

KHA/KHSC Equipment Maintenance Program Questionnaire

Typical equipment maintenance contracts have profit margins of roughly 50%. We are considering using the buying power of KHA hospitals to aggregate member maintenance contracts to save money and secure better services. We believe that the program will:

- Save facilities 15% to 20% over what you currently pay
- Provide for profit sharing and, when economies of scale are reached, we may self-fund the program as a group
- Allow the same service providers you currently use to provide service under this program or you may choose others
- Allow hospital personnel to be trained to perform certain maintenance and the hospital will be able to be paid by the program
- Coordinate and manage all maintenance and dispatch repair requests if you choose
- Choice by each hospital as to the equipment to put in the program and what to leave out
- Provide the program administrator with a data base that can assist in buying decisions by providing benchmark information such as typical pricing and maintenance costs.

Questions: **HOSPITAL NAME:** _____

Contact Person: _____

Email: _____ **Phone:** _____

1. If an equipment maintenance program were developed by KHA that saves your hospital money, would you be interested in participating?
 - Yes ___
 - No ___

2. Roughly how much does your facility spend annually on maintenance agreements?
 - \$ _____

3. What concerns might you have about participating in such a program?
 - _____
 - _____
 - _____
 - _____

4. What comments do you have about this program concept?

PLEASE RETURN THIS COMPLETED SURVEY TO STEVE POAGE (spoage@kha-net.org) by email or fax (785-233-6955) by March 15, 2016.