



# Everyone deserves the best

Philips Diamond Select refurbished systems

**PHILIPS**

# The best care

You want the very best for your patients – the best diagnosis, the best medical care and the best clinical outcomes. It's your goal and it's our goal too. No matter the size, location or financial circumstances of your facility, Philips can help you fulfill that commitment. Our Diamond Select program provides reliable refurbished imaging systems at an attractive price. With Philips refurbished systems you can afford up-to-date technology and provide a wider variety of high-quality services to your patients while increasing your profitability.

## **More convenience**

With up-to-date technology within your financial reach, you can do more for your patients, right within their own community. By offering a broader range of exams at one facility you can make a big difference in patient satisfaction and convenience, because they don't have to travel to another location if they need comprehensive testing.

Thanks to Diamond Select, Milford Regional Medical Center was able to purchase two multislice CT scanners: a new 64-slice and a refurbished 40-slice CT. The center has a fundamental drive to serve their community with faster more confident diagnosis.

Linda Egan, Department Manager: "We are doing what we can, within our budget,

to provide the best for the community. The fact that our patients don't have to travel to Boston or the major centers to get the highest level of care is really helpful."

## **More resources**

With more value for your money you can also expand your services to a larger group of patients. By increasing your imaging capacity, you can accommodate more patients in a day and shorten the amount of time patients have to wait for their examinations. You can set up a center of excellence for a dedicated patient group, to serve these patients faster and closer to home.

"With the Diamond Select Allura Xper FD20, we have been able to afford the



latest technology and can now provide our patients with additional services, which we could not offer before. Our physicians love the system as they can now perform complicated studies easier and faster. Our patient volume has almost doubled.” says Jodie Wood, Director Cardiovascular Services at the Christus Hospital – St. Mary.

#### **More patient comfort**

Offering state of the art in imaging technology can improve the quality of your services and increase patient comfort. For instance, with Philips’ advanced CT and MR scanning techniques patients need to hold their breath for a shorter time and remain in the scanner for less time to make these examinations more comfortable.

Philips’ advanced X-ray imaging techniques, such as 3D rotational angiography, can reduce the length of examinations and the amount of contrast medium used, which can be easier on patients. Philips’ live 3D ultrasound can be used to support cardiovascular interventions and reduce the amount of X-ray dose for patients.

Tim Wescott, Manager Invasive Imaging and Cardiovascular Services at MidMichigan Medical Center: “We are extremely happy with our refurbished angiography suite from Philips Diamond Select. Our radiologists love the image quality; our patients’ satisfaction has skyrocketed as a result of the improved experience and additional services we have been able to provide them with, thanks to the

exceptional value and quality of the Philips overall solution. It all just makes sense.”

#### **More protection**

Our advanced imaging technology is based on the DoseWise program, a set of techniques, programs and practices that provides exceptional image quality while using a low X-ray dose. It is based on our ALARA (As Low As Reasonably Achievable) principle. It’s a philosophy that is active in every level of product design and can offer substantial reductions in X-ray dose for patients and staff.



# The best of Philips



Philips understands the clinical and economic realities you are facing. We are committed to providing the best solutions to your challenges so you can spend more time focusing on what's important: the needs of your patients. With Diamond Select, you can choose from a wide portfolio of refurbished high-performance systems, based on proven technology and supported by a partner that is truly interested in your success.

## **A solid basis**

Philips imaging systems have a reputation for performance and long-term value. Our customers can rely on high-quality, high-performance equipment which provides meaningful technological innovations to help them move forward. This proven technology is the basis for our Diamond Select program, which draws from a pool of highly reliable systems.

## **Expert refurbishing**

We know our systems better than anyone else, so we can easily select the best systems for refurbishment. Based on age, condition and service history, we select systems that have a long useful life ahead. Each Diamond Select system is thoroughly refurbished, tested, updated with the latest software releases, and customer-configured, so you can be assured of continued high Philips quality.

## **A solid partnership**

Philips partners with you to help you get the most out of your investment. With Diamond Select you will benefit from extensive training conducted by experienced applications specialists; local support through our global sales and service organization; a full system warranty; and financial programs that can help you meet your business goals.

Dr. Jan Petersein, Head of the radiology department of the Humaine Clinic:  
“Because we needed to replace several of our systems with only a limited budget, we decided to save money by replacing our old CT scanner with a Diamond Select system. This really turned out to be the perfect solution for us. The professional installation and excellent applications training made the transition to our new Diamond Select CT system very easy. And the performance of the system is of very high quality, similar to a new system.”



# The best for refurbishment

To best serve your patients, you have to be able to count on your imaging equipment with full confidence. It's our goal to provide best-in-class refurbished products. That is why we have developed a qualified refurbishment program to ensure your peace of mind. Only the best systems with proven, documented service histories are considered by Philips. Equipment chosen for Diamond Select is refurbished by certified personnel according to a stringent process. In our dedicated facilities, systems are submitted to rigorous testing and quality controls to meet our exacting standards. The result of this process is a high quality imaging system that can provide years of service to you and your patients.

Dr. P. Ehlenz of the Johanniter Hospital about their Diamond Select MR system: “When you look at the system, you can’t distinguish it from a new system externally and I have noticed that many internal components are also cutting-edge. Many important parts have completely been replaced and updated. Computers and software have been upgraded. Overall, the system looks like a new machine.”

The five steps of the Diamond Select refurbishment process:

### **Step 1 Stringent selection**

Philips identifies and selects prime systems by evaluating the equipment’s age, condition, and service history.

### **Step 2 Skilled de-installation and transport**

Proper de-installation and specialized transport by experienced Philips personnel ensures that the system arrives at one of the Philips facilities in good condition.

### **Step 3 Expert refurbishing**

The system is fully inspected by highly qualified engineers, components are registered and inventoried, and the refurbishment process begins:

- All components are tested
- Obsolete or defective parts are replaced
- Latest software releases and field updates are installed
- System is configured to the customer’s specifications
- System is cleaned and painted to look like new
- Full performance and image quality checks are performed according to original specifications

### **Step 4 Effective installation**

The system is installed, calibrated, and tested by Philips technicians to the same high standards as any new piece of equipment.

### **Step 5 Full warranty and support**

As with all new systems, Diamond Select refurbished systems come with Philips warranty, applications training, attractive financing options, and the support of Philips’ worldwide customer service.

“The Diamond Select purchase process, installation process, applications, service support, and warranty are identical to new. You would never know the system is refurbished unless someone told you. I would not hesitate to purchase another Diamond Select CT from Philips.” says Judy Mink, Administrative Director, Radiology Services at Robinson Memorial Hospital.



# The best choice for the





# future

Philips refurbishes equipment from across its broad portfolio of imaging systems, Philips can help you choose the right system for your business requirements and your patients needs, now and in the future. These systems are based on recent technology, to help you provide the best care for your patients.



Our refurbished systems include:

- Magnetic Resonance Imaging
- Computed Tomography
- Cardio/Vascular X-ray
- General X-ray
- Surgical C-arms
- Nuclear Medicine and PET/CT
- Ultrasound

### Same as new warranty

Philips supports its Diamond Select systems with a complete 'same as new' warranty. It reaffirms the promise that our refurbished systems will provide you with the performance and quality of a new system.

### Full Customer Service

Diamond Select equipment is backed by our world-renowned customer service organization. Philips' Customer Service helps you get the most out of your investment. It allows for increased uptime, improved productivity, lower cost of ownership and enhanced patient throughput. In addition to comprehensive equipment support, clinical education and applications support will help you use your equipment more accurately and efficiently.

### Flexible financing options

Diamond Select equipment can be financed like any other new piece of Philips

equipment through Philips Medical Capital. PMC designs flexible finance solutions that can help you deliver quality patient care and manage a successful business. We understand that the pressures of maximizing your capital budget, being clinically superior and managing increasing patient volume are all important concerns to you. When your facility wants to increase profits through careful cash flow management and expense monitoring, Philips Medical Capital can help. Our regional finance managers will work with you to design a payment schedule to meet your cash flow cycle, reimbursement funding cycle, or projected equipment use.

# The best for the planet

Extending a system's useful lifetime just makes sense. There is no need to dispose of well-working medical equipment prematurely. With our Diamond Select program, we strive to contribute to the planet's wellbeing. By refurbishing these systems, they can continue to provide high-quality care for a larger population.



Refurbishment also reduces the emission of CO2 and other chemicals into the environment. The re-use of systems and their components decreases the amount of energy and raw materials consumed. We make sure that new components incorporated into the refurbished systems

are produced according to the latest environmental guidelines.

For more information on how Philips provides sustainable solutions and contributes to the preservation of the environment, visit [www.asimpleswitch.com](http://www.asimpleswitch.com)



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