer access to specialized Interior Design services tailored to evoke well-being and comfort within healthcare spaces across the care continuum.

- Leverage expert design team's combination of research, passion and creativity to help customers realize their ideal environment.
- Benefit from robust design backgrounds spanning across the entire healthcare continuum.



White Glove Delivery

At Concordance, our white glove delivery service ensures a seamless transition that enables patients to start receiving treatment immediately after Concordance's departure. This service includes:

- Delivery on the specified date requested by the customer.
- Unloading off the truck and transporting into the facility.
- Unboxing and setting up equipment as required.
- Removal of all packing materials and boxes from the premises.
- Signed packing list ensuring all delivered items are accounted for.

A stylized graphic of a city skyline with various building shapes in blue and black. Two construction cranes are positioned above the buildings. The background is a solid yellow color at the top, transitioning to a dark blue background for the text area.

Count on the Concordance Capital Equipment Team to:

- Lower overall acquisition costs
- Streamline processes
- Provide one point of contact with a team-centric approach
- Consolidate vendors
- Meet your deadline
- Enhance staff safety
- Communicate important industry updates
- Access best available GPO Tiers and manufacturer lowest cost
- Service the entire Healthcare Continuum
- Offer a broad portfolio of medical equipment and furnishings
- Access top brands and partner with new and innovative manufacturers
- Assist you, through our refurbished partners, in acquiring refurbished medical equipment, while also finding a solution to dispose of your older or obsolete equipment



For More Information

Contact your Concordance Account Manager
or email the Concordance Equipment Team at
EquipmentTeam@concordancehs.com



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HEALTHCARE SOLUTIONS



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CONCORDANCEHEALTHCARE.COM

