



**ADDvantage**

*Performance through partnership*



**High performance partnerships** are giving the future of healthcare a clear advantage. Our Managed Services are a cornerstone of BD – the global medical technology company that’s *advancing the world of health™*.

## Partners

With **BD ADDvantage**, we work with you to deliver bespoke end-to-end solutions.

We offer more choice, greater access to technology and financial peace of mind.

Healthcare is evolving. Fully integrated solutions are increasingly important in achieving improved outcomes for your organisation and patients.

## Connected

**BD ADDvantage** provides you with the enhanced support to implement and integrate, embedding technology into your way of working, giving you the maximum impact from your investment

## Better

Better patient care through connected thinking, powerful partnerships and a dedicated support team.

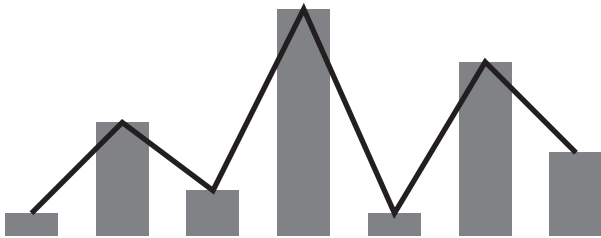
That’s the **BD ADDvantage**.

## Enabling partnership models through flexible funding options

Balancing the cost of investment in end to end solutions and delivering value for money is at the heart of partnerships. Our flexible financial models allow you to tailor your payments to suit your needs.

### Traditional Capital

Variable • Competing budgets • Up front capital



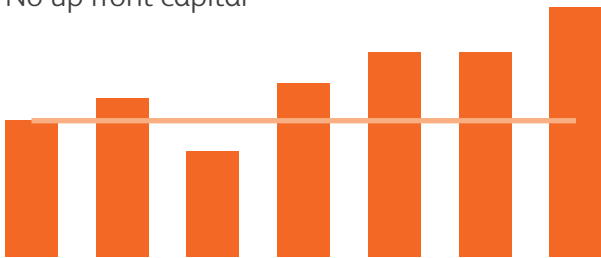
### Flat Unitary Payment

Guaranteed • Predictable • No up front capital



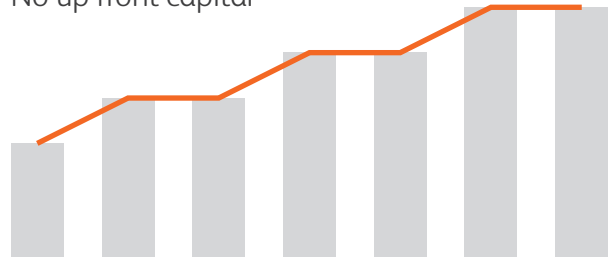
### Activity Based

Fluctuating payments • Minimum floor • No up front capital



### Performance Guarantee

Milestone based • Minimum payment • No up front capital



## What's the difference?

	Capital Deal	Lease	BD ADDvantage
Technology	✓	✓	✓
Installation	✓	✓	✓
Clinical Training	✓	✓	✓
Service Support	✓	✓	✓
Spare Parts	✓	✓	✓
Capex to Opex		✓	✓
Flexible Funding Models			✓
Dedicated Operations Manager			✓
Performance Guarantees			✓
Guaranteed Equipment Refresh			✓
Clinical Consulting			✓
Workflow Improvement			✓
Technology Integration Support			✓
Bespoke Informatics			✓
Third Party Management			✓

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