



Total Cost of Ownership

Service Program

The Skytron TCO Program provides confidence in budgeting and solution performance. No unplanned expenses, and a higher level of equipment uptime reduce customer risk in budgeting and operations.



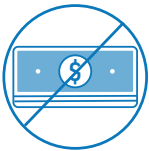
Hassle-Free

- Eliminates the risk of unexpected costs when owning a Skytron product
- Offers a more accurate basis for determining the value of the investment
- JCAHO Compliance Documentation automatically completed and easily accessible



Anticipating Maintenance Costs

- Up-front financial model helps determine direct and indirect costs of a product over the agreement period
- Full coverage for specified repairs of mechanical failures during the agreement term



Minimal Downtime Or Fees

- Assuring that purchased equipment will perform to expectations
- The most financially efficient way of acquiring and using healthcare technology



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Description		Standard Warranty	Extended Warranty	Premier TCO
TERM	1 Year	✓	▪	✓
	2-5 Years	▪	✓	✓
	2-7 Years	▪	▪	✓
COVERAGE	Parts & Labor for Manufacturer Defects	✓	✓	✓
	Service Documentation	✓	✓	✓
	Preventive Maintenance Costs (Required for warranty validation)	▪	▪	✓
	Parts & Labor for Standard Repairs	▪	▪	✓
	Parts & Labor for High Wear Parts	▪	▪	✓
	Firmware/Software Update	▪	▪	✓
	Skytron Factory-Trained Service Technician	✓	✓	✓
BENEFITS	98% Equipment Uptime	▪	▪	✓
	Maximum Trade-In Value	▪	▪	✓
	JCAHO Compliance	▪	▪	✓

Skytron is the Healthcare Efficiency Specialist, providing full-room solutions of capital equipment, architectural and real-time information systems for Medical, Surgical, Sterile Processing, and Infection Prevention. Our solutions enhance the utilization of people, facilities, and capital because they are designed with the user in mind and have a low, long-term cost of ownership.

To learn more, visit our website at www.skytron.com



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