

Why Buying Refurbished Equipment Makes Sense

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The use of refurbished healthcare equipment has grown significantly in the past several years as many healthcare facilities seek low-cost alternatives, balancing significant cost pressures, while also needing to upgrade equipment and facilities in order to provide necessary services to patients.

Not all that long ago, refurbished options were limited, suppliers were few, and many of them were only just beginning to build the successful track records that prove expertise, quality and follow-through. Things have changed in the last decade though, as the market has matured and quality options have grown in terms of equipment selection, service support and replacement parts.

Why choose refurbished equipment? Cost savings is probably the most compelling reason. Refurbished systems can save more than 60 percent on the cost of new equipment. This shortens the time to reach a breakeven point and is an important component of justifying the upgrade of equipment that is not performing well.

As healthcare providers acquire hospitals and off-site clinics, the savings offered by refurbished equipment are often the best, and many times, the only way to justify upgrading outdated equipment. Be it X-ray, DEXA, R/F, MRI, CT or mammography, bringing these clinics up to current levels with refurbished equipment at a fraction of the cost of new can be a powerful solution.

Technological advancements have slowed naturally over the last six years. Because of this, refurbished equipment with late-model technology (in many cases identical to what's being sold new) has never been more accessible.

When considering used equipment, it is important to note that refurbished equipment is not simply used equipment. Refurbished equipment goes through extensive processes to restore it to original equipment manufacturer (OEM) standards for imaging performance as well as like-new cosmetic excellence. From decontamination, to refinishing, to parts replacement and patient-ready calibration, quality refurbished equipment is approached with care and attention to detail – ready to begin a second life serving patients in a new facility. It is a process of converting it into like-new condition, similar to purchasing a certified pre-owned car. You are paying less money, but someone guarantees the equipment. This is an important distinction from simple *used* equipment, which in many cases is resold as-is, where-is and without any warranty for performance.

An additional benefit of using refurbished equipment is that it is a proven and familiar technology, so staff acceptance and retraining needs may be minimized. There is also the possibility that it is compatible with other existing equipment, savings facilities on new supplies and accessories they might need.

Refurbished equipment can help you strike the balance between clinical functionality that improves patient care and budget-conscious planning that can help facilities maintain a positive margin. Healthcare facilities may be wise to consider the possibility of refurbished options in their capital equipment procurement strategy, partnering with an industry expert to help identify the best fit, not only in terms of space, but also in terms of clinical functionality, ease of service, and of course, cost.