

# Managed Equipment Service

The State of Louisiana has partnered with preferred contract supplier—SU Group, to reduce annual maintenance spend up to 33%!

**State of Louisiana Contract #4400023332**

NEWLY AWARDED CONTRACT!



## Program Features



### Consolidated Contract

Our program takes all your current agreements and



### Choose Your Vendor

Like your current vendor? Keep 'em. Want to try a new



### One Point of Contact

From service to billing, there's only one contact,



### Save up to 33%

Save off existing contracts while retaining coverage and



### In-house Reimbursement

Get money back for work completed by your own



### Add/Remove Anytime

Modify equipment included on the program at any time,



### Payment Management

SU pays your vendors directly, meaning fewer POs



### Online Reporting

Log in to view equipment and vendor performance



## About Us SU Group, LLC

SU Group is the recognized managed equipment service industry leader having pioneered the concept in 1982. Since then, thousands of organizations have placed their trust in SU, taking advantage of the 10,000+ member vendor network.

Having logged extensive actuarial data on pricing markups—SU knows the appropriate costs for PMs, repairs, and virtually every piece of equipment. This data also helps calculate breakdown likelihood. Unlike the OEM, SU does not perform service directly, therefore having no stake in any manufacturer's equipment or technicians.

## Want to Request a Quote?

**Contact your State of Louisiana  
Reps to Get Started Today!**



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# Equipment covered\*

## LABORATORY

- ☐ Autoclaves
- ☐ Autosamplers
- ☐ Balances
- ☐ Blood culture units
- ☐ Blood gas analyzers/units
- ☐ Breathalyzers
- ☐ Cell savers
- ☐ Cell washers
- ☐ Centrifuges
- ☐ Chemistry analyzers
- ☐ Chromatography equipment
- ☐ Co-oximeters
- ☐ Coagulation analyzers
- ☐ Computers
- ☐ Cryostats
- ☐ CT scanners
- ☐ Densitometers
- ☐ Detectors
- ☐ DNA analyzers/synthesizers
- ☐ Dose calibrators
- ☐ Electrolyte analyzers
- ☐ Electron microscopes
- ☐ Electrophoresis equipment
- ☐ Flow Cytometers
- ☐ Gamma cameras
- ☐ Gamma counters
- ☐ Hematology analyzers
- ☐ HPLC/HPLC pumps
- ☐ Immunoassay analyzers
- ☐ Incubators
- ☐ Lasers
- ☐ Magnetic resonance imagers (MRI)
- ☐ Mass spectrometers
- ☐ Microbiology analyzers
- ☐ Microscopes
- ☐ Microtomes/cryostats
- ☐ Phaco emulsifiers
- ☐ Physiological monitoring systems
- ☐ Pulmonary function systems
- ☐ Ria systems
- ☐ Scales
- ☐ Sleep labs
- ☐ Spectrophotometers
- ☐ Tissue analyzers
- ☐ Tomometers
- ☐ Ultrasounds
- ☐ X-ray systems

## COMMUNICATIONS

- ☐ Audio/visual systems
- ☐ Radio equipment
- ☐ Telephone systems
- ☐ Voice mail systems
- ☐ Video conferencing systems

## SECURITY/ALARM

- ☐ Alarms
- ☐ Burglar alarms
- ☐ Card access systems
- ☐ CCTV systems
- ☐ Library security systems
- ☐ Vaults/safes/lockers

## OFFICE

- ☐ Binders
- ☐ Bookletmakers
- ☐ Calculators
- ☐ Card readers
- ☐ Collators
- ☐ Copiers
- ☐ Dictation equipment
- ☐ Facsimile machines
- ☐ Inserter systems
- ☐ Mail openers
- ☐ Mail processing/statements
- ☐ Mailing and shipping
- ☐ Paper folders/shredders
- ☐ Production printers
- ☐ Rendering systems
- ☐ Table top inserters
- ☐ Time clocks
- ☐ Scales

## \*SAMPLE ONLY

## AND MUCH MORE...

CASH HANDLING  
CLASSROOM  
COMMUNICATION  
DRIVE-THRU  
ENGINEERING  
FACILITIES  
FOOD SERVICE

LIBRARY  
MAIL  
MEDICAL  
POINT OF SALE  
PRODUCTION  
RETAIL  
SECURITY/ALARM

## PLUS EQUIPMENT FROM 10,000+ MANUFACTURERS

AB Sciex  
Agilent  
Applied Biosystems  
Bayer  
BD Biosciences  
Beckman Coulter  
Bio-Rad  
BioTek  
Carl Zeiss  
Eppendorf  
GE  
Getinge  
Hologic  
Illumina

Leica  
Life Technologies  
Luminex  
Perkin Elmer  
Philips  
Qiagen  
Roche  
Shimadzu  
Siemens  
Steris  
Thermo  
Waters

AND MORE! +

## NEXT STEPS



Collect Contracts and POs



Generate Program Quote



Review & Accept Proposal



Schedule Implementation



Tag Eligible Equipment



To  
Submit  
A  
Quote

Provide your:

- Manufacturer
- Model and Serial No.
- Equipment Description
- Hours of Coverage
- Annual PM Visits Needed
- Any Special Coverage Terms

OR

Please submit the following:

- Current Maintenance Contract
- Quote from Supplier