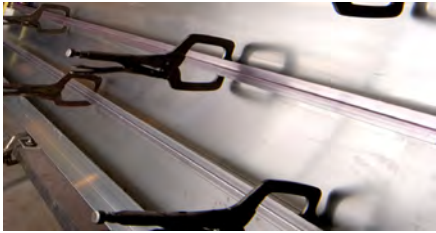




# Secure a Higher ROI

To comprehensively analyze your mobile PET/CT, CT, and MRI trailer investment, contact our sales team to calculate your total cost of ownership.

**Discover the value-added manufacturing component that we engineer into every medical trailer**



**Body Construction**



**Sliding Patient Entrance Door**



**Superior Ceiling Design**



**Heat Protecting Ceramic Roof Coating**



**Floor Construction**



**Built-In Underbelly Lift Gate & Steps**



**Built-In Underbelly Generator**



## Total Benefit Amount

Potential estimated savings of \$500,000, over the lifetime of the trailer usage. Additional scanning revenue based on uptime performance for patient outcomes.

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# Body Construction

**Industry leading strength-to-weight ratios** using 60% thicker aluminum\* combined with high-performance epoxy for extreme temperature variance, we provide a rivet free surface, resulting in longevity for your capital investment.

\*Competitors with riveted flat sheets

**General wall construction consists of roll-formed "c" channels, .080" thick. 60% thicker than most competitors side panels**

## Benefits:

- Thicker walls reduce vibration on sensitive healthcare equipment maximizing uptime performance for positive patient outcomes and generating revenue.
- Resistant to dings, scratches, and general deterioration.
- Eliminates the risk of corrosion from riveted construction, which potentially causes the need for major repairs, costing in the thousands of unplanned expenses on the trailer and graphic repair.
- Simple weld repairs result in minimal downtime.
- Medical Coaches trailers on average last 12 to 15 years with proper maintenance; compared to 8 to 10 years.

**\*\$1,500 reimbursement rate based on a national average, rates may differ in local regions\***

## Revenue Opportunities:

- Increase uptime performance, calculating an average medical scan is roughly \$1,500 per patient with 8 to 11 scans being conducted each day.
- An additional life span of 4 to 5 years multiplies revenue for a higher ROI from the original purchase.



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# BUILT-IN UNDERBELLY LIFT GATES & STEPS

We meet all Federal Safety Regulations (FMVSS 403 and 404).

**A FMVSS 403 & 404, 78" Wide by 42" deep plus a 12" inch ramp, patient lift, is stored in a weather protected belly compartment quipped with an emergency pump for raising and lowering**

## Benefits:

- An underbelly lift greatly reduces the set-up time because there is no debris to clear off.
- Reduces the risk of moisture damage to plywood, linoleum, and unsightly interior aesthetics.
- Manual pump included in case of power loss to store the lift. This allows the lift to be raised and lowered in an emergency situation.
- Lifts are provided with light, easy to handle, stainless steel handrails.

## Patient Experience:

- Additional interior space to maneuver patient stretchers and wheelchairs.
- More area for the technician to get from room to room without bumping into the patient.
- A wider, much more comfortable, working environment.

## Savings Opportunities:

- Replacing a lift due to wear and tear of being exposed to the elements over time can cost over \$15,000.
- The ability to store the lift in case of power loss can potentially save you thousands in lost revenue.



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# BUILT-IN UNDERBELLY GENERATOR

We take a different approach to our power generator. We designed a full-power diesel generator that can be side mounted in a closed, weather protected compartment. Standard industry configuration remains front mounted generators, resulting in potential costly repairs based on being exposed to weather, road salt, dirt, and other environment elements.

**A tier 4, 45KW generator is stored in a closed, weather-protected, skirt compartment**

## Benefits:

- Translates into less service maintenance and repair time in the field to avoid costly downtime.
- Diesel generator has an alternator with a 10-year life span vs. 3-year average life span.
- All generator parts are modular to be swapped out vs. hardwire parts.
- Side mounted generators are easier to service than a front mounted generator, which require a fork truck or ladder.
- Special vibration dampers and sound silencers enhance generator operation.

**\*\$1,500 reimbursement rate based on a national average, rates may differ in local regions\***

## Savings Opportunities:

- Major repair average downtime can be up to three weeks. Simple repairs can be a day or two. Loss of revenue of \$1,500 per patient.
- Average cost of an alternator is \$4,000 with 8 to 16 hours of labor\*.
  - \* Average repair cost \$100 per hour plus loss of revenue of \$1,500 per patient.



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# SLIDING PATIENT ENTRANCE DOOR

**A light weight, honeycomb material door, surfaced with .40" aluminum, shall slide into a pocket and "disappear" when fully open. Zero mechanical parts.**

## Benefits:

- Replacing the problematic electric roll up door eliminates mechanical or electrical issues, where the lift cannot be used until repaired.
- Keeping the temperature consistent with opening the door as far as necessary for ease of entry and exit.

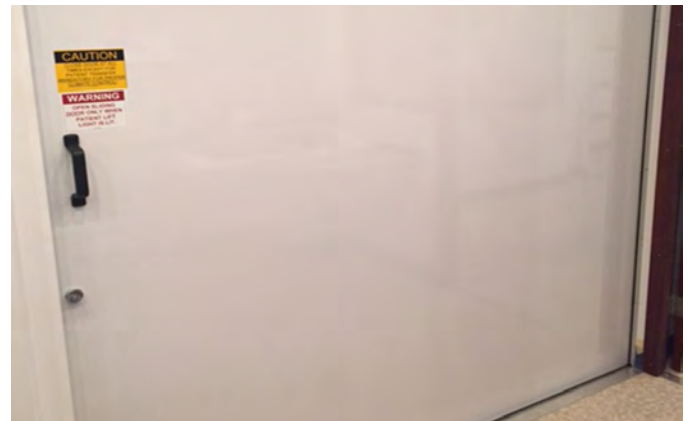
## Savings Opportunities:

- Repairing or replacing parts for a Mechanical Roll up door could potentially take days of downtime to source parts and fix the issue to use the lift. 3 days x 24 patients x \$1,500 per patient. This is a potential loss of \$36,000 in revenue, plus labor to fix the issue.
- Average \$200/month of utility savings x 12 months. \$2,400 per year x average 12-year life span equals \$28,800.

## Patient Experience:

- A sliding door is the optimal way to maintain patient comfort by lessening the opportunity for tremendous amounts of outside hot or cold air from coming inside the trailer

**\*\$1,500 reimbursement rate based on a national average, rates may differ in local regions\***



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# FLOOR CONSTRUCTION

We install a full 4' x 8', 3/4" thick plywood, laminated on both sides, with fiberglass reinforced plastic, treated with edge sealer. It is water resistant.

## Benefits:

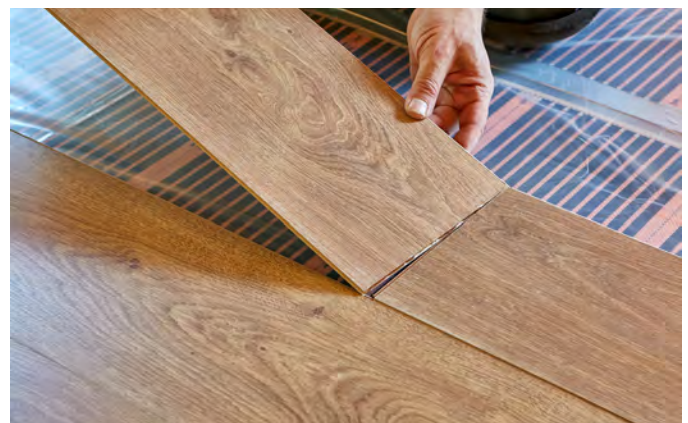
- Greatly increases the strength and durability, as large panels only have joints at partitions.
- Reduces the risk of moisture damage to plywood, linoleum, and unsightly interior aesthetics.

## Savings Opportunities:

- Moisture damage and replacing an entire floor can cost upward of \$5,000.

## Patient Experience:

- Greatly increases the strength and durability, as large panels only have joints at partitions.
- Reduces the risk of moisture damage to plywood, linoleum, and unsightly interior aesthetics.



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# HEAT PROTECTING CERAMIC ROOF COATING

**Heat-Protecting Roof Coating: "NASA developed, special, ceramic, roof coating applied on entire roof.**

## Benefits:

- Reduces the energy load on HVAC Systems.
- Provides an extra level of protection against roof damage due to falling branches and hailstorms.

## Savings Opportunities:

- Estimated Energy savings of \$6,000 per year on repairs to HVAC equipment.
- Replacing a compressor can cost upwards of \$5,000 plus 7 hours of labor to replace.

## Patient Experience:

- The Patient will have a more comfortable environment for their procedure, regardless of very hot and cold days.



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# SUPERIOR CEILING DESIGN

**A light weight, honeycomb material door, surfaced with .40" aluminum, shall slide into a pocket and "disappear" when fully open. Zero mechanical parts.**

## Benefits:

- A comfortable work environment of even air flow vs. a single louver blowing offensive air through one vent.
- A quieter environment with patented sound absorbing material, easy to access wiring in ceiling, and no need to replace stained ceiling tiles.

## Patient Experience:

- Even airflow to spread the air out evenly throughout the trailer for a comfortable environment.

## Savings Opportunities:

- Save hundreds of dollars annually on replaced ceiling panels. Reduced service time to access wiring and offers ease of cleaning.



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