

MEDICAL EQUIPMENT APPRAISAL SERVICES



**Radiology
Oncology**
— SYSTEMS —



MEDICAL EQUIPMENT VALUATION SERVICES

Radiology Oncology Systems, Inc., has grown to become one of the leading firms specializing in the secondary market for radiation therapy and diagnostic imaging equipment. ROS' understanding of the used medical equipment market, market supply and trends, along with two decades of experience, uniquely qualifies us to perform desktop equipment assessments and appraisals.

Once we receive detailed information about your equipment, our staff of equipment experts will review it and produce a report for your use.

REPORT CONTENT

The valuation report will provide more of the following:

- ☐ **Liquidation Value:** The liquidation value is what the equipment can be sold for outright, on an "as-is, where-is basis," and does not include the removal costs and relocation costs of the equipment to another site. This is the general price that the equipment would sell for, from the end-user (or owner) to an intermediary, with a reasonable amount of time to market and sell the system.
- ☐ **Replacement Value:** The replacement value includes the costs necessary to replace the system in its current state. These estimates are useful if the site is being sold along with the equipment. These values include the costs of installing the equipment, of providing a warranty on the parts during and after installation of the equipment and of any other expenses needed to return the equipment to its current state. This is the general price that the equipment would sell for in its existing facility, from the end-user (or owner) to another end-user, ready to operate the equipment.
- ☐ **Intermediary "Value-Added" services required.** What services or parts will be required through the transaction? Different equipment systems have different relocations costs. We examine the approximate costs that may factor into the value of the equipment.
- ☐ **Additional factors for consideration.** Any other relevant factors concerning equipment valuation will be included.

METHODOLOGY

Our methodology is based on our proprietary data and knowledge base:

- ☐ **Database Analysis:** We look at our proprietary database of equipment facilities and installations to determine the existing supply of such equipment, including those systems planned to be removed/sold.
- ☐ **Transaction Analysis:** We look at any recent or historical transactions involving the type of equipment to assess actual market prices.
- ☐ **Trend Analysis:** Based on the type of system, the manufacturer, the model, and any of the upgrades, we can see where there the demand is heading.
- ☐ **Liquidity Level:** Very specific or rare systems have lower liquidity in the market, and buyers may be harder to find. More common systems tend to have more liquid markets.

MEDICAL EQUIPMENT VALUATION SERVICES

WE OFFER TWO APPRAISAL SERVICES:

	BASIC	COMPREHENSIVE
Simple e-mail communication	✓	
Liquidation values	✓	✓
Written PDF report		✓
Detailed explanation with narrative		✓
Replacement values		✓
Intermediary value-added services		✓

PRICING PER UNIT*

	BASIC	COMPREHENSIVE
1st Unit	\$1,950	\$3,500
2- 5 Units	\$1,200/Unit	\$2,600/Unit
6 + Units	\$+990/Unit	\$1,900/Unit

*Per order

ORDER FORM

Contact Name: _____ Company: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

PROJECT DETAILS

☐ Number of equipment pieces to be evaluated: _____

☐ Are all of these pieces located at the same facility (circle one): YES NO

If no, please describe _____

☐ Due date for e-mail / report: _____

☐ Additional Information: _____

☐ For each equipment system, please provide as much information as you have available, including: Make, Model, Year of Manufacture, Invoices, Purchase Orders etc... Photos, Condition of Equipment, Specifications, Usage Information, Location

AUTHORIZATION

Signature: _____

Printed Name: _____ Date: _____