

# Acquisition options



*When considering new equipment (or system) purchases, there are a variety of different financial needs and objectives to be considered. At Zyno Medical we understand that in order to best support customer interest in our “Intelligent Infusion Solutions” we needed to offer a variety of flexible acquisition methods.*

Presented below are several acquisition options that we offer. We trust you will find one that meets your requirements. If not, please allow us the opportunity to consider designing a custom program just for you.

## **Zyno—Purchase (Outright Sale):**

- Cash basis upfront purchase
- Net 30 day terms
- Standard warranty and 1st year PM included

## **Zyno—Lease (Capital Lease):**

- Traditional capital lease in which customer has the option to buy out the asset for \$1 at the end of term
- 3 – 5 year terms
- Zyno Medical's 3rd party financial partner finances the transaction
  - Credit application and lease contract paperwork is required
- Designed for customers who want ownership, without using capital dollars, or an existing line-of-credit
- Includes extended warranty coverage and annual PM

## **Zyno—Rent (Committed Rental Program):**

- Provides new vs. refurbished product
- Customer signs a binding 3 – 5 year rental contract
- Zyno Medical's 3rd party financial partner finances the transaction
  - Credit application and lease contract paperwork is required
- Program is ideal for:
  - Customers currently renting old/used pumps
  - Customers who do not have capital dollars or an existing line-of-credit available
  - Customers who do not want or need ownership
- At rental termination, pumps are returned to Zyno Medical
- Customer can enter into second rental contract and receive all new technology
- Includes extended warranty coverage and annual PM

### Zyno—IVSP (IV Set Purchase Plan)

- No cash outlay for new pumps
- IV Sets price is “marked up” to include a payment stream to finance the pumps
- At termination pumps are returned to Zyno Medical
- Zyno Medical’s 3rd party financial partner finances the transaction
  - Credit application and lease contract paperwork required
- Customer commits to a minimum volume of IV Set purchases
  - Reviewed every six months
  - If short, customer must pay the difference in IV Sets or have their mark-up charge adjusted upwards based on the lower set utilization level
- Allows pump costs to be absorbed into the disposable supply line (operational budget)
- Can be an effective alternative to the capital approval process
- Includes extended warranty coverage and annual PM

All Zyno Medical Infusion Pumps are covered by a one-year standard parts & labor warranty. Extended warranty options are also available for an additional, nominal charge. Annual preventive maintenance programs are also available for an additional, nominal charge.

*Contact your Zyno Medical sales representative today for a specific proposal with pricing details on the option that best meets your financial and operational needs.*