

3 Myths About Outsourcing Your Healthcare Technology Management Program



1 Myth:

Outsourcing HTM to a third party leads to increased costs and additional expenses

Outsourcing your HTM to Sodexo Healthcare can actually save you money.

Not only do we look for ways to leverage HTM to increase efficiencies across your program and reduce unnecessary equipment purchases, but we offer the following cost-saving measures to our partners:



We guarantee that we can find you a specific % of savings for you to reinvest back into your health system



Dollars staked against KPIs

We put our money where our mouth is by guaranteeing our agreed-upon KPIs such as uptime and response times

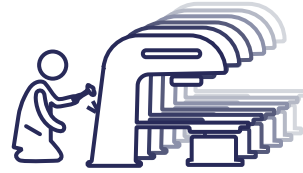
2 Myth:

Outsourcing equipment repairs leads to increased downtime due to a lack of personnel in the HTM program to provide services in a timely manner

We have the personnel and expertise to ensure your equipment is serviced quickly and accurately.



We serve 250+ HTM clients nationwide



We service over 60,000 unique equipment models from vendors including Philips, GE and Siemens

In close partnership with our clients, we determine which equipment is best serviced by on-site personnel, and which equipment requires an external technician. With that, our service response times are designed to match the right level of service with the priority level of your equipment.



>98%

Uptime across the US

Sodexo Healthcare helped the Albert Einstein Healthcare Network achieve 99% clinical equipment uptime across its three locations after one year of service.

3 Myth:

Outsourcing HTM leads to a lack of control over the program

We at Sodexo Healthcare understand the importance of equipment in delivering quality outcomes for your patients.

For that reason, we take an evidence-based approach using data and insights to determine the right parts with the right quality to increase the speed and reliability of your medical devices.

We are invested in our clients' clinical and financial success, and we do that by focusing on the development of our HTM professionals. That's why we invest over \$1 million each year in ongoing training. We work with each and every staff member to develop a career path based on their interests.



Sodexo Healthcare has been providing HTM services for over 30 years



82%

Staff retention

